



WestfaliaSurge



Houle

Norbco

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STAFF KNOWLEDGE BEHIND EFFLUENT HARDWARE

The knowledge and skills of two key staff have helped **GEA Farm Technologies (GEA FT)** earn Accreditation in Farm Dairy Effluent System Design Accreditation.

(Left) Murray McEwan, **Houle** Effluent Solutions Technician & (Right) Matt Rice, **Houle** Effluent Solutions Manager

KEY POINTS:

- **Houle** effluent equipment
- Equipment built to manage heavy effluent loads
- Systems installed are backed by knowledge and experience of **GEA FT** personnel Matthew Rice and Murray McEwan
- Accredited in Farm Dairy Effluent System Design



effluent, rather than based on a history of pumps designed to handle water, they are pretty rugged."

Working closely with Murray is Matthew Rice, as **GEA FT's** Effluent Solutions Manager. Matthew completed a degree in Ag Science from Lincoln in 2007, with a focus on resource and nutrient management. He sees **GEA FT** now in a strong position to build the effluent management business on the back of the company's personnel, technical ability and the **Houle** hardware used for effluent management.

*"The **Houle** pumps are designed to deal with heavy effluent loads, and more than capable of moving the type of effluent we have here in New Zealand," he says.*

The industry initiative has been set up to ensure all dairy farms have effluent systems in place that are capable of delivering on industry and community expectations when applying effluent to farm land.

Murray McEwan is **GEA FT's Houle** Effluent Solutions technician, assisting with the installation and commissioning of effluent solutions that include **GEA FT's Houle** brand of effluent equipment. With past experience working in the dairy processing sector and

for Ballance Agri-Nutrients, Murray brings knowledge of soil physics, biology and chemistry, and an appreciation of effluent's value to soil productivity.

He was drawn to **GEA FT's Houle** range by the simplicity and effectiveness of the **Houle** slope screen separator.

"It is a simple, and functional design, easily managed with no moving parts. As feed management on New Zealand dairy farms changes, so does the effluent characteristics. The **Houle** equipment is built specifically to manage

He is noticing greater interest in the **Houle** slope screen separator as farmers assess effluent system upgrades that can deliver easier, more flexible effluent management and make the liquid suitable for reuse.

Both men are proud their accreditation application was highly regarded by the programme assessment team.

"It gives our clients the certainty that the systems we are installing are backed by knowledge and experience to match the quality of the equipment we are recommending," says Matthew.

A WORD FROM JAMIE: NEW INNOVATIONS

AS I AM SURE THE LAST THREE MONTHS HAVE BEEN EXTREMELY HECTIC ON FARM, WE TOO HAVE BEEN VERY BUSY WORKING ON SOME NEW INNOVATIONS.

FIL have some new products to launch later in the year that will make mastitis prevention easier and sanitisation of your plant simpler. **Milfos** have launched the new **iCORE** product which allows you to take a step by step approach to introducing automation into your dairy shed.

The next three months are all about getting cows in calf and as the leaders in tailpaint, as well as having **WestfaliaSurge** and **Milfos** activity collars, we have the solution to see you through this busy period.



We hope you are able to find a few quiet minutes to read the latest **Dairy Farmer** publication, and if you have any feedback for us please email tracy.quin@gea.com

JAMIE MIKKELSEN
Managing Director



GEA Farm Technologies

TAIL PAINTING - GETTING IT RIGHT

The ability for a cow to be submitted for insemination and conceiving is key to the successful conversion of pasture to milk, and the earlier it happens in the mating season means increased days in milk and therefore greater returns.



KEY POINTS:

- Oestrus activity happens between 6 and 24 hours, and the cow will stand to be mounted on average, less than 8 hours
- Begin your tail painting programme 6 - 8 weeks prior to mating due date
- Tail painting is the most cost effective method of heat detection, and arguably the most reliable

The duration of oestrus activity is between 6 and 24 hours, while the period when the cow stands to be mounted lasts, on average, less than 8 hours.

