



FIL

# THE DAIRY FARMER

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FARM INNOVATION / HYGIENE/ ANIMAL HEALTH / MARKERS / NUTRITION

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SUMMER 2011



## OPTIMISM DRIVES GROWTH IN FARM SALE NUMBERS

The optimism within the dairy industry bought on by a strong payout last season and positive prospects for this season is now reflecting in the property market.

Real estate agents and banks are seeing greater interest from dairy farmers keen to expand their operations by adding another farm to their portfolio, or moving to larger properties altogether, and it comes after some of the lowest sales volumes seen for years.

The positive signs were reflected in data over the June to August months, a period normally relatively quiet in the industry as farmers deal with winter and calving demands.

Despite this there were 28 dairy units sold then, with agents reporting growing enquiries since calving pressure eased and farmers turning their attention to next season's plans.

"When you talk to people in the industry around New Zealand, their feelings are an echo of what we are finding here in the Waikato," said Real Estate Institute of New Zealand (REINZ) rural spokesman Brian Peacocke. He said the excellent feed levels that buoyed farmers through to a strong early start in the season, good levels of income to offset average production in some regions last season, and confidence that interest rates will hold have all helped strengthen prospects.

He notes however, there is a level of caution around interest rates given ongoing issues with global financial markets.

**"It is fair to say the general feeling out there is cautious optimism, and enquiry is emerging across the country. The main issue really is a shortage of good properties to sell to farmers keen to buy."**

Earlier this year the market had included a number of larger financially stressed properties requiring forced sales, but the picture was changing as the season advanced.

Southland drove the surge in sales last year, and continues to do so into the new. In three months to the end of August almost half the 28 farms sold were in Southland. Interest last season was buoyed by the presence of

German investment fund Aquila, and the purchase of farms by the New Zealand Superannuation fund.

The entry of such large scale investors who focus on cash return, reflects the value now seen in farm land, after the focus on capital gains investment seen late last decade.

Wayne Clarke of Southern Wide Real Estate says the latest surge in purchases has come from local farmers, confident about prospects for coming years in their sectors.

"The volumes of sales we now see reflect a more normal, stabilised market after the real peak in volumes and prices a few years ago. Things went to the other extreme, and are now reaching more of an equilibrium," he says. The gap between Rolls Royce properties and poorer fringe farms is greater than ever, with quality units around \$40,000/ha, and fringe land around \$25,000/ha.

"We are seeing more purchases of land being driven by the cash return, and there has been a marked drop off in prices from four years ago. Average present prices nationally are consolidating around the \$32,000/ha," said Brian Peacocke.

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### A WORD FROM FIL:

The dairy season is almost half way over, and there is plenty for the industry to be thankful about. Most importantly, the Rugby World Cup is safely stowed in Aotearoa, along with plenty of supplement after a spring that has some scratching their heads to recall one better. It is now a good time to try and ease a few days out for some well deserved R & R with family and consider the challenges that lie ahead for the season's second half. Fonterra's payout reduction, while no huge surprise to many farmers will put a lower cap on budgets. However, we all will be thankful there is no prospect of an advance payout reduction as we saw in 2008-2009. Meantime, we want to thank our clients for their on going support, and urge them to take a break, and have a safe, enjoyable festive season!

GREG MILLS - Managing Director

## Farming to Succeed



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# EILIR FINDS KIWI SOLUTIONS IN WALES

WELSH DAIRY FARMER EILIR EVANS DID NOT TAKE A LOT OF CONVINCING TO MOVE FROM HIS USUAL IODINE BASED TEAT SPRAY TO FIL’S ULTRACARE TEATSHIELD LAST SEASON.

The progressive farmer has kept a close eye on New Zealand dairy technology and methods, and quickly appreciated the benefits of opting for a chlorhexidine based teat spray.

“We had been having problems with cracked and sore teats, and Ultracare Teatshield has fixed that. In the shoulder months we can ease back on the concentrations, and if conditions get muddy and wet, we can increase it again. It seems to stick to the teats better and we don’t need glycerine to help that.”

Eilir’s interest in Kiwi style dairying does not only extend to using FIL products however. Three seasons ago he converted to seasonal dairying, opting out of the grind of year round calving. The catalyst came from a visit to New Zealand 10 years ago that included four months dairying south of Hamilton and a stint shearing near Taihape.

“I came back feeling I learned more there than in two years at University.”

It was a few years later he made the move to seasonal milking, increasing cow numbers to 300, putting him around 100 cows above the district average.

“We find we can focus on each stage of the whole business better, rather than the constant distraction of having calves all year around.”

