

THE DAIRY FARMER

WINTER 2013



WestfaliaSurge



Houle

Norbco

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Barry (left) and James (right) Cawte

BOOSTING PRODUCTION POTENTIAL

For Barry and James Cawte to fulfil their goal to double farm production in only five years, they needed a new farm dairy as capable of handling the herd output, as managing the feed inputs.

The Cawtes opted to commission a 54 bail rotary **Milfos** dairy on their Bay of Plenty property. Last October marked the first day of its operation.

James says after returning to the family farm three years ago, he quickly saw profitability into the future was going to come from cash profits, not capital gains.

"The only way to achieve that was to maximise what we could produce from the herd on the land we had, as efficiently as possible."

The **Milfos** dairy has met the brief in every respect, and while only 7 months into operations, there is little James would change.

The **Milfos iFLOW** platform itself appealed on grounds of its low maintenance nylon roller systems with no

bearings. With auto greasing cartridges, there is no need to replace wear strips. The technology sitting on and around the platform has helped reduce staff numbers, with only one operator needed to milk the 550 cows.

The system is one of the first in the country to integrate the **iDENTITY** herd management system with **HEATIME HR** using motion senses and rumination within a collar on the cows neck. This also provides activity and health alerts, indicating metabolic disorders and provides an integrated flow of information on every aspect of cow data.

This has freed James up to focus working more closely with his consulting nutritionist Sue Macky, fine tuning the cows' diet on a weekly basis at times. The **iDENTITY** herd management system is generating timely, relevant and specific data on how cows are responding to that diet, including milk volumes, solids (protein, fat and lactose) and somatic cell counts.

KEY POINTS:

- **MILFOS 54 BAIL ROTARY**
- **LOCATION:** Pongakawa, Te Puke
- **BENEFITS:** Freed up extra time from milking to focus on lifting herd performance through improved feed regimes
- All information on cow performance on hand every milking, every day

This coming spring James intends to use this data to customise in-shed feeding levels, based on cow age group and lactation stage.

The dairy's **GEA iCONVERTER** chiller has also proven highly effective. "We can be milking and the tanker will turn up, and the milk will be going into the vat at 2-5deg Celsius."

James says the dairy's early success has been reinforced by the excellent support he has received from the **GEA** team in helping develop an information rich, high performance dairy system.

A WORD FROM JAMIE: OUR THREE MONTH FOCUS

Drought and the volatility in commodity markets have meant the start to 2013 has been a challenge for many, especially in the North Island, but one that has a positive outlook at least.

Our focus over the last few months has been centred around our customers, distribution channels and product and service solutions.

Recently we communicated to the market

about some rumours being spread by our competitors and to be absolutely sure, I will outline once again;

1. Through the acquisition of **Milfos** by **GEA**, we have the most comprehensive service and support network around the country. **Milfos** and **WestfaliaSurge** brands and support of these brands is not going anywhere.
2. That we still (and always will) be

producing the majority of **Milfos** and **FIL** products right here in New Zealand, employing New Zealanders and working with other NZ firms. **GEA** is a significant employer in New Zealand with a payroll of many hundred people.

3. Using our array of brands, **GEA** is able to customise a total solution, like we have never been able to do before, and like no one else can.



All the best for the next 3 months and the busy calving season. Hope to see you at the Mystery Creek Fielddays!

JAMIE MIKKELSON
Managing Director



GEA Farm Technologies

CENTRED AROUND YOUR FARM NOW & INTO THE FUTURE

DETERGENT RESIDUE TESTS A REALITY

European regulations around detergent residuals in dairy plants mean New Zealand farmers now face changes in how they rinse plants prior to every milking.

The EU has determined there is a risk certain compounds, known as Quaternary Ammonium Compounds (QACs), can be detected in dairy products.

While not at a critical level yet, there is a strong possibility EU levels are likely to be lowered. In anticipation of this and tightening rules around residuals, Fonterra has worked with detergent manufacturers to set new standards for dairy shed wash down that will reduce the risk of such compounds affecting milk quality.

The standards have been set and will be in place from the start of the 2013-2014 season.

Extensive trials across the range of detergents available in New Zealand have been conducted before establishing the guidelines.

The key factor, regardless of detergent type or compound used, is to have a thorough rinsing process after milking.

Farmers are advised the best process is to drain the plant following CIP plant cleaning. After that, or before the next milking, the plant will have to be rinsed and cleaned with the right volume of fresh water that is compliant with hygiene standards.

