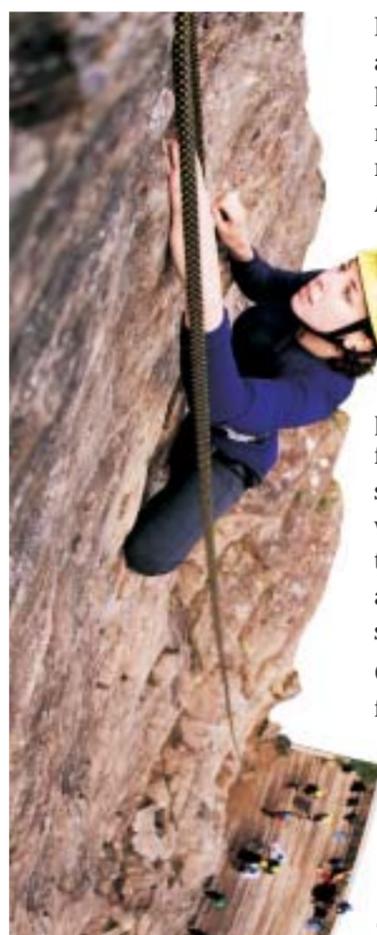




# 'Bound To Succeed' Participants Announced

Sixteen of New Zealand's top young agricultural students have been selected to take a special three week Outward Bound leadership course in April.



FIL, the Bay of Plenty-based agricultural hygiene, animal health and nutritional products manufacturing company is national sponsor for the Agriculture ITO's "Bound to Succeed" programme.

The three-week leadership course is an annual event which provides professional and personal development for 16 future industry leaders. The selected participants are those who have done well in both their on and off-job training and are striving towards a successful career in farming.

One young farmer was chosen from each of Agriculture ITO's 16 regions. There are 14 men and two women.

While many are dairy farmers there are also young men and women from the sheep and beef industries.

FIL General Manager Gavin Cherrie says: "We were delighted last year when we agreed the terms of our sponsorship of 'Bound to Succeed'. We were looking to sponsor a project in agriculture, which was educational, had nationwide influence and would help to guarantee the future of our industry.

"The Agriculture ITO's Bound to Succeed programme does all these things. It has huge potential to positively influence the future of our industry by developing the skills and personal qualities of our future leaders. We wish all 16 students the very best for the programme next month and look forward to hearing from each of them how they get on."

The successful candidates are:

**Tim Soper**

The 20-year-old "city boy" is

assistant manager on a 300ha dairy farm milking 500 cows on the Taieri Plains. He has been dairying for 15 months after spending 18 months on a sheep station in Central Otago.

Tim went farming after finishing school because he likes the outdoor life and couldn't imagine himself working in an office.

"At school I thought about going to Outward Bound but had too many things on. I'm glad I've got the opportunity to go now because it will look good on my CV," he said.

**Frances Beeston**

Frances was brought up on a dairy farm and is now employed on an Ashburton property milking 1765 cows. She sees herself being

*Continued on page 4...*

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- Winter Promotion Page 2

### Clean Up!



- Maize Harvesting Page 5



- End of the Season Teat Care - Page 6



# Give Stock A Boost



Farm animals under stress need a "nutritional kick" to keep them fit and healthy - so FiL New Zealand has developed the Booster Block.

Whether you run a lifestyle block with a couple of cattle and a few sheep, a large scale high country farm or a top producing dairy unit, the new Booster Block is the essential nutritional boost.

Booster Block was conceived and formulated by FiL's

product development team in response to demand for an easier and cheaper way to provide the right balance of nutrients and supplements for dairy animals, beef cattle, sheep, goats, deer and horses.

The molasses-based supplement includes such minerals as calcium, magnesium, potassium, sodium, sulphur, zinc, and nitrogen as well as trace elements cobalt, iodine, iron,

manganese and phosphorous. For supplementary nutrition Booster Block has 67gm/kg of crude protein, 30gm of nitrogen, 11.8gm of fat, 74gm of carbohydrate and 325gm of soluble sugars.

And to top all this off the cardboard box that contains your Booster Block is edible. FiL has used food grade inks in the design of the bright yellow cardboard box.

*Continued on page 3...*

### Also:

- Late Lactation Management Page 3
- Ken Ring's Weather Forecast Page 7
- Greg Duncan is Happy Working Where He Farmed Page 8

Visit: [www.fil.co.nz](http://www.fil.co.nz)

# Clean Up In Style With FiL!



Over the past five years FiL has rewarded customers with the chance to win farm bikes and take mystery weekends around the country and in Australia as part of its annual winter promotion.