He has found profitability has improved. Pasture forms the key feed input, with cows only housed two months of the year on the farm 10km inland for Newquay. Production averages 1500kgMS/ha off the 80ha milking platform. In addition he feeds around 800kg of supplement per cow.

“I have always had an interest in finding how much milk we could get out of grass - we are in a high rainfall area, and grass is something we grow well, and it is our cheapest feed source.”

He knows of only a few dozen other farmers around the region who are also focusing on grass based production.

His moves have helped lower costs which have plagued UK dairy farmers in recent years, alongside lowered milk returns in an industry dominated by the huge buying influence of large chain supermarkets. Present milk price sits around 26-28p per litre.

This season Eilir’s area has been particularly dry, but it has been less noticeable in the Newquay district which has a higher average rainfall. The result has been one of the best growing seasons they have ever had.

The mild climate delivers an extended growing season without a major spring peak. Eilir has been using not only New Zealand sourced technology with FIL products, but New Zealand LIC genetics on his Holstein herd, breeding more Jersey genetics into them to help increase the milk solids content.

Other FIL products Eilir uses include Tailpaint, and he sorted out some grading problems by using Quantum Blue and Quantum Powder. He sources his FIL products through the company’s UK distributors, KiwiKit.

“We have used the Tailpaint for years, it is highly effective.”

Their milk goes into the regionally renowned Pembrokeshire cheese. The creamery he supplies, Haverfordwest Creamery, is a frequent recipient of national cheese awards.

WELSH DAIRY FARMER EILIR EVANS ►





## NEED TO TRACE YOUR STEPS?

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TDF-BT1211



TRENT FINLAY, NEW ZEALAND  
SALES MANAGER

# A NEW ROLE FOR GROWTH

**WEAVING THE RESOURCES OF TWO COMPANIES’ SALES FORCES IS NO SIMPLE TASK, BUT ONE THAT PROMISES TO DELIVER SOME SWEEPING BENEFITS TO FARMER CLIENTS IN THE NEAR FUTURE.**

The man appointed for this task is Trent Finlay, taking on the newly created position as GEA Farm Technologies (GEA FT) New Zealand sales manager. Trent’s role encompasses both FIL and GEA FT products and services. For company Managing Director Greg Mills, Trent’s appointment is a key role that completes his New Zealand senior leadership team.

“Trent has a solid background in sales and is no stranger to the dairy industry having recently been involved with a Hamilton based company that specialises in innovative solutions for livestock drafting (EID), farm telemetry, Wi-Fi networks, CCTV services, research, development and consultancy,” says Greg.

For Trent the job is an opportunity to bring together some highly skilled and knowledgeable sales staff from both companies to provide either a full service or a customised offer which allows farmers to choose their ideal solution on farm.

“With the purchase of the strong FIL brand by GEA FT, it adds a compatible product range to our existing stable of brands, namely WestfaliaSurge and Houle effluent systems. From teat care through to effluent and dairy shed systems, it’s a very comprehensive, quality offering,” he says.

FIL already has a strong network nationally in its 16 area managers, while GEA FT for its part now has four capital equipment area managers, based in Waikato, Canterbury, Southland and Fielding. The capital equipment managers are overseen by Austin Heffernan, who brings strong technical skills, and experience in dairy shed construction to add to his personal farm experience.

Meanwhile the FIL team is led by long time FIL champion Trevor Gulliver, who has worked in all sales areas of the company, and remains committed to FIL after 20 years of service.

Trent sees product quality as a consistent thread for all brands in the GEA FT stable. When GEA FT bought FIL, the company was highly sensitive to the value New Zealand farmers placed on the FIL brand, while the Houle and WestfaliaSurge brands are regarded as well engineered, top of the range products in their areas.

With that foundation in place, the value to the farmer is a cohesive sales force making it easier to access information on a broad range of product.

Trent is particularly keen to boost the GEA FT brand presence in the South Island, a hot seat for industry growth in past and coming years where efficient milking systems for large herds are essential. That platform for this growth is already in place thanks to FIL’s strong presence there, and increasing farmer interest in Houle effluent systems.

**“For many farmers there this is the first introduction to our equipment, and we hope to build on that.”**

Meantime the culture at GEA Farm Technologies is one he finds combines the best of big corporate horsepower with a local approach, ultimately putting the needs of the farmer clients first. With the expanded range and increased manpower on the front line the outlook is positive, says Trent.



