



Farmers Break Away with FiL!

One of the major winners of our Break-Away competition has never been to Australia before while the other was across the Tasman when his name was drawn.

They were just two of the 14 farmers who won prizes of Air New Zealand Mystery Weekends just for buying a minimum four of FiL's 23 qualifying products.

Lindsay and Jenny Laing of Waitara (Area Manager Phil Gulliver) have never travelled out of New Zealand before so are really looking forward to the trip, while Louis Moody of Karaka (Area Manager Mark

Mohring) will be off again after a recent trip.

And in a lovely twist Ken and Deirdre Oliver of Hamilton will give their prize to a disadvantaged family which can't afford a holiday.

"The annual FiL Break-Away competition is our way of giving farmers a chance to profit twice when they buy quality FiL products," said National Sales Manager Trevor Gulliver.

"Firstly, they get the best in farm dairy hygiene and animal health products and secondly

they had the chance of winning one of 12 Air New Zealand Mystery Weekends or two Australia Mystery Weekends."

"Last year's 'Take Off' promotion was so successful we decided to do it again so another 14 New Zealand dairy farming couples could get a break away from the farm after the stressful calving and mating period."

The prizes, worth a total of \$20,000, included free holiday weekends with Air New Zealand flights, accommodation and breakfast and a rental car. There was one prize in each area manager region around the country (that's three in the South Island and 11 in the North Island).

FiL sends couple on first overseas trip

Neither Lindsay nor Jenny Laing has ever been to Australia, or travelled out of New Zealand for that matter. So they were especially pleased when FiL Area Manager Phil Gulliver rang and told them they had drawn one of the two top prizes in the Break-Away Competition - a trip for two to an Australian city with transfers, accommodation and rental car thrown in.

"I thought Phil was having me on," Lindsay said. "I didn't believe him."

The couple are in their first season as variable order

sharemilkers on a 135ha farm at Waitara, milking 400 Friesians.

Formerly from Manaia in South Taranaki they moved north this season and are enjoying the warmer climate and proximity to New Plymouth.

The Laings are new FiL customers, signing up with Phil Gulliver when they moved to Waitara in June.

"I hit it off with Phil straight away," Lindsay said. "We had a chat, he cleaned the machine for me and that was it. I'm using all FiL products now."

He says the Mystery Weekend is only the second prize he's ever won - the first was 30 years ago and he can't even remember what it was.

Neither Lindsay nor Jenny has been to Australia and both are looking forward to the experience. He says they will probably try and take a weekend off near Christmas. "I've never been outside New Zealand and the funny thing is I was planning to go to Australia in the New Year because I've got a cousin over there who's having a 50th birthday and I haven't seen him for 35 years. Looks like I'll be there twice in a couple of months."



Lindsay & Jenny Laing, winners of the FiL Break-Away Competition

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Visit: www.filnz.co.nz

FiL Break-Away Winners!



Matt and Laura Gow



Matt and Laura with daughter Kate

After enduring the Eastern Bay of Plenty floods with almost 40% of their Edgcumbe property under water, Matt and Laura Gow can't wait for calving to finish so they can take their Mystery Weekend.

"It's been an interesting time with quite a lot of inconvenience caused by the floods, though we didn't get the river coming through our place," Matt said. He is Operations Manager on the Gow family's 280ha farm, milking 1000 cows and employing five staff. Matt has been an FiL customer since he came back to the family farm seven years ago.

The couple are looking forward to enjoying what he calls "a well timed prize" as it will be their first holiday since the birth of 16-month-old daughter Kate.

Mike and Sandy Dredge

For more than half a century the Dredge family has farmed at Upper Maruia near Reefton - from dairying to sheep and beef, then to bulls then, in the mid 1990s, back to dairying again. Mike says dairying is the best and easiest type of farming on the 520ha property where he milks 630 head with the help of four staff (including his grandson).

He has been an FiL customer for four years and says he signed up with the company because of Northern South Island Area Manager Ian Grooby who is "a top guy". Mike says he is looking forward to taking the Mystery Weekend with wife Sandy, probably around Christmas time.

Graeme and Joanne Sutherland

Graeme Sutherland says he was surprised when told he had won the FiL Break-Away Mystery Weekend - "I never expect to win anything," he said. Now he and wife Joanne will have to sort out a spare couple of days after mating on the two farms they sharemilk at Inchclutha, a few kilometres out of Balclutha.

The couple are in their eighth season on a 94ha property, milking 320 but three years ago they took another 50/50 contract on a nearby 104ha block. They have a manager on the second farm which milks 340. Both farms are run using FiL products and Graeme says he is well looked after by Area Manager Peter Dodds. "It's a hectic time of year, with calving and mating but we hope to get away in late October," Graeme said.

