



"Bound to Succeed" participants relish life changing experience

Thanks to FiL and Agriculture ITO, sixteen young agricultural workers have returned from Outward Bound at Anakiwa more confident than ever about themselves and their future.



The 2006 Agriculture ITO "Bound to Succeed" students pictured at Anakiwa.

The group of seven women and nine men spent 21 days on the course designed to test them mentally, physically and spiritually in one of the most challenging natural environments in New Zealand. The comments from the cadets attending the scheme reflected a group that learnt a lot about themselves and about working as a team.

FiL's sponsorship represents a unique relationship in the rural sector, reflecting the value the company places on

developing young people to be the farming leaders of tomorrow.

Jeffrey Colombus from North Canterbury is dairying at Dunsandel and studying for a National Certificate in Production Management through Agriculture ITO. He described the course as one of the most challenging experiences of his life.

"I got heaps out of it, and this included learning new skills, greater confidence and working as part of a team."

Jeffrey says one of the biggest challenges for him was to understand that everyone was at different levels and working together was the best way to get through each activity.

The activities included rock climbing, sailing, kayaking and tramping. The 21 day course involved plenty of early starts and long days which many of the cadets were already familiar with from their days farming.

However the greatest challenge for many of them was the 72 hour solo period spent out in the bush, giving most the opportunity to reflect on how they were going, and where they were going with their careers and lives.

Outward Bound instructor Stephanie Bowis says the almost even mix of male and female participants brought a good balance to the group and aided its success.

"I was struck by the level of passion and commitment to the industry the trainees displayed," she says.

Outward Bound marketing manager Darren Quirk says Bound to Succeed is designed to complement the technical training cadets receive through their Agriculture ITO courses.

FiL's general manager Gavin Cherrie agrees, saying the sponsorship relationship is an invaluable way to foster emerging leaders in the agricultural community.

"For us at FiL it is an integral part of our corporate philosophy to encourage people to remain in the agricultural industry, and really develop those leadership skills that are so essential if we want to have good leaders in the years to come," says Gavin.

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"Bound to Succeed" still rewarding a year later

For Mike McGoff of Northland the 'Bound to Succeed' course he went on last year has cemented his relationship with FiL back on the farm. So much so that Mike is not only a dedicated FiL client, but an enthusiastic advocate for the Outward Bound course.

Mike farms as a lower order share milker at Titoki, west of Whangarei milking 400 cows. He missed out on the first intake for the 'Bound to Succeed' course two years ago, but made it last year.

"I had always been keen to go on Outward Bound while I was at school. I am a pretty outdoorsy sort of person

and enjoy kayaking and getting out there."

He says he has his first boss Andrew Fraser to thank for pushing him into applying when FiL started sponsoring the 'Bound to Succeed' course two years ago.

Looking back a year after the course, Mike says he is still discovering just how much the "Bound to Succeed" experience changed his life.

"After I finished the course I went back farming but then took six months

off to travel around Australia. I came back and got back into farming and have found I feel more enthusiastic about it than ever, I am loving it again."

Mike says he found the physical aspects of the course fun. However it was the mental stimuli of having to get on in a team environment and work through difficult situations together that proved the real test.

"I made some very good friends there. We even organised a reunion this year. I now come across situations in farming that I feel I can handle better through what I learnt on the course," he says.

He and friend Sally Davies from Canterbury are keen to do it again in five years time. Right now Mike is focussed on attaining farm ownership, both here and in Australia.

He is also a dedicated FiL user now too having a good relationship with FiL rep Brian Salvigny.

"My previous boss supported them, and now I am back into farming I support them too. I want to see 'Bound to Succeed' continue and supporting FiL will help that happen."

Avoiding Ryegrass Staggers

Ryegrass staggers is the nervous disorder animals suffer from as a result of eating pasture containing high levels of the ryegrass endophyte chemical Lolitrem B. Ryegrass endophyte is a naturally occurring fungus found only in perennial ryegrass and a few hybrid ryegrasses. Symptoms range from tremors in the neck and head to animals falling over when disturbed. Calves appear to be more susceptible to ryegrass staggers than older stock.

The presence of endophyte chemicals in the diet may cause small reductions in milk production, but effects are variable from season to season and year to year.

Outbreaks of ryegrass staggers occur from late November until the end of April, but the problem is sporadic.

Risk periods can persist when a sustained hot, dry spell is followed by rain, especially when pastures are over-grazed.

Specific management to prevent staggers will vary with the farm business goals, pasture type, season and locations. However some general principles can be used.