NIKKI BARNARD,  
BUSINESS SUPPORT  
MANAGER

# NEW DEVELOPMENTS A KEY FOR GROWING COMPANY

**BRINGING THE RESOURCES OF A LARGE CORPORATE LIKE GEA FARM TECHNOLOGIES (GEA FT) AND USING THEM TO DELIVER WHAT NEW ZEALAND FARMERS NEED IS PART OF NIKKI BARNARD’S NEW ROLE AS BUSINESS SUPPORT MANAGER.**

Nikki and her team are tasked with tapping into the significant research and development resources that German based GEA FT has available to its global subsidiaries. She has already spent time prior to her appointment helping develop a new sales and distribution channel for GEA FT supplies.

In her new role of business support manager, Nikki also has the talents of some experienced FIL and newly recruited staff to call upon. At Mount Maunganui this includes the company’s hygiene technical manager Drew Chadwick.

**“Now that we are under the GEA FT umbrella Drew is able to tap into a wider level of contacts to help him in product development,” she says.**

The contact will allow products to be formulated and tested more quickly, smoothing the regulatory path back here in New Zealand.

The recent appointment of Tracy Petersen as technical development manager highlights GEA Farm Technologies commitment to its reputation as an innovative first to market player.

Tracy will be aiming to build the company’s line of products and services, and he comes with skills that include installing technical equipment in many overseas locations, a practical engineering mind, all wrapped in a strong farming background.

With John Scott as milking and manure technical manager, WestfaliaSurge and Houle effluent equipment is set to become even more established on Kiwi farms. John brings a long association with the brands, having spent over 12 years with the company both here and in the UK.

“With such a strong team we feel very confident that along with our strengthened dealer network there are some exciting developments for dairy farmers coming in the near future,” says Nikki.

# BEEN THERE HELPS GROUNDSPRAY PROTECT ENVIRONMENT

**SPRAY CONTRACTING AND ENVIRONMENTAL AWARENESS ARE NOT ALWAYS TWO CONCEPTS THAT SIT WELL TOGETHER, BUT A SOUTHLAND SPRAY CONTRACTOR HAS CREATED A BUSINESS THAT COMBINES THE TWO SUSTAINABLY AND SUCCESSFULLY.**

Martin and Liesl Grounds of GroundSpray in Tapanui, Southland have a clear vision for their business plainly spelt out in their company statement...

**“Our environment forever after.”**

Their business specialises in weed control through the lower South Island, with an emphasis on environmental protection. This is not only by removing problem weeds threatening native grasses and trees, but by taking care to ensure the removal method is sensitive to the environment they are protecting.

To help reduce the impact on the environment the company focuses on using spot spraying when required. It covers the lower South Island from Bluff to Lake Pukaki in South Canterbury.

Martin regards the use of chemicals as simply another tool in his arsenal of weed control that also includes chainsaws, hand pulling or digging to remove weeds.

One of the often used tools in his spray arsenal is FIL’s Been There spray marker dye. “When you employ up

to 20 men in the field operating spray guns, there is no way you can manage without an effective marker dye. Been There gives peace of mind to me as the contractor, and to my farmer clients who can quite clearly see that the job has been done.”

Given the tendency for heavy rain through parts of Southland, he finds Been There is highly rain fast, and if a job is rained off the crew can return, picking up where they left off. “You do not get that with water based markers, they will wash out.”

While water based dyes are cheaper per litre, he finds he ends up using far more per mix. “Been There will cover a huge amount of area per litre which is important. We get through about 100 litres of product a month at the peak.”

Been There’s formulation means no compatibility issues with sprays when mixing, while other dyes on the market do present problems with certain sprays.

“It is an essential part of our spray programme, we could not be as cost effective or accurate without it.”



# REPLACEMENT HEIFERS ON HOLIDAY?

IT MAY BE A CASE OF OUT OF SIGHT AND OUT OF MIND FOR REPLACEMENT HEIFERS BUT THE CONSEQUENCES ARE QUITE OBVIOUS ON THE FIRST HERD TEST AND THE LEVEL OF ANOESTRUS IN THE PREMATING PERIOD.

DAVID McDONNELL  
BVSc MACVS



Here are a number of objective measures and discussion points for you to assess the capability of your grazier (or yourself) for turning out acceptably grown replacement two year olds:

### WHAT IS YOUR WEANING CRITERIA?

A mixture of age (>8 weeks), weight (>65-75kg Jerseys, >80-90kg Friesians), girth measurement (>90cm) and meal intake (>1.5kg/day) are a good means to assess the likelihood that the calves have been reared well and developed their rumen capability of digesting good quality grass.