Tail painting the herd the day before your artificial insemination start date is not ideal as the potential for missed heats due to non-cycling cows is greatly increased.

The financial cost of missed heats can be considerable due to reduced days in milk.

It's important to begin your tail painting programme 6 - 8 weeks prior to your mating due date. This early start will give you time to identify any non-cycling cows well in advance of your intended artificial insemination start date, and seek veterinary assistance for those cows, should this be necessary.

Tail painting is the most cost effective method of heat detection, and arguably the most reliable. However, it's important to check the cows at every milking and touch up the paint when necessary.

WE RECOMMEND USING A 4 STEP COLOUR PROCESS FOR BEST RESULTS.

1. Paint all cows with **RED** tail paint approximately three weeks after calving. Then observe the painted area for signs of the paint being rubbed. When it has, the cow has started her cycle (in cases where it is not rubbed, remedial action is required).
2. Paint all cows with **GREEN** tail paint immediately prior to commencing your artificial insemination programme. This identifies cows coming into heat on a daily basis.
3. Paint each cow with **BLUE** tail paint at the milking following insemination. This will tell you if she has held to the service in around 3-4 weeks time.

4. Paint all cows with **YELLOW** tail paint when pregnancy is confirmed.



HOW TO TAIL PAINT

1. For best application, ensure the area is clean and dry, and remove any loose hair.
2. Apply the paint forward along the spine from the tail head in a strip 15cm long by 5cm wide. It will take approximately 5 minutes for the paint to dry, depending on the ambient temperature.

Houle

EFFLUENT SPECIALISTS

EFFLUENT
AGITATION &
TRANSFER
PUMPS



SOLID SEPARATION
FROM EFFLUENT
STREAM



ACCREDITED
EFFLUENT
DESIGNERS &
ADVISORS

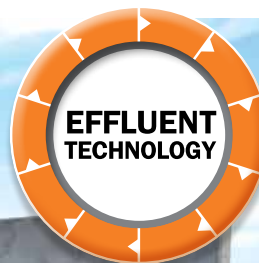


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HOULE SPECIALIST CALL
0800 GEA FARM (0800 432 3276)
www.gea-farmtechnologies.co.nz

GEA

GEA Farm Technologies

CENTRED AROUND YOUR FARM NOW & INTO THE FUTURE



HOULE HANDLES FEED PAD FLOW



Above: Houle slope screen separator
Below: Houle agi-pump

KEY POINTS:

- LOCATION: Fielding, Manawatu
- HERD SIZE: 700
- SYSTEM: Houle slope screen separator and agi-pump
- BENEFITS: Lower stress over effluent management due to simplicity after previous two pond system. Freedom to apply effluent off milking platform, thanks to solid separation. Peace of mind over incoming Horizon One plan rules on effluent management with robust, compliant system

Matching feed pad run off to equipment capable of moving, processing and distributing effluent, led Bryan Guy to **GEA Farm Technologies' Houle** equipment.

The Manawatu farmer enlarged the property's feed pad seven years ago, but knew the effluent systems in place at the time were not entirely geared to handle the effluent run off generated by the 50,000 litre flood wash system used to clean the pad.

"Existing at the time was a usual two pond system, irrigating across paddocks. However with the amount of solids going through the pumps, and the volumes there was a lot of maintenance on the system, and the ponds would reach full capacity often at the wrong time of year."

He was also concerned at the concentration of effluent being applied to a limited part of the farm. "We wanted to get the nutrients off the dairy platform, and onto some of the cropping area."

Prior to installing the **Houle** equipment earlier this year Bryan had seen the systems operating in the United States, and been impressed with their capacity and robustness that ran ahead of anything available here at the time.