*This year all FiL customers are offered the chance to win a \$12,000 spending spree at their local PowerTool Centre as well as one of fourteen ALTO P140D water-blasters in the 'Clean Up with FiL' promotion.*

When it comes to superior quality and value for money, you can't go wrong cleaning up your farm dairy with FiL and now you have the opportunity to clean up in style with a \$12,000 PowerTool Centre spending spree.

It's easy to go into the draw too. Just buy any four essential FiL products from a choice of 23 and you'll be entered in the draw to spend a whopping \$12,000 on the power tools of your choice!

In addition to the major draw, every completed order

will be entered into a local area draw to win one of fourteen ALTO P140D Water-blasters. That's one water-blaster for each FiL Area Manager's territory so wherever you farm, you'll be in with a good chance to clean up with FiL this year.

Like FiL, the PowerTool Centres only offer superior quality and our lucky winner will clean up to the tune of \$12,000 from the ranges of Bosch, Makita, Hitachi, Metabo and Ryobi.

*As a special bonus, all FiL customers will receive a free Dairy Hygiene Handbook. This pocket sized, durable little handbook is an invaluable tool for any farmer who takes milk quality seriously.*

FiL's Dairy Hygiene Handbook gives a thorough understanding of the milking plant, how dairy hygiene products work and assistance with resolving milk quality problems during the season.

This special offer is only valid from 1 April 2005 until 31 July 2005. Contact your FiL Area Manager for more information or phone 0508 434 569. Terms and conditions apply.

## Terms and Conditions

Entries placed in store must be accompanied by a proof of purchase (till receipt, retailer account statement) and posted to FiL at PO Box 4144, Mount Maunganui South.

The first correctly completed entry form drawn will win the \$12,000 shopping spree at the nearest PowerTool Centre to winning farm.

Separate draws for each of the 14 FiL rep areas will be held with the first correctly completed entry form drawn for each area winning an ALTO P140D Waterblaster.

Prizes are not transferable or redeemable for cash.

Shopping spree must be redeemed at the nearest PowerTool Centre to winning farm in its entirety by 30th September 2005.

The competition is valid for orders placed and received from 1 April 2005 to 31 July 2005. No responsibility will be taken for lost, late or misdirected entry forms.

The judges decision is final and no correspondence will be entered into.

The draw will be made 1 August 2005 and winners will be notified by phone and mail.

Winners will be required to participate in post draw publicity.

The competition is not open to employees of FiL, the PowerTool Centres, associated companies, agencies or their families.

To be eligible for the draw the entrant must purchase a range of four FiL products from the specified list of 23 and must meet minimum product size requirements as specified on the entry form.

Dairy Hygiene Handbooks are available to all FiL customers whilst stocks last.

## Qualifying products

### Acid Detergents:

Quantum Blue, Quantum Gold, Jetset, 30 Plus, Iodoclene (100 litres minimum)

### Alkali Detergents:

Quantum Powder (25kg minimum)  
Quantum XL (20 litres minimum)

### Bloat remedies:

Bloateze, Bloateze DFA (100 litres minimum)

### Teatsprays:

Ultracare Teatshield, Ultracare Iodoshield (100 litres minimum)

### Magnesium:

Nutri-Mag Dusting, Nutri-Mag Drenching, Magnesium Chloride, Magnesium Sulphate (1 pallet minimum)

### Other:

Tell Tail (12 pack minimum)  
Stock Iodine 2.5% (5 litres minimum)  
Teat Conditioner (20 litres minimum)  
Tailpaint Aerosol (6 pack minimum)  
SA 33 (20 litres minimum)  
Formalin (20 litres minimum)  
Moss Killer (20 litres minimum)  
Booster Block (4 blocks minimum)



**Plus 14 x ALTO Water-blasters to be Won!**



# Late Lactation Management

*The late lactation period of approximately three months coincides with the autumn under New Zealand farming conditions and covers the months of March through to May.*

At this stage of lactation production declines steadily even though adequate and often good quality pasture feed is available. The autumn growth is sometimes more nutritious than the spring growth.

Once cows are four to five months in calf the pregnancy hormones become dominant over the secretory hormones, leading to a gradual but definite decline in production.

There is a tendency to regard the autumn or late lactation period phase as the season's anti-climax

and pasture management over this period can sometimes become a little lax. However this period of the season is very important as poor or faulty management at this time may result in cows calving with a low condition score, a higher incidence of calving complaints or a feed shortage in early lactation. Management over this period should be directed towards ensuring that:

- The cows are adequately but not excessively fed
- All surplus pasture growth is conserved for winter utilisation
- The pastures are maintained in a vigorous state
- The planned wintering programme is effectively initiated

## Cow Condition

Normally the live weight tends to decline slightly over

this period, due primarily to the 'de-conditioning' effect of milking, but the actual trend will depend on the feed position and the level of production.