### WHAT IS THE IDEAL MATURE LIVEWEIGHT OF YOUR HERD?

The calculated ideal mature bodyweight of your herd can be based upon industry source statistics that suggest for example Friesians are 450kg and Jerseys are 350kg or by requesting from your herd Minda/Maestro Database supplier the mean Liveweight Breeding Values (BV) for your herd. Nearly one third of NZ dairy cows are cross bred Friesian-Jersey.

The calculation then applied from in-Calf® is:  
**EXPECTED MATURE LIVEWEIGHT = 506KG + LWT BV**

Or otherwise weigh a sample of your herd to have an actual figure. And then apply the weight for age targets.

### WHAT IS THE WEIGHT AT 6, 15 & 20 MONTHS?

A weight that is 30%, 60% & 90% respectively of final mature weight is feedback on post-weaning management.



### WHAT IS THE CALVING RATE OF YOUR TWO YEAR OLD HEIFERS FROM YOUR FERTILITY FOCUS REPORT (FFR)?

A compact calving on the FFR would suggest the heifers were of sufficient body size, age and condition to have been fully pubescent when the bulls were introduced. On the other hand (with the exception of bull management factors) a spread calving pattern would suggest the heifers were not well grown up until this mating point.

### WHAT IS THE CALVING BODY CONDITION SCORE (BCS)?

The recognised target BCS is 5.5. Remember these animals are pregnant and non-lactational. This is

somewhat easier to achieve than a BCS of 5.0 for mature cows! The revised booklet Body Condition Score Made Easy has assisted in making this more objective than in the past. Also measure how the heifers assimilate into the herd and compare their relative production and anoestrous levels to herdmates.

Where does this all point you towards? Well it is intended to make you ask questions related to:

1. How well you rear calves
2. How well your post-weaning management is
3. How good your grazier (or you) is
4. How well you transition your heifers into your herd

If one area fails with expectations then unfortunately no matter how good the other areas are you will still suffer production/reproductive loss. This is the time of year to negotiate and communicate expectations of outcomes with your grazier. Many graziers dealt with are appreciative of positive and negative feedback - they take a lot of pride in producing quality replacements. Many in my experience receive little feedback or visits from their dairy clients and would welcome that communication.

So perhaps as you ease off at Christmas and take a break - how about visiting your replacements as they are on holiday off the farm too?

Acknowledgement: DairyNZ In-calf

# THERMODURICS-SUMMER LOVING BUGS

WHILE SITTING ON A BEACH OR IN A BOAT THIS SUMMER, THE LAST THING ANY DAIRY FARMER WANTS IS A CALL FROM THE MILK COMPANY OR THE STAFF, ABOUT A THERMODURIC GRADE PROBLEM.

Of all the bacteria that can plague a farm milk plant, thermoduric are the most hardy. By their very name they are heat resistant, and guaranteed to stick around despite the best efforts if certain areas of the plant are not examined closely.

They can survive pasteurisation, making them a high risk bug for affecting milk quality down the processing line. Just to make themselves even more durable, there are two types - the hygiene type, and the environmental type. Environmental thermodurics are less common, usually caused by feeding poor quality silage, and indicated on the milk docket as spores.

Competition is intense in the bacteria world, but killing off the majority of bugs with hot water washes makes life easier for thermodurics.

The main causes are old protein build up, often accompanying perished rubberware. Just to make thermodurics that much more challenging, they will not always be accompanied with any smell because they are often from accumulations of aged deposits, not fresh.

To add to its difficult detection, testing for thermodurics takes several days to culture, so getting one is often a guarantee you will get at least one more.

Working with your FIL area manager before the hot summer period arrives will help find those problem areas before they arise.

### KEY AREAS FOR THERMODURIC PROBLEMS OVER SUMMER:

**MILK LINES:** Water and air flushing accumulators can affect cleaning performance if not adjusted properly.

**RUBBERWARE:** Split liners can cause recurring problems, also cone seals in milk lines and diaphragms and unions - any rubber component that has milk contact.

**VATS/SILOS:** Any rubber contact including door seals, best removed during cleaning when possible, donuts, elbows on entry pipes. Look for a bluish rainbow haze on the stainless surface to indicate a lack of wash/ contact time.

**TEST BUCKETS:** A smorgasbord for bacteria, and best avoided altogether if possible, rubber seals, hoses and nipple must be thoroughly cleaned each time after use.

**JETTERS:** Often end jettors can block with pieces of broken plastic and debris, slowing flow rates below the required 3 litres per minute per jetter.

**PLATE COOLERS:** These are often the last place checked, because of difficulties in realigning plates and seals, but can hide malingering and on-going thermo problems.



