



FIL

THE DAIRY FARMER

FARM INNOVATION / HYGIENE/ ANIMAL HEALTH / MARKERS / NUTRITION

MAKING YOUR JOB EASIER

AUTUMN 2010

Dairy industry science and research has received a welcome boost with the opening of AgResearch's new Tokanui Research Farm.

TOKANUI RESEARCH FARM HOLDS PROMISE FOR FUTURE

AN AERIAL VIEW OF THE TOKANUI RESEARCH FARM IN THE WAIPA DISTRICT, WITH MT KAKAPUKU IN THE BACKGROUND.

The 200ha property in the Waipa district south of Hamilton represents a significant shift in the type of research farm many dairy farmers would be familiar with, in terms of its scale and the breadth of work being carried out on the one property.

With the focus on intensive "deep" research work, opportunities for farmers to visit the farm may not be frequent. However the work done there will have wide ranging benefits for farmers across the three key focus areas of work.

These are to reduce nitrogen leaching from farm systems by 15-20kg N/ ha per year by 2020, to increase forage productivity by 3-5 tonnes of dry matter/ha/year by 2020, and to increase carrying capacity to four cows per hectare by 2010.

Over \$6 million has been spent on developing the property that was previously a sheep and beef unit, including a state of the art 60 bale rotary dairy with an adjoining 20 bale secondary plant for specific selected herd research.

The property has its own data network installed by Feilding company Farmworks, delivering data on farm variables like grass growth profiles, rainfall and soil temperature.

Complete GPS mapping of the property means the effluent system is programmed to operate within set parameters, to avoid dispersing effluent into drains and waterways on the property and to shut down if wind speeds are too high.

While research is the farm's main focus, AgResearch has worked with the Waikato Institute of Technology (Wintec) to install a classroom with feeds from the farm's data sources. This allows students first hand experience of the cutting edge technology many will come to expect on larger commercial farms in the near future.

AgResearch head Dr Andy West says Tokanui offers an "all systems" opportunity to examine how different decisions relating to the key goals will affect all aspects of the farm's operation and performance. He acknowledges research can be done on smaller scale farms that farmers may have been familiar with but notes, "It is harder on those properties to do a whole systems based approach that pushes the limit of the farm system".

DairyNZ director Michael Spaans has commented that the Tokanui farm should hold farmers' interest simply because of its "ordinariness".

"It's not the manicured pastures of Ruakura, it has a mix of soils, it has got contours and it faces many of the same

output challenges as your average dairy farm. This makes it a very credible dairy farm, and one with which dairy farmers can and will relate."

Developments already in place at Tokanui include five milking lines in the farm dairy where milk from some cows can be diverted to a separate vat. The lines will be triggered by individual cow identity tags allowing smooth separation of milk for research while the commercial herd size operation continues to run seamlessly.

Like all research operations Tokanui is dependent upon funding, and sources can include industry groups like Dairy NZ, the Sustainable Farming Fund, the Foundation for Research Science & Technology (FRST) and the Primary Growth Partnership (PGP).

Dr Andy West is confident that renewed government interest in research to boost pastoral productivity will ensure plenty of innovation that works for farmers will come out of Tokanui in the years to come.

WHAT'S INSIDE:

1 **Tool helps pick the best dairy career options**

2 **Farmers approve web based renewal method**

3 **Bosses can have a role in life saving**

4 **Drum recycling initiative a first for FIL & Ecolab**

A WORD FROM FIL:

Good to hear that Christmas and New Year passed without too many problems. Starting 2010 certainly looks better than the start of 2009! The forecasted payout makes it all that much better. Product development at FIL ramps-up in 2010 with a number of new formulations, products and innovations taking the leap from the lab to the farm. A big thanks to the farmers that offer their time and milking equipment to test the products on. This is a good partnership and its great to see farmers ideas actually ending up as products and real innovations. Environmental issues relating to empty drums and dairy effluent disposal will increase over the next couple of years... FIL will address this as we try to look at every angle to make your job easier. WARWICK DOWSE - General Manager

Farming to Succeed

A programme by

Agriculture ITO
Industry Training Organisation

Sponsored by

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TREVOR LEADS FROM THE FRONT WITH FIL INNOVATION

INNOVATION AND ENTHUSIASM UNDERSCORE FIL’S BUSINESS DEVELOPMENT MANAGER’S APPROACH TO DAIRYING, AND DOES MUCH TO EXPLAIN HIS SUCCESS AS A FARMER, AND WITH FIL OVER THE PAST 18 YEARS.

TREVOR GULLIVER,
BUSINESS DEVELOPMENT MANAGER

Trevor Gulliver made the move from dairy farming to FIL after he and wife Julie sold their dairy farm in Matamata and returned back over the Kaimais to the sunny Bay of Plenty looking for a lifestyle change. Coming from a Te Puke dairying family, Trevor started his career on wages, then progressed to 39% sharemilking on the family property, but took a less typical approach to moving up the ladder to farm ownership from there.

He and Julie developed a kiwifruit orchard in Te Puke, eventually capitalising on the improvements they made by selling in 1979 to buy their 68ha dairy farm at Matamata.

“We had the farm for 10 years and were ready to move onto something else, but while there we employed some good technology for the time to make the place a one man unit.”

He used a feed out wagon for silage, a DML round bale feeder and milked through a 17 bale rotary shed with cup removers. All relatively new concepts for their time. Trevor’s interest in technology, and commitment to breeding good dairy cows, formed an ideal foundation for his success at FIL.

On returning to the Bay he started off repping for FIL in the Bay of Plenty and Eastern Waikato, acquiring almost 800 farmer clients. When appointed as National Sales Manager he focused on getting area managers in who had a deep understanding of dairying, rather than a sales background.