FIL Area Manager
Greg Duncan,
Cambridge /
Matamata /
Morrinsville East /
Te Aroha



KEY POINTS:

- All dairy sheds to have thorough rinsing process after milking
- Fonterra conducting residue tests from 1 June
- Tests showing over 30ppb will result in demerit points
- Your **FIL** Area Manager can provide advice on what to do

This water can be re-used after the next milking as the initial post-milking rinse water, maintaining water conservation efficiency. Once completed, farmers are urged to ensure the plant is completely drained of this water, to avoid freezing point grades being recorded.

This process can also be replicated for cleaning the vat. An option for farmers who may be on water exclusion and cannot source compliant fresh water for plant rinse, is to fully drain the plant post CIP and allow the first milk flowing through the plant to run to waste.

Fonterra has already tested 2500 farms for detergent residues. From 1 June detergent residue testing will be part of Fonterra's normal milk quality programme.

Tests showing over 30ppb (parts per billion) will result in demerit points, and are regarded as an undesirable residue, as are other residues like inhibitory substances.

GEA Farm Technologies' FIL Area Managers can provide specialist advice on the best rinse programme for your dairy plant - call our specialists to make an appointment on 0508 434 569.



ORDER FIL & GET FREE SWANNNDRI PRODUCTS

Speak to your FIL Farm Service Area Manager or call us on 0508 434 569



It's as simple as that!





LARGEST MILK SPRAY DRYER IN THE WORLD

KEY POINTS:

- **GEA Process Engineering** is providing the technology and equipment
- Largest facility for spray drying milk in the world
- In 24 hours the completed factory will produce around 43,000 bags of powdered milk

As the Asian demand for powdered milk rises dramatically, **GEA Process Engineering** plays a vital role in meeting Fonterra's supply needs.

If you want to witness one of the most impressive business adventures within the global food industry, then you should perhaps consider a trip to Fonterra's site in Darfield.

The larger of the two buildings, still under construction and intended to be taken into use later this year, boasts a milk powder plant that will undisputedly be the largest facility of its kind ever to be seen in the world.

In the Canterbury Region, milk production is currently increasing by 4 per cent annually.

And, working with feverish haste, Fonterra is enhancing its production capacity in order to cope with global market demands.

GEA Process Engineering is a provider of processing equipment to the food industry, and the company is certainly no newcomer on the global market for dairy equipment. The invention in the late 1920s of the first technology for industrial application within the field of spray drying biological produce and products such as milk can be ascribed to the company's founder, the engineer Johan Ernst Nyrop.

GEA Process Engineering is among the very few businesses capable of providing the technology required for each and every step involved in the production of powdered milk - right from the initial reception of the milk to the packaging plant taking care of the delivery of the finished powder.

In the spray drying plant the homogenised and pasteurised milk is sprayed into a huge drying chamber under very high pressure and dried by hot air that is also blown into the chamber at high pressure.

The milk droplets dry very fast to form milk powder, and an additional drying and cooling takes place in a fluid bed dryer, where air is blown through the powder to release the remaining humidity and cool down the powder, before it is packed into 25 kg bags.

Even today, with only one of the two spray-drying plants in operation, tankers arriving - practically bumper-to-bumper - to ensure that the plant will never run dry. Each tanker has a carrying capacity of 27 metric tonnes of milk.

When Darfield 2 becomes operational, and when both facilities are running at peak performance they will, collectively, be capable of producing 45 tonnes of powdered milk - every hour.

This means that, after just 24 hours, the factory will have produced around 43,000 bags of powdered milk.

To be capable of handling the daily transportation of between 160 and 180 containers of milk-powder bags to the nearest port, Fonterra has completed the construction of a new railway link to the site - complete with shunting yard for loading.

When fully operational, Darfield will require the delivery of 6.6m litres of milk on a daily basis to keep the plant in operation at full capacity.

By Nicolai Østergaard

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THE SEASONAL CHALLENGE

BY PHIL RENNIE
BVSC MANZCVS, TAURANGA VETS

Minimising dry cow and maiden heifer mastitis in the buildup to calving remains a seasonal challenge for dairy farms throughout the country.

While mature cows readily have the opportunity to be protected at dry off by way of dry cow antibiotic preparations, heifers remain susceptible to mastitis right up until calving.

Mastitis is predominantly caused by the environmental bacteria *Streptococcus uberis* and represents a significant economic problem for New Zealand dairy farmers.