The highest levels of endophyte toxins are in the ryegrass leaf sheath, seed head and seed. Management that increases the leaf content of ryegrass and reduces intake of seed head and plant parts near ground level, will reduce the chance of ryegrass staggers:

- Feed a high quality supplement (silage, last season's hay, turnips, maize)
- Leave higher post-grazing residuals
- Pasture topping or mowing of seed heads
- If endophyte-free, low endophyte or novel endophyte ryegrass pastures have been sown, graze these
- In some cases, drenching cows or dusting pasture with FiL Nutrimag has alleviated symptoms
- Supplementary feeding with high quality silage is the most practical way for many dairy farmers to manage ryegrass staggers

Seriously affected stock should be:

- Managed separate from the main herd and milking frequency reduced to once-a-day
- Feed a high quality supplement (silage, last season's hay, turnips, maize)
- Feed pasture of another species - tall fescue (not wild), annual ryegrasses, cocksfoot, lucerne, clover or chicory
- Prevented from grazing paddocks with hazards such as ponds, ditches and bluffs

FiL Tail Painter makes its mark

Only in the first season of its launch FiL's latest innovation, the Tail Painter, has proven to be a big success. So big in fact the company sold out of the groundbreaking tail painting backpack device over the mating season.

FiL National Sales Manager Phil Wicks said initial feedback from farmers at Mystery Creek indicated FiL was onto a winner. The stand was constantly buzzing with farmers wanting a look at something destined to make one of the messier jobs on-farm a lot easier.

"We just never appreciated quite how much of a winner until mating season started and our retailers reported strong sales," says Phil.

He believes farmers picked up on the convenient nature of the Tail Painter for a number of reasons.

"It leaves one hand free whilst tail painting in the dairy shed yard, and it applies the paint evenly with minimal effort." Feedback has been consistently positive with many farmers wondering how no-one else thought of the idea first.



"The Tail Painter is a lot safer, and makes moving through the cows as you paint them easier keeping the whole process, which traditionally is pretty messy, clean, simple and efficient."

Until the Tail Painter was developed by FiL, dairy farmers had gone to many lengths to try and adapt paint rollers and brushes to make painting larger and larger herds easier.

Yet the only other innovation that has worked as well as the Tail Painter was also FiL's development, the Tail Paint Applicator Bottle, incorporating the paint bottle and brush into one.

"Really what we have done with the Tail Painter is take things to the next level. When the Tail Paint Applicator Bottle came out the average herd size was around 200 cows, but this has now leapt to 310.

Farmers needed something that was suitable for larger herd situations," says Phil Wicks.

With its sponsorship of the Smarter not Harder innovation awards, FiL is keen to be seen "walking the talk" for the industry.

"It is very much a case of "watch this space" for we have plenty more innovations coming out over the next few months," says Phil Wicks.

FiL PRODUCT PROFILE

Been There - Done That

Been There and Done That are two high quality spray marker products that deliver the same result, but suit different situations. Both are long established products from FiL aimed to make jobs easier, at a reasonable cost.

Been There:

In existence for over 10 years, Been There is a product that highlights the company's ability to deliver innovative, effective solutions to pastoral problems.

Most Red marker dyes have a high acid content to assist solubility.

FiL Director Dave Hancox says this can be problematic on addition to some sprays where low pH can damage the molecular ability of sprays to do their job effectively.

"Some herbicides for example may not perform as well in acidic conditions. In contrast to what competitors offer, we developed a neutral dye with excellent solubility, making Been There the only real choice as a spray dye additive," he says.

The easy mix red marker dye is well suited to agricultural applications where farmers or contractors may only have access to lower pH bore water to mix their sprays up in.

"If these water sources are already acidic in nature, Been There ensures that the pH is not compromised any further," says Dave.

Available in 1, 5 and 20 litre packs, Been There is suitable for contractors and farmers of any size and is compatible with all sprays.

Done That:

This blue coloured marker dye has gained strong popularity among amenity users such as golf courses and parks in recent years.

Done That is also a good option for the 8% of men who have some degree of colour blindness and cannot recognise the red marker in Been There.

Like its red alternative, Done That is compatible with all herbicides used in New Zealand, does not gunk up tanks and nozzles and delivers a well mixed solution consistently.

Unlike most spray dyes Done That cleans up easily in soap and water without lingering stains and is not poisonous.

"This is a very economic and safe alternative to other dyes that is hard to beat for consistency and performance across the spectrum of spray use," says Dave Hancox.



Charles puts runs on the board with design

Canterbury dairy farmer Charles Nimmo has had to become a product developer and marketer following the success of his whiteboard organiser in this year's inaugural Smarter Not Harder farm innovation awards.



Charles Nimmo (left) pictured with Richard Goldie from PGG Wrightsons, Leeston and Bruce Smith, FiL Area Manager for Central South Island.

Sponsored by the Dairy Exporter and FiL, the awards aim to encourage farmers to come up with innovative, smarter methods to complete day to day jobs around the farm.

Charles' whiteboard organiser is a simple well worn solution to conveying information to a number of individuals in a business, and has finally been applied effectively to the dairy farm working environment.

Charles' family farm near Leeston has proved the ideal testing ground for a number of prototypes he has developed since winning the competition.

The board had been developed from Charles' efforts to get a handle on running a complex farm system that he found extremely demanding in his first season. The operation is fully self contained, requiring winter crops, dry-land management, several irrigation systems, a tourism operation, dry-stock and 1000 cows.

He has honed the board down to five variations of the organiser, depending upon what a farmer may want to convey on it.

"I have developed a health and safety section

where staff can record any hazards they come across, and log any accidents they have. There will also be a farm map section developed further."