“I felt that an open, honest approach to farmers, combined with knowing your product inside out would lead to excellent support from your customers.”

It does much to explain the number of ex dairy farmers in FIL’s sales ranks, and the fact many have been with the company for at least a decade.

Now in his role as Business Development Manager Trevor combines his own farming experience with an ability to probe farmers about what they are looking for in new products and solutions on the farm.

“One of FIL’s early successes the Tail Paint Applicator with its specially developed bottle and applicator end came from listening to a farmer keen for us to come up with something better than tins of paint and paint brushes for tail painting cows.”

Ten years later that evolved into a solution well matched to the changes that had happened on dairy farming over that time. Bigger herds demanded an even more efficient way to apply tail paint, and the Backpack Applicator was launched, capable of tail painting 350 cows an hour and ideal for application in rotary dairies.

The initial design came from Trevor tinkering with brush and wipe ends at home and he continues to keep a range of products at hand to test their performance against what farmer clients are experiencing.

Trevor worked closely with vets and a trial group of farmers across the country when FIL developed its most successful teat care product yet, Iodoshield Active. Two years of intensive trial work have seen

rocketing success as farmers appreciate the value that Manuka honey adds to Iodoshield Active’s antibacterial and teat care qualities.

If not developing new products, Trevor is working closely with FIL’s management team to build the company’s overseas markets. With excellent distributors already in place in Australia, UK, Ireland, South Africa and USA, he has sights set on developing South America further as herd sizes and pastoral dairying increase there.

“First and foremost though, our focus will always be on farmers here in New Zealand who are constantly seeking new, innovative solutions.”

END OF SEASON SHUTDOWN

GRADERITE

FIL’s Graderite is a specialty cleaner recommended as a pre-season startup or end of season shut down product. How well you shut down your plant makes all the difference when it comes to starting up again next season. A poor shutdown can lead to not only machine damage but the threat of early season grades.

FEATURES & BENEFITS:

- Chlorinated detergent purging agent is highly effective in the prevention or correction of grade faults.
- Non foaming, ideal for high turbulence plants.



- Effective against high plate counts, excellent for removing protein.
- Contains Sodium Hypochlorite 270gm/L.
- AgriQuality approved food-beverage: farm dairies H1235 provides assurance for the farmer.

GRADRITE AVAILABLE
IN 100L, 20L, 5L



IODOSHIELD ACTIVE + EXCELLENCE IN TEAT HEALTH

Iodoshield Active* signals a new era for teat health. This unique teat spray formulation contains a number of essential skin care components as well as Manuka honey.

*NZ Patent Application No. 556391

Contact your FIL Area Manager now.



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MAKING YOUR JOB EASIER

TOOL HELPS PICK THE BEST DAIRY CAREER OPTIONS

WITH THE MANY DIVERSE ROLES DAIRYING NOW OFFERS EMPLOYEES, DAIRY NZ HAS COME UP WITH A CREATIVE NEW TOOL TO HELP NEWCOMERS TO THE INDUSTRY MAP A PATHWAY THAT FITS THEIR PERSONAL SKILLS AND GOALS.

Interest from potential employees has been strong in Career Pathways, a USB stick based career-planning tool that also includes a wide range of career planning resources.

Working off the USB stick eliminates any issues around slow Internet connections, while still providing a very powerful personalised, interactive software tool.

On plugging in the USB anyone interested in a career in the industry is greeted with an easy to follow process, initiated with an insight to varying industry roles both on and off farm. These range from straight on farm employment, to share milking and to broader off farm related careers including science roles and advising positions

Career Pathways was born out of recognition within the industry that skilled people are increasingly important on farm, and in the wider industry, says Dairy NZ strategy and investment manager Dr Mark Paine.

Candidates have the opportunity to learn how individuals with strong farm backgrounds and interests have developed their careers around industry support as well as on-farm positions.

Video interviews are provided of people who have found a successful pathway through the industry, offering frank and straightforward advice based on their own experiences in that particular avenue, whether it is variable order, share milking or equity partnerships.

Career Pathways leads candidates through the three critical steps in career planning - considering options, self-evaluation and planning a pathway. The uniqueness of Career Pathways becomes increasingly clear as the candidate moves through this process, with the tool providing the ability for the user to personalise their career options and decisions as they work through it.



A self-assessment section allows the creation of a “career blueprint”. It closely evaluates personal strengths that will guide an individual to the areas of dairying where past experience, communication skills, interests and values most suit them. The personalised assessment enables individuals to rank their ability across critical areas.

For example a candidate choosing “Production Management” as one of their areas of experience is then asked to score their ability across the different facets of production management, including pasture allocation, feed sourcing and irrigation management. Those rankings range from “new to me” through to “expert”.

Given the cross section of people seeking employment in the dairy industry today, this ability to avoid putting new candidates all into the same “box” is critical.

Career Pathways developer Samantha Palmer says for example people who may have a family and place importance upon time with them, the tool will help identify jobs that fit with those personal goals.

Once assessment and direction is complete candidates are directed towards resources that will help them meet their goals -this includes CV building, and tools to improve financial and management skills.

ABOVE: DAIRYNZ FARM MANAGER BRUCE SUGAR AND DAIRYNZ FARM ASSISTANT SINEAD POLAND TAKE PART IN THE TESTING PHASE OF CAREER PATHWAYS DEVELOPMENT.

“New articles will be distributed to them as they become available, for example if you are looking for HR or people management information, it will be delivered directly to your online tool box,” says Samantha.

Career pathways is available not only through DairyNZ consulting officers, but also Agriculture ITO staff, Young Farmers and through the website www.dairynz.co.nz/careerpathways

QUANTUM BLUE

FIL'S QUANTUM RANGE OF FARM DETERGENTS DELIVER SOLUTIONS FOR ALL DAIRY HYGIENE CONDITIONS.