FIL provide effective, well proven products to help combat thermoduric grades. High strength chlorinated alkali detergents/sanitiser are crucial to maintaining plant cleanliness over hot summer months. FIL Quantum powder and Quantum XL are proven, effective thermoduric solutions and should be used in conjunction with an effective acid sanitiser, and a wash programme developed on the advice of your FIL area manager.

FIL area managers are trained to know what to do to help clients identify problems quickly and effectively - be sure to call on their help if milk quality issues have become a headache - their extra set of eyes and vast experience will help take a load of bacteria worries away this summer.



# CASH BONUS WELCOME IN BUSY SOUTHLAND SPRING

WINNING THE NATIONAL DRAW FOR \$10,000  
IN FIL'S COMMIT TO WIN COMPETITION ADDS  
SOME CREAM TO THE TOP OF STEPHEN AND  
SHERYLL SMITH'S SPRING THIS SEASON.



STEPHEN & SHERYLL SMITH  
WITH FIL AREA MANAGER  
GRAHAM BEGGS

“The only other thing I have won recently was a meat raffle, so this is an absolute bonus for us, a very generous prize to be lucky enough to win,” says Stephen.

The Otautau couple have had a busier than usual season this year, getting a 700 cow conversion project up and running, alongside the 850 cow unit. They own both in an equity partnership with German investment company Aquila.

Aquila has been one of the most active investment companies buying farm land through Southland and Canterbury in the past year in partnership with established successful farming families, and now has interests in over 3500ha of dairy land.

It is a partnership that has worked well for the Smith's and helped them grow their business without over reliance on bank funding to get ahead.

Originally farming in Otorohanga, Stephen and Sheryll made the move south 12 years ago, taking their cow numbers from 400 to 1600 in that time. They have been long time users of FIL products, with the hygiene products helping them achieve several grade free seasons.

“What we like about FIL is that is it rep driven, with an emphasis on good service to back up good products. We only do business with people we get on with, and we have always enjoyed the FIL reps. Graham Beggs is like most, very obliging and can't do enough for you.”

Stephen is hoping to put the funds towards a much deserved holiday and possibly a few improvements around the home.

Meantime, another 14 FIL clients are enjoying their regional prize draw of \$2000 won simply through committing to some FIL product for the season (see Regional Winners list above right).

With a total prize pool of \$38,000, it represents one of the industry's most generous cash draws, and FIL's recognition that it is a time of year when their valued clients appreciate some extra cash to put towards either the farm business, or to treat the family.

Project Commit is not FIL's only support for the industry and farmers. The company also enjoys a longstanding relationship with Agriculture ITO (AgITO), through its Farming to Succeed sponsorship. This is a five day 'free' career development programme where attendee's go through a structured series of workshops, farm visits and discussion groups. [enquiries@farmingtosucceed.co.nz](mailto:enquiries@farmingtosucceed.co.nz)

## REGIONAL WINNERS

WINNER NAME	TOWN
Des Shaffrey	Kumara
Ross Weren	Reporoa
Gerald Van Beek	Whakatane
Sharon & Robert Klaus	Matamata
Barbara Raven	Stratford
Greg Meadows	Methven
Bryce & Amanda Savage	Hawera

WINNER NAME	TOWN
Kevin Cvitanovich	Feilding
Mike Julian	Te Awamutu
Peter Flood	Ruawai
Rueben Donns	Hamilton
Evan Hurst	Dunedin
John Connor	Invercargill
Anthony Le Cren	Invercargill

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Farming to Succeed

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**DEREK JONES**  
South Canterbury  
North Otago  
0274 912 966

**GRAHAM BEGGS**  
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## SOUTHERN CHALLENGE FOR NEW MANAGER

THE SOUTHLAND REGION IS A WIDE OPEN OPPORTUNITY NOT ONLY FOR THOSE CHOOSING TO GO DAIRYING THERE, BUT ALSO FOR FIL'S NEWEST AREA MANAGER, RODNEY COOK.

Rodney has taken over from longtime FIL area manager Mike Broomhall for the Southland region, and he is as excited by the region's prospects as he is by what his new position offers.

**A committed Southern Man with many in his family also still in the province, Rodney comes to FIL with a wealth of agri-business experience.**

This includes 16 years in the fertiliser industry, with 10 of them spent running the Ballance Agri-Nutrients store in Invercargill, with much of that spent in its past guise as Summit Quinphos.

The past year has seen him running RD1's mobile shop around the Southland region, and he has enjoyed the balance of store and sales experience.

"I have always been keen to be working across a sales territory, and FIL is the best company to be doing that with." He sees the company bringing a well established reputation for quality products and knowledgeable service to farmers, and believes there are numerous opportunities to expand the business through the growing dairy province.