Upgrades have included the development of magnetic icons to highlight specific tasks. For example mating activities such as tail painting using FiL's colour coded system are indicated by a magnetic heart with a cow inside it. Over 100 icons are being developed professionally for inclusion on the board.

He has purchased a website, www.ontheboard.info and has high hopes for the board's future, and enjoys the fact it will be 100% Kiwi manufactured and developed.

Similarly, Charles' appreciates the \$2,000 of FiL product earned as first prize.

FiL Rewards scheme races ahead

The response to FiL's Rewards scheme has been phenomenal among farmer clients with over 1200 registered and a total of 190,000 points already raked up.

Now the scheme has been operating for a few months FiL has listened to the wishes of their farmer clients and made a few changes. These will help keep the Rewards programme simple and of course rewarding, to valued clients.

Changes to the website make it easier to collect Rewards points, adding step-by-step instructions on how to register your purchases.

Other information on points and redemption has been added to make the scheme even more user friendly.

Logging in to the Rewards website will enable the Points balance to be checked. Clicking onto Redemption Options will provide a full list of Rewards product available. It may surprise anyone who has not registered yet just what Rewards can be redeemed for relatively few points.

With Christmas coming there are plenty of options, and a balance of only 150 points enables Rewards to be earned. For this amount it is possible to get a 12 month subscription to Fish and Game NZ magazine, only 300 points gets a \$50 Farmers vouchers and 400 points will get the kids a Dick Smith portable MP3 player.

Marketing Manager Kate Seaford says uptake has been very quick among farmers in most FiL territories, and Reward options are opening up all the time.

"We have gone to some length to build a variety of Rewards we believe suit our farming customers and their families, and the rate of uptake suggests we are on the right track. By keeping it simple to register and record purchases we are looking to get even more clients on board before Christmas," says Kate.

Mid-Lactation Management

By Trevor Gulliver, FiL New Zealand

Live weight and condition.

By this stage, some five to six months after calving, the maximum live weight during lactation will be reached provided that adequate feed has been available. Bodily reserves, or condition, can then be used to supplement temporary feed shortages over this period.

Normally cows are in score 5.5 – 6 condition at the commencement of summer and condition can be used as feed supplementation until 4 – 4.5 is reached, but not lower as a severe weight loss can penalise production over the Autumn or late lactation.

The use of condition as feed supplementation is more economic than feeding hay, silage, meal or concentrates and should be employed before incurring the costs of using any of these options.



Pasture Management

During mid-lactation cows do not require high-quality feed, as the level of production will have dropped considerably from the peak and full feeding on leafy summer pasture will meet their needs.

Even though summer pasture is less digestible than the lush spring growth, and the protein content is 20 – 30 % lower, the feed value is still high enough to meet production as well as maintenance requirements – assuming the pasture is effectively controlled and managed. This is the main reason why high feed supplements such as irrigated pasture, choumoellier and lucerne greenfeed do not produce the expected result at this stage of lactation.

Studies have shown that controlled grazing has produced an average seasonal gain of 44kg of milk solids per cow compared with uncontrolled grazing. About one-third of this gain was achieved in early spring and the remainder was obtained from mid- December through to the conclusion of the season. This demonstrates the value of good pasture management as no cropping or feed supplementation was used.

In poor growth years, characterised by marked fluctuations in grass growth, controlled grazing will produce better than 10% increase in per cow and per hectare returns. In seasons of abundance the gain from controlled grazing is likely to be less than 10%.

While high-quality feed is not required at this stage of lactation it is essential that cows are fed on good-quality leafy pasture to enable a high milk output to be sustained. Continued grazing of stalky, fibrous pasture during summer will result in a decline in milk production and subsequent autumn grazing on leafy pasture will not affect a substantial recovery.

FiL's South American pioneer

Coming from a country with almost as many cows as New Zealand, Edgardo Rubio of Argentina is well placed to be FiL's man in South America.

Seven years ago he ventured to Mystery Creek Fieldays looking for a good company to work with that made cleaning detergents for dairy sheds.

He could see the similarities between Argentina and New Zealand, sharing the same hemisphere and their reliance on seasonal, pastoral systems. The detergents he sought are still being developed by FiL as issues of extreme water hardness in Argentina are being overcome.

However his trip then was not wasted. Today he has an extensive network of agents established throughout South America mainly distributing Detail, the company's water based tail paint.

In his own way he has been responsible for introducing South American farmers to the simplicity and effectiveness of using tail painting for heat detection.

"Before they would just use visual identification of cows that were in heat," he says. Even now only around 30 percent of farmers use tail paint, and of those 80 percent would be using AB, he says. In many cases the use of pedigree bulls still dominates mating practice.

Those that have picked up on Detail have benefited with conception rates lifting from 40 percent to 67 percent, he says.

While there has been a lot of interest by Kiwi farmers in countries like Chile, Edgardo knows of only five New Zealanders farming in Argentina. Herd sizes average 350 cows, with some herds towards Buenos Aires nearer 500 head. Most farms use older herringbone designs, with only a few rotaries in the country.