All have been formulated to cope with the varied water temperature, hardness and pH levels experienced throughout the country.

Quantum Blue, one of FIL's most successful detergents; with the introduction of new surfactants has lifted the cleaning and sheeting ability ensuring greater coating of the chemical on all stainless surfaces.


FEATURES:

- Low toxicity due to the absence of Benzalkonium Chloride
- Ultra low controlled foam detergent sanitiser, ideal for high turbulence machines
- High compatibility with water types, suitable for hard water areas and high iron levels
- Good temperature performance, ideal across all ranges of temperature cleaning
- Maximum plant surface coverage, ensuring complete bacterial removal



QUANTUM BLUE AVAILABLE IN 200L, 100L, 20L, 5L

FIL TROUGH BLOCK
220g, 18 PER BOX

HYGIENE ✓
FIL TROUGH BLOCKS 
TROUGH BLOCKS WITH ZINC

As the daily round is extended it does not take long for slime and algae to build up in the water trough, tainting cows' supply. This can be worsened if effluent from paddock sprinklers gets into uncovered troughs, increasing the faecal loading in the trough. The result is stock's desire to drink as much as they should is reduced, threatening milk production and their welfare.

With clean drinking water ranking alongside good quality grass as a necessity to enable dairy cows to reach their full production potential, FIL has developed a handy cost effective solution to avoid trough water quality becoming a serious, income-threatening issue.

FIL Trough Block will help prevent a build up of slime and algae over the summer-autumn period thanks to a high quality blend of algaecides including zinc sulphate, copper sulphate and cobalt sulphate. Trough Blocks are compatible with all water types, and are suitable for use any time of the year.

FOR BEST RESULTS FIL RECOMMENDS:

- The trough should be cleaned prior to treatment
- Place the block in the trough near the inlet valve
- One block will treat approximately 1000 litres of water
- Treat the trough every six weeks or when slime or algae begin to re-appear

DRYING OFF DECISIONS.... A CHANCE TO GET IT RIGHT FOR NEXT SEASON

THIS IS THE TIME TO GET MASTITIS STRAIGHTENED UP FROM A HERD PERSPECTIVE.

DAVID McDONNELL
BVSc MACVS

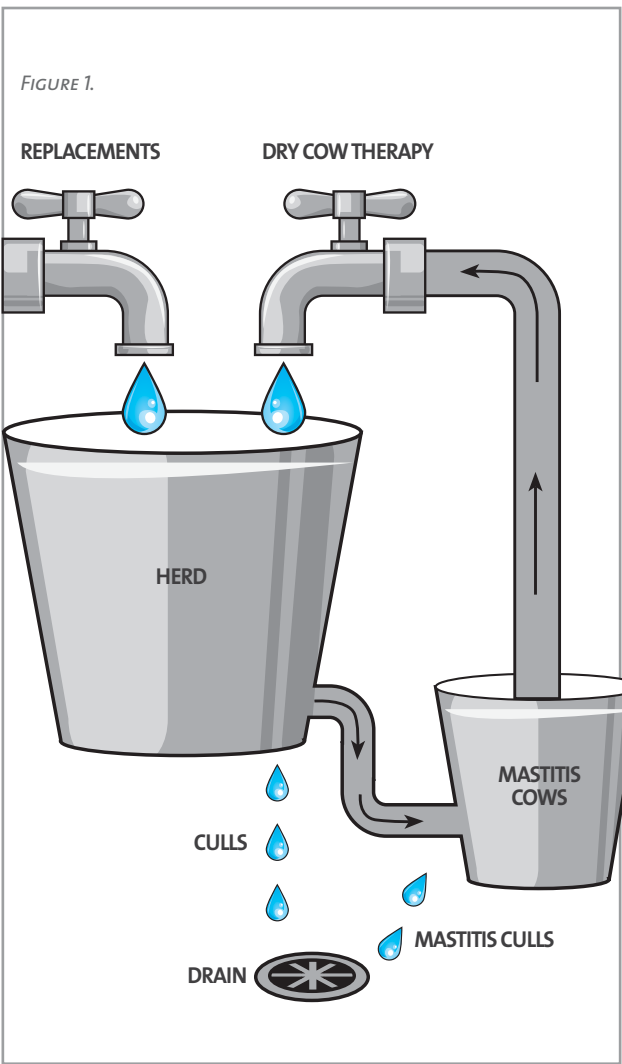


One of the aims is to reduce the number of cows harbouring contagious pathogens contributing to a herd's somatic cell count.

The scope of this article is to suggest attention should be paid to reducing the number of cows that are over wintered containing contagious organisms such as *Staphylococcus aureus*. This organism is particularly difficult to cure during lactation and is spread during milking. Veterinary advice is important with authorisations - it will assist in selecting the right candidates for Dry Cow Therapy (DCT) and the appropriate agent to treat an infection. The consultation can also set criteria and thresholds for selective culling of refractory cases to lactation treatment or were unsuccessful for DCT last season. See Figure 1 to illustrate the size of the pool of mastitis cows in a herd. It demonstrates how culling of carriers or salvage via DCT can influence it.

Staphylococcus aureus or 'Staph', as it is widely known, is a bacterium that historically has always been in NZ herds. Surges in cow prices and herd sizes in recent years coupled with less emphasis on selective culling of mastitis carriers (maybe as a result of poor reproduction), has seen this 'historical' organism persist in many herds.

The behaviour of this organism is particularly developed to the cow's habitat of the skin of the teat and glandular tissue of the udder. It is troublesome on two levels - it causes a clinical mastitis that is hard to treat during the season (bacterial cures variably <60%) with swelling and firmness of the quarter and reoccurring mastitic episodes. And secondly it stimulates prolific somatic cells from the infected quarter contributing to a bulk somatic cell count.