His decision to install a **Houle** slope screen separator and Agi-pump was not a forced one, but one he

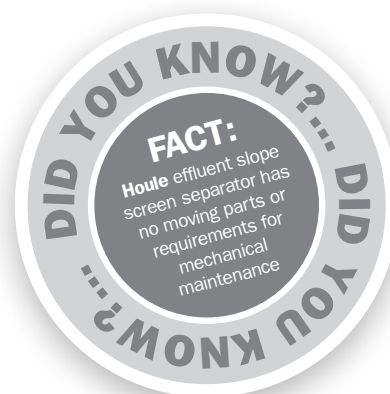
believes future proofs the property as environmental discharge rules tighten and costs continue to rise.

"The slope screen separator has no moving parts, the only maintenance required is a wash once a week, there are no screw presses or rotating screens on it." Any concerns over the dryness of the separated solids has been put aside, with the bunker stored solids easily distributed using a contractors' manure spreader.

"It is around 20% dry matter, but feels more than that when picked up." Based on the present bunker storage Bryan estimates that with year round milking he will be spreading the solids every three months.

Because the volume going out as liquid through the irrigator has reduced, the irrigation area has remained the same.

"The robust promise of the Houle pumps appearance has been proven correct, it has not missed a beat."



GEA Farm Technologies

THE IMPORTANCE OF COW CONDITION AT MATING



BY PHIL RENNIE
BVSC MANZCVS
TAURANGA VETS



It is well recognised that a low energy plane of nutrition during late pregnancy and during the first 30 days of lactation can delay the subsequent onset of cycling and depress first service conception rates.

Unfortunately high planes of nutrition after calving can only partially overcome the infertility effect caused by low planes in late pregnancy.

In practice the body condition score (BCS) of the cow at calving reflects the pre-calving level of feeding and has a large effect on the duration of the post-calving non cycling (anoestrus) period. This is particularly important in the first calf heifer where resumption of ovarian function is 20 to 40 days later than in mature cows.

Anoestrus affects approximately 20% of NZ cows by the start of mating and these cows have poorer reproductive outcomes than cycling herd mates. Local research has shown that fewer anoestrous cows are detected in heat during the first 3 weeks of mating (55% vs 96%) and they have longer intervals to conception (37 vs 22 days) than cycling cows. In addition cows not observed in heat by 60 days post calving have a greater risk of being culled than cows that have displayed oestrus.

The industry good InCalf Fertility Focus report on overall herd reproductive performance measures the 6-week in-calf rate and empty rate. Specifically the drivers of the 6-week in-calf rate are 3-week submission rate, and non-return rate (conception rate).

Proactive steps should be taken well before mating to ensure cows have every chance of achieving a high submission and conception rate including the following approaches.



LIC AB Technician
Owen Baker
inseminating a cow



BODY CONDITION

- Manage pasture and supplement feeding to stop further condition score loss, and get cows onto positive energy balance by start of mating
- Consider once-a-day milking thinnest young animals, but maintain level of feeding
- Be wary of pasture quality loss during mating

COW HEALTH

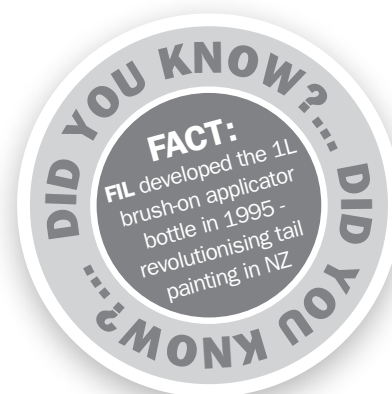
- Check for uterine infections, minerals, and reassess mastitis and lameness
- Discuss non-cycling treatment options in advance with your veterinarian

PRE-MATING HEAT DETECTION

- Tail paint should be applied to the cows at least 30 days before mating begins
- Assess the level of cycling activity after each week of pre-mating heat detection
- Change paint colour of those cows which have cycled
- Draft out non-cyclers for veterinary inspection and treatment where necessary

HEAT DETECTION FOR ARTIFICIAL INSEMINATION

- Touch up un-rubbed tail paint when necessary - it's important to maintain complete coverage of the tail head itself
- Dedicate the best person to read tail paint during the AI period



Matthew Cox,
Midhurst, Taranaki

HYGIENE & HEALTH PRODUCTS

FIL FIRM FAVOURITE IN TARANAKI

For Midhurst sharemilkers Matthew and Lisa Cox, choosing **FIL** products four years ago was a return to products they knew well and trusted completely.