Demand in recent years has pushed land prices up, with better country now worth US\$15,000 a hectare, but most averaging US\$5,000 a hectare.

"There was a lot of interest five years ago from Europeans, particularly Italians, in agricultural land and that has pushed things up higher."

Argentinean border control is strict with tariffs up to 150 percent on Edgardo's imported products, yet he is still making big inroads into the market.

FiL's Business Development Manager Trevor Gulliver says the company has formed a valuable, rewarding relationship with Edgardo. This quietly spoken South American has weathered regime changes, shipping delays and currency instability to continue providing excellent service in the developing South American market.

"We will be looking to crack the detergent market

with some new formulations in the near future, and Edgardo is providing us with invaluable insights to a region that just has huge potential," says Trevor.



Edgardo Rubio (right) pictured with Trevor Gulliver, FiL Business Development Manager.

FiL PRODUCT PROFILE

Booster Block 'Big Boy'

After just over a year in the market, FiL's Booster Block 'Big Boy' is gaining traction as an important supplement for dairy cattle.

This winter the massive 500kg blocks helped many South Island farmers keep herd condition up and provided a valuable standby. Many herds spent days in paddocks covered in snow with much of their feed coming from hay and silage supplements.

After listening to farmer feedback, FiL have developed a new unique pallet design that ensures

the block can be lifted by any front-end loader simply and safely.

The block contains a wide variety of energy sources and mineral supplements, including calcium, iodine, magnesium and other trace elements. With molasses forming the block's base, stock are guaranteed to get a taste for it.

Key Benefits:

- A valuable addition to stock diet under times of stress, including drought, post calving and wintering

- Weather resistance ensures it will not dissolve in wet weather, compared to traditional salt based blocks
- Ideal for milking mobs, easily moved between paddocks during lactation
- Highest quality ingredients and trace elements, including: 67g protein/kg, 11.8g fat/kg, 325g soluble sugars/kg, 74g carbohydrate/kg



Detergent pump sucks cost out of shed chemicals

The combination of practicality, good engineering and smart electronics makes the dairy shed chemical pumping system offered by FiL the best option for safe, economical dispensing of dairy detergents.

After a year working with pump manufacturer Grant Ferrier of Safe Farms Ltd., FiL Area Managers are receiving plenty of positive feedback on the pump's success.

Grant has designed the pump specifically for dairy shed dispensing, but has built in industrial standard electric motors and a simple "flick of the switch" operation that measures a predetermined amount of chemical into the wash system.

This winter saw the launch of an improved twin head version that dispenses acid and alkali through the one pump.

"Putting a bigger head unit on it has sped up the pumping process, and of course with two pumping heads, the whole system is now self contained and capable of putting acid and alkali through the milking plant and silo."

Grant says it is now possible to buy the whole pump system and have it installed for under \$1,000.

The pumps that have been installed for up to two years in some dairies, provide plenty of evidence to show the payback is effectively made over that period. Grant has some clients that report even faster payback on the purchase cost.

"Still, even two years is a short time to recover your money. And if you are a sharemilker it is possible to take the pump with you and have it re-installed if you leave the farm."

The pumps are purchased and installed for around \$750 for the single head, acid only model, and \$950 for the twin head version.

Grant offers a two year warranty on the pumps and believes the electronic dispensing system offers a far greater level of accuracy and reliability over vacuum powered systems.

"Working with FiL means we are able to have the support of a larger company behind us, and it is also great to see they appreciate the value of the pump in a wider sense."

Grant says FiL's support of the pump sees the company fulfilling its ethos of providing complete solutions to farm situations, and an appreciation of the safety advantages the pump brings.

"I believe it will not be too long before HSNO requirements see farm detergents having to be locked away, the same way other chemicals are now, and the pump ensures there is minimal handling of the detergents, no risk of splashing and no overdosing of the wash cycle, keeping the levels at an optimum."

FiL National Sales Manager Phil Wicks says the pumps offer farmers a safe, affordable solution for detergent handling, and he expects to see sales grow strongly in the coming year.

"We are distributing not only through our Area Managers, but also through PGG Wrightsons, and expect this is just what many farmers are looking for to get a better handle on their detergent management," says Phil.

High tech shed opts for pump's simplicity

Safety and economics dictated Matthew Collis's decision to install one of FiL's detergent pumps in his new 60 bail dairy shed this season.

"We are milking all year round, and I knew from the figures supplied to me that the dispenser would be cost effective. The temptation when you are putting detergent in manually is always to squirt in more than you need, and there is the safety aspect for staff there too," says Matthew.

He had a twin head pump installed, capable of acid and alkali dispensing for both plant and silo.

Matthew says his contact with pump manufacturer Grant Ferrier means he knows the product he manufactures is sound and reliable.

"I know there are other systems out there, but I was reluctant to go with anything else because they often just don't seem to be up to the job." He believes much of the equipment designed in Europe simply cannot handle Kiwi milking conditions and numbers.

When Matthew had his new rotary designed, the

main aim was to achieve a single person operation for the 550 cows. He has put the emphasis on using various automated components sourced from individual companies, usually New Zealand based.