How do you know if you have the organism in your herd? Milk bacteriological samples from cows with high Somatic Cell Count (SCC) is one way you can confirm.

OTHER INDIRECT WAYS THAT SUGGEST 'STAPH' MAY BE RESIDENT ARE:

- Recurrent clinical cases
- Light and/or hard quarters
- Teat sores
- High Bulk SCC
- Persistent individual SCC cows 750,000-1,500,000 cells/ml
- Cows with high SCC treated with DCT last season and still have high SCC this season

Culling of confirmed cases of 'Staph' have been increasingly advocated in veterinary circles, nevertheless DCT has shown reasonable cure rates averaging 73% for published work, with some standard deviation of approximately 12% either side of that. It is worthwhile treating initially - but watching the outcomes the following year.

Late lactation management is to prevent that group of 'Staph' cows contaminating others- have them identified and if they are not culled, preferably milk them last and teat spray particularly thoroughly with a product that has good efficacy against 'Staph' mixed at the high rate.

Making good decisions for next year will set the season off to a great start, by having fewer cows being a threat to udder health and a lower Bulk SCC.

FIL TEAT CARE RANGE THE QUALITY CHOICE

FIL OFFERS A TEAT SPRAY FOR ALL SITUATIONS AND REQUIREMENTS USING EITHER A CHLORHEXIDINE OR IODINE BASE TO DELIVER A CONSISTENT LEVEL OF BACTERIA CONTROL AND TEAT CARE TO DAIRY HERDS. ULTRACARE TEAT SHIELD AND IODOSHIELD ACTIVE REPRESENT PROVEN QUALITY CHOICES FOR COMPLETE TEAT CARE - FIL RECOMMENDS YEAR ROUND TEAT SPRAYING TO ASSIST IN KEEPING SOMATIC CELL COUNTS DOWN, AND TO MAINTAIN TEAT SKIN CONDITION.

ULTRACARE TEAT SHIELD.

FIL's chlorhexidine based teat spray Ultracare Teat Shield has a proven formulation that ensures excellent flow, through vacuum driven teat spraying systems to deliver an even droplet size and dispersal upon the teat surface. Like the Iodoshield range, Ultracare Teat Shield has Protocol A approval. To pass this test the teat sanitiser must achieve a 1000-fold reduction in mastitis causing bacteria within 10 minutes of application.

Ultracare Teat Shield provides farmers with an alternative to the more commonly used iodine based teat sprays, particularly those who may be affected by allergies, or whose skin is sensitive to iodine based solutions. Protocol A is accepted within the industry as the most accurate and accredited means of assessing a teat spray's sanitising ability.

ULTRACARE TEAT SHIELD FEATURES:

- Excellent product viscosity for spray application through all types of teat spraying systems
- Consistent bacteria knock down ability
- An option for operators with iodine sensitivity
- Available in: 200L, 100L, 20L, 5L

IODOSHIELD ACTIVE.

Iodoshield Active has been one of FIL's most popular new product releases in recent years, with farmers impressed with its excellent antibacterial qualities that enhance the proven ability of iodine to reduce teat surface bacteria. The presence of Manuka honey and its antibacterial properties have proven as effective in the demanding conditions of commercial dairy farms in preventing infection as it has in its use as wound dressings for humans.

Iodoshield Active's success was no accident - FIL involved multiple farmers in extensive field-testing around New Zealand to ensure it could deliver regardless of conditions. This included whole herd evaluations of teat condition, using the National Mastitis Council's protocol for teat condition scoring.

In addition a separate trial involving a 700 cow herd had the herd split into two. One herd was sprayed with a conventional iodine based spray; while the other had Iodoshield Active applied.

Carried out under veterinary supervision, the scoring included inspection for dryness, chapping and teat end damage. The cows treated with Iodoshield Active recorded a perfect "5", against "3.5" for those treated with a conventional iodine spray.

IODOSHIELD ACTIVE FEATURES:

- A unique combination of Manuka honey and quality skin care components
- A single mix formulation
- Iodine base
- Fully field trialed by New Zealand farmers
- Available in: 200L, 100L, 20L

IODOSHIELD ACTIVE BENEFITS:

- Skin care ingredients improve teat condition and smoothness, while honey locks in moisture around the teat surface ensuring excellent adherence and surface coverage.
- No extra emollient is required as an additive, keeping costs and mixing time down.
- High quality iodine base ensures a proven means of reducing infections and assisting in controlling somatic cell counts through season.
- Results from field trials in difficult farming conditions across the country revealed superior healing ability and bacteria reduction.





FARMERS APPROVE WEB BASED RENEWAL METHOD

A SIMPLE WEB BASED FACILITY FOR FARMERS AND GROWERS TO RENEW THEIR AGRICHEMICAL APPROVED HANDLER CERTIFICATE WAS DEVELOPED CLOSELY WITH THOSE WHO ARE REQUIRED TO HAVE IT - FARMERS AND GROWERS THEMSELVES.

Under the Hazardous Substance and New Organisms (HSNO) Act, Agrichemical Approved Handlers are required to renew their certificate every five years. The renewal process is overseen by the Environmental Risk Management Authority (ERMA).

Feedback from farmers and growers prompted FarmSafe to rethink the renewal process for Agrichemical Approved Handler Certificates.

FarmSafe’s new service meets HSNO legislative requirements while embracing modern technology to minimise time off site for farmers and growers. Chemsafe Smart Online gives Agrichemical Approved Handler Certificate holders the choice of online renewal or a postal Home Pack option. Grant Hadfield, National Manager, FarmSafe believes the innovative renewal service meets the demands of farmers and growers in a modern and timely manner.