In seasons with adequate growth over this period cows will be in a condition score of 5- 5.5 and it is important to ensure that the score does not drop below 4 as it may be difficult to regain condition before calving.

Regardless of the pasture feed position over this period it is imperative that the condition of the cow is maintained at a satisfactory level to avoid problems later.

It is far easier to maintain the condition than to regain it approaching calving after a marked decline over the late lactation period. A sound approach is to dry the cows off when their condition starts to decline below a score of 4.

## Give Stock A Boost

...continued from page 1.

For best results feed one Booster Block a fortnight to 10 cattle or 30 sheep. Just remove the top flaps of the carton and place the block in the area to be grazed. Ensure stock have adequate drinking water as their drinking rate may increase.

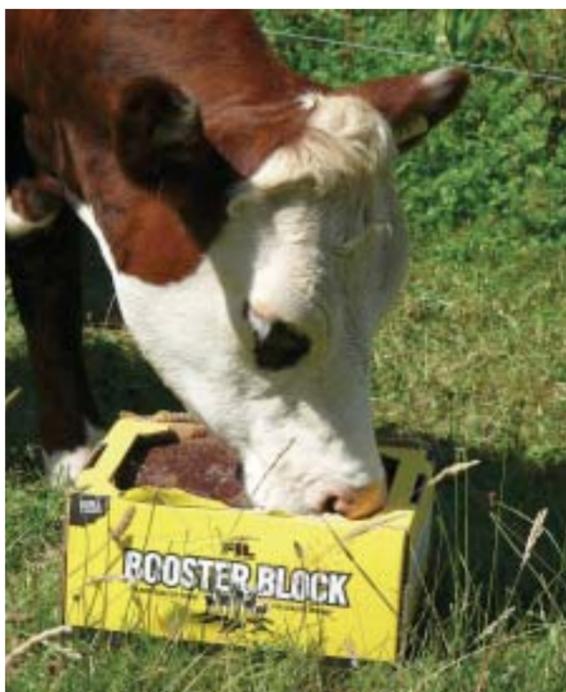
FiL General Manager Gavin Cherrie says Booster Block was designed to help farmers provide their stock with a boosted feed that can be fed without the cost of installing extra equipment.

"With Booster Block the farmer simply loads the number of blocks they need for their animals onto a tractor or farm bike, takes them to grazing area, rips off the cardboard top and leaves it to them," he said.

"It has a universal market for most grazing animals and should sell equally well to small block owners without the need to install specialized feeding machinery and to large commercial farmers who want a low cost and efficient way of providing their animals with a natural supplement.

FiL's Technical Manager Jim Sadler said the Booster Block gave farm animals "a nutritional kick" at times when they are under stress, on poor feed or need building up to pregnancy or lactation.

"One block provides them with half the daily maintenance levels of magnesium and half the maintenance level of calcium."



Jim Sadler also says: "It's a tonic in times of stress. The iodine improves fertility while molasses helps metabolise straw and hay which is fed when grass is scarce as well as making the Booster Block very palatable."

FiL has installed specialist plant equipment to make the blocks at its Mount Maunganui factory to the formulation devised by Jim Sadler.

*Booster Block is available in March and can be purchased from most rural supply stores.*

For further information contact your local FiL Area Manager or phone 0508 434 569.

**Clean Up!**  
Win a \$12,000 Shopping Spree  
at your local **POWERTOOL**  
with **FiL**

**Buy any four essential FiL products from a choice of 23 and enter the draw to win a \$12,000 spending spree at your local Powertool Centre.**

When placing your order, ask your rep for a FREE FiL Dairy Hygiene Handbook

Plus 14 x **ALTO** Water-blasters to be Won!

Terms and Conditions Apply

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# 'Bound To Succeed' Participants Announced

...continued from page 1.

committed to dairying for the next 30-40 years and says she enjoys the breeding side of the business and hopes to eventually own a farm with a pedigree herd. The Outward Bound course will be "the experience of a lifetime" where she says she can push herself to the limit and get out of her comfort zone.

## **Kelvin Walmsley**

Kelvin came from a dairying background in Northland and has been working on an Eketahuna farm for three years, working his way towards becoming herd manager.

The farm milks 450 cows and he is building up his own herd of pedigree Jerseys with the aim to go 50/50 share milking by the time he's 25.