Matthew says he finds these companies deliver a high level of service and commitment to their product, and the detergent dispenser is no different. The new dairy is still only just out of its commissioning phase, but Matthew says the detergent pump has worked flawlessly, and is an ideal combination with the FiL products he uses.

He has been a dedicated FiL user for several years, and has been impressed with the service he gets from FiL Area Manager Clint Humphrey.

"Coming from a practical background dealing with milking plant, Clint knows his stuff, and is much more than just a salesman."

Get Rewarded for Switching to FiL!

Instead of just getting what you pay for, FiL customers old and new, can now collect FiL Rewards points too!

As of April 1st 2006 every purchase from the FiL product range of dairy detergent, animal health and animal marker products made via your FiL Area Manager or registered on-line at www.fil.co.nz with a valid receipt number will collect Reward points.

Whether it's a 200L drum of dairy detergent or a 6-pack of Tailpaint Aerosols, FiL will ultimately Reward you for choosing to purchase from their quality product range. You'll clock up points even faster by lining up all your dairy detergent, teat care, bloat remedies and other animal nutritional products for the season in one order and before you know it you'll be redeeming your points for the Reward of your choice.

So why wouldn't you switch? After all everyone deserves a Reward.



FiL New Zealand rewards

Collect FiL Rewards on all purchases of FiL dairy hygiene, animal markers, animal health and nutrition products.

Visit www.fil.co.nz or Phone 0508 434 569 now for more information.

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FiL New Zealand



Mainland Views is a new and regular feature devoted to South Island farming.

Canterbury and Southland in particular have seen huge dairying growth over the last eight years. The result is plenty of converted Mainlanders from the North Island are relishing the opportunity of scale that may have escaped them back home.

As land prices creep ever higher in the North Island, particularly around larger population centres, more farmers are looking down south again and the rate of conversions shows little sign of abating.

| South Island Dairying - the statistics | | | | |
|--|---------------|---------------|--------------|---------------|
| Region | Avg Farm Size | Avg Herd Size | Prod per Cow | National Herd |
| National | 115 ha | 315 | 862 kgMs | |
| Nelson/Marlborough | 115 ha | 306 | 876 kgMs | 2.3 % |
| West Coast | 152 ha | 327 | 633 kgMs | 3.1 % |
| North Canterbury | 198 ha | 609 | 1119 kgMs | 4.1 % |
| South Canterbury | 203 ha | 636 | 1148 kgMs | 1.3 % |
| Otago | 171 ha | 475 | 962 kgMs | 2.6 % |
| Southland | 177 ha | 477 | 948 kgMs | 5.1 % |

Statistics supplied from LIC

Last season saw 24 new conversions in Canterbury alone, and this year looks little different. Further south more farmers are also appreciating the reliability of Southland’s rainfall, while new techniques are rapidly seeing previously impossible West Coast soil being turned into productive dairy units.

Regional towns like Hokitika, Gore, Geraldine and Ashburton are enjoying an economic renaissance on the back of dairying’s boom, becoming home for more trades people, young families and dairying staff.

The statistics speak for themselves. In 1998 the South Island accounted for 20% of the total national herd, today it is 27%, with average per cow production 340 kg milk solids per head, compared to a national average of 308 kg. The South Island boasts the highest per cow production region in North Canterbury, at 367 kg per head.

The future looks bright for South Island dairying, and FiL is intent on working with farmers to deliver profitable solutions to their large farm systems.

Performance anything but downhill for Adam

While plenty of dairy farmers were glad to see the back end of this winter, disabled skier Adam Hall is packing his bag to head off for his sixth winter in a row.

Along with Anthony Field, Adam is one of only two members of New Zealand’s paralympic ski team.

The 19 year old who was born with spina bifida is about to set off to Colorado before the World Cup season starts in Aspen in January.

Adam is keen to build on the successes he has enjoyed since switching to skiing from snow boarding three years ago. At that time snowboarding was not a recognised Paralympic sport, and Adam admits the change was not without its stumbles.

“The first few days I started were quite nerve wracking, I knew I had taken a gamble and it was a pretty funny sight to watch, but I soon got a handle on it.”

Living with his Taieri Plains dairy farming family, Adam exudes a passion for the snow and a hunger to get a medal at the next Vancouver Winter Olympics in 2010.

He has already experienced the intense pressure of his first Paralympic Winter Olympics in Italy earlier this year, where he performed creditably in the Giant Slalom, Downhill and Super-G events, placing in the top 50 for all three events. Prior to this he achieved his goal of making the top 20 in all his events at the World Cup in Japan and Korea. His best placing was 10th in the Korean Giant Slalom.

Following the winter to ski is not a cheap pursuit with Adam’s budget at almost \$250,000 over the next four years leading up to the Vancouver Winter Olympics.

FiL’s Southern South Island Area Manager Peter Dodds has a long relationship with the Hall family and makes his own contribution to the cost of Adam’s sporting pursuits.

Adam’s father Lindsay operates two dairy farms for the family company. Both Adam’s parents are



Adam Hall in action at the Italian Paralympics, in March 2006

active members of the Disabled Skiing Association. In earlier years Peter would donate a drum of FiL Bloateze which was on sold to raise money for the association.