*Teats of dairy cows and heifers are contaminated with significantly higher numbers of *Strep uberis* during the dry period as compared to during lactation.*

Gross teat-end contamination by these bacteria before calving is a significant risk factor for the entry of bacteria through the teat canal and establishment of infection.

VARIOUS APPROACHES HAVE BEEN TRIED TO PROTECT BOVINE TEAT ENDS PRE CALVING INCLUDING THE FOLLOWING:

- Infusion of a teat sealant before first calving reduces the risk of new intramammary infection and of clinical mastitis associated with *Streptococcus uberis* by about two thirds
- Removing calves from heifers on a twice (rather than once) daily basis with immediate milking, results in a 45% reduction in the clinical mastitis incidence rate

- Application of teat disinfectants (teat spray) regularly (three times weekly) pre calving reduces the risk of clinical mastitis associated with *Strep uberis* by about 50%. Such an approach may be feasible where herd owners are bringing heifers up to the cow shed or other handling facilities on a regular basis.

The pivotal study into regular disinfection of the teats in the dry period was conducted at Ruakura in 2005, as a means to reduce teat-end contamination and consequently to decrease the likelihood of glands developing an infection. Two groups of 27 heifers were assigned to either a sprayed or non-sprayed treatment.

The heifers that were teat sprayed with a commercial iodine based post-milking teat sanitiser, three times a week for the last three weeks before calving, had a significant reduction in teat-end contamination.

IN SUMMARY THE PREFERRED APPROACH WILL DEPEND ON THE FOLLOWING INDIVIDUAL FARM CIRCUMSTANCES:

- Incidence of clinical mastitis for first-calving heifers and that desired by industry targets; along with the costs, potential risks and likely benefits of each approach
- Availability of infrastructure for safe administration of teat sealant to heifers, four weeks before planned start of calving
- Labour availability to pick up newly-born calves twice per day and bring newly-calved heifers in to be milked

KEY POINTS:

- Strep uberis poses a challenge on many farms, particularly around calving
- Teat spraying pre-calving reduces the risk of clinical mastitis by about 50%
- Teat spray three times a week for three weeks prior to calving
- Teat spray with an approved iodine based teat sanitiser
- Opportunities to allow heifers' teats to be teat sprayed regularly (2-3 x per week) in the last three weeks before planned start of calving.





MAGNESIUM OXIDE - IT'S ALL ABOUT THE COW

KEY POINTS:

- Due to recent drought conditions, cow condition can decline
- Cow condition score needs to lift to 5.5 prior to calving
- Magnesium Oxide supplement assists in prevention of hypomagnesaemia (Grass Stagers) and maintains high milk production
- Nutri-Mag drenching has high purity, fineness and unique particle size, meaning absorption by the cow is easier
- Easy to mix for drenching, and suitable for pasture dusting
- Nutri-Mag is 95% purity MgO

This year the long hot summer extended through to early autumn, which meant severe drought conditions were experienced throughout the entire North Island and parts of the West Coast of the South Island for a prolonged period of time.

With quality pasture fast running out, and feed supplements difficult and at times expensive to acquire, drying the herd off became the only option available for many, as production and cow condition declined markedly.

Many herds were dried off up to 8 weeks earlier than would be expected in a normal season.

The challenge now is to lift the cow's condition score to about 5.5 at calving. This is important as cows in this condition will produce more milk, have less health issues, particularly around calving and begin oestrus activity earlier.

SO WHAT ROLE DOES MAGNESIUM OXIDE PLAY?

Grass Stagers is technically known as Hypomagnesaemia. It is a disease that occurs as the result of low blood magnesium levels in cattle. It is widely known that a dairy cow in lactation requires a significant intake of magnesium per day to prevent hypomagnesaemia and maintain high milk production.

Low blood magnesium levels can become critical at calving and throughout early lactation, when the cow's magnesium needs are not met through normal feed intake. Magnesium also plays an important role in aiding food digestion and maintaining vital calcium balance.

PURE MAGNESIUM OXIDE

For the past 20 years **GEA Farm Technologies** have imported high purity Magnesium Oxide (**FIL Nutri-Mag**) from Queensland Australia.



The Parkhurst plant at Rockhampton has the capacity to produce approximately 300,000 tonnes per annum of calcined magnesite in three multiple hearth natural gas fired furnaces (MHF'S). These operate at closely controlled temperatures of approximately 1000 degrees C. This calcination or heating process converts magnesite into magnesium oxide (MgO) which is then finely ground, producing **Nutri-Mag**.