Aged 18, he says he can't wait to go to Outward Bound and hopes to come out of the course more confident and able to communicate better.

## **Grant Rudman**

Grant reckons he gets more opportunities and a great variety of work being employed on a stud sheep and beef property at Kimbolton in Manawatu.

"Working on a big property like this (there are three farms totalling about 750ha) and dealing with pedigree sheep and beef means I'm getting extra insights into farming and that's got to be good for me."

The 18-year-old, who started on the property straight out of Feilding Agriculture College says: "I'm really looking forward to the challenge of going to Outward Bound and want to develop leadership skills, gain more confidence and be pushed to the limit."

## **Terry Adams**

After six months working in a canvas factory Terry Adams went back to dairying. He grew up on a dairy farm near Opuake and returned to the area, getting a job on a farm down the road from his parents.

Now he's a farm hand on an 80ha property milking 240 Friesians and says he loves dairying and wants to progress through the industry to ownership.

Terry (20) says he wants to go on the Outward Bound course to improve his confidence and be able to speak better in public. "I had a mate who went on the course and he said it was tough but really worth it. I'm looking forward to it."

## **Andrew Burch**

Andrew had planned to leave the country and head for Melbourne but before leaving he worked on a dairy farm for two weeks helping out a family friend. "From the first day I fell in love with it, cancelled the Melbourne trip and have worked on the farm for the last 18 months. I fell into the industry by accident," he said.

Andrew, 22, is dairy assistant on a 500ha Central Hawkes Bay farm milking 1600 cows. He was brought up in Napier and had no farming background but hasn't found the switch difficult.

He sees the Outward Bound course as a once in a lifetime opportunity to gain leadership and management skills as well as "learn a little more about myself".



## **Jason Owen**

Born and bred in Gisborne, Jason enjoys working outdoors and with animals, saying that farming also provides the lifestyle he wants. He works as a shepherd on a 7000ha sheep and beef property an hour west of Gisborne. "I'm really looking forward to going to Outward Bound, I've heard a lot of good things about it from other people. I want to get experience meeting people from around the country."

## **Sally Davies**

Sally never wanted to work in an office - she says she's "a bit of a tom boy" who likes to get her hands dirty on the job.

She works as a wool handler for a Rangiora-based shearing contractor doing 12-hour days on the boards collecting and grading the wool as it comes off the sheep's back.

"I didn't have a farming background but took the Agriculture ITO 'Introduction to Farming' course and got this job three and a half years ago."

She is one of only two young women selected for the course and has a learner shearing ticket.

## **Carlos Santos**

Philippines-born Carlos Santos moved to New Zealand three years ago. Formerly a mechanical engineering student he now works on a 450ha dairy unit milking 1000 cows at Mangakino.

"It's a good lifestyle and there's plenty of opportunity to progress in dairying. It's a career with a lot of positives going for it. I'm looking towards owning my own farm in 10 years," he says.

Carlos wants to use the Outward Bound course to improve his confidence. "I want to become a better person and improve my communication skills too."

## **Scott Wooffindin**

Scott comes from a sheep and cropping background but gained a Certificate of Agriculture at Lincoln University and developed an interest in dairying.

He's now in his second season as assistant herd manager on a 350ha Mid-Canterbury farm milking 1250 cows. "I always wanted to go farming and I'm

working towards sharemilking and then farm ownership." He hopes to gain confidence and leadership skills from the Outward Bound course feeling these are important skills if young people want to get ahead in the dairy industry.

## **Aaron Olesen**

Aaron was the first graduate from Auckland's Mt Albert Grammar show farm in 2002. He now works on a 165ha farm at Te Kauwhata milking 400 cows.

"I like hands on work and seeing something for the effort I put in. I'm sold on dairying and next season I'm looking for a manager's job."

Aaron says he's heard Outward Bound changes participants for the better and he wants to come out of the course more confident and with new friends.

## **Ray Beckford**

Ray is the oldest scholarship winner at 25 and assistant herd manager on a 320ha farm on the West Coast, milking 750 cows.

"I trained to be a builder but the wages were low so I looked at dairying and really like the job because there is a different challenge every day."

His goal is farm ownership but the next step is managing a dairy unit, probably on the West Coast.

At Outward Bound he wants to meet new people, push himself and extend his personal boundaries.

## **Michael McGough**

As New Zealand's first Agriculture ITO 'Modern Apprentice of the Year', Michael is a case study of the successful young dairy farmer.

At 20 he is a lower order sharemilker on a 160ha Whangarei farm milking 480 cows and wants to invest in property outside the industry to speed his path through the dairying system.