“The development of Chemsafe Smart Online has been industry led. Farmers and growers asked for a renewal process that did not involve time in workshops, with efficient and modern delivery options. Increasingly farmers and growers rely on the internet as a source of information. It makes sense to harness this technology to provide an interactive and convenient renewal system for them.”

The online option includes a video clip, electronic workbook and assessment and the postal Home Pack option includes a DVD, workbook and written multi-

choice assessment. FarmSafe expect the online option to be the most popular, with completion estimated to take only 30-40 minutes. The postal option is predicted to appeal to certificate holders with dial-up internet access or those preferring a hardcopy method. The cost to complete either process is \$100 inclusive of GST.

ERMA Test Certifier, Colin Spence says the new system is designed to get the required knowledge across in a way that is easily understood. “The initial process of gaining the certificate was extremely thorough. The Chemsafe Smart Online renewal process updates handler knowledge, required by the Act, quickly at home or in the office and provides a resource to keep on hand,” says Mr Spence.

The seven minute Chemsafe video clip and supporting workbook advises Agrichemical Approved Handlers on changes to the Hazardous Substance and New Organisms (HSNO) legislation, changes to the ERMA Approved NZS 8409:2004 Management of Agrichemicals Codes of Practice and changes to work practices.

Papakura nurseryman Dave Beaumont is the first to complete Chemsafe Smart Online, taking 40 minutes. “I watched the video clip first, then downloaded and printed the worksheets off before completing the test. I found it easy and will recommend this online system to others because it saves time.”

For further information contact: FarmSafe Customer Service, 0800 545 747 www.farmsafe.co.nz

FEDS URGE ATV OWNERS TO DO BOOK WORK

THE CONTINUING NUMBER OF ACCIDENTS INVOLVING ATVS IS PROMPTING FEDERATED FARMERS TO REITERATE THE DANGERS ASSOCIATED WITH THE FAMILIAR FARM WORKHORSES.

Despite its versatility and status as a “must have” piece of equipment on any modern farm, ATVs continue to be involved in a high proportion of farm accidents and deaths, accounting for around 30% of all farm fatalities.

The accident trend remains stubbornly persistent. The year ended June 2006 recorded four deaths, 10 deaths in 2006/07 and 2007/08 recorded five. Two deaths were recorded to June 2009, but a rash of other accidents followed into the 2009/10 year.

Sadly accidents also involve children being crushed by ATVs - they form the most common workplace vehicle linked to child death and injury in New Zealand.

The cost to the country in injuries inflicted from ATV accidents is also significant - to the year ended June 2009 there were \$9 million in claims for ATV related injuries.

For the same period children younger than 14 figured in almost 300 of the 2200 claims lodged.

Federated Farmers is also urging for more focus to go on the recreational sector, particularly after the death of a six year old girl late last year at a recreational ATV park.

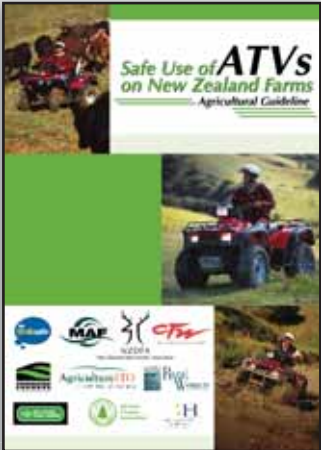
The safety of the machines on farms was also bought into sharp focus again after the deaths of two farm workers last year, one a Taranaki farm worker and the other in the South Wairarapa.

Courts are also starting to hold employers more responsible for providing helmets and safe ATV operating conditions. Last year a Manawatu farmer was fined \$25,000 and ordered to pay a staff member \$20,000 in reparation for failing to provide a helmet to a worker who crashed his ATV through a wire on the property, resulting in serious head injuries.

Federated Farmers spokesman for farm safety Donald Aubrey urges all ATV owners to read a copy of the Safe use of ATVs on New Zealand Farms, developed between the Agricultural Health and Safety Council and Federated Farmers.

Donald says two of the guide’s most important recommendations are for children under 12 years not to ride ATVs, and children from 12-15 to be trained properly and assessed for their riding skills. Helmets are also recommended for all ATV riders.

A copy of the guide can be obtained online at: <http://www.osh.govt.nz/order/catalogue/pdf/atvguide2.pdf>



KONCRETE KLEANER GOES BEYOND FARM DAIRY

FEW CLEANING CONDITIONS ARE MORE DEMANDING THAN FARM DAIRIES, AND KONCRETE KLEANER WILL NOT DISAPPOINT IN MAKING MANY OTHER CONCRETE SURFACES ALSO LOOK GREAT AGAIN.

FIL KONCRETE KLEANER AVAILABLE IN 20L, 5L

While it was developed for cleaning the demanding conditions of farm dairies, Koncrete Kleaner from FIL is also a cleaning solution ideal for use on any concrete surfaces around the home and buildings.

Formulated to assist in eliminating stubborn bacterial and algae build-ups on concrete surfaces, Koncrete Kleaner’s application is simple. Diluted to the recommended rate of 1-5 it is simply applied using a watering can or knapsack sprayer to the surface and left on.

After only 12-14 days the surface will improve noticeably as Koncrete Kleaner is absorbed and its cleaning action is effective. Its unique formulation means Koncrete Kleaner remains ‘in situ’ to protect the surface from further bacteria and slime build-up for up to two months - cleaning and protecting at the same time.

KONCRETE KLEENER BENEFITS:

- On going solution to algae & mould with long active life
- Non chlorine - no risk of vapours that could affect AB tubes
- Suitable for back pack sprayers, no specialised application methods required
- Formulated specifically for demanding dairy conditions with high soil and moisture presence

“We have been using it for just over a year and love the stuff! We had used Chloride of lime, even pool chlorine, but you always run into problems around mating where you can’t use chlorine cleaners because of the effect of the fumes on the AB straws’

Trent & Phillipa MacDonald, Okaiawa, Taranaki.