Matthew had used **FIL** shed detergents, tail paint and teat spray as a herd manager in Eketahuna, and had been impressed with the product quality and level of service they had received from long time FIL area manager Clint Humphrey while in the region.

Now the couple are into their fourth season share milking for Andrew and Jill Adlam, with this season being their second at the Adlam's Midhurst farm. They had earlier worked on the Adlam's Inglewood farm.

Up in Taranaki and in charge of purchasing markers, detergent and teat spray, Matthew said he welcomed the opportunity to reacquire himself with the **FIL** range.

Here too he has welcomed the high level of service that typifies the **FIL** experience, with his area sales manager John Aitken only too happy to help out with any hygiene problems and plant inspections.

"John's always happy to drop in, and enjoys the contact with us as clients, nothing is ever a problem."

Matthew attributes one of **FIL's** most successful new products, Iodoshield Active teat spray as a particular favourite that has done much to enable the couple to achieve and maintain a grade free certificate in recent years.

Its excellent adhering qualities and antibacterial action of Manuka honey within the formulation has helped maintain high quality teat condition and keep bacterial levels low for the couple's herd.

On John's advice they are trialling **FIL's** most recent product development, Active Teat Cream. Launched last year it is gaining a following rivaling that of Iodoshield Active, thanks to its easily absorbed formulation based

KEY POINTS:

- OPERATORS: Lisa and Matthew Cox
- LOCATION: Midhurst, Taranaki
- HERD SIZE: 180
- PRODUCTS: **FIL** Tail paint, Tell Tail, Iodoshield Active teat spray, Active Teat Cream, Jetset, Quantum Powder, Graderite
- KEY BENEFITS: consistently good service, high standard of hygiene and good herd teat health

on human cosmetic components, and the antibacterial properties it shares with Iodoshield Active thanks to its Manuka honey component.

But it is not only the new products and the service that have drawn the couple back to **FIL**. The company's Tailpaint remains firmly in the budget, proving ever reliable and easily applied.

"We also make good use of the spray on florescent Tell Tail for marking treated cows, it is a paint that stands out very well," says Matthew.

DID YOU KNOW?...

FACT:
FIL's Graderite (Chlorine) is certified for organic farms

...DID YOU KNOW?...

FIL

HYGIENE
& HEALTH
PRODUCTS

FIL SPECIAL AGENTS

IN PURSUIT OF PERFECT TEATS

FIL HAS THE WIDEST RANGE of teat care products, for any environment and time of year.



EMOLLIENT NOURISHES & REPLENISHES DRY & CRACKED TEATS



IODINE KILLS BUGS IN HARSH ENVIRONMENTS



MANUKA HONEY HEALS WOUNDS & SORES



CHLORHEXIDENE KEEPS BUGS AT BAY FOR ALL ROUND CARE



GEA

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AVAILABLE AT YOUR LOCAL RURAL RETAIL STORE, OR CALL US TODAY 0508 434 569 TO TALK TO YOUR LOCAL FIL AREA MANAGER

GEA

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HEAT COLLARS RECORD MATING GAINS



KEY POINTS:

- LOCATION: South Waikato, Putaruru
- FARM: 140ha producing 600kg/ms/ha, plus additional 3 farms with HEATIME® on all farms
- TOTAL HERD: 1500
- KEY BENEFITS: collars monitor cow activity and rumination to detect when cow is on heat, empty rate fell from 16% to 9% last season, reduced missed heats with more days in milk

Difficulty getting high producing cows back in calf prompted the Scheres of South Waikato to adopt new technology to address the problem, with results that have quickly paid off.

