



FIL

# THE DAIRY FARMER

FIL, a wholly owned subsidiary of GEA FARM TECHNOLOGIES

FARM INNOVATION / HYGIENE/ ANIMAL HEALTH / MARKERS / NUTRITION

MAKING YOUR JOB EASIER

SPRING 2011

## DAIRY GROWTH CHALLENGE AWAITS

Despite the global financial crisis, the resulting commodity slump and a fragile world economy ever since, confidence in New Zealand's dairy sector remains upbeat and continues to drive strong growth prospects in the South Island particularly.

The Ashburton district alone now accounts for 240,000 cows, up a massive 75% from only five years ago, and is set to be one of the three most intensely dairy farmed districts in the country. With tens of thousands of hectares in Canterbury ear tagged for irrigation projects, the capacity and enthusiasm for expansion remains.

But increasingly the call is going out to the dairy industry if it wants to continue to grow, that growth has to be sustainable and tolerable not only for the environment, but for the communities affected by it.

This year's South Island Dairy Event was significant for an industry coming to terms with its own success and ensuring rapid growth. A strong theme throughout the hugely popular event was a recognition that for dairy to grow it needs the rest of New Zealand behind it delivering not only the skills needed to service it, but the popular support and belief that it is an industry to be part of and proud of.

Environment Canterbury Commissioner David Caygill said there is a distinct need for the industry to leave the environment in no worse shape.

"It may seem obvious but it is not easy, and in some

ways it is not natural." He noted the choice was to work together or to see each other in court at huge cost to resources and relationships.

Mr Caygill said there was a need to marry environmental limits of the land to farming needs, and he was conscious people may not always do so willingly.

Green Party co-leader Russell Norman also challenged the industry to shrink its environmental footprint, something he felt was an enormous challenge. However, Mr Caygill was confident co-operation between interest groups, communities and dairy farmers could be achieved, keeping the country on side with the industry.

He said the Canterbury Water Management Strategy was a good example of industry-wide co-operation. Endorsed in February last year by all 10 regional authorities in Canterbury the strategy has provided a collaborative approach to managing the region's water. Four priorities have already been agreed upon, with rural water use a key focus in all.

At a national level the recently announced National Water Policy Statement that included \$35 million for an

Irrigation Acceleration Fund over five years, also points the way to broader national co-operation between farmers, councils and interest groups.

Rather than feeling unable to guide the direction or rate of dairy growth, communities were urged to engage more with the sector and decide what was best for their future.

DairyNZ's strategy and investment leader Dr Rick Pridmore urges the industry to work backwards, deciding how much money it needed to make sustainably, then set some targets from that. They were targets that needed to include social, environmental and economic considerations.

**"The way to build acceptance is to show people the industry is trustworthy and responsible. If something unfortunate happens and it hits the media, what you want is for the public to say yes that is bad, but these guys are on top of it."**

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### A WORD FROM FIL:

The volatility of the global economic environment, the impact on the New Zealand dollar and anticipating other flow on effects for export industries like ours is a daily challenge. Unsettling as this may be, our focus remains on what we can control for the benefit of our New Zealand farmer customers. Key personnel have been recruited across both companies, GEA Farm Technologies and FIL. Two new people have been recruited for our research and new product development and dealer development teams. Our frontline sales teams have been increased by five, plus a New Zealand Sales Manager has been appointed, Trent Finlay. Trent's direct reports will be Trevor Gulliver, FIL national sales and Austin Heffernan GEA FT capital equipment sales. Our commitment to you is focused on playing an active role to influence your future success. Thank you for your support this season!

GREG MILLS - Managing Director

## Farming to Succeed



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# NEW TEAM MEMBER TO MEET GROWTH OPPORTUNITIES

THE CANTERBURY REGION HAS EXPERIENCED PHENOMENAL DAIRY GROWTH IN THE PAST DECADE, POSSIBLY ONE OF THE SINGLE LARGEST LAND USE CHANGES EVER SEEN IN SUCH A SHORT PERIOD OF NEW ZEALAND’S FARMING HISTORY.



If growth continues to be driven by Canterbury’s present rate of around 11% in cow numbers a year, the South Island will account for 50% of the national herd by the decade’s end.

With that increase has come an exciting growth opportunity for GEA Farm Technologies (GEA FT) and FIL, not only putting in the dairy shed equipment required with dairy conversions, but supplying the quality products farmers need to keep farming efficiently once up and running. FIL has appointed Derek Jones as area manager for the area south of the Rangitata River to Palmerston in Otago.

Derek brings a wealth of dairying knowledge with him to the position, with 13 years of hands on dairy

experience. A Cantabrian through and through, he started off his dairying career in the Timaru district, and with his wife Kirsten managed large herds in Canterbury and lower order sharemilked 700 cows near Timaru.