At Outward Bound he hopes to take on new challenges, get a different point of view on life and meet different people.

## **Stephen Devine**

Steve's no stranger to Outward Bound as he spent a GAP year in the UK teaching on a similar course in Southampton.

Originally from Nelson, he didn't know what career he wanted to follow until he attended an Agriculture ITO seminar on his return to New Zealand.

He is now in his third season working on a 280ha farm milking 420 cows near Nelson and next season hopes to become herd manager on a much larger property. "I'm set on dairying and am looking to equity partnership or having my own herd in a few years," he said.

Steve wants to find out how hard he can push himself at Outward Bound as well as coming out with more drive and confidence.

## **Dale Sharpe**

The 19-year-old is herd manager on a 116ha Pukehina farm milking 400 cows and already has three years dairying behind him.

Although he's keen to get on in the industry he also wants to take time out and do his OE in the next couple of years.

Dale wants to make changes to his life and gain more confidence on the Outward Bound course. "I want to really knuckle down and think the course will help me," he says.

## **Southland**

The Southland 'Bound to Succeed' winner will be announced at the Agriculture ITO Southland Agri Awards in Invercargill on March 9.

# Maize Quality Depends On Harvesting

*Timing your maize harvest for silage along with other factors such as chop length and compaction of the crop in the stack are essential to ensure a quality crop.*

Most farmers rely on contractors so it's essential you use one you know will do a good job, not just the cheapest job. As well as needing to be reliable they also must have well maintained equipment.

*The ideal time for harvest is when the whole plant dry matter is between 30-35%.*

If the crop is harvested early it will be wetter and there may be an increase in losses through plant fluids leaching from the stack, which will take away valuable sugars. An early harvest also means the loss in potential growth of the crop.

Harvesting late may result in a loss of quality as plant stover (leaf and stalk) increase in fibre and become less digestible. It will also give higher dry matter and create problems with compaction of the stack which may result in poorer quality silage.

Some planning has to precede silage harvest:

- Ensure you have enough stack or bunker space and that access to the stack and paddocks for the harvester and trailers is good.
- Choose a well-drained site close to where you will be feeding the silage and away from fences, buildings, trees and drains. Ensure you can access the bunker or stack all year.
- Clean out any silage residue and carry out maintenance on existing bunkers.
- Book harvest contractor early and keep them informed with regular updates on your best estimate of harvest date.
- Make sure you have everything you need on hand before the harvest actually starts.

Silage making relies on the conversion of plant sugars to acid. The acid decreases the pH and preserves the forage. The ensiling process is the same for any crop that is being made into silage.

*It is essential the stack is filled quickly to help achieve the air-free environment necessary for good preservation and to prevent mould spoilage.*

Hints when making silage:

- Pack the stack well.
- Use a proven spoilage inhibitor.
- Cover immediately.
- Completely cover stack/bunker in car tyres, placed edge to edge.
- Seal the edges with a layer of sandbags or alternative weight.
- As the silage sinks in the silo during the following weeks, ensure there has been no ingress of air.
- Inspect the stack regularly ensuring there is no damage to the plastic cover and immediately repair any damage that has occurred.



## FIL PRODUCT PROFILE

### Regulator

Regulator is a chemical preservative which protects the freshness and palatability of silage by reducing the microbial population that causes aerobic spoilage.

Key Benefits:

- Extends stack life
  - Maintains protein content of forage
  - Improves digestibility
  - Increases dry matter intake
- Apply REGULATOR if your silage / silage based mixes:
- Show signs of heating indicating loss of nutrients
  - Are left uneaten by livestock indicating loss of palatability
  - Require an extended feeding interval
  - Show signs of surface waste on storage and during feeding period

Farmer Feedback:

"I started using Regulator about 5 years ago after going through a bad patch when the stack went mouldy overnight during a humid autumn patch. I now have it applied when the maize silage is being made by my contractor and always keep some handy to apply to the face after its been cut."

*Tony Hedley, Matamata.*

Pack Sizes:

by tonne lot, 25kg bag

Always refer to the product label for directions for use and storage and handling instructions or call your FiL Area Manager for more information.



# Teat Care to the End of the Season - and Beyond

By Mel Eden, Farm Dairy Specialist, Hamilton

Surprisingly, the phone rang a couple of days ago with a farmer concerned about signs of teat damage. At this time of year? Well yes, it is unusual but it's obviously concerning him so there just has to be a reason. Think back to early spring on your farm - probably the worst year for teat damage and subsequent new mastitis infections for at least 10 years. The reasons for this are quite clear. The need then is to prepare our systems so it does not happen again. With the aim of minimising mastitis infections next season, let's start with the autumn.