Tony and Linda Johansen

As well as being an FiL customer, Paeroa farmer Tony Johansen has another link with the company. The sharemilker and Morrinsville/Te Aroha Area Manager Stu Carter are both rugby referees in the same association.

Tony and wife Linda, along with 12-year-old daughter Chloe, milk 310 cows on 120ha and have been in the area for nine years - FiL customers since arriving and

full of praise for the service they received from original Area Manager Allan Tait and more recently Geoff Sainty. "We'll probably have to take the break after Christmas once calving and mating are finished and things are a bit quieter," he said. But they will have to get a relief milker onto the property because they run it without staff.



Tony and Linda Johansen of Paeroa

Peter and Fiona Scatchard

After completing a history degree and travelling, Peter Scatchard decided dairying offered great prospects so he came back to the family farm at Waharoa (near Matamata).

After a year working on a nearby farm he and wife Fiona sharemilked his family's 64ha property milking 210 crossbreds before buying it two years later.

He said he was delighted to win the FiL Break-Away Mystery Weekend - "I always think it'll be someone else who wins" - and the couple hope to get away after calving in the last week of September. "I've used FiL since I started farming here and we've never had a grade. Area Manager Greg Duncan gives great service too and he cleans the plant at the start of the season."

Tony and Leanne Metcalf

Tony Metcalf had never won a prize in his life - until FiL Area Manager Dave Hewson rang him with the news he was a Break-Away Mystery Weekend winner.

He is sharemilker/owner of a 270ha farm milking 1000 cows south of Te Awamutu and has been on the property for 20 years.

"It's fantastic winning the trip but I think my wife (Leanne) is even more excited about it than me," he said. Tony has been an FiL customer for 11 years, since Dave Hewson became the Area Manager and started giving the top service customers expect.

Jeff and Janice Williams

Milking cows every day for the supermarket white milk trade and calving throughout the year means taking their FiL Break-Away Mystery Weekend will be difficult for Jeff and Janice Williams.

"We're too busy right now but maybe after Christmas we'll have time to take a couple of days off," he said.

The couple milk 400 cows on a 100ha property on the outskirts of Palmerston North and employ three staff to ensure their daily quotas are maintained.

Affected by the February floods, they were able to



Jeff Williams

keep the cows on a feed pad until the flooding receded. "I'm a loyal FiL customer because the products work well and (Area Manager) Clint Humphrey gives great service. It's great to win the prize but I buy FiL because it works for me," he said.

Gordon and Shona Glentworth

Travel is nothing new to Kaponga farmer Gordon Glentworth. As world president of the Ayrshire Association he has been to Finland seven times and is also a former New Zealand president.

But he and wife Shona are still looking forward to a couple of days away after winning the FiL Break-Away Mystery Weekend.

Gordon milks 110 cows (including 70 Ayrshires) on 46ha effective (producing an average 576kg MS/cow) while on another 80ha property over the road a variable order sharemilker milks another 170. "I started using FiL products three years ago when (Area Manager) John Atkin coached my son's rugby team. They're good products so I also use them on the Ayrshire Association farm and helped with the sponsorship deal for the Somatic Cell Count competition."

Chris and Karen Marsh

Chris Marsh didn't believe FiL Area Manager Allan Tait when he rang to congratulate him on winning one of the Break-Away Mystery Weekends.

"I've never won anything in my life, I thought Allan was pulling my leg," he said. But now its sunk in Chris and wife Karen think they will take the break between calving and mating, in early October.

They are 50/50 sharemilkers on a 122ha property at Dunsandel (Canterbury) milking 340 cows and have been FiL customers for six years, since being introduced to the products by Area Manager Ian Grooby when they farmed in Marlborough.

Brian and Mary Mathis

Running two dairy farms doesn't give Brian and Mary Mathis much time to take holidays - especially when calving over 700 cows. But the Atiamuri couple will plan to take their FiL Break-Away Mystery Weekend after mating and before Christmas.

They have lived in the South Waikato for 15 years and own two farms, one of 120ha milking 310 cows, the other of 152ha and milking 400 cows. Their FiL Area Manager is Gavin Dunn who lives nearby and got them using FiL products six or seven years ago.

Rob and Jo Philip

Northland 50/50 sharemilkers Rob and Jo Philip hope this season is better than the last which, they say, was "the season from hell". It rained all winter and the 165ha Maungatapere farm didn't dry out until mid-October. Then it got dry, very wet for a few days in late January, then dry again in autumn. But calving was going well when The Dairy Farmer talked to them and they were looking forward to taking their FiL Break-Away Mystery Weekend. "We don't win very much so was I surprised when Bryan Eaton (Area

Continued next page...