Based in Timaru with his young family that includes four children from 13 to 5, Derek was keen to try another avenue within the industry, and admits he very nearly missed the cut off for the position’s application. “I got it in the day it closed. I can see a great challenge with the position, this is a region that is growing very fast. Areas like Twizel and Ranfurly offer a lot of potential once their water consents come through.”

Derek says he was impressed by the level of commitment FIL’s sales team has shown to the

company, many with well over a decade’s worth of experience. “The level of support and training has been impressive, it sets me up well to offer FIL products, and link interested farmers to GEA FT’s impressive range of milking and effluent equipment.”

It helps that he has been an avid user of FIL Tailpaint over the years, and believes the Tailpaint Applicator remains one of the most effective new farm products he has seen released in that time.

“FIL is a company that always seems to be trying to improve its product line. With the horsepower of GEA Farm Technologies behind it, the position has a lot of potential for growing our share here.”

## NUTRI-MAG SUCCESS ALL IN THE BAG

LONG KNOWN FOR ITS HIGH QUALITY,  
FIL NUTRI-MAG IS NOW EVEN MORE  
CERTAIN TO RETAIN THAT QUALITY.

From this spring Nutri-Mag will come with the addition of a plastic inner bag, rather than only the traditional paper outer used until now.

“Our decision to go with a plastic liner will ensure that the bags are completely insulated from any water uptake, something that is critical given the highly absorbent nature of magnesium,” says FIL national sales manager Trevor Gulliver.

Adding the plastic liner will give farmers assurance that the product will retain its ability to remain suspended in a drench solution, rather than lumping up which can happen if water is absorbed by it prior to use.

While the packaging may have changed, the high grade magnesium in Nutri-Mag remains.

Nutri-Mag is highly reactive, meaning it is more quickly absorbed into the cow’s bloodstream, and redresses magnesium deficiencies faster.

A unique kilning process at Nutri-Mag’s source in central Queensland produces a spiked profile to Nutri-Mag’s particles. This improves the rate of reactivity in the cow’s rumen and is aided by Nutri-Mag’s 95-97% purity and 320 mesh fineness.

Under the acidic conditions of the rumen Nutri-Mag has a reaction time 3.5 faster than other quality brands, fully reacting in just over a minute. Poorer quality products can take at least six minutes and even up to 20 minutes to react, meaning they will pass through the animal before being able to be utilised.

“Farmers know Nutri-Mag as the benchmark product for quality and effectiveness” says Trevor.



## NEED A BALANCED DIET?

**WE’VE GOT YOU COVERED.**

**NUTRI-MAG** is part of FIL’s range of nutritional supplements, designed for peak health in grazing animals. At 95% pure high quality Australian magnesia in a fine 320 mesh, it offers superior reactivity and availability to your herd. When Magnesium supplementation is critical to your farming success, **NUTRI-MAG** is the obvious choice. Suitable for drenching and pasture dusting, or your preferred option for application.

**CHOOSE NUTRI-MAG.** Make your job easier.

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# FIL JOINS LEADERS IN GREEN CHEMISTRY

FIL WAS ONE OF SEVERAL INNOVATIVE COMPANIES SHOWCASING ITS SUSTAINABLE PRODUCTION AND PRODUCTS AT A RECENT GREEN CHEMISTRY EXPO, HELD IN TAURANGA.

Itself a unique event, the Green Chemistry Expo was devised by ex FIL general manager Gavin Cherrie who wanted to highlight Bay of Plenty companies doing their bit to maintain or improve the environment they depended upon.

“I also wanted to put Tauranga on the map for UNESCO’s International Year of Chemistry (IYC 2011). I realised nothing had been planned in Tauranga for IYC 2011. Given the large base of chemistry focused companies here, this seemed unfortunate.”

The work done by many of these companies is very cutting edge, and far from the misconception of chemical companies being abusers of the environment, he says.

The words green and chemistry are two not often found together but the Green Chemistry philosophy is underpinned by 12 Principals. These guide scientists to design safe products and processes. It is a benign by design aim that encourages processes that either don’t create waste, or return waste as a valuable input to the process.

Held over three days in June, the event attracted over 600 visitors from around New Zealand, including dozens of Year 12 and 13 chemistry students.

Gavin put a strong education emphasis around the interactive displays in the Expo, with multiple slots for school groups to attend, and the opportunity for schools to go in the draw for valuable class resources.

“It seems chemistry is growing in popularity. Kids have become more aware of the role it plays in the industry, often thanks to television and - dare I say it - CSI type crime programmes.”