The importance of this calcination process cannot be overemphasised as the heat transfer in the 17 layer furnaces ensures that a highly reactive high surface area product is produced. This is unlike some of the

less expensive magnesium oxide products currently produced in crude shaft and rotary kilns.

Under the acidic conditions of the rumen **Nutri-Mag** has a reaction time 3.5 times faster than most other brands of magnesium oxide, fully reacting in just under a minute. Poor quality products can take up to 20 minutes to react, thereby allowing the magnesite to be passed directly through the rumen, allowing only minimal retention to the animal. **Nutri-Mag** can be spread on paddocks, added to food, or mixed for drenching.



Parkhurst plant at Rockhampton



GEA Farm Technologies



EFFICIENCY & SIMPLICITY

When Justin Wolff's father Athol first considered converting their 255ha dairy support block to a milking platform back in 2008, **WestfaliaSurge** was top of his shopping list.

However, he ultimately delayed the decision for the Canterbury conversion for four years, but despite the delay the one thing that didn't change was his choice of plant.

Today the Wolff operation at Dunsandel is nearing the end of its first season milking 940 cows through the 60 bail rotary.

Justin oversees the farm operations and 12 months after the conversion he believes there is little in the design and build he would change today.

Key requirements for the dairy were to have systems that were staff friendly, and also ones that minimised staff numbers with efficient and reliable automated systems. The staff friendly aspects start from the ground, or platform, with

the **WestfaliaSurge** rotary platform's slightly sloped design. It ensures water flow is away from the operator, and brings a drier, more farmer friendly environment.



Justin & Nicky Wolff with their son Chris

Sitting behind the milking system itself is the **DairyPlan** software system which Justin has found to be easily accessed and operated by staff.

Automatic cup removers (ACRs) and a fully automated wash-down system reduce error margins for milking, and shed hygiene by staff members.

Meantime the pre-programmed CIP system has delivered economic, grade free washdowns throughout the season.

For year one Justin has used the **Auto Select 5000** drafting and weighing system to monitor cow condition

KEY POINTS:

- LOCATION: Dunsandel, Canterbury
- FARM SIZE: 255ha
- HERD: 940 at peak
- DAIRY: **WestfaliaSurge** 60 bail with CIP wash system, DairyPlan software, Dematron 70 milk metering, auto select 5000 drafting/weighing system, ACRs
- EFFLUENT: **Houle** slope screen separation system
- BENEFITS: Labour saving systems that are easy to operate in a staff friendly environment

and determine barley grain supplement levels. He aims to delve deeper into **DairyPlan** reporting files to monitor specific cow performance and weight movements.

Managing the effluent from the dairy is a **Houle** effluent system. The simple slope screen design was a key appeal for the Wolff's, with no moving parts or high maintenance presses included.

Solid waste is spread on cropping paddocks, while the liquid is distributed via an under-slung system on the farm's 600m wide centre pivot.

Justin says the excellent build service and support from Rakaia's Betaquip Dairy Solutions **WestfaliaSurge** Service Partner, has been a key part of the operation's success.

"It is really as important as the quality of the equipment they have installed."



A storage pond under construction

MEGA STORAGE PROJECT NEAR COMPLETION

Completion of one of New Zealand's largest earth moving projects in many years is rapidly drawing to a close on the banks of the Rangitata river, South Canterbury.

The Rangitata South Irrigation scheme represents \$90 million of investment into a project that promises to bring water storage sufficient to irrigate 16,000ha of land between the Rangitata and Orari rivers.

Chairman of the Rangitata South Irrigation Scheme Ian Morten attributes much of the scheme's success to the input of Gary Rooney, through his company Rangitata Water Ltd. As the project principal, Rangitata Water Ltd has designed, funded and constructed the entire project. "The efforts of Gary and his wife Adrienne mean this project really got off

the ground when it could have floundered early on," says Ian.

Ten years of planning and consent processes went into the project before it even kicked off in early 2011. Expectations are for the first water to be flowing into its seven storage ponds in late 2013.

The scheme's seven storage ponds harvest floodwater from the Rangitata, amounting to 16.5 million cubic metres of water capable of irrigating 16,000ha of land. In addition farmers are required to build on farm storage of 250 cubic metres a hectare.

The network of scheme and farm storage lakes push storage levels up to 45 days. The networks also bring environmental upsides with them, enhancing lowland stream levels by adding alpine water to their catchments.