Peter says, “When we saw how serious Adam was getting, and how well he was doing, we opted to sponsor him direct. With a drum worth around \$1200, it helps out and we are only too happy to help Adam out on his path to success.”

Peter looks forward to following Adam through to the Vancouver Winter Olympics and helping out for that event.

For his part Adam remains focussed on doing what he does best, going down hill faster and better than many of his more able bodied peers.

“There is a huge amount of adrenaline in this sport, and it has been good for my disability, it helps me find my speed, and I get a buzz trying to win everything I attempt. The only way I will get what I want is by working hard at it. They say it takes 10,000 hours to get to the top in high performance sports like skiing, and I have only done 2500, so my peak may even be beyond Vancouver,” he says.

Between skiing Adam is completing a diploma in Agribusiness Management through the Open Polytechnic and has not ruled out dairying as a career if and when he opts out of skiing.

Plains potential still opening up

The days of just “moving south, dropping a well, throwing up some roto-rain irrigators and putting some cows on” are well and truly over for anyone contemplating a dairying move in Canterbury.

However the Chief Executive of Irrigation New Zealand remains optimistic about irrigation’s future on the Plains.

Terry Heiler can see several new schemes evolving in the region over coming years, all subject to lengthy resource consents. The largest is the Central Plains irrigation scheme, across 64,000 hectares of land between the Waimakariri and Rakaia rivers. Proposals are for massive storage dams in the Canterbury foothills to hold the spring snow melt for summer irrigation application.

He is confident as more is learnt about the area’s hydrology there will be even more scope to open up this area alone.

“This scheme increases the effective total precipitation by 600mm on the Plains, and will have a positive effect on groundwater levels.”

Further south the Barhill – Chertsey area has the potential for 40,000 hectares of irrigation while the Hurunui scheme proposals in North Canterbury offer good potential through a low cost scheme, he says.

At present many of the irrigation prospects in Canterbury are about potential and depend on resource consents being granted.

“The issue for Canterbury is really about storage, rather than lack of water itself, as most of the alpine river flows run out to sea before you really begin to need it, so storage is becoming the key factor.

Only 7% of Canterbury’s total water supply is presently used for irrigation,” he says.

The combined water flow of the Waimak’, Rakaia and Waitaki rivers is 700 cubic metres per second (cumecs) compared to the massive Murray Darling system in Australia of 420 cumecs.

“Up until now storage has been put in the “too hard” basket for infrastructure, but at Irrigation New Zealand we believe the benefits for stored water supply accrue well beyond just the farmers using it.”

Terry Heiler says INZ is working hard to develop a more “non adversarial” approach to water science where researchers transfer ideas and science across the table, rather than across the court hearings in the Environmental Court.

Seasonal climate outlooks

they need to be interpreted carefully



Will El Niño influence summer climate?

El Niño is back – we know that from the changes in the tropical Pacific. The surface of the sea along the Equator in the eastern Pacific is warmer than usual. Go to <http://www.cdc.noaa.gov/map/images/sst/sst.anom.month.gif> to get a view of the latest worldwide sea surface temperatures, and keep up with developments. Notice the warm equatorial conditions, and the cool surface temperatures to the north of Australia, which are characteristic of El Niño.

The easterly trade winds that blow across the tropics have weakened, and there has been a lack of rain over Indonesia and parts of south-eastern Australia.

A good measure of El Niño, part of the 'see-sawing' state of Pacific-wide winds and sea conditions, called collectively the El Niño–Southern Oscillation (ENSO), is the Southern Oscillation Index (SOI). It is an index of the changing atmospheric pressures, and therefore wind strengths, across the Pacific, from measurements at Darwin and Tahiti.

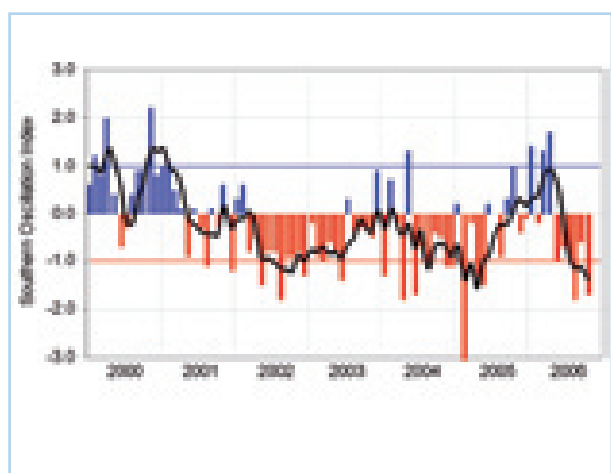


Figure 1
The southern oscillation index (SOI), an index of alternative phases of ENSO. The blue bars represent La Niña conditions, and the red, El Niño. A recognisable influence over New Zealand seasonal climate is expected when the three month mean SOI value (black curve) is more than 1.0 (for La Niña seasons) or less than -1.0 for El Niño.