A chemical engineer himself, he is now a consultant advising industries on redesigning processes to imitate the systems seen in nature, with the goal of creating a manufacturing industry that is safe, profitable and restorative.

The Green Chemistry Expo was an ideal platform to highlight a sustainable emphasis that has been part of the company’s culture for many years.

FIL opened its award winning environmentally friendly head office three years ago, something Gavin was instrumental in overseeing, with a focus on energy saving technology within both office spaces and industrial processes. At its opening the building set new benchmarks for sustainable energy use, including the use of recycled oil to heat burners for processing products and a massive rainwater storage system to harvest water off the building roof.

The company has also continued to be an industry leader in setting new standards that recognise the downstream impact of products and their packaging on the environment. The Expo highlighted one of FIL’s most successful products, Iodoshield Active teatspray.



ABOVE: GAVIN CHERRIE, DIRECTOR, ECO-EFFECT & DREW CHADWICK, TECHNICAL MANAGER, FIL

With Manuka honey as a key ingredient, FIL has worked to develop a product that captures the unique medicinal and antibacterial nature of honey to significantly reduce the incidence of teat damage and cracking in dairy cows.

After almost three years on the market Iodoshield Active has been given an overwhelming tick from FIL farmer clients, and their herds, for its healing efficacy and preventative properties. The company has taken the formulation a step further developing Active Teat Cream, a unique teat salve formulation that is easily applied to sore or cracked teats during milking.

The Green Chemistry Expo highlighted the depth of talent and diversity that the Bay of Plenty harbours in the chemical industry sector. A urea based product GoClear developed by Ballance Agri-Nutrients drew particularly strong interest for its ability to convert nitrogen oxides from diesel exhaust gases into harmless water vapour and nitrogen gas - Fonterra is already committed to using the product in its tanker fleet to reduce emissions.

Another exhibitor Scion has also recently opened a pilot plant at the Rotorua Wastewater Treatment Plant that will test an innovative process to convert bio-solid wastes (sewage sludge) into valuable chemical products.


The pilot plant uses thermal deconstruction to cook the bio-solids (and other organic wastes) in a way that completely breaks them down into re-useable chemicals. These chemicals can be used for fertilisers or in the production of bioplastics, electricity and bio-fuels.

FIL has also launched a plastic container recycling initiative with competitor company Ecolab, through plastics recovery recycler Plasback. It ensures triple rinsed containers will be collected and returned to the company for reuse or recycling, significantly reducing the accumulation of unwanted containers on client farms.

Minister for the Environment Nick Smith has endorsed the scheme as an excellent means to get all parties involved in a product’s manufacturing to assume responsibility for its environmental impact once it has been used.

Meantime Gavin remains a staunch supporter of local, innovative technology.

“The technology exhibited can add so much value to a company’s bottom line and to the community it operates in. We are hoping the Expo opened people’s eyes to the investment opportunities that also exist.”




## NEED TO KNOW WHERE SHE’S BEEN?

**WE’VE GOT YOU COVERED.**

**DETAIL** is part of FIL’s range of markers, designed to let you see everything you need to know about your herd. Fluorescent and WATER-BASED for easy clean-up, **DETAIL** saves you time, every time. Made in New Zealand and available in pails, bottles or the dedicated **BACKPACK TAILPAINTER** for even faster, safer application of tail paint.

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# IS BLOAT A DISEASE WE HAVE ELIMINATED FROM OUR MODERN DAIRY SYSTEM?

**BLOAT, PASTURE BLOAT OR FROTHY BLOAT IS A PASTURE BASED DISEASE THAT RESULTS FROM THE FORMATION OF STABLE FOAM IN THE RUMEN AND THE ENTRAPMENT OF FERMENTATION GASES. THIS PRESSURE CAN RAPIDLY RISE IN THE DISTENDED RUMEN AND CAUSE THE COW TO BECOME SEVERELY DISTRESSED, RECUMBENT AND DIE OF HEART FAILURE OR ASPHYXIATION.**



In addition to causing death, bloat will also result in much lower per-cow production. When cows are continually discomforted by bloat, milk production falls rapidly and if action is not taken immediately the farmer can expect a lower level of milk production from affected cows for the remainder of lactation. To protect the herd against a bloat outbreak, farmers should start treatment approximately three weeks before the likelihood of a bloat challenge.

The appearance of bloat is associated with the feeding of immature pasture in the Spring/Autumn period, particularly clover predominant pasture before it reaches the flowering state. Management factors such as hungry cows introduced to fresh pasture, and low pre/post-grazing residuals are implicated too. The environmental conditions prevailing can be a high rainfall (contributing to rapid pasture growth) and frosts.