Construction of the project has been driven by Rooney Earthmoving Ltd and features some innovative and

KEY POINTS:

- LOCATION: South bank, Rangitata river, South Canterbury
- SIZE: 300ha of ponds to store 16.5 million cubic metres of water, up to 8m deep
- EARTHWORKS: 4.0 million m3 of structural earthworks, 1.0 million m3 of lining fill
- IRRIGATION FOOTPRINT: 16,000ha in a command area of 30,000ha
- TOTAL COST: \$90 million
- TOTAL FARMER SHAREHOLDERS SUPPLIED: 46

standard setting features around its environmental focus.

Ian says the scheme has been something of a long held dream for farmers in the region with the ability to double the productive potential of a dry land farm with no existing water supply.

He notes the key feature of the scheme will be its reliability. The Rangitata is already a river heavily committed to irrigation and developers of the scheme were intensely aware of the need to have a scheme that would store water during high river flows, minimising the scheme's impact at times of low flow.

A water harvesting and storage strategy sees the flood water contained in the ponds that cover 300ha, and distribute it through 70km of new water races to the scheme's 46 shareholders.

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 34 Service Partners, 17 Hygiene & Health Specialists, 11 Capital Equipment Managers and 7 Field Service Technicians.

1. NORTHLAND

Milfos and/or WestfaliaSurge Service Partners:

Kerikeri Pumps & Irrigation - Kerikeri, Watertech Plus - Wellsford

Capital Equipment Area Sales Manager:

Mike Prendergast

Houle Distribution:

Kerikeri Pumps & Irrigation - Kerikeri

FIL Area Sales Manager:

Brian Salvigny

2. NORTH WAIKATO

Milfos and/or WestfaliaSurge Service Partners:

Advanced Milking - Waiuku, Peter Ellmers Farm & Electrical - TeKauwhata, McLaren's - Morrinsville and Huntly, Piako Rural Services - Te Aroha, Avago - Waihi

Capital Equipment Area Sales Manager:

Mike Prendergast

Houle Distribution:

Peter Ellmers Farm & Electrical - TeKauwhata, McLaren's - Morrinsville and Huntly, Avago - Waihi

FIL Area Sales Manager:

Mark Mohring

3. WEST WAIKATO

Milfos and/or WestfaliaSurge Service Partners:

Pratts 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, TED - Taupo, Milfos South Waikato - Tokoroa, Beta Milking - Putaruru

Capital Equipment

Area Sales Manager:

Austin Heffernan

Houle Distribution:

Milfos South Waikato - Tokoroa

FIL Area Sales Manager:

Gavin Dunn

5. BAY OF PLENTY

Milfos and/or WestfaliaSurge Service Partners:

Thinkwater BOP - Te Puke, ESP - Whakatane

Capital Equipment Area Sales Manager:

Austin Heffernan

Houle Distribution:

ESP - Whakatane

FIL Area Sales Manager:

Allan Clarke

6. TARANAKI / WANGANUI

Milfos and/or WestfaliaSurge Service Partners:

DairyPro - New Plymouth and Stratford, AB Engineering - Hawera, Machinery Maintenance - Wanganui

Capital Equipment Area Sales Manager:

Steve Nolly

Houle Distribution:

DairyPro - 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:

Willowdell - 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

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:

Betaquip - Rakaia, Stockers Dairy Services - Ashburton, Jeff Evans Rural - Hokitika, Oamaru 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, Paul Blondell

SPOTLIGHT ON SERVICE PROVIDERS:

SERVICE PARTNER NIND DAIRY SERVICES



NIND Dairy Services team in Invercargill

What areas do you cover? Areas serviced are predominantly Southland and Otago and in more recent times Central Otago.

What GEA FT brands do you support?

Brands supported are Milfos, WestfaliaSurge, Houle, and Norbco.

How long have you been in business for?

The Nind Group business has been trading since 1977. Nind Dairy Services Ltd was incorporated in 2007 to create a business focused solely on Dairying in Southland.

How many staff do you employ, and number of locations? Ninds employs 30 staff with 3 of those staff based in Balclutha and the balance in Invercargill.

Give us an example of where you have really helped a customer? We had an 18 year old 50 bale rotary shed with NuPulse plant that the farmer wanted changed out in the off season. After some detailed planning we built the new Milfos plant in front of the existing one.

On changeover day, the farmer milked his cows with the old plant in the morning and in the afternoon he milked his cows with a brand new Milfos Plant all without a hitch.