Figure 1 shows monthly (bars) and three-monthly (black curve) values of the SOI since 2000. El Niño is typically expected to influence New Zealand's climate when the black curve goes lower than the horizontal red line, shown at a value of -1.0. Its last foray into that state was in early 2005.

So what influence can we expect from El Niño over this summer? That is not an easy question to answer. The problem we have is that ENSO is essentially a tropical Pacific phenomenon – New Zealand is a long way from the centre of action, and ENSO's influence on our climate often cannot be distinguished from the typical variability that we have to cope with.

One thing we *can* say this year is that El Niño appears to be having some effect already. El Niño typically brings stronger than usual winds from the southwest over New Zealand. And in the last few weeks, windy places, like Invercargill and Wellington, were a bit more windy than usual. The extra wind has been felt in Canterbury as well, with some unpleasant southerlies.

On average, El Niño brings lower than normal rainfall to eastern Northland, Bay of Plenty, and

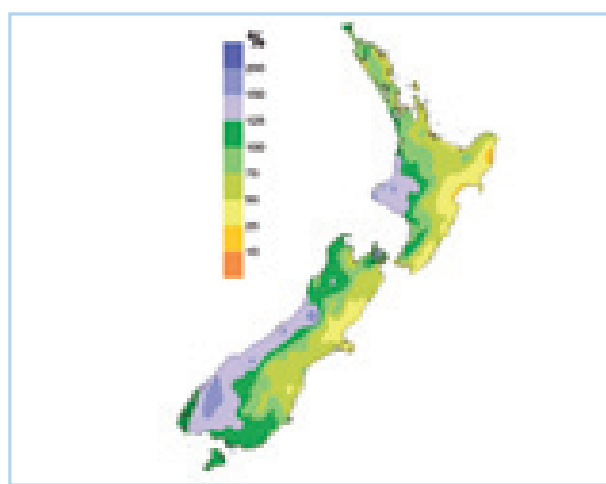


Figure 2
Rainfall difference from normal for the El Niño summer (December to February) of 1997–98. Rainfall was less than 50% of normal in eastern Northland, Bay of Plenty, and much of the east coast of the country.

Hawke's Bay during spring. Rainfall records for the past few weeks show lower than normal rain in these areas.

The last 'big' El Niño summer, in 1997–98, will be remembered as one of the driest in recent decades (Figure 2). The east coast of the country suffered significant loss of farm production. But, fortunately, not all El Niño summers are the same. Compare that year with something completely different – the summer of 1992–93. Northland was still dry, but the east coast received well above normal rain.

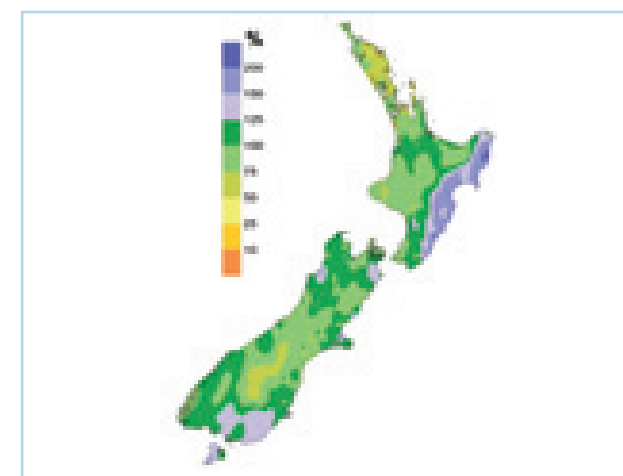


Figure 3
Rainfall difference from normal during the El Niño summer of 1992–93. The east coast of the North Island received above average rainfall – an example of the varying influence of El Niño.

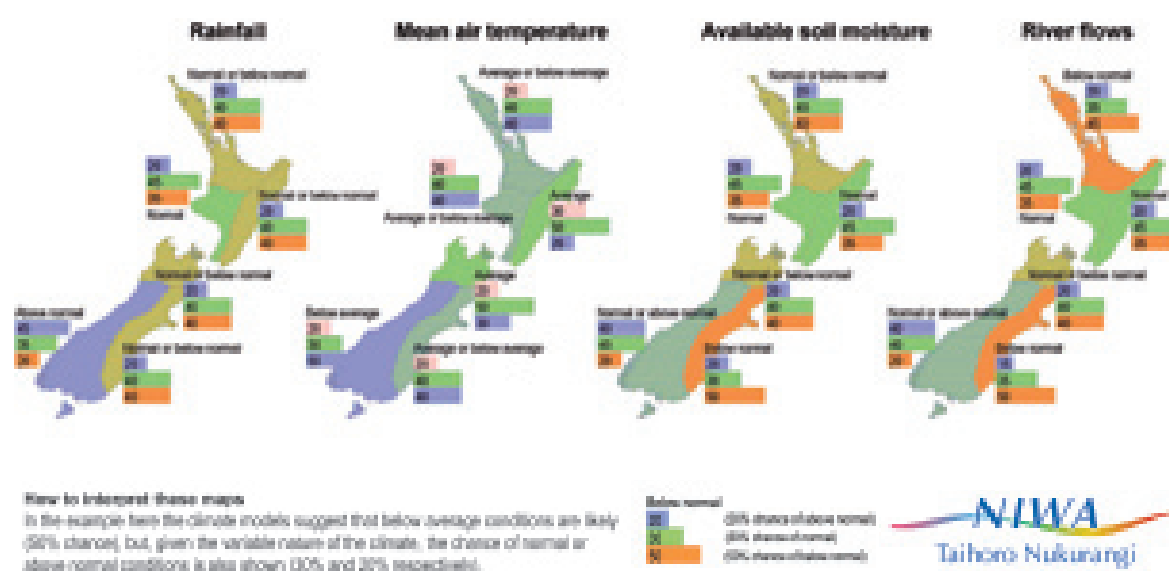
NIWA's seasonal forecast map, produced below on this page, suggests a rainfall pattern for the coming three months more like Figure 2 than Figure 3. So we are opting for some influence from El Niño, but not as strong as it was in 1997–98. Notice how we say normal or below normal rain in eastern and southern regions. And there's always the chance that unexpectedly heavy rain, such as we saw in Canterbury and the southern North Island in October, can upset seasonal predictions.