It seems what actually predisposes the cow to bloat occurs in the rumen many days beforehand. A slime of plant protein creates a stable foam from the pastures high in protein, and cell contents of soluble sugars. The associated low fibre of the immature feed creates an imbalance in the rumen that is not fully understood. It appears the lipids/fats from plant material are antifoaming along with such cow factors as copious saliva production and composition from fibre intake.

## CHEMICAL CONTROL HAS BEEN THE MAIN STAY OF PREVENTION AND TREATMENT:

- Anti-foaming agents such as oils/fats like paraffin have to be given in large quantities and are short-acting. Large volumes are washed out and are below the level of efficacy. Useful for treatment in an acute bloat or pasture spraying situation with constant ingestion of oil throughout the day
- Detergents that are non-ionic have three main groups:
  - PLURONICS - first low volume detergents in the 1950's until this day
  - MARLOPHENES - initially hot water mixes, variable efficacy in regions, mild to moderate bloat challenge
  - ALCOHOL ETHOXYLATES - lower dose, longer chained molecules that were persistent in the rumen that withstood severe to heavy bloat challenge

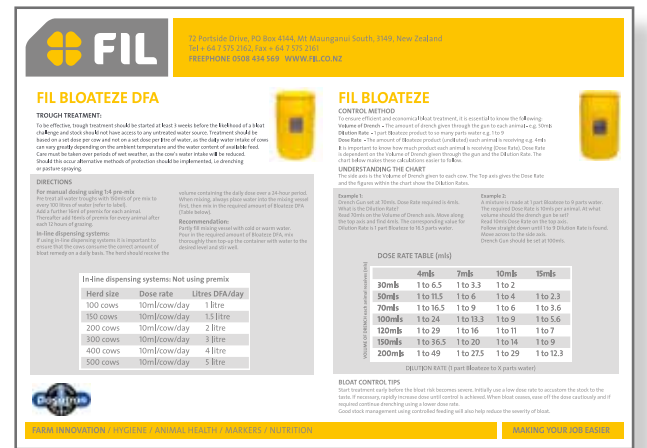
IT APPEARS WITHIN OUR OWN FARMING SYSTEMS THE PERCEIVED SEASON FOR BLOAT IS SHORTER AND Milder. WHY IS THIS? CONSIDER:

- PASTURE FACTORS
  - High nitrogen usage - more ryegrass, less clover
  - Higher pre/post grazing residuals - more fibre and mature pasture
  - Reduced clover content pasture due to drought/stress and pest attack
- ANIMAL FACTORS
  - Natural selection and adaptation over 40-50 years of dairying
  - Greater saliva production of correct composition
- MANAGEMENT FACTORS
  - Nitrogen application
  - Higher pre/post grazing residuals fully fed (not hungry)
  - Greater supplementation (>3kgDM) of higher fibre/starch/oils in feeds eg Maize silage/PKE

A basis of discussion amongst published researchers for decades has been on plant and animal selection - but it never has commercially delivered on its promise.

So perhaps the control of bloat has inadvertently been achieved by management factors associated with subtle changes within our farming system?

Nevertheless, daily drenching, pasture spraying or trough treatment using bloat remedies will provide a good insurance policy and peace of mind for the farmer. Supplier companies usually have a dosage chart to help with this.



### FIL's DOSAGE CHART





# FIELDAYS TRIP PROVES A REWARDING ONE FOR COUPLE

A LOWER ORDER SHAREMILKING COUPLE FROM TARANAKI FOUND THEIR TRIP TO MYSTERY CREEK FIELDAYS THIS YEAR PARTICULARLY REWARDING WHEN THEY WON FIL'S PRIZE DRAW FOR AN EXTENSIVE RANGE OF FIL PRODUCTS.



The popular site had hundreds of FIL clients pass through to catch up with staff, and to guess the weight of a Boosting Block Magnum Big Boy stock lick for the prize draw.

Phillip Dickson and Julie Laing from Stratford were jubilant to learn from their local area manager John Atkin they had guessed the correct weight and won the draw of prizes.

**“To be honest, I have never won anything in my life, so this was a great surprise and of course all these products will be highly useful,” says Phillip.**

He and Julie milk 200 cows just out of Stratford and being lower order sharemilkers they incur the usual dairy shed costs, so the product prizes helped them kick off the year.

The prize pool included FIL's revolutionary new sachet detergent solutions, Impact Red and Impact Blue.

Phillip and Julie have been long time users of FIL product for almost 15 years and have enjoyed a good relationship with their area manager John Atkin. John returned to the FIL position he had held for 13 years previously two years ago after a stint running a water taxi business in Northland. While there he also got the job managing Moturoa Island, a privately owned farm and native bird refuge off the coast of Russell.