What is your favourite product in the brands you support? Our favourite would be Milfos - we have been servicing this product for 5 years and know it well. We are excited about doing more with WestfaliaSurge, Norbco and the big opportunity has to be in the dairy effluent market.

FREE PHONE:
0800 50 22 50
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SPOTLIGHT ON SERVICE PROVIDERS: FIL AREA MANAGER BRIAN SALVIGNY

What areas do you cover?

Northland, from the Auckland Harbour Bridge to Cape Reinga.

How long have you been working in the dairy industry, and at GEA Farm Technologies?

Grew up on a dairy farm and have spent 20 years in rural retail, and 8 years with FIL.

What do you enjoy the most in your role?

I enjoy the great people

we have up here in Northland. Great to talk to and deal with.

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

Constantly helping with grading advice and tracebacks. I like being able to help solve an issue and stop my clients from grading. Northland is known as the Thermoduric capital because of the

warmer climate.

What is your favourite product you sell and why?

Iodoshield Active teatspray. With the manuka honey in it, it gives a great result on teat condition and helping in mastitis prevention. This product shows its value in the wettest winters/springs when other products don't stand up to the conditions.

Tell us something interesting about yourself?

Represented Northland in squash for 3 years running in various grades. Unfortunately don't play anymore due to an injury.

BRIAN SALVIGNY -

FIL AREA MANAGER, NORTHLAND, HELENVILLE. M: 027 472 1501



GEA Farm Technologies



INNOVATION AT MYSTERY CREEK

This year's Mystery Creek National Fielddays will see some exciting innovative new dairy hygiene and milking technology revealed that is the result of **GEA Farm Technologies** input to research and development, and listening to New Zealand farmers needs.

THE STAR OF THE SHOW WILL GO TO: **iCORE** DAIRY PLATFORM TECHNOLOGY

iCORE is **GEA Farm Technologies'** new milking management system under the **Milfos** brand that has been developed to be capable of accepting technology upgrades as they occur.

***iCORE** is being launched with technology that includes design built into the **Milfos iPUD** (Platform Universal Device), providing the operator with the option of a clear heads down display unit.*

Controlled through the **iCORE** system, the unit will include teat spray control, pulsation control and indicators on milking status through a traffic light screen of green and red.

This unit was designed with operator comfort in mind, and includes a back lit stripping screen for checking cow mastitis.

It allows for pre-milking stripping of a quarter onto a backlit lens to look for signs of mastitis. In addition high output LED spotlights incorporated into the **iPUD** provide a light source for examining teat condition.

The **iCORE** system will feature additional upgrades available in the future to provide information on mastitis, milk composition and somatic cell data.

OTHER EXCITING PRODUCTS THAT ARE A MUST-SEE:



FIL Quantum Alkali Plus - liquid chlorinated alkaline detergent

FIL new chlorhexidine, honey teatspray yet to be released

Houle effluent separation slope screen

Houle effluent scraper for in barn clean up

Norbco barn equipment

WestfaliaSurge automatic calf feeder

<<< **WestfaliaSurge Milone** - glimpse into robotic milking

Milfos INTELYIELD milk / lactose conductivity detection

Milfos INDEXA GS rapid exit goat stalling

Milfos INTELDAIRY software to maximize information from **INTELYIELD**, **INTELLAB** and **INTELSENSE** inline sensors

COME AND SEE THESE EXCITING PRODUCTS AT OUR **MYSTERY CREEK FIELDSAYS STAND F29 - F33**. THERE ARE LOTS OF GREAT PROMOTIONS THROUGHOUT THE SITE TOO.

NEW TO GEA



We welcome Colin May to the position of **FIL** National Sales Manager.

Colin is replacing Trevor Gulliver who has moved into the role of **FIL** Business Development Manager where he can use his skills, experience and passion for new product development.

Colin has over 30 years' experience in the Ag industry. His last eight years have been spent in the role of International Business Development Manager with the Gallagher Group.

Prior to this he worked 17 years for Ecolab in various roles in the North and South Islands. The experience gained during this time has made the transition into his new role a lot easier.

*Colin believes it's an exciting time for **FIL** now they are part of **GEA**.*

It has brought together a wealth of experience in the two companies that will allow **FIL** to continue to provide great products and services to farmers.

Colin is looking forward to getting around the country with the Area Managers and meeting up with retail staff and farmers who support the **FIL** product range. Being at the coal face of the business is what he enjoys the most.



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