They opted for the **Milfos HEATIME®** heat detection collars across all four of their farms, totalling 1500 cows. It was a significant capital investment in the technology, but one Jack Scheres says has proven worthwhile.

The collars pick up changes in a cows activity and combines this with rumination information. This determines cows in heat and identifies health concerns. Cows can then be drafted out at milking for AB service.

The Scheres family committed wholeheartedly to the technology last year, but for that first season started off running it parallel to traditional tail painting.

However, it quickly became apparent the technology was invaluable for also detecting cows that may otherwise be missed through tail-painting, including silent heats and those that did not have the paint rubbed off.

Jack Scheres who farms one of the properties with his son Paul says the technology has proven invaluable at a stressful time of year.

"The **HEATIME®** collars are accurate and labour saving. We have a small labour force, and we have saved time not having to tail paint the whole herd."

In-calf results have also proven the technology delivers straight to the farms' bottom line. After fitting the collars the empty rate fell from 16% to 9% last season. Both the vet and AB technician commented on the remarkable accuracy the collars delivered.

Using **HEATIME®** collars means tailing off with bulls has been eliminated, and this season they plan to only use AI and to have 8 week mating period.

By reducing the number of missed heats, they have also ensured more days in milk for cows this season,

and anticipate more valuable calves over the full mating period, thanks to only using AB.

Participating in LIC's sexed semen programme for the China heifer market means they are also more confident when putting a cow up for AB that she is definitely on heat, and the more expensive semen will not be wasted.

"They are a cost, but you appreciate them once you start experiencing the benefits, it essentially starts paying for itself," says Jack.



KEY POINTS:

- LOCATION: Waimate, South Canterbury
- COWS MILKED: 1800
- DAIRY: 54 bale **WestfaliaSurge**
- KEY COMPONENTS: Rescounter Activity Collars, auto weighing, auto cup removers, milk meters, conductivity testers, auto plant wash
- KEY BENEFITS: More efficient feeding per head, based on feed to yield **DairyPlan** analysis, one man operation all year round, user friendly systems for rapid learning

Early experiences with a **WestfaliaSurge** dairy shed near Ashburton were the prompt for Waitaki farmer Reuben Allan when it came time to install a dairy on his equity partnership operation there.

Five years on there is little he would change about the 54 bale rotary dairy which was highly spec'ed from the start, and was easily coping with the demands of an 800 cow herd. Today the same dairy is handling 1800 cows.

As a director, shareholder and farm manager of the Fairway Enterprises operation, Reuben wanted one that could be operated with only one staff member.

"I had enjoyed a good experience with the Ashburton dairy. The **WestfaliaSurge** shed there has proven reliable and comprehensive, with the automation I needed."

The appeal of the **WestfaliaSurge** dairy comes from the platform-up for Reuben. He appreciated the platform design that slopes away from the operator's position, keeping the individual drier throughout milking, and water movement away from their cups on position.

The domed concrete centre also meant there is no pit in the dairy's centre to accumulate dirt and moisture. Running on nylon rollers keeps movement smooth and maintenance minimal, with only a once a week greasing of the main drive wheel required.

The technology loaded around the dairy layout has also

performed to promise. The herd are equipped with rescouters to record heat activity, and Reuben finds they reinforce tail paint indications, and often detect cows that would otherwise be missed due to lack of rubbing activity.

The **DairyPlan** software underpinning the dairy's hardware offers capability for feed to yield, adjusting feed levels to suit individual cow performance, and in turn linking it back to weight gains or losses measured automatically every day.

Milk flow meters in the **WestfaliaSurge** system record a cow's seven day average, providing a more accurate indication of her current performance than meters measuring only the day's flow.

"We put a lot of technology into the dairy from the start, and there is nothing I am missing, it's well set up as an efficient one man operation."

OUR NETWORK OF SERVICE & SUPPORT

We have the most comprehensive nationwide support network across the country for your farm dairy, with the sole purpose of providing you, our customer, with exceptional support centred around your farm business.