John says he was rapt to see his loyal clients pick up the valuable prize this year.

For Phillip and Julie the prize helps kick off what is looking to be a positive start to the season. Taranaki has shared the rest of the country's good growing conditions through winter. The only blip this winter had been the heavy snow that fell to the back door on their property that sits 300m above sea level.

**“The last snow fall this heavy we had would have been eight years ago, this time it was around 20cm. Fortunately it came about 10 days before we start calving, so better to have it sooner rather than later,” says Phillip.**



## NEED TO MAKE YOUR MARK?

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TDF-TELL0911





## HOULE SUPER PUMP TURNS AND MOVES THE UNMOVABLE

GEA FARM TECHNOLOGIES EFFLUENT TECHNICIAN MURRAY MCEWAN LABELS THE COMPANY'S AGITATING EFFLUENT PUMP AS A BOMB PROOF PIECE OF ENGINEERING AND IT HAS ALREADY PROVED ITSELF IN THE SOUTH.



THE HOULE PUMP MAKES SHORT WORK OF A HEAVILY ENCRUSTED POND IN CANTERBURY

The Houle 3 Point Hitch Articulated Agi-Pump combines the features of a powerful agitator with unmatched high volume pumping capacity. The ability to agitate and pump makes it unique in the New Zealand market, not only for simultaneously combining two functions into one, but also for its ability to change a large crust ridden pond in to a well mixed and pumpable solution.

**“You would not find another pump in the country capable of processing as much effluent in as short time frame as the Agi-Pump, it is a brilliant piece of kit,” says Murray.**

Capable of moving 10,000 litres a minute of effluent, the pump has been designed for rapid loading of slurry

wagons. Recent Canterbury experience with the pump highlighted just how rapidly it could turn a crusted effluent pond into malleable, spreadable effluent liquid.

“The farmer who now owns a pump had a 38m x 34m pond that had a 700mm crust growing all sorts of stuff on it. He was expecting to have to use a long reach digger to move the top off it before even starting to stir it up. Even then the digger would have been limited by reach across a 34m wide pond.”

“He was also expecting it would take three days to do.”

Dropping the Agi-Pump into the pond, even Murray was surprised to find that after three hours it had turned a pond that looked like it could have been walked over, into valuable and usable, effluent solution. Being able to divert the pump so that the effluent flows through a high pressure gun means the crust is broken up quickly from above and below

as the agitator and pump impellor drag all contents into and through its chopping knives. It is a vicious action but requires a 140hp drive.

“They will pretty much chop up anything going in there, including pieces of wood, ear tags, you name it.” Under constant agitation conditions the pumps are capable of churning over 80,000 litres per minute, and the nozzle of directing a flow up to 30 meters directionally.

The tough abrasive conditions the pump has to work in has been acknowledged in its design, featuring an abrasion resistant steel housing and bottom plate for operating in sandy conditions. The pump's gearbox oil bath is protected by a triple seal mechanism on each shaft.

“There is no pump that could touch it for build quality and the sheer volume it can move,” says Murray.

## DAM SCARE DISMISSED

THE MAN ATTRIBUTED WITH FOUNDING THE OPUHA DAM NEAR FAIRLIE IS CELEBRATING NEWS THAT THE DAM SITE IS NOT A CONTAMINATED DUMP FOR TOXIC CHEMICALS.



“To be honest I felt the whole thing had a trace of bovine excrement about it, and it had never been true,” says Tom Henderson. The dam has been an integral part of the economic growth in South Canterbury and Tom Henderson received a New Zealand Order of Merit last year in recognition of his dedication to getting the dam built.

However, the dam's place in the community had been tainted earlier this year when an unidentified ex dam worker claimed the site had dozens of drums of Dieldrin and DDT dumped there in the early nineties during its construction.

Mr Henderson says he was distraught on hearing the claim, and highly disappointed the claimant had remained anonymous.

**“While they were unnamed, the names of several farming families heavily involved in the project were brought into question, and it has left a bad taste in the district,” he says.**

However, his concerns were eased with the release of a report conducted by the Cawthron Institute in Nelson.

The Institute specialises in consulting and analysis to water based industries. Environment Canterbury (ECAN) released the report in late July that indicated pesticide levels in fish and eels tested, were not of a significant level.

◀ TOM HENDERSON, FOUNDER OF THE OPUHA DAM WITH THE CANTERBURY RESOURCE MANAGEMENT AWARD, THE DAM PROJECT CLAIMED SUPREME TITLE FOR IN 2008

A spokesman for ECAN reassured locals saying there was no evidence of a new contaminant source and people who swim or fish at Lake Opuha would have no significant concerns. The report was peer reviewed and confirmed indications of minor traces of the pesticides were residual levels. These were a result of their use before being banned in the nineties. The trace levels were typical of those found throughout the South Island.