All too often and because there are no new clinical infections, people naturally assume there are no infections taking place. The evidence is the opposite.

Once the spate of infections at calving is more-or-less over, the number of new infections per month is reasonably constant through a lactation.

**Signs to be concerned about now are 'rough', 'dry' teat surfaces where these rough areas are a happy breeding ground for mastitis-causing bacteria.**

One particular type is *Corynebacterium Bovis* that lives on the teat skin surfaces and spreads from cow to cow during milking. It causes very minor infections, generally not enough to be obvious clinically and not increasing cell counts



A good example where teatspraying is inadequate whether due to the spray being too dilute or, more commonly, insufficient emollient.

much either. You may not see the increase and neglect to use dry cow treatment at the end of lactation to kill off the infection. The end result: a

massive increase in cases of *Streptococcus Uberis* infections at calving according to Dr 'Woody' Pankey who identified the problem when studying heifer mastitis in NZ.

Counteract this roughness and kill the bacteria at the same time by giving total coverage of the teat surface. Add in extra emollient, a skin moisteriser if needed, to keep the skin smooth and supple. [Some people query whether common emollients are sufficiently good moisterisers but they are the best we have at present]. The new advice is to cover all the teat surfaces and make sure there is a drip on the end. Previous advice neglected to emphasise total teat coverage.

As autumn progresses, one normally gets rain and perhaps strong winds as equinoxial gales rip through our country. Control teat condition then by adding in more or less emollient to that already in the spray according to your observations of teat condition. Up to a 10% addition is probably all that is necessary depending on the product used. Next spring start off with 15% extra and adjust as necessary. Put some on your hands too so they stay nice and soft.

One clear message. If you or your staff have been doing a lousy job of teatspraying - or not at all - during the autumn, you may be wise to blanket dry cow treat the herd just to reduce the risk of large numbers of new infections at calving. Discuss this with your vet.

For good coverage one would normally use about 10ml of spray per cow per milking for hand spraying and 15-20ml for automatic systems. Check your work by wrapping the teat after spraying with a sheet of tissue paper - often a salutary lesson to the careless.

Better teat spraying will pay in the long run as it prevents about 50% of new infections [60% in the NZ trial]. At least in heifers where the research was done, the extra production worth about \$90 in today's dollars will easily pay for the spray.

**FIL BOOSTER BLOCK**  
THE NUTRITIONAL SUPPLEMENT FOR GRAZING ANIMALS

## Give Stock a Boost!

FIL BOOSTER BLOCK is a great tasting molasses-based supplement for grazing animals to assist with the balance of their nutritional needs. FIL BOOSTER BLOCK provides a healthy nutrition supplement with the appealing sweet taste of molasses. All the essential trace elements required and usually gained from higher quality grazing have been added with boosted levels of magnesium, calcium, copper and iron. Give your stock a boost with FIL BOOSTER BLOCK.

BOOSTER BLOCK is part of FIL's extensive range of farming products

**FIL**  
New Zealand

HOTLINE : 0508 434 569  
NETLINE : www.fil.co.nz

# Long Term Weather Predictions

By Ken Ring - [www.predictweather.com](http://www.predictweather.com), the home of long range weather.

**New Zealand's winter could be mostly dry and warm this year. Unusual autumn growth looks set to provide extra midwinter pasture growth and more than sufficient feed supply for winter.**

Consequently, stock numbers may dwindle at weekly sales and those in search of additional numbers to cope with the unusual winter growth may feel compelled to increase their buying limits. This could raise prices because stockholders may want to retain what they have. Warmer weather should eventually induce early lambing.

## March

March may be a colder and wetter month for both islands.

For the North Island, the least rain will probably be around 1st to 3rd with most rain around 12th, 19th and 31st. For the South Island, the least rain should be 2nd to 3rd, and wettest about the 19th.

Wetter than normal districts may be Coromandel, Waikato, King Country, Taupo, Gisborne/Hawkes Bay, Taranaki to Wellington, Nelson, Marlborough, Christchurch to Invercargill, and the hydro lakes.

Drier places may include Bay of Islands, Whangarei, Auckland, Kapiti Coast, and the West Coast. The rest should receive average rain.

Heavy falls in Central Otago and Southland may cause flooding near 20th/21st. Heavy rain may also affect Waikato, Bay of Plenty, Gisborne and Hawkes Bay around the end of the month.