To the end of the 2010 season Southland's cow numbers have grown consistently from 300,000 in 2005 to 460,000 cows in 850 herds. The region now accounts for 10.5% of the country's total cow numbers.

Rodney is confident there is still plenty of potential for this growth to go further, with indications of at least another 60 conversions to be pushed ahead in the coming seasons.

Confidence has been reinforced in the Southland land market in the past two years by the investment of large scale German buyers in farm land, an indication that returns are realistic and strongly cash based.

RODNEY COOK,  
AREA MANAGER  
SOUTH / WEST SOUTHLAND



Southland, along with Taranaki was rated as one of the most optimistic regions for future growth in a recent poll. Thanks to the Rugby World Cup it has enjoyed a highly positive winter-spring period, buoyed further by the positive dairy payout announced by Fonterra in late September.

With his experience on the RD1 truck Rodney is already familiar with some of his FIL clients, and is looking forward to being able to maintain the relationships he has built up. He also looks forward to focusing on FIL's product line after the multiple products dealt with in his last position.

"I think the growth in dairying over the past 10 years has probably put the region back on the map - with Solid Energy's decision to go ahead with their mining project and possibly even a urea plant it all looks positive." Rodney lives near Invercargill with his wife Debbie and two sons.



## WESTFALIASURGE PLANT DELIVERS PRODUCTIVITY BOOST

IT WAS TWO SIMPLE BUT KEY DESIGN FEATURES THAT CONVINCED IKAWAI SHARE MILKER LYLE GREEN A WESTFALIASURGE PLANT WAS THE BEST OPTION WHEN A NEW DAIRY WAS BEING BUILT BY FARM OWNERS WAITAKI DAIRY LIMITED.

This was four years ago, and Lyle remains convinced the 70 bail WestfaliaSurge system was the best decision, and one that is having significant positive effects on the herd and farm productivity.

"The first feature that really struck me as a must have when I saw a shed operating was the platform. It slopes slightly away from you towards the centre of the shed, rather than back towards the outer as is usually the case."

This has meant hosing down sees all muck and water directed away from the operator, and down through a centre drain point, keeping the operating area cleaner.

The other key design feature lays in the platform's rotation system. The WestfaliaSurge platform sits on nylon rollers, rather than the conventional pillar roller system that requires regular lubrication. The 250 rollers are maintenance free, removing the messy, slippery grease loss under the platform, and the risk of slippage when water mixes with lubrication on roller surface.

"The other good feature we appreciated was the centre of the WestfaliaSurge plant sits higher than the outer, so it never gets that dirty and is easily hosed out."

Lyle and his staff are also increasingly getting a handle on the cow management technology DairyPlan embedded in the WestfaliaSurge dairy system.

This season, 90 days after calving, they moved to a feed to yield programme with the in-shed feeding system.

Individual cow rations are adjusted according to milk solid yield, with higher producing cows receiving rations reflecting their greater production.

**"We are taking things to the next level doing this, and combining the system with advice from a nutritionist is also a first."**

He sees the lift it will deliver in per cow productivity as part of the overall productivity gains the shed has bought, largely through better cow throughput and milking efficiency.

"We have been able to lift the stocking rate simply because we can milk more cows through this shed. This year we ran two people in the shed putting cups on, and only bought in a third for mating time."

The DairyPlan computer system sitting behind the milking hardware has also proven easy to access and manage. Lyle's wife Robyn looks after the data flow that eliminates the need for conventional herd testing to determine cow yields and performance.

"The support from Jan Winke at GEA Farm Technologies is also very good, as is the technical support we receive from Progressive Engineering at Washdyke. Their technician Reece Kiwara responsible for Oamaru and Timaru, offers an excellent level of service."



# SEASONAL CLIMATE OUTLOOK

NOVEMBER 2011 - JANUARY 2012



## LA NINA BACK BUT A TYPICAL SUMMER LIKELY

The NIWA National Climate Centre’s outlook for early summer, November 2011 to January 2012, indicates that temperatures are likely to be near average across all of the North Island and average or above average in the South Island.

Seasonal rainfalls, soil moisture levels and river flows are all likely to be near normal in all regions of the country. The Centre notes that significant rain in October has improved soil moisture deficits in many regions, apart from coastal Wairarapa and the Gisborne region.

La Niña conditions have redeveloped in the tropical Pacific, and weak to moderate La Nina conditions are likely to continue through the summer, according to the NIWA National Climate Centre.

The outlook states that mean sea level pressures during the November-January period as a whole are likely to be near normal or above normal across New Zealand, with weaker westerlies over the country.