MAINLAND VIEWS



MAINLAND'S FARMING TO SUCCEED

THIS AUTUMN YOUNG SOUTH ISLAND FARM EMPLOYEES COMMITTED TO MOVING UP IN THE INDUSTRY HAVE A UNIQUE OPPORTUNITY TO LEARN HOW FROM THOSE THAT HAVE BEEN DOWN THEIR ROAD AND ACHIEVED MAJOR PERSONAL AND PROFESSIONAL GOALS.

FIL is now the key sponsor for "Farming to Succeed" a new initiative with Agriculture ITO. Farming to Succeed aims to focus on the talented, hard working and committed young people in agriculture who are likely to be the industry's success stories and its leaders in coming years.

Working with Agriculture ITO and experienced farmer-business man Grant Taylor, the Farming to Succeed course is split between the North and South Islands, with 25 candidates from each island eligible for the five day course.

Those fortunate enough to be able to participate will get a unique insight into the minds and motivation of some of New Zealand's leading agribusiness prime movers.

These are operators who have risked much in time and capital, while holding strong to their goals of where they want to be not only professionally, but personally as well.

The successful South Island agribusiness ventures visited include large dairy operations and processing companies, but also requires some intensive input

from the attendees - they are required to consider and write down clear goals about what they want to achieve in all aspects of their agricultural career and lives.

The course places significant emphasis upon the need to have a good relationship with a life partner. It coaches those attending to have a good balance within their personal and professional lives in order to understand the true meaning of success.

Grant says the biggest obstacle to young people succeeding in agriculture is often their mindset, particularly around the amount of money required to build a farm or agribusiness venture.

"We aim to help their personal development around goal setting - making the right steps along the way, and introducing them to people who have done the hard yards, and now have businesses they can work on, rather than in."

At a time when the sector is prone to greater volatility than ever seen before, there is also opportunity to get advice from consultants and financiers who are available, providing first hand insights into the complexities of raising capital, analysing risk and plotting a reliable pathway during volatile market movements.

FIL director Arthur Jordan says the decision to take on sponsorship of the Farming to Succeed courses



"Farming to Succeed is a once in a lifetime opportunity GO FOR IT!"

James O'Neill, Rakaia

was a natural progression from the previous Bound to Succeed Outward Bound courses. FIL sponsored dozens of farm employees through this course over its five-year commitment, and Arthur is confident some of those who attended Outward Bound may also get to benefit from the Farming to Succeed opportunity.

"Motivated, focused and successful leaders in this industry have never been needed more, and we see Farming to Succeed as a means of helping these young people really drill down to what they want to achieve, and give them the motivation to achieve it by meeting some who have gone down the same path," he says.

Motivated agricultural workers keen to advance faster through the industry, and learn the secrets of those who have, can apply for the course: enquiries@farming2succeed.co.nz



BOSSSES CAN HAVE A ROLE IN LIFE SAVING

THERE COULD BE NO WORSE TASK FOR A FARM BOSS THAN TO HAVE TO TELL THE PARENTS OF A STAFF MEMBER THEY WON'T BE COMING HOME AGAIN TO VISIT, BECAUSE OF A TRAGIC ACCIDENT.

Unfortunately it happens all too often, not necessarily because of a farm accident but due to a road smash, often only a short distance from their farmhouse. In the Southern Region (Southland-Otago) policing district drink drive accidents form an unwaveringly high percentage of the road smashes and fatalities in the region. The region's commander has some valuable insights for young farm workers, employers and those sharing the area's fast empty roads with them.

"Unfortunately because we have low traffic densities we find there is a tendency to take more risks, the old "she'll be right" attitude to not getting caught," says Sergeant Geoff Sutherland head of Southland police region highway patrol.

Southland and Otago are not alone in the problem drink driving plays in rural smashes and the ensuing ruined lives. Rural New Zealand as a whole accounts for a disproportionate amount of high impact alcohol related smashes. Urban drink driving smashes accounted for 25% more crashes

than rural from 2004-2006 or 2560 accidents with 120 deaths. However the 1900 rural crashes accounted for twice that number of deaths, at 241. The odds of dying while driving drunk in a rural environment are almost three times that of an urban one.

The surge in dairy conversions in Otago and Southland has bought increased numbers of young people to districts that may have been static in population before, and with it assorted accidents that are mysteriously cleared up before police arrive.

Police initiatives like blitzes do have something of a halo effect for a few weeks, but invariably see old habits repeated. The 2009 report on drink drive attitudes and policing in Southland recommended more work between community groups to raise the awareness in young people about the risks they were taking, and to break down ingrained habits among older generations.

Sergeant Sutherland says farm employers can also play a very constructive role in helping avoid the tragedy of young staff killing themselves after a big night off the farm.

While not advocating bosses tuck their staff in at night, he believes having a plan or offering an option for young staff to get home safely could be a life saving move.

"It could be you as the boss may simply offer to pick them up at a certain time, rather than see them try to make their own way home, and be left wondering where they are when it comes milking time the next morning."

Farming families do an exceptional job "adopting" young people into their home environment, and he looks on this sort of pastoral care as a simple extension of that generosity so often exhibited to staff. On larger more corporate type farms it may be a case of having a manager who can keep an eye out for younger staff who are in a new social environment and who may be inclined to drink more to ease their shyness, or drive further to seek out company that is familiar.

For their part the police are only too keen to work with rural community groups to save having to pick up the pieces of rural road smashes. Community policing officers are happy to speak to farmer groups about drunk driving and the costly consequences in human and financial terms that they witness first hand.