Total sunshine hours should be more than average for all. In the North Island the sunniest spot should be Wanganui and in the South Island, Motueka. Least sunny could be Levin and Invercargill. Sunshine hours should be above normal from Waikato northwards and in Westland and below normal in Manawatu, Wairarapa, Wellington, east of the North Island, Kaikoura Coast and Southland.

Warmer than average places in the North Island may include Whangarei, Auckland, Hamilton, Opotiki, Napier, New Plymouth and Palmerston North. Temperatures could be average in Kaitia, Kerikeri, Bay of Plenty, Gisborne, Wanganui and Wellington. It could be cooler in Dargaville, Taupo and Levin.

In the South Island the West Coast

could be warmer while Nelson, Marlborough, Canterbury and Otago may be cooler and Invercargill should be average. For inland Canterbury the mean daily maximum could be as much as 3°C below normal for March with Wellington similarly affected.

Southwest winds will probably prevail over the north of the North Island and northwesterlies over the south of the country.

Mean sea level pressures may be below normal over the whole of the country especially in Gisborne.

## April

April could be wetter for both islands - about 8% above average. For the North Island the least rain should be around 16th-17th, while the most rain may be around 20th. For the South Island the least rain could be around the 27th-29th and the wettest about the 9th. Districts likely to be wetter than normal could be Kerikeri, Thames, South Waikato, Ohakune, and Gisborne/Hawkes Bay through to Wellington, then Nelson, Marlborough, Buller, Fiordland and Queenstown. Average rain may be in the Bay of Islands, Whangarei, Hamilton, Rotorua, King Country, Taupo, Motueka, Hokitika, the southern hydro lakes, Te Anau and Gore.

Most other parts of the country should be drier than average. Heavy rain may affect Waikato and Hawkes Bay on or near 2nd. About the 10th heavy rain may affect Milford Sound. April could be wet for most of the country in the beginning of the first week, around 9th-11th, 18th-21st and in the last days of the month. The driest periods may be around 8th, 17th and 25th for the North Island and around 7th, 16th, 22nd and 28th for the South Island.

Total sunshine hours in April should be above average for both islands, from 5% more for the North Island and by about 8% for the South Island. The areas with the greatest number of sunshine hours will probably be Tauranga and Nelson. Least total sunshine hours could be in Whangarei and Invercargill.

For the North Island Whangarei, Auckland, Hamilton, Whakatane, Rotorua, Opotiki, Napier, New Plymouth, Wanganui, Palmerston North and Wellington could be above average. Kaitia, Kerikeri, Tauranga, Gisborne and Levin are likely to see average temperatures. Dargaville may be cooler.

For the South Island everywhere should be warmer than average except for Nelson and Gore which may only see average temperatures.



## May

May could be 30% drier than average for the North Island but wetter by the same percentage for the South Island. For the North Island the driest spells will probably be 19th-20th and the wettest at or near 1st-3rd and 28th. For the South Island the driest period could be 18th-21st and the wettest days around 10th and 28th. Rainfall could be above normal in the King Country and parts of Manawatu. In the South Island rainfall may be above normal in much of Marlborough and Nelson, the inland high country regions, South Canterbury and Southland. Total sunshine hours should be about average for the North Island but down from average in the South Island. The areas with the greatest number of sunshine hours will probably be Whakatane in the north and Motueka in the south. Least total sunshine hours

in respective islands may be in Palmerston North and Greymouth.

For the North Island warmer than average regions could be Kaitia, Whangarei, Auckland to Taupo, Gisborne and Napier and Wanganui through to Wellington. All of the South Island should again be warmer than average.

Kerikeri, Dargaville and New Plymouth are likely to see average temperatures.

South westerlies are likely to dominate with strong winds more frequent over Southland than usual. Mean sea level pressures could be above normal over the whole country and particularly high in the central Tasman sea.

From "Predict Weather Almanac 2005" (Random House), available from Paper Plus, Whitcoulls or the author.

To order, mail cheque to PWL, P.O.Box 60197 Titirangi, Auckland. Price \$45 (incl postage).

## FIL PRODUCT PROFILE

# Quantum Powder

Quantum Powder is a high strength chlorinated alkaline powder detergent sanitiser designed for periodic cleaning and descaling of milking plant.

### Key Benefits:

- Removes milkstone, mineral deposits, protein, fat and tenacious milksoils
- Suitable for all levels of water hardness
- Low foaming
- Comes in cost effective 25kg bucket

Use Quantum Powder when soil build up or milk grades become a problem,



### Farmer Feedback:

"Quantum Powder provides a stronger brew than anything else we've used and it cleans immediately, I haven't had to get into the vat since I started using it. "It must be working because I've had no grades for cleaning this season and cell counts don't go above 200,000."