Bloateze Testimonials

Ian Brown (Opotiki)

Brothers Ian and Zac Brown are trying to increase production on their 300ha Opotiki farm so they feed their cows well. But this increases the chance of bloat outbreaks - that's why they drench twice a day with FiL Bloateze.

"Without prevention we would lose cows at almost any time of the year," Ian said, "that's why we use Bloateze and have no problems at all. We use it all year round sometimes, even on young stock in winter."

The Brown family has farmed at Opotiki since 1945, starting with a 40ha block and building to the current area and a herd of 1200 Friesians milked through a 60-bail rotary producing a commendable 1600kg MS/ha. They feed one tonne of maize silage per cow and run a long lactation (July 10 to May) with a high stocking rate of 4 cows/ha.

Ian says he started using Bloateze seven years ago when the rotary was built. The cows are drenched in the shed twice a day, starting when the ground temperatures rise to 10 deg C in early September and drenching continues through to drying off in May.

"The grass never stops growing here and we have very few frosts. We could milk all year round if we wanted to because the climate is very kind but that means lots of clover and we're very bloat prone."

Before the Browns started drenching with Bloateze they could lose four cows a night in spring. "We have lost the odd one since but very few - not like the old

FiL Break-Away Winners!

...continued from page 2

Manager) rang and told us. We'll probably try and get away after Christmas when things quieten down on the farm," Rob said.

The couple milk a 450 Friesian cross herd and are in the third and last season of their current contract.



Rob Philip with Area Manager Bryan Eaton

Ken and Deirdre Oliver

Ken and Deirdre Oliver have been farming at Puketaha near Hamilton for 21 years, milking 750 Jerseys off 230ha. And although winter has been very wet and they could do with a break away from the farm they don't intend to take the Break-Away Mystery Weekend themselves. Instead, Ken said they knew of a disadvantaged family with four young children who couldn't afford a holiday so they would give it to them. "We can afford to have a weekend away whenever we like. They can't, so I think we'll give them a break and maybe look after the kids too."

days when we ran around at night with a knife to save cows as they fell.

"We spend a lot of money breeding cows and we don't want to lose any. You only lose cows as they eat more so we have to be very careful."

Steve Clark

When your farm runs a 30-year-old alkathene in-line dispenser system you need a high-tech formulation bloat remedy to ensure the integrity of the system.

Steve Clark has been Manager on an 80ha Matamata farm milking 230 cows for nine years and was sick of drenching cows morning and night on the bloat-prone property.

So a couple of years ago he put a bloat remedy through the in-line system but gave up when he had to fix 30 leaks. Because the farm is on a town water supply and pays for usage, it was important he find a remedy that stopped bloat and didn't wreck the in-line dispenser.

That's where FiL Bloateze DFA came in.

"This is a bloat prone property, especially at particular times of the year when it can be quite aggressive. You lose just one cow and that's the cost of a drum of

bloat oil so its important to get something that works.

"It's a one-man unit, that's why I don't want to drench all the time. When I started using Bloateze DFA it was fantastic, it revolutionised things here because we got no bloat and it didn't cause leaks in the water system," he said.

"Using Bloateze DFA has been a major saving in time and money. I can't speak highly enough of it."

Steve starts administering Bloateze DFA in early September, trickling it through slowly at first to get the cows used to the taste, then increasing the dosage when he sees bloat coming on. He stops administering in December but runs it through again in March-April to prevent autumn bloat.

"It's nice not having to drench. The farm has a 20-aside shed and I milk by myself so milking and drenching is a headache - it's so easy now. Breaking in the heifers is easier too."

It is a low input farm, grass-based, and when Steve started using Bloateze DFA he achieved record production.

"I use all FiL products and Greg Duncan (Area Manager) is a good guy providing great service. They're good products and the backup and service are very important to me," he said.

BEWARE

CONTROL FROTHY BLOAT BEFORE IT CONTROLS YOUR CATTLE

Don't let your profits get blown away. Prevent and treat bloat with FiL Bloateze and Bloateze DFA, reliable and cost-effective bloat treatments that are easy to mix even in cold water. With Alkathene friendly ingredients, DFA can be safely administered via in-line dispensing systems. Both products are ideal for pasture spraying, drenching or trough treatment. You can be sure that one of them is perfect for your herd.

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FiL Backs Ayrshire Association Competition

A Waihi couple who farm 21ha and milk just 38 pedigree Ayrshires have won the annual Ayrshire New Zealand somatic cell count competition (sponsored by FiL), for the third successive year.

Kevin and Virginia Wilton of Kawaunui Ayrshires had an average cell count of 34,000 in the 2002/2003 season, beating 23 other entrants for the top prize. They were also one of nine regional winners.