SEASONAL CLIMATE OUTLOOK

FEBRUARY 2010 - APRIL 2010



A COOL END TO SUMMER, AND CONTINUING DRY IN THE NORTH

The current El Niño continues at moderate strength in the equatorial Pacific, but is likely to weaken during the autumn. The NIWA National Climate Centre says that mean temperatures are likely to continue to be on the cool side, and dry conditions are also likely to continue in the north of the North Island.

The centre’s latest outlook states that on average over the three months February-April, mean sea level pressures are likely to be higher than normal to the north of the country, associated with slightly stronger than normal westerlies over New Zealand.

Current dry soil conditions are likely to continue in the north of the North Island, and are likely to prevail in the east of the North Island, where below normal stream flows and soil moisture levels are likely through to April.

The centre says February to April rainfall totals are likely to be in the normal or below normal range in the north and east of the North Island and in Marlborough, normal or above normal in the western South Island, and in the normal range in other regions.

Temperatures are likely to be near average or below average in all regions, over the three months of February to April as a whole. There will still be variability, with some warm spells at times, especially in eastern regions in north-westerly wind conditions.

River flows and soil moistures are likely to be near normal or below normal in the North Island, near normal in the north and east of the South Island, and normal or above normal in the western South Island.

OVERALL PICTURE

TEMPERATURE:

Air temperatures are likely to be average or below average everywhere. Sea surface temperatures are expected to remain below average around and east of the South Island, and near average to the north of New Zealand.

RAINFALL, SOIL MOISTURE, AND STREAM FLOWS:

Rainfall is likely to be normal or below normal over the north and east of the North Island and in Marlborough, normal or above normal in the west and south of the South Island, and near normal elsewhere. Rivers flows and soil moistures are likely to be near normal or below normal in the North Island, near normal in the north and east of the South Island, and normal or above normal in the west and south of the South Island.

REGIONAL PREDICTIONS FOR THE NEXT THREE MONTHS:

NORTHLAND, AUCKLAND, WAIKATO, BAY OF PLENTY:

Temperatures are equally likely to be in the near average or below average category. Seasonal rainfall totals are equally likely to be near normal or below normal, while river flows and soil moisture levels are very likely to be in the below normal range.

Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	20%	10%	10%
NEAR AVERAGE	40%	40%	30%	30%
BELOW AVERAGE	40%	40%	60%	60%

CENTRAL NORTH ISLAND, TARANAKI, WANGANUI, MANAWATU AND WELLINGTON:

Seasonal temperatures are likely to be in the average or below average category. Rainfall totals are likely to be near normal, while stream flows and soil moisture levels are likely to be near normal or below normal, for the three months as a whole.

Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	20%	20%	20%
NEAR AVERAGE	40%	50%	40%	40%
BELOW AVERAGE	40%	30%	40%	40%

GISBORNE, HAWKE’S BAY, WAIRARAPA:

Temperatures averaged over the three months are equally likely to be in the near average or below average category. Seasonal rainfall totals, stream flows and soil moisture levels are likely to be below normal.

Probabilities are assigned in three categories; above normal, near normal, and below normal. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	20%	20%	20%
NEAR AVERAGE	40%	30%	30%	30%
BELOW AVERAGE	40%	50%	50%	50%

NELSON, MARLBOROUGH, BULLER:

Seasonal temperatures are likely to be below average. Rainfalls, stream flows and soil moisture levels are likely to be normal over all, but with below normal rainfalls more likely in the east of the region.

Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	20%	20%	20%
NEAR AVERAGE	30%	50%	50%	50%
BELOW AVERAGE	50%	30%	30%	30%

WEST COAST, ALPS AND FOOTHILLS, INLAND OTAGO, SOUTHLAND:

Temperatures are likely to be in the average or below average category. Seasonal rainfall, stream flows and soil moisture levels are equally likely to be near normal or above normal.

Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	40%	40%	40%
NEAR AVERAGE	40%	40%	40%	40%
BELOW AVERAGE	40%	20%	20%	20%

COASTAL CANTERBURY, EAST OTAGO:

Temperatures are most likely to be in the near average category, averaged over February-April. Seasonal rainfall totals, soil moisture levels and stream flows are all likely to be in the normal range.

Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	STREAM FLOWS
ABOVE AVERAGE	20%	30%	30%	30%
NEAR AVERAGE	50%	50%	50%	50%
BELOW AVERAGE	30%	20%	20%	20%