“I was highly annoyed that whoever made this claim made it anonymously. It cast a shadow on all those involved and raised doubt that should never have been there,” says Tom Henderson.

The anonymous complaint came from an approach made to the Opihi Catchment Environmental Protection Society, established to highlight claimed declines in regional water quality.

The Opuha dam provides irrigation water to 16,000ha of farmland, and around 6500ha of it dairy land. Tom Henderson says the fact the dam is now owned 100% by farmers has cemented its future and water supply certainty for shareholders. The dam was originally 50% owned by Alpine Energy and in 2006 farmers invested \$27 million of their own funds to buy that half back.

Tom first conceived the dam project way back in 1981, and it has become an icon for a successful community integrated project delivering benefits on environmental, social and economic fronts.





# SEASONAL CLIMATE OUTLOOK

AUGUST - OCTOBER 2011



### MILD CONDITIONS WITH NEAR AVERAGE RAINFALL LIKELY IN MOST PLACES

The tropical Pacific is now in the neutral range (neither La Niña nor El Niño), and is expected to remain neutral over at least the next season, according to the NIWA National Climate Centre.

The Centre’s latest outlook for New Zealand, for early spring (August to October), indicates that temperatures are likely to be near average or above average in all regions, except for the east of the South Island where near average temperatures are likely. Cold snaps typical of winter will occur from time to time through the period.

Seasonal rainfall is likely to be normal or below normal in the east of the South Island, and near normal in all other regions. Soil moisture levels are likely to be below normal in the eastern South Island, and near normal in all other regions. River flows are likely to be below normal in eastern South Island, near normal or below normal in the north of the South Island, and normal in all other regions.

The outlook states that mean sea level pressures are likely to be above normal to the south and southeast of New Zealand, with weaker westerlies over the country, for the season as a whole. However, the month of August is expected to be rather different, with a continuation of the recent disturbed south-westerly flow.

### OVERALL PICTURE

#### TEMPERATURE:

For the August-September-October period as a whole, air temperatures are likely to be near average or above average in all regions, except for the east of the South Island where near average temperatures are likely. Cold snaps typical of winter will occur from time to time through the period. Sea surface temperatures near New Zealand are expected to be near normal or above normal through the outlook period.

#### RAINFALL, SOIL MOISTURE, AND RIVER FLOWS:

The National Climate Centre says that seasonal rainfall and soil moisture levels are likely to be near normal in all regions of the country, except for the east of the South Island where normal or below rainfall and soil moisture is likely. River flows are likely to be below normal in eastern South Island, near normal or below normal in the north of the South Island, and normal in all other regions.

### REGIONAL PREDICTIONS FOR THE NEXT THREE MONTHS:

#### NORTHLAND, AUCKLAND, WAIKATO, BAY OF PLENTY:

Temperatures are equally likely to be near average or above average for the time of year. Rainfall totals, soil moisture levels, and river flows over August-October 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	RIVER FLOWS
ABOVE AVERAGE	40%	25%	30%	25%
NEAR AVERAGE	40%	50%	45%	45%
BELOW AVERAGE	20%	25%	25%	30%

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

Temperatures are equally likely to be near average or above average for the time of year. Rainfall totals, soil moisture levels, and river 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	RIVER FLOWS
ABOVE AVERAGE	40%	30%	30%	30%
NEAR AVERAGE	40%	40%	40%	40%
BELOW AVERAGE	20%	30%	30%	30%

#### GISBORNE, HAWKE’S BAY, WAIRARAPA:

Temperatures are equally likely to be near average or above average for the time of year. Seasonal rainfall totals, soil moisture levels, and river flows are all likely to be in the normal range. Probabilities are assigned in three categories; above normal, near normal, and below normal. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	RIVER FLOWS
ABOVE AVERAGE	40%	30%	30%	25%
NEAR AVERAGE	40%	40%	40%	45%
BELOW AVERAGE	20%	30%	30%	30%

#### NELSON, MARLBOROUGH, BULLER:

Temperatures over the August-October period are equally likely to be near average or above average, with temperatures very unlikely to be in the below average range. Rainfall totals and soil moisture levels are likely to be in the normal range, whereas river flows are likely to be either in the near normal or below normal ranges. Probabilities are assigned in three categories; above average, near average, and below average. The full probability breakdown is:

	TEMPERATURE	RAINFALL	SOIL MOISTURE	RIVER FLOWS
ABOVE AVERAGE	45%	20%	20%	25%
NEAR AVERAGE	45%	45%	45%	40%
BELOW AVERAGE	10%	35%	35%	35%