The competition was open to members of Ayrshire New Zealand milking at least 25 Ayrshires. They had to submit their final herd test summary for the season showing the average cell count of the entire herd.

Eight ward winners received a 20 litre container of FiL UltraCare Iodoshield or FiL Teat Shield with the overall winner receiving a 20 litre container of FiL UltraCare Teat Shield. Total prize value was almost \$2000.

The Wiltons have farmed their small block near the Golden Cross gold mine for more than 20 years but

last season Kevin did all the milking while Virginia recovered from knee reconstruction.

Virginia thinks it is harder keeping a low cell count in a small herd because if one shows mastitis it sends the tally rocketing up, whereas in a large herd the sufferer is often disguised by the extra volume of milk. The couple have milked Ayrshires for many years enjoying their quiet temperament and the high protein milk they produce.

Virginia said she was looking forward to using the FiL UltraCare Teat Shield they won in the competition and says one container will last them all season although they spray liberally at every milking.



Kevin Wilton, winner of the Ayrshire New Zealand Somatic Cell Count Competition - sponsored by FiL

FiL Donates to Eastern BOP Flood Relief Scheme

FiL has now donated \$6000 to flood relief funds in Eastern Bay of Plenty and Manawatu/South Taranaki.

Recently FiL gave \$1000 to the Federated Farmers fund for Eastern Bay of Plenty flooding. Following February's floods in Manawatu and South Taranaki the company donated \$5000 to the Federated Farmers fund.

"As a Bay of Plenty company with a large number of farmer clients in the Whakatane and Edgecumbe regions we felt we needed to show support for those who have been badly affected by the July floods," said General Manager Gavin Cherie.

FiL National Sales Manager Trevor Gulliver was in the Eastern Bay of Plenty recently visiting several of the company's customers affected by the flooding.

Gavin Cherie said FiL had been part of the rural community for nearly 30 years and during this time had received significant support for its products and services.

"Its appropriate to show these farmers this same support during what is a very difficult time for them," he said.

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Effect of Diamond V XP Yeast Culture on Calf Performance

With the first comprehensive pasture based trial of Diamond V XP in NZ complete Diamond V Mills, who manufacture and supply the product, are currently working their way through the trial data and processing the results for FIL.

Diamond V Mills commitment to research in all their markets is huge both in financial terms and in resources. Trial results undergo thorough analysis and reporting, as well as peer review.

Amongst the other projects completed this year are two trials in Australia, one on calf performance which is summarised below, the other on milk yield which will be summarised in a future issue.

The Australian trial conducted by the Tall Bennett Group showed that calves receiving Diamond V XP (DVXP) yeast culture had a 15.9% weight increase pre-weaning and more consistent weight gains post-weaning.

The pre-weaning calves also increased calf starter intake by 15.3% and post-weaning showed increased feed conversion efficiency.

Seventy Wagyu cross Friesian and Friesian calves were bought from different farms after being fed colostrum and milk for three to seven days. They were separated into two treatment groups based on initial weight and breed.

Each group comprised 19 Wagyu/Friesian and 16 Friesian calves with an average weight of 47.8kg at the start of the trial.

Calves were offered calf starter ad lib and hay and water from the start of the trial. They were reared in sheds in groups of about 10 and weaned when calf starter intake for each pen reached 2kg/calf/day based on average weekly intake.