This includes 35 Service Partners, 17 Hygiene & Health Specialists, 11 Capital Equipment Specialists and 8 GEA Field Service Technicians.

1. NORTHLAND

Milfos and/or WestfaliaSurge Service Partners:

KeriKeri Pumps & Irrigation - KeriKeri, Watertech Plus - Wellsford, Northland Milking Machine Testing - Maungatapere

Capital Equipment Area Sales Manager:

Mike Prendergast

Houle Distribution:

KeriKeri Pumps & Irrigation - KeriKeri, Northland Milking Machine Testing - Maungatapere

FIL Area Sales Manager:

Brian Salvigny

2. NORTH WAIKATO

Milfos and/or WestfaliaSurge Service Partners:

Advanced Milking - Waiuku, Peter Ellmers Farm & Electrical - Te Kauwhata, McLarens - Morrinsville and Huntly, Piako Rural Services - Te Aroha, Avago - Waihi

Capital Equipment Area Sales Manager:

Mike Prendergast

Houle Distribution:

Peter Ellmers Farm & Electrical - Te Kauwhata, McLarens - Morrinsville and Huntly, Avago - Waihi

FIL Area Sales Manager:

Mark Mohring

3. WEST WAIKATO

Milfos and/or WestfaliaSurge Service Partners:

Pratt Milking Machines - Te Awamutu, Dairyworx - Otorohanga, Milk'n'Water Services - Matamata

Capital Equipment Area Sales Manager:

Paul Gilling

Houle Distribution:

Dairyworx - Otorohanga, Milk'n'Water Services - Matamata

FIL Area Sales Managers:

Greg Duncan, Dave Hewson

4. CENTRAL NORTH ISLAND

Milfos and/or WestfaliaSurge Service Partners:

Mainland Dairy Systems - Taupo, Fire n Ice Farm Services - Tokoroa, Beta Milking - Putaruru

Capital Equipment Area Sales Manager:

Austin Heffernan

Houle Distribution:

Fire n Ice Farm Services - Tokoroa

FIL Area Sales Manager:

Gavin Dunn

5. BAY OF PLENTY

Milfos and/or WestfaliaSurge Service Partners:

Thinkwater BOP - Te Puke, ESP Technologies - Whakatane

Capital Equipment Area Sales Manager:

Austin Heffernan

Houle Distribution:

ESP Technologies - Whakatane

FIL Area Sales Manager:

Allan Clarke

6. TARANAKI / WANGANUI

Milfos and/or WestfaliaSurge Service Partners:

Dairypro Ltd 2010 - New Plymouth and Stratford, AB Engineering - Hawera, Machinery Maintenance - Wanganui

Capital Equipment Area Sales Manager:

Steve Nolly

Houle Distribution:

Dairypro Ltd 2010 - New Plymouth and Stratford, AB Engineering - Hawera, Machinery Maintenance - Wanganui

FIL Area Sales Managers:

John Atkin, Mark Ward

7. LOWER NORTH ISLAND

Milfos and/or WestfaliaSurge Service Partners:

Willow Dell - Norsewood, Cooper Farm Services - Carterton, Farm Supplies Central - Palmerston North, Dytek Dairy Services - Foxton, Angove Engineering - Pahiatua

Capital Equipment Area Sales Manager:

Trevor Ward

Houle Distribution:

Cooper Farm Services - Carterton, Farm Supplies Central - Palmerston North, Dytek Dairy Services - Foxton, Angove Engineering - Pahiatua

FIL Area Sales Managers:

Clint Humphrey, Scott Price

8. UPPER SOUTH ISLAND

Milfos and/or WestfaliaSurge Service Partners:

Northwest Farm Services - Takaka

Capital Equipment Area Sales Manager:

Andrew Upston

Houle Distribution:

Northwest Farm Services - Takaka

FIL Area Sales Managers:

Ian Grooby, Bruce Smith

9. SOUTH CANTERBURY / OTAGO / WEST COAST

Milfos and/or WestfaliaSurge Service Partners:

Duncan Engineering - Temuka, Hayes Farm Services - Westport, Stocker Dairy Services - Ashburton, Betaquip - Rakaia, Jeff Evans Rural - Hokitika, Waitaki Dairy Solutions - Oamaru

Capital Equipment Area Sales Managers:

Ross Soper, Peter Vaughan

Houle Distribution:

Duncan Engineering - Temuka, Hayes Farm Services - Westport, Betaquip - Rakaia, Stocker Dairy Services - Ashburton, Jeff Evans Rural - Hokitika, Waitaki Dairy Solutions - Oamaru

FIL Area Sales Manager:

Derek Jones

10. SOUTHLAND

Milfos and/or WestfaliaSurge Service Partners:

Nind Dairy Services - Invercargill, Balclutha

Capital Equipment Area Sales Managers:

Glen Palmer, Martin Heanue

Houle Distribution:

Nind Dairy Services - Invercargill, Balclutha

FIL Area Sales Managers:

Rodney Cook, Graham Beggs

SPOTLIGHT
ON SERVICE
PROVIDERS:

SERVICE
AT FARMERS
GATES

SERVICE PARTNER
DAIRYPRO 2010 LTD



Artist impression of the Dairypro 2010 Ltd Stratford location

What areas do you cover?

We cover the Taranaki region and have 2 office locations - New Plymouth and Stratford.

What GEA FT brands do you support?

Brands supported are **Milfos** and **WestfaliaSurge** milking machine systems, and **Houle** effluent management systems.

How long have you been in business for?

I had been working in the dairy service industry for 5 years prior before I purchased the New Plymouth business in 2010. In April 2013 I purchased Milk n Water in Stratford, after **GEA Farm Technologies** acquired **Milfos**.

How many staff do you employ?

I have 10 staff who work across our two locations. We have 7 fitters all up who work between the stores. This ensures we are available to meet the demands of our customers and are providing a great service to them.

Give us an example of where you have really helped a customer?

Customer satisfaction is a big part of our business, it's a buzz to fix something for someone and see them smile - when they are happy, we are happy. That is why at **Dairypro2010 Ltd** we offer a 24/7 callout.

What is your favourite product in the brands you support?

It's got to be the **iCRS** (cow restraint system), simple yet full of so many outstanding features. I'm eager to get the **iCORE** installed as the technology is amazing. We have supported **Milfos** for 5 years and know the product very well. Now that we have **WestfaliaSurge** and **Houle** on board, we are very excited about the future opportunities.

NEW PLYMOUTH - P: 06 758 6589

STRATFORD - P: 06 765 7354

SPOTLIGHT ON SERVICE PROVIDERS: CAPITAL EQUIPMENT AREA MANAGER ROSS SOPER

What areas do you cover?

Christchurch South to the Rangitata River and from the Southern Alps to the East Coast. Rakaia, Darfield, Methven, Ashburton, Dunsandel, Mayfield and Hinds.

How long have you been working in the dairy industry, and at GEA Farm Technologies? I have been in the industry for 20 years, and with **GEA**

Farm Technologies for seven years.

Give us an example of where you have really helped a customer?

Having been involved in the Dairy industry for 20 years now I have seen a lot of different ways of doing things. The most common feedback I get from clients is the stress free way I conduct my sales process with them. Giving them a stress

free environment regarding the purchase of the milking machine, means they can focus on other aspects of the conversion knowing that I have things sorted.

What is your favourite product you sell and why?

Automation gets me excited, especially with the **Milfos** range of cup removers. With several different options

available, it is an exciting challenge to make sure you understand your client and spec the correct cup remover for them. And bring on robotics!

ROSS SOPER - CAPITAL EQUIPMENT AREA MANAGER - CANTERBURY
m: 021 839 435



GEA Farm Technologies



Pictured from left to right: Jason Christensen, Paul King, Henry Christensen.