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

Temperatures are likely to be near average or above average. Rainfall totals, soil moisture levels, and river 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	RIVER FLOWS
ABOVE AVERAGE	40%	20%	25%	25%
NEAR AVERAGE	40%	45%	45%	45%
BELOW AVERAGE	20%	35%	30%	30%

#### COASTAL CANTERBURY, EAST OTAGO:

Temperatures are likely to be near average for the time of year, over the season as a whole. Seasonal rainfall totals are likely to be in the below normal or normal ranges, whereas soil moisture levels and river flows are 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	RIVER FLOWS
ABOVE AVERAGE	30%	25%	20%	20%
NEAR AVERAGE	50%	35%	35%	35%
BELOW AVERAGE	20%	40%	45%	45%

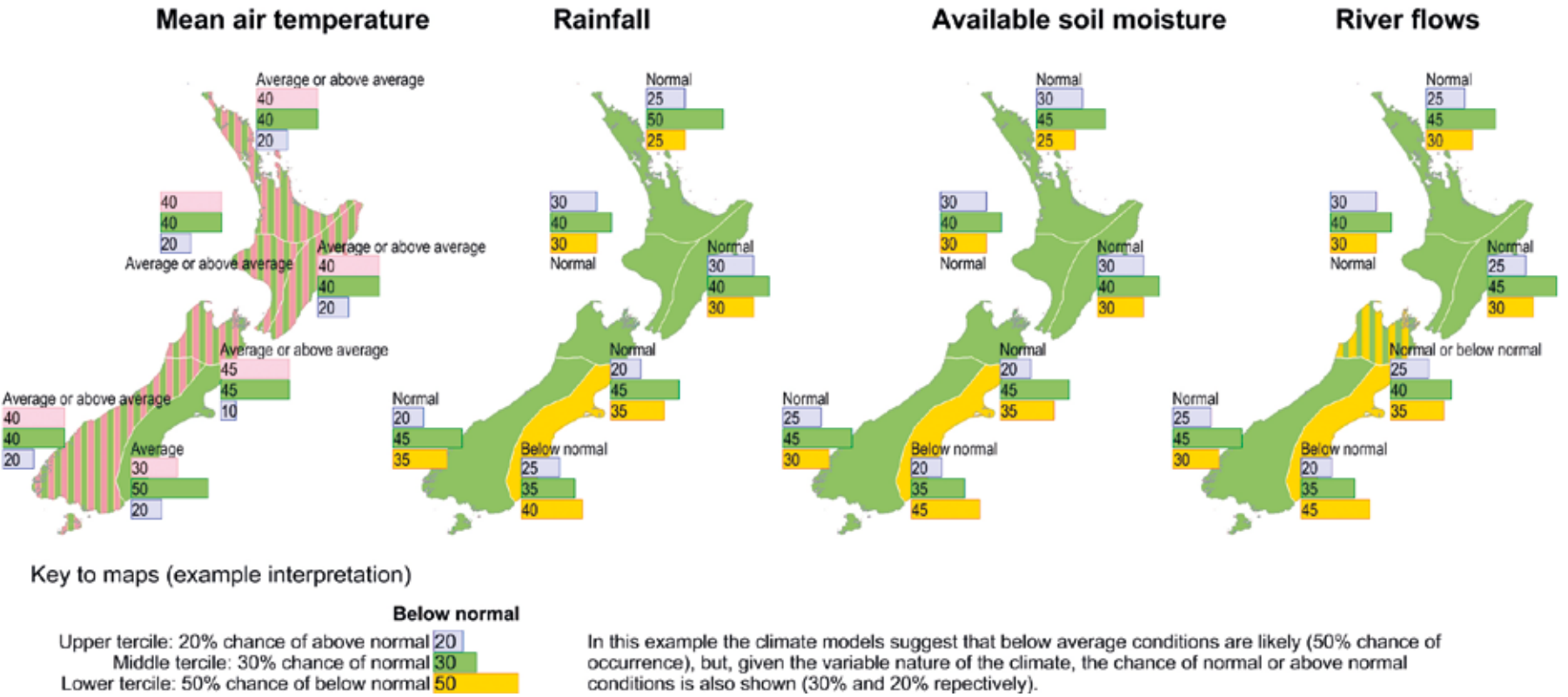
### BACKGROUND

The tropical Pacific is now in a neutral state, with the previously strong La Niña event having dissipated in May. In the longer term through spring of 2011, a continuation of the neutral state is considered the most likely eventuality. Sea temperatures in the near-surface waters of the tropical Pacific Ocean were up to 2 degrees Celsius below average during the peak of the La Niña event, but these temperatures have increased and now are slightly above average. However, this warming trend has abated somewhat during July. Thus, while continuing neutral conditions are the most likely, we cannot rule out the possibility of either an El Niño development, or a return to La Niña conditions, by the end of 2011.