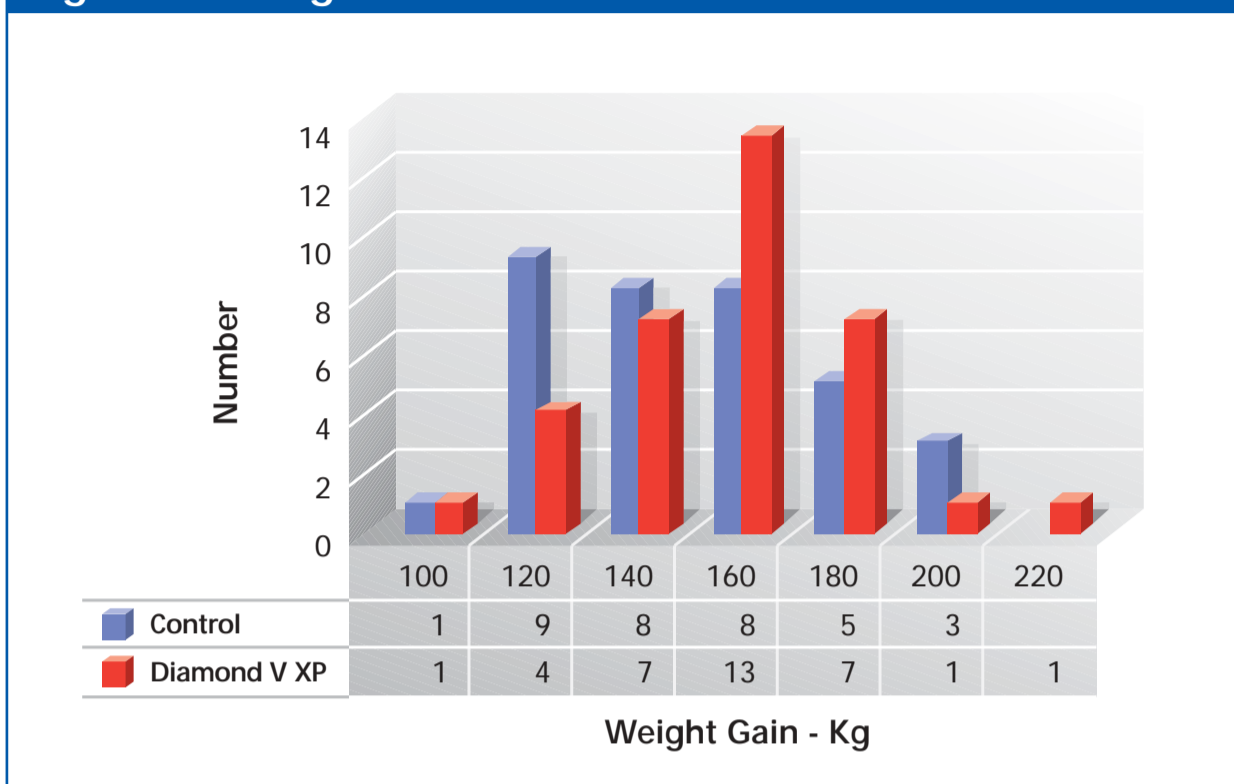
Calves received 1.5 litres/day of milk replacer from the start of the trial, increased to 4 litres/day by day 35. From week nine calves were moved into outdoor pens with no more than 20 calves per pen (2 pens per treatment). Calf starter, hay and water were freely available.

Calf starter feed was provided in meal form and supplied 18% protein and 13.1 MJ/kg ME on a dry matter basis. Calf liveweights were measured and calf starter intake recorded weekly for each treatment group. Treatment groups were a control and those supplemented with Diamond V XP yeast culture which was included in the calf starter feed at 2% for weeks one to 15 and at 0.75% for weeks 16 to 21.

Results

One calf from each treatment was removed from the trial due to low feed intake and growth that was unrelated to treatments. Group feed intake and FCR could not be measured statistically; however analysis for liveweight gain was completed.

Figure 1 - Weight Gain Distribution



Performance Weeks 1 - 8

Growth, calf starter intake and days to weaning are shown in Table 1. Calves fed Diamond V XP had increased weight gain (P<0.05). Calf starter intake increased with increasing growth rate. Age at weaning was reduced by two days when Diamond V XP was fed.

Table 1.

Effects of DVXP on calf performance Weeks 1 - 8.			
	Control	DVXP	SE
No. of calves	34	34	-
Weight gain, kg	37.1a	42.4b	1.9
Starter Intake, kg	62.2	73.4	-
Days to Weaning	55.1	53.1	-
FCR	1.68:1	1.72:1	-

a,b differ at (P<0.05)

Performance Weeks 9-21

Liveweight gain of Diamond V XP calves post-weaning showed a higher trend than control calves, but this was not statistically different (P<0.05) as shown in Table 2. Although no statistical data analysis could be completed, there was a trend for feed intake of Diamond V XP calves to be reduced and feed conversion efficiency to increase.

Table 2.

Effects of DVXP on calf performance Weeks 9 - 21.			
	Control	DVXP	SE
No. of calves	34	34	-
Weight gain., kg	120.9	124.2	2.4
Starter Intake., kg	456.3	425.1	-
FCR	3.77:1	3.42:1	-

Discussion

In this trial, Diamond V XP feeding to pre-weaned calves increased calf starter intake by 15.3% and provided an equivalent 15.9% increase in weight gain. This response is consistent with other studies looking at pre-weaning performance (Lesmeister et al, 2004 and Thompson & Marsh, 2001).

Lesmeister et al (2004) reported that feeding 2% Diamond V XP increased rumen papillae development. This may have been the mechanism that enabled Diamond V XP calves to be weaned earlier than control fed calves.

Following weaning, the improvement in feed conversion efficiency in the Diamond V XP calves is consistent with other studies (Thompson & Marsh, 2001, Wilson and Smith, 2001, Midwest Feed Manuf., 2002).