Outlook For November to January 2007

A moderate El Niño event in the tropical Pacific will have an influence on New Zealand's climate through to the end of summer 2006-07. Stronger than average south-westerly airflow is expected over the country; below average pressures are likely to the southeast of New Zealand.

Temperatures are expected to be average or below average in all regions. Rainfall is expected to be normal or below normal in all regions except the west of the South Island, where above normal rainfall is expected. Streamflows and soil moisture levels are likely to be normal or above normal in the south and west of the South Island, and normal or below normal in other regions.

NIWA Three month outlook for November to January, 2007



Growth boosts FiL success and delivers innovation to farmers



From left to right: Brian Kirby, Operations Manager. Ray Vagana, Technical Manager. Trevor Gulliver, Business Development Manager. Angela Beary, Office Manager. Phil Wicks, National Sales Manager. Dave Hancox, Director. Gavin Cherrie, General Manager. Kate Seaford, Marketing Manager. (Absent from photo: Arthur Jordan, Managing Director and Colin Bishop, South Island Manager)

With the 2006/07 dairy season almost half way through, FiL is riding a wave of success with substantial increases in market share across all the company's products.

National Sales Manager Phil Wicks says growth has been averaging 20% across all categories including bloat remedies, teat sprays, dairy hygiene products and animal markers.

"This has been boosted by the number of new, innovative products we have put on the market in the last few months. These have included Udder Mark, the Booster Block, Quantum Blue Advanced Formula, also Ultracare Teatshield Advanced Formula and the Tail Painter applicator," says Phil.

In all cases farmer feedback has been overwhelmingly positive, so much so the Tail Painter sold out early in the mating season, but will be available in autumn again. Adverse weather in the South Island over winter proved an ideal testing ground for the Booster Block Big Boy, with many dairy farmers using the blocks to supplement stock that had spent weeks on frozen, snow covered pasture.

The 2007 season will see no slow down in FiL's advances in finding cost effective, practical solutions for farmers. Whilst still under wraps, farmers can soon expect to see some of the most advanced and exciting products yet. Product development is in full swing with trial results proving positive.

With some competitors based offshore, Phil says there is a lot of pride within FiL's culture that the company is Kiwi owned and operated. Research and development continue to form a key strategy of FiL's success.

This is backed up by a knowledgeable, experienced team of Area Managers, many of whom have enjoyed hands-on dairying experience.

The confidence the company has in its future is also reflected in the investment being made in its new premises. Due to open later in 2007, the purpose built, environmentally friendly head office will feature state of the art production facilities and work space.

"We are also finding the success we have enjoyed here in New Zealand is being reflected overseas, with good export sales coming through from South America, Australia, South Africa, Europe and the United States. FiL has played a key role in the South American market in getting farmers to adopt Kiwi practices like tail painting, with positive results all round," says Phil.

He says FiL is extremely grateful to the loyalty and support received from farmer clients and retailers, and deliberately puts resources back into the rural communities that support it through sponsorship.

"It is great to re-invest profits back into the industry and after a year like this one we look forward to bringing some real innovations to the farming sector," says Phil.

Your FiL Farm Service Team have got the country covered.

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

beyond expectations and helping the farmers they serve achieve real results. Call our hotline now and we'll put you in touch with your local FiL team member.



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| 8 Daryl Hill Northern South Island Ph: 03 525 9191 Mob: 0274 721 503 | 9 Peter Dodds Southern South Island Ph: 03 488 4572 Mob: 0274 721 504 | 11 Gavin Dunn Rotorua/ Reporoa/Tokoroa/ Putaruru Ph: 07 333 2119 Mob: 0274 798 470 | 12 John Atkin South Taranaki/ Wanganui Ph: 06 278 9001 Mob: 0274 828 535 | 13 Greg Duncan Cambridge/ Matamata Ph: 07 823 5195 Mob: 0274 721 505 | 14 Bruce Smith Central South Island Ph: 03 693 7440 Mob: 0274 993 783 | |



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