Sea temperatures around New Zealand are still about half a degree above average for this time of year, and have an influence on the seasonal forecast of average or above average air temperatures. With neutral conditions prevailing in the tropical Pacific, there is little else forcing New Zealand climate to differ from near normal: this is reflected in many regions having forecasts of rainfall and soil moisture in the near normal range. The similar tercile probabilities for above average, average and below average (e.g., 30:40:30) also indicate relatively low confidence in the rainfall and soil moisture outlooks for some regions.

FOR COMMENT, PLEASE CONTACT:  
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## OUTLOOK FOR AUGUST- OCTOBER 2011:





# DAIRYPLAN GOES TO ONE STEP DATA ENTRY

IT IS A LONG WAY FROM IOWA TO CAMBRIDGE NEW ZEALAND, BUT GEA FARM TECHNOLOGIES DAIRYPLAN SPECIALIST JAN WINKE HAS COME TO PLAY A VITAL ROLE IN BRINGING PASTORAL FARMERS HERE THE LATEST IN CUTTING EDGE DAIRY TECHNOLOGY TO HELP BOOST FARM PROFITS.

◀ JAN WINKE, DAIRYPLAN SUPPORT SPECIALIST, GEA FARM TECHNOLOGIES

Jan spent 10 years with GEA Farm Technologies (GEA FT) in North America working with farmers using GEA FT's high tech monitoring hardware and software programmes to record herd performance on operations ranging from 1,000 to 10,000 cows.

Jan moved to GEA FT in Cambridge almost three years ago when a position was created to help work on building the company's DairyPlan information technology business.

DairyPlan allows farmers to collect, analyse and act on data about all aspects of dairy herd performance. This includes fertility, production, health and feeding levels, all managed through a software programme that produces easily understood and tailored reports.

GEA FT has been a leading edge company for information management in dairy herds for many years. Jan says Kiwi farmers are starting to see the value in having easily accessed, regularly updated herd information data.

"In-shed feeding has been a big driving force for this. It costs a lot to buy in supplements and farmers are increasingly wanting to know that they are getting a return that will justify that cost. DairyPlan provides this thorough 'feed to yield' analysis - they can target those cows that are the highest producing with increased feed levels."

Coupling weighing platforms into DairyPlan is also proving an invaluable means of identifying condition loss in cows before it is even visible to the naked eye, and proactively altering the feed regime of those cows, or drying them off early.

Most recently Jan's skills have been used to develop a software interface that enables herd data to only be entered once in DairyPlan, and then be transferred to the national database of the farmer's genetic-herd testing company, whether it is CRV Ambreed or LIC.

"In the past our farmers with DairyPlan have had to enter information such as calving data twice - once in DairyPlan, and then again in their preferred company's database. Obviously we wanted to keep things simple, and keep it as a one step entry."

Drawing on her strong background in GEA FT technology and computer programming she has developed an interface link that allows DairyPlan to pull out fields of critical information required by company databases, creating a file in a format acceptable to those databases which can then be downloaded by the company.

**Jan says around half GEA FT clients with DairyPlan have already picked up on the interface which went live in February. All report it is easy to use and has made data entry more efficient.**

"Particularly around now as calving gets underway, you want to do it once but know it is accurate, given the importance of the data you are putting into the system."

She has already begun working on the next step of development which will allow farmers to download certain fields of information held on national company databases into DairyPlan, allowing for even more customised reporting and information.

With greater optimism in the dairy sector returning over recent months, interest in building future proof farm dairies has increased, with another 10 installations commissioned this season.

"They are not all necessarily larger dairies either. We have some smaller owner operator herds in the Waikato going this way, with owners keen to have all the information they need. Meanwhile, in the South Island some have absentee owners wanting access to herd information regularly."

Jan is confident that GEA Farm Technologies long standing reputation for high tech equipment has helped the company establish a beach-head in New Zealand which may have been ahead of its time 15 years ago, but is now what farmers are demanding.

WestfaliaSurge



GEA

# JUST ONE CLICK

**Takes your data directly from WestfaliaSurge DairyPlan to the national database**



**The market leading, customer friendly third party dairy herd management software that sends your herd data directly to the national database.**

WestfaliaSurge DairyPlan is a comprehensive herd and shed management system that provides for greater shed automation, easy

information capture and thorough herd analysis. And now with the new connectivity, WestfaliaSurge DairyPlan just got even better.

**If you are interested to learn more about how the new WestfaliaSurge DairyPlan can make your farming operation more efficient and productive call GEA Farm Technologies now on 0800 657 555.**

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