Over the trial period to 21 weeks the Diamond V XP calves grew more consistently. This was evident in the distribution of liveweight gains shown in graph, Figure 1 above.

Diamond V Mills thanks the Tall Bennett Group, Australia, for successfully conducting the trial and Dairy Beef Alliance whose calves participated in the study.





Cow Condition for Mating

By Wybe Kuperus, Ruminant Nutritionist, Vittec Nutrition

Body condition score (BCS) at calving and loss of body condition between calving and mating are key drivers to get your herd back in calf.

The target condition score is 5 for milkers and 5.5 for the first and second calvers. Calving at BCS 4 instead of BCS 5 results in cows starting to cycle 8-10 days later. This has a big impact on mating performance, next year's calving and milk production, and this season, it will cost 15-20kg MS production in the first two months after calving.

Many farmers score all their cows between 4 and 5 while in reality the variation on dairy farms is more likely between 3 and 6. If in any doubt have a look in the Dexcel booklet "Condition Scoring Made Easy" to ensure you are scoring correctly.

The Australian In Calf Project found that a cow which lost more than 1 condition score after calving had a 10% lower conception rate six weeks into mating.

The BCS at calving is simply the result of your cow's condition score at drying

off, when they were dried off and how well you fed them over the dry period. It is important to get the quantity and quality of what you feed right.

Example: Often dry cows get the poorer quality silage or baleage. If the silage analysis reads 8 MJ ME/kg DM (digestibility 50%, NDF 60%, crude protein 11%) and we fully fed our dry cows on it, would we put condition on our cows? The answer is no!

A 500kg Friesian could eat (i.e. net intake) 9kg DM because of the high fibre content and low digestibility. The cow needs 8kg (8x8 = 64 MJ ME) for maintenance and has 1kg DM or 8 ME available which barely covers the energy demand for development of the foetus pre-calving (=14 MJ ME 8 weeks pre-calving).

This type of feed is only acceptable as a side dish of 2-4kg DM beside pasture. For more feeding facts and figures have a look at the Dexcel Feed4Profit information poster or talk to your advisor.

Tip: Put the first calvers and the cows with a low condition score (less than 4.5 at drying off) in a separate herd, enabling you to feed them plenty of high quality feed.

The same principle of quantity and quality of feed also applies for the milkers.

After calving, the energy demand of the cow increases two to threefold, due to milk production. In reality she cannot eat enough to meet her needs.

To make sure cows will cycle and conceive in time, you have to close the "Energy Gap" as soon as possible. If the cow calves at BCS 5 - 5.5 we don't want them to lose more than 1 score, this means 40kg for a Friesian, 30-35kg for a crossbred and 25kg for a Jersey. Furthermore, we want the cows to be in a positive energy balance ("rising plane of nutrition") before the start of mating.

Getting cows to peak energy intake and holding them there is paramount.

Therefore you need:

1. A healthy cow. Prevent metabolic disorders through transition

feeding and proper cow management

2. Adequate pasture allowance. No residuals below 1600kg DM. Over wet springs it can be hard to achieve adequate intakes with pasture only
3. High quality pasture >11.5 ME. Prevent too long winter-saved pasture with a lot of dead matter in the bottom
4. High quality supplements >11 ME. Test the quality of the maize, pasture or whole crop silage. Grain, meal, palm kernel, copra can be valuable alternatives to increase energy intake in early lactating cows.

As you can see, the above is not rocket science, more a matter of due diligence. If you want to manage, you need to measure first:

- Score your cows at drying off and when they go to the springer mob
- Monitor residuals and cow behaviour every day!
- Test the supplements so you know what you can feed to the milkers, young stock or dry cows.
- Respond quickly if targets are not met. Blaming the weather won't help your cows.

SIGNAL AHEAD

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Key Issues in Mastitis Control

Cold, wet or windy conditions bring many challenges for farmers, not least of these is the increased risk of mastitis.

Detecting clinical mastitis

The only reliable way of detecting new cases of clinical mastitis is by pre-squirting foremilk. This procedure is recommended for all newly calved cows and during periods of high mastitis incidence.

Strep. uberis mastitis is a common cause of grades, especially in early lactation. As it is difficult to detect, stripping out infected cows as they are identified and before they are added to the herd will help avoid grading problems. Once clinical mastitis is identified, the infected cow should be

drafted out and milked last. This has proved a very effective way of controlling the spread of the bacteria as they are able to survive in the cluster for up to 5 days and therefore can contaminate cows that follow on that cluster. Whilst flushing with cold water alone has proved largely unsuccessful in sanitising the cluster, using disinfectant or very hot water has proved effective.