BACKGROUND

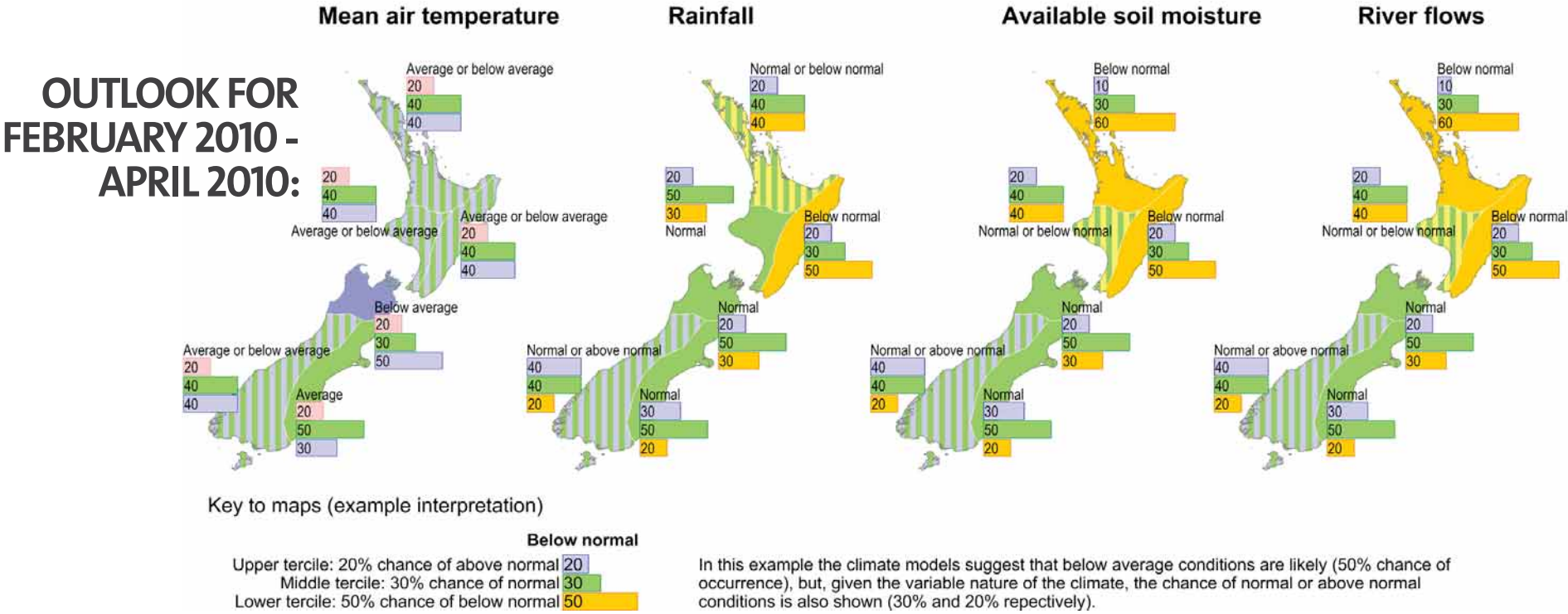
The El Niño continues at moderate strength in the Tropical Pacific, and exhibits many features of a mature event. As often occurs, the El Niño is expected to weaken towards neutral conditions through the autumn.

El Niño events can often lead to dry conditions in eastern and northern parts of New Zealand over the summer season. Soil moistures are very low in Northland, and in some parts of the Bay of Plenty, and eastern south Canterbury and Otago. The latest outlook suggests that drier conditions are likely in the north and east of the North Island on average through to April. El Niño events are also often associated with cooler than average conditions in the New Zealand region, consistent with the latest outlook.

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DRUM RECYCLING INITIATIVE A FIRST FOR FIL & ECOLAB

THE CLUTTER AND HEADACHE OF EMPTY TEAT SPRAY, AND DETERGENT 100L AND 200L DRUMS WILL BE A THING OF THE PAST FROM NEXT SEASON THANKS TO A RECYCLING INITIATIVE INVOLVING FIL AND ECOLAB.

“We have been looking for an ideal arrangement for our drums for a long time, quite aware that we need to have a responsible way for our drums to be re-used,” says FIL’s general manager Warwick Dowse.

Now the search is over. Thanks to a joint initiative between FIL, Ecolab and AgPac all 100L and 200L drums can be collected from farms and re-used or recycled.

“AgPac has a well established reputation for collecting used silage wrap for a number of years. Many farmers are probably already familiar with their big AgPac ‘on-farm bins’ for placing silage wrap into,” says Warwick.

The big lined bins have proven an ideal solution to the messy question of what to do with silage wrap. Once the bin liner is full the liner is tied off like a household rubbish bag and easily lifted out of the bin with the front-end loader.

Greater pressure is on farmers to comply with environmental standards, and new legislation is being drawn up for the future.

Warwick believes the latest joint recycling initiative for drums puts the companies and their customers ahead of any possible regulations. It also relieves another major waste issue for farmer clients.



FIL GENERAL MANAGER WARWICK DOWSE AND
ROGER SWAN, DIVISIONAL MANAGER ECOLAB NZ LTD.

“It is also important FIL’s sustainability ethic does not end when our product arrives at the farm gate. A critical part of environmental and business sustainability is to ensure there is responsibility taken for the packaging the product came in.”

Within FIL’s head office in the Bay of Plenty significant emphasis on recycling has reduced all aspects of the company’s waste stream, and helped contribute to the company winning the Bay of Plenty Sustainable Business Award in 2008.

“This just takes it the final step and it will be an on-going process from a corporate citizen’s perspective.”

Warwick says there are 4 simple steps to ensure FIL, Ecolab and AgPac can collect the drums for recovery and reuse.

The drums have to be triple rinsed, have their labels removed and the bungs inserted back into them. The drums must also be in good condition for ‘return’ otherwise they will be considered for recycling only.

This is not an opportunity for farmers to return drums that have contained hazardous chemicals, unknown chemicals or have been hanging around the farm for many years. Company representatives will check to see if the drums are suitable prior to collection. The process will take some time to get used to, perhaps a couple of seasons.

“However we must get the ball rolling now in order to be prepared for the expected environmental rules that will come in one day like they have done in the UK, Europe and Australia.”

Label removal is critical to comply with hazardous material transport laws, and the collection will be free of charge to FIL and Ecolab customers.

The majority of drums will have contained teat sprays, dairy detergents and some bloat oil products.

To learn more
freephone:
• FIL 0508 434 569
• Ecolab 0508 732 733





DRUM RECOVERY PROGRAM

THE AGPAC SCHEME offers you the opportunity to return 100 and 200 litre drums from the **Ecolab** and **FIL** range.

In order to facilitate efficient recovery, please adhere to the following points...

RULES FOR RECOVERY

- FIL yellow drum / Ecolab blue drum.
- Triple rinsed.
- Has not contained other or hazardous products.
- Label removed.
- Original bungs/caps on tight.
- Good condition.

FREE COLLECTION



RECYCLING SOLUTIONS FOR FARMERS 