For the tropical cyclone season (November to May), the chance of an ex-tropical cyclone passing close to New Zealand is below the long-term average. On average, at least one ex-tropical cyclone passes within 500km of New Zealand in 9 out of 10 cyclone seasons.

## OVERALL PICTURE

### TEMPERATURE:

For the November-January period as a whole, air temperatures are likely to be near average over the North Island and average or above average over the South Island. Sea surface temperatures are likely to remain near normal around New Zealand.

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

The National Climate Centre says that early summer rainfalls, soil moisture levels and river flows are all likely to be near normal in all regions of the country.

## REGIONAL PREDICTIONS FOR THE NEXT THREE MONTHS:

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

Temperatures are likely to be near 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 average, near average, and below average. The full probability breakdown is:*

	TEMPERATURE	RAINFALL	SOIL MOISTURE	RIVER FLOWS
ABOVE AVERAGE	30%	35%	35%	30%
NEAR AVERAGE	50%	45%	45%	40%
BELOW AVERAGE	20%	20%	20%	30%

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

Temperatures in the early summer period are likely to be near average. Rainfall totals are likely to be in the normal range, as are soil moisture levels and river flows, 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	RIVER FLOWS
ABOVE AVERAGE	30%	30%	30%	35%
NEAR AVERAGE	50%	50%	50%	45%
BELOW AVERAGE	20%	20%	20%	20%

### GISBORNE, HAWKE’S BAY, WAIRARAPA:

Temperatures are likely to be average for the time of year, and rainfall is likely to be in the normal range. Soil moisture levels and river flows are likely to be near normal. *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	30%	30%	30%	30%
NEAR AVERAGE	50%	50%	50%	45%
BELOW AVERAGE	20%	20%	20%	25%

### NELSON, MARLBOROUGH, BULLER:

Temperatures are likely to be average or above average for the time of year, while rainfall is likely to be in the normal range. Soil moisture levels and river flows are also likely to be near normal. *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%	20%	20%
NEAR AVERAGE	40%	50%	50%	50%
BELOW AVERAGE	20%	30%	30%	30%

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

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, over the November to January period 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	RIVER FLOWS
ABOVE AVERAGE	40%	20%	20%	20%
NEAR AVERAGE	40%	50%	45%	45%
BELOW AVERAGE	20%	30%	35%	35%

### COASTAL CANTERBURY, EAST OTAGO:

Temperatures are equally likely to be near average or above average, and rainfall is likely to be in the normal range, over the November to January period as a whole. Soil moisture levels and river flows are 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:*

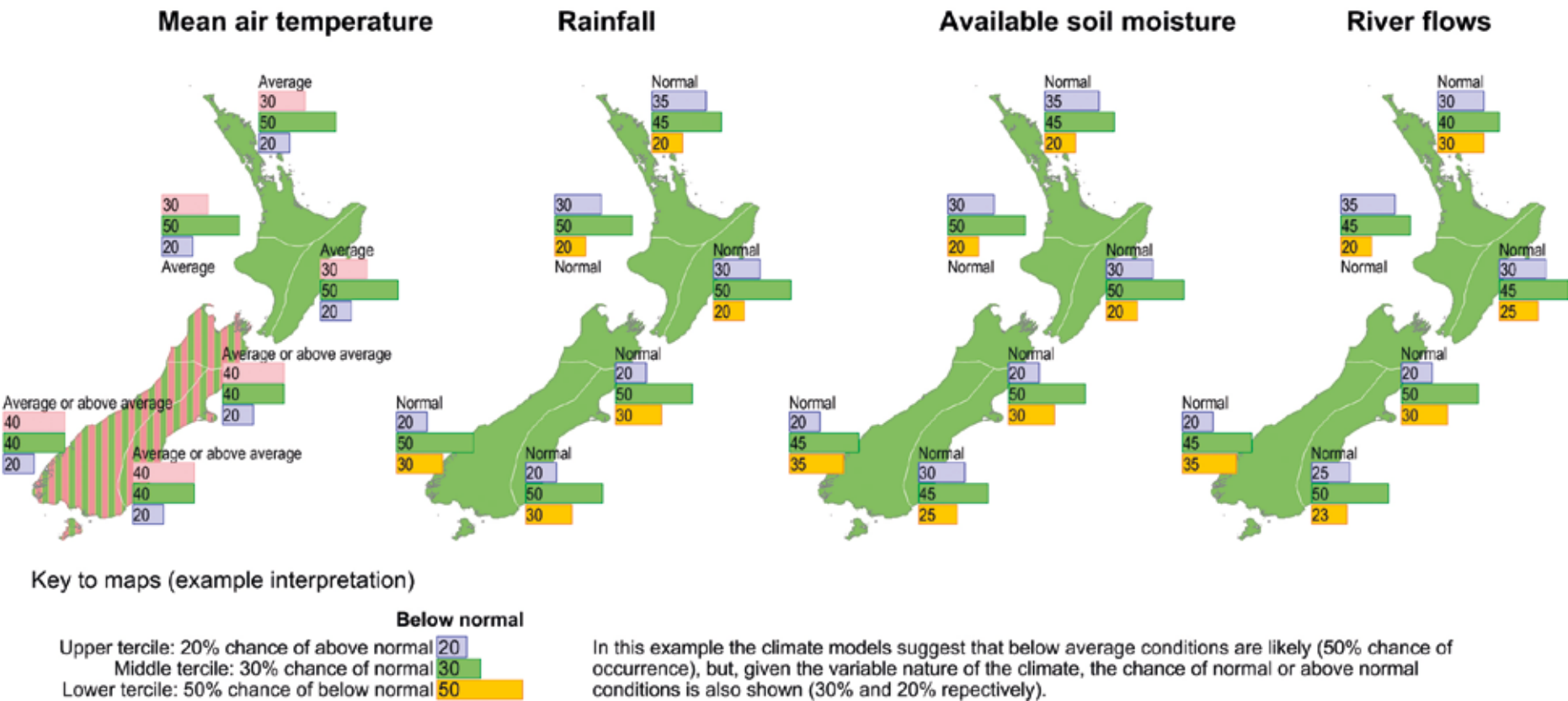
	TEMPERATURE	RAINFALL	SOIL MOISTURE	RIVER FLOWS
ABOVE AVERAGE	40%	20%	30%	25%
NEAR AVERAGE	40%	50%	45%	50%
BELOW AVERAGE	20%	30%	25%	25%