Teat Spraying

Teat spraying after milking is the single most important step in mastitis control, with some international studies showing reduced infection rates of up to 50%.

Teat spraying on a regular basis not only helps prevent the cross infection of mastitis organisms and improves the condition of the cow's teats but

over a period of time will also assist in lowering the cows somatic cell count.

It has been conclusively shown that teat spraying with a sanitiser following milking will significantly lower the incidence of mastitis by markedly reducing the rate at which the cows quarters become infected. During milking the cows teats are stretched then relaxed allowing mastitis organisms easy access into the teat canal once the clusters are removed and before the teat orifice closes, which can be up to an hour following cluster removal.

The application of a teat sanitiser, such as **FiL Ultracare Iodoshield** or **FiL Ultracare Teatshield** immediately after milking provides an effective barrier as it is drawn up into the bottom of the teat canal and remains

there after the teat orifice is closed.

In early lactation, especially if inclement weather conditions are being experienced, the addition of reliable teat conditioner is extremely important. Cold, wet, windy, and muddy conditions can present a real challenge to teat sprays in spring and early summer.

FiL Teat Conditioner is a superior product, especially manufactured using cosmetic grade emollients to ensure that the cow's teats are well protected from harsh spring conditions.

To increase the emolliency of teat sprays in cold, wet and windy conditions add FiL teat conditioner at the rate of 20 - 30% when making up the use mixture. Reduce the quantity of water by the same amount so as to maintain the teat spray strength.

Summer Drought Threatens the Waikato

Long range weather predictions from Ken Ring - September, October & November

September - the eastern side of the country in both islands and Manawatu are likely to be wetter than average, but western districts and the far south should be drier.

The far north should receive average falls as should Coromandel, South Waikato, Rotorua, Taupo, Wellington,

Nelson, Marlborough, Lake Tekapo and Oamaru.

Most rain (give or take 24 hours) for the North Island should be September 1-3, 11-12, 17-18 and 24-26. Canterbury and North Otago can expect rain on September 1-3 and 24-28.

Except for Wellington experiencing on average temperatures, most North Island districts will probably be cooler. For the South Island, only Buller and Hokitika could experience slightly above

normal temperatures, while the rest should be cooler.

October

October should be wetter than average in eastern areas of both islands and drier in the west - from Oamaru southwards it should also be drier. Most rain for the North Island and for Canterbury/Otago is likely to be in the second half of the month especially about October 14, 20-22 and 30-31.

Temperatures could be average to warmer in districts east of the North Island, on the West Coast of the South Island and in Otago and Southland. Most other areas could be slightly cooler.

November

Above normal rain amounts may be expected in the North Island, in the east from Whangarei to Gisborne. Most other districts, including all the South

Island, should be slightly drier. In both islands most falls will be in the first week, then about November 12-13 and 21-23.

Temperatures should be above average for Whangarei, Auckland, Napier and the lower North Island and average or slightly cooler for the rest of the North Island. Canterbury may be warmer, South Canterbury cooler, Otago average-to-warmer and Southland warmer.

Parts of the Waikato could begin to experience the driest summer for 20 years. Some eastern districts may get hardly any rain from November to February 2005, but mid-March rains should bring relief.

"Predict Weather Almanac 2005" is now available, 348 pages, A5 size. Daily isobaric maps, rainfall and sunshine trends and monthly temperature trends for 57 towns and districts. To order, mail cheque to PWL, P.O. Box 60197 Titirangi, Auckland. Price \$49 (incl postage).

Wybe Kuperus - Ruminant Nutritionist

Wybe has an MSc in animal nutrition from Wageningen University in the Netherlands and also spent a year in New Zealand undertaking postgraduate dairy nutrition research at Massey University.

On his return to the Netherlands he worked for a feed mill as a nutritionist covering all species. He later became Technical Manager in ruminant nutrition at a 6000 farmer co-



operative, providing technical support for 40 farm advisors and formulating ruminant feeds. In 1997 he became Product Manager (ruminants) for the Provimi group where he was involved in research and development, training advisors and building a rumen model for ration balancing software.

In 2000 he immigrated to New Zealand and worked on a large scale Canterbury dairy farm to get hands-on experience with a New Zealand pasture-based system.

From 2001-2004 he worked with Dexcel as 'extension specialist - nutrition' and project leader for the Feed4Profit programme. At the same time he set up research into pasture quality and lameness in dairy cows in the South Island. This year he joined Vitac Nutrition as Ruminant Nutritionist, providing advice to the area managers, feed mills, consultants and farmers.



Is a drought coming this summer for the Waikato?