Gary Rowlands, Edgecumbe.

Gary uses Quantum Powder twice a week early in the season, dropping to once a week after Christmas.

### Pack Sizes:

25kg bucket, 5kg bucket

Always refer to the product label for directions for use and storage and handling instructions or call your FiL Area Manager for more information.

# The many faces of **FIL**

## Greg is Happy Working Where He Farmed

When we first met Greg Duncan almost five years ago he had just joined FiL's Area Manager team covering North Waikato after 20 years dairy farming.

Two years ago he changed areas and now looks after farmers in Cambridge and Matamata - near his home, a 5ha kiwifruit block at Karapiro, Cambridge.

*"It was good to change areas and be able to re-acquaint myself with farmers in the Matamata area. I was a dairy farmer in the area for 11 years and know it well."*

"It's a very compact area, one of the smallest in the country, and suits me down to the ground because there are six retail stores and I get to visit my clients a lot more, perhaps three or four times a year."

Greg says Matamata-Cambridge comprises a broad range of farms, many still family operations with second or third generation farmers working them.

"There are also a lot of lifestyle blocks around Cambridge and a few sheep and beef units so FiL's whole range sells well."

Greg says he gets a huge amount of satisfaction from the job because he enjoys helping dairy farmers solve their farm dairy hygiene problems and providing a vital service.

"It's a very competitive area with ten companies selling dairying hygiene products. I live in the area, visit my customers regularly and provide excellent service."

From a Bay of Plenty farming family, Greg took a motor mechanic apprenticeship in Katikati on leaving school then worked as a mechanic in Tauranga for five years before shifting to dairying.

After two years on wages in Tauranga and Whakatane he and wife Wendy sharemilked in the Eastern Bay of Plenty before buying a small unit in Matamata.

The 40ha farm ran 120 cows and provided a good lifestyle. However, they sold the farm to neighbours and bought a larger unit. In 2001 they sold up and bought a small block overlooking Lake Karapiro,

planting kiwifruit which will provide the first harvest this season.

Wendy works for Animal Breeding Services near Hamilton as an Export and QA Manager.

Greg used to run marathons and triathlons but years of pounding the roads have taken their toll and his fitness activities are now restricted to a bit of swimming, biking and kayaking.

The couple have two adult sons, James is a psychologist doing an internship in Hamilton and Daniel is currently studying at Massey University hoping to be accepted for veterinary science.



## Your FiL Farm Service Team have got the country covered.

Hard work, proven expertise and unbeatable service throughout New Zealand from a 100% New Zealand owned company. Our experienced and highly focussed team pride themselves on delivering service above and

beyond expectations and helping the farmers they serve achieve real results.

Call our hotline now and we'll put you in touch with your local FiL team member.



 <b>Bryan Eaton</b> Northland Ph: 09 434 7390 Mobi: 025 721 501	 <b>Mark Mohring</b> Hamilton/Waikato Ph: 07 824 4841 Mobi: 0274 721 582	 <b>Stuart Carter</b> Mountaineira/ Te Aroha Ph: 07 808 5331 Mobi: 0274 408 943	 <b>Dave Howson</b> Te Awamunui/ Otorohanga Ph: 07 871 3908 Mobi: 0274 991 024	 <b>Alan Clarke</b> Bay of Plenty Ph: 07 544 3759 Mobi: 025 730 572	 <b>Phil Gulliver</b> North Taranaki Ph: 06 755 3895 Mobi: 0274 721 586	 <b>Simon Havelock</b> Southern North Island Ph: 06 354 4178 Mobi: 0274 721 587
 <b>Northern South Island</b> Ph: 0800 434 585	 <b>Peter Deakin</b> Southern South Island Ph: 03 488 4572 Mobi: 0274 721 504	 <b>Gavin Dunn</b> Rotorua/Rapahou/ Tikona/Putaruru Ph: 07 333 2119 Mobi: 0274 798 470	 <b>John Atkin</b> South Taranaki/ Wanganui Ph: 06 278 1459 Mobi: 0274 828 525	 <b>Geoff Sainby</b> Coromandel/ Haunaki Plains Ph: 07 868 2004 Mobi: 025 281 0494	 <b>Greg Duncan</b> Cambridge/ Matamata Ph: 07 823 5195 Mobi: 025 721 585	 <b>Alan Tait</b> Central South Island Ph: 03 959 7440 Mobi: 0274 959 703



**HOTLINE : 0508 434 569**  
**NETLINE : www.fil.co.nz**