## BACKGROUND

Following the La Niña event over July 2010 to April 2011, the tropical Pacific returned to neutral conditions. However, from late July, a transition back to La Niña conditions began. The Southern Oscillation Index has become consistently positive, sea surface temperature anomalies have become increasingly negative in the east-central equatorial Pacific, and the easterly trade winds have intensified near and west of the Date Line. The majority of global climate models which predict El Niño-Southern Oscillation conditions are forecasting the persistence of weak to moderate La Niña conditions through the summer of 2011/12.

FOR COMMENT, PLEASE CONTACT:  
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# OUTLOOK FOR NOVEMBER 2011 - JANUARY 2012:





THE FIRST HALF OF THIS DAIRY SEASON HAS PROVED ONE OF THE BEST ON RECORD, AND MANY FARMERS AND STAFF WILL BE CONSIDERING TAKING A WELL EARNED BREAK, CATCHING TIME IN THE SUN WITH FAMILY.

Before heading off though GEA Farm Technologies (GEA FT) technical manager John Scott urges shed managers to spare a thought for that much maligned part of their plant, the milking liner.

“Liners are that first initial, and critical contact point between the machine and the cow, and given the

numbers of cows being milked (usually twice a day), they need changing more frequently than you may think,” he says.

It is not unusual for him to view large 60 plus bail rotary sheds where liners are still in use half way through the season, when they should in fact have

been replaced months earlier. The demands placed on the humble liner are a lot for an apparently simple piece of rubber tube.

That rubber tube is called on to pulsate around 60 times a minute, or a full 2.7 million times in a life time of 750 operating hours.

“In New Zealand we tend to measure liner life based on number of milkings, typically around 2500, but liner life is more exactly measured in operation hours, which is approximately 750 hours. When cleaning time of around 1 hour a day is added into that lifetime, it will shorten that life by over a full month for rubber liners, from around 6.2 months to 5 months of milking.”

Silicon liners life span when cleaning time is included will be around 10.5 months.

GEA FT area managers can provide exact details on liner life, based on individual dairy shed and herd size.

Those millions of pulsations cause the liner to ultimately lose its memory causing a loss of profile and fit around the teat, and weakened points around the liner barrel.

Poorer liner memory results in sub optimal milk out of the udder, and puts herds on a slippery slope to declining cow performance.

WestfaliaSurge  GEA

# The Good Cow MILKING EXPERTS



**The right fit matters.**

GEA Farm Technologies superior liner technology provides **fast, safe, gentle and complete** milking. This reduces stress on cows, resulting in greater production gains. Silicon or rubber, WestfaliaSurge or KiwiChoice, we have the expertise and the equipment.

**Call GEA Farm Technologies now to find out more about our WestfaliaSurge and KiwiChoice Liners on 0800 657 555**

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