FAMILY HEADS BACK TO FUTURE WITH MILFOS

Jason Christensen is well into the second season with the family property's 44 bale rotary platform, and with a full season behind it, there is nothing he would be changing if he were to build it again.

The Christensen family are more than familiar with the rotary design, being the first farm in the Wairarapa to have a rotary dairy installed way back in 1971, and only the ninth in the country to build a rotary shed at that time.

The original 16 bale rotary dairy had finally ended its commercial life, and the 44 bale **iDuro** rotary platform represents a significant leap forward in technology and productivity for the Fern Hill Trust family operation.

The dairy features all key **Milfos** technology, including the **iCONVERTER** snap chilling system, **HEATIME®** heat detection and ID collars, and the **iDATAFLOW** software system, and the **iPUD** platform devices.

When the family tendered the dairy shed project all major companies were approached for quotes. However lower part costs, the Kiwi background of **Milfos**, and future proof technology won it for the company.

"For us a key factor in opting for the **Milfos** technology was the fact it is all modular and can be upgraded as new technology comes out, without having to throw out the last lot of technology you installed, you just bolt on the upgrade," says Jason Christensen.

The **iPUD** platform devices are one example of this. They offer the ability to upgrade to integrated teat spray nozzles in the individual devices in the future, and ultimately a heads down information display screen.

In the meantime the existing technology is helping lift the farm's productivity. The **HEATIME®** collars have picked up cows at mating that would otherwise have been missed, possibly through having silent heats or simply not having their tail paint rubbed.

"Our AB technician has often commented about cows not rubbed been put up, only to find once they have checked them, the computer has been right, it's impressed her as much as us," says Jason.

KEY POINTS:

- OWNERS: Fern Hill Trust - Henry, Dorothy and Jason Christensen
- LOCATION: Masterton, Wairarapa
- MILKING PLATFORM: 154 ha
- HERD SIZE: 400
- DAIRY: **Milfos iDuro** 44 bale rotary platform
- PRODUCTS: **FIL** Quantum Blue, Quantum XL, Quantum Powder, Graderite, Ultracare Teatshield, Teat Conditioner
- KEY BENEFITS: improved heat detection, one person milking through year, reduced power costs

Accuracy has been critical for the operation as they moved to tighten their calving pattern last season.

The **iCONVERTOR** snap chiller has driven electricity costs down thanks to it also heating sufficient water for two hot washes a day.

The people behind the technology have also played a big part. Jason attributes the shed's success to **Cooper Farm Services** excellent installation and service since commissioning.



MANAGING SPRING PASTURES FOR BLOAT

Plant protein creates a stable foam from immature pastures high in protein and low in fibre, creating a complex imbalance in the rumen that is still not completely understood.

This imbalance can cause cows distress and discomfort, through to death.

Management factors such as hungry cows introduced to fresh pasture or environmental conditions such as high rainfall (leading to rapid pasture growth) can contribute to the occurrence of bloat.

TIPS FOR EFFECTIVE BLOAT CONTROL

- It is best to fully dissolve the product and thoroughly mix before drenching or distribution through water lines. For ease of mixing always add bloat remedy to the water.
- Beware of adding too many different minerals and additives at once, or run the risk of the mix solidifying, particularly if adding magnesium, which will increase the temperature of the mix.
- When adding Bloat remedy to magnesium drench mixture always ensure the magnesium has been well mixed, left to hydrate and cool before introducing the bloat remedy.
- Trough treatment should be started at least 3 weeks before the likelihood of a bloat challenge and stock should not have access to untreated water sources.
- Treatment should be based per cow and not per litre of water, as the daily water intake of cows can vary depending on air temperature and water content of feed.
- In periods of wet weather, a cow's water intake will be reduced, alternative methods of protection should be implemented ie drenching or pasture spraying.

We would appreciate hearing your feedback about The Dairy Farmer newspaper. Please contact Tracy Quin, phone 07 575 2162, email tracy.quin@gea.com