The many faces of FiL

New Communications Manager Lives the Kiwi Dream

After seven years working in the Channel Islands, English-born Kate Seaford wanted a change of scenery

A friend suggested she could do worse than check out New Zealand. She did, liked the Bay of Plenty and got a job with Zespri, the Kiwifruit marketing company. Now, after nearly three years in New Zealand, she is FiL's new Communications Manager and delighted to be living the "kiwi dream".

Born in Winchester, Kate has worked in marketing and communications for 10 years and has extensive UK experience, qualifying with the UK Chartered Institute of Marketing in 2001.

At Zespri she was PR Account Manager handling communications for New Zealand, Australia and Singapore with an emphasis on grower communications onshore and consumer marketing offshore. Prior to this she worked for global business consultancy

Ernst & Young and was responsible for their marketing communications across the Channel Islands.

"The good thing about my job is that the key skills are transferable. So although I worked in professional services for seven years I was able to move into horticulture and agriculture relatively easily," she said. As Communications Manager she liaises with all FiL stakeholders which includes the 14 Area Managers, rural retail companies, the media, suppliers, farmers and the farming industry in general.

Kate and her partner Jason Rive live in a 1950s state home sitting on 4.5ha in the lower Kaimais. Seven steers and two cows roam the paddocks, and as the house requires a total renovation and Jason runs his own contracting and stone masonry business, she often wonders if they have taken on too much at one time. However, with a clear vision for the house and a love of the outdoors, Kate wouldn't change it for the world and now she's working for FiL, the whole deal is cemented.



Kate Seaford - new FiL Communications Manager

"I am very fortunate to be living in New Zealand, in beautiful surroundings, able to pursue my career with a progressive company like FiL. For marketers, few jobs like this one come along. Within FiL, words like "customer driven" and "dynamic" don't just appear in the business plan, they are a vital part of FiL's operations."

Kate was attracted by the opportunity to work for a kiwi owned company that provides products to the agriculture industry which she feels forms the very core of New Zealand.

Colin Bishop 20 years with FiL in the South Island

As FiL's longest serving employee, South Island Manager Colin Bishop has seen the company's presence grow from a one man 'jack of all trades' to a multi million dollar business employing four staff and three Area Managers in the South Island alone.

Timaru born Colin joined FiL in 1984 after working and travelling throughout the South Island for companies such as Canterbury Farmers, Watties and Yates.

As FiL's only representative in the South Island he worked out of garages and sheds of other organisations until a purpose built office/warehouse was opened at Timaru Port eight years ago. In the early years, weekends were spent making up products and dispatching the orders he obtained during the preceding week.

During the last eight years Colin's job has been to manage the South Island operations from the office but a recent change in emphasis sees him back on the road again liaising with retail outlets, Category Managers and the three Area Managers.

"Instead of eight hours a day at a desk I'm out in the rural areas again promoting FiL and helping retail clients and Area Managers wherever I can." Colin uses his knowledge of both the regions and FiL to better promote the company and says he is enjoying the change.

"I've come full circle from when I started with the company. Then I was on the road and I'm back there again now, meeting up with the people I knew when I was a travelling rep. "

Colin and his wife Dianne are currently building a new home as well as a holiday home with others in Twizel. He hopes to spend summers at the lakes with his now adult children and friends, fishing, boating and relaxing.

MEN AT WORK

YOUR FiL FARM SERVICE TEAM HAVE GOT THE COUNTRY COVERED

1 Bryan Eaton Northland Ph: 09 434 7381 Mob: 025 221 501	2 Mark Mohring North Waikato Ph: 07 324 8582 Mob: 0214 721 562	3 Stuart Carter Morrville/Tairārahi Ph: 07 888 5337 Mob: 0274 490 843	4 Dawn Hewson Te Awamutu Ph: 07 871 3426 Mob: 0274 891 624	5 Allan Clarke Bay of Plenty Ph: 07 44 5720 Mob: 0274 793 572	6 Phil Gulliver North Taranaki Ph: 06 250 7893 Mob: 0274 721 546	7 Clinton Humeby Southern Northland Ph: 06 354 8176 Mob: 0274 721 507
8 Iain Groatby North Otago Ph: 03 525 9119 Mob: 0274 721 586	9 Peter Dackis South Otago Ph: 03 488 4072 Mob: 0274 721 504	10 Garvin Dunn Bokaroa/Putaruru Ph: 03 322 2100 Mob: 0274 721 479	11 John Atkin South Taranaki/Wanganui Ph: 06 225 1800 Mob: 0274 828 636	12 Geoff Sainty Central Peninsula Ph: 07 368 2394 Mob: 025 281 9884	13 Greg Duncan Central South Island Ph: 07 823 5193 Mob: 0274 721 584	14 Allan Tait Central South Island Ph: 04 653 2448 Mob: 0274 721 584

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