



'Bound to Succeed' has bright future



2007 Agriculture ITO 'Bound to Succeed' programme participants.

Late April saw the completion of the third FiL sponsored Agriculture ITO 'Bound to Succeed' programme. The prospects for its future are as bright as the young people successfully completing it.

Agriculture ITO CEO Kevin Bryant says this year's intake of 20 FiL sponsored Agriculture ITO trainees were rated the "best yet" for their ability to face some daunting challenges, team work and enthusiasm.

"Outward Bound staff look to this intake as a particularly favoured group, they are known for their vibrancy and ability to take on challenges."

Kevin says he is heartened by the ongoing commitment from FiL to 'Bound to Succeed'. Both groups have agreed to increase the profile of the sponsored programme both regionally and nationally.

"We are working on ideas like creating an alumni group so the people who have been in the programme over the years can keep in touch and catch up in the years ahead."

He is also keen to see a higher profile

for the event at Mystery Creek Fieldays.

"As far as Agriculture ITO goes, it is a key part of our role to develop greater leadership capacity and 'Bound to Succeed' plays a critical part in that," says Kevin.

This year's programme intake included nine additional places, including four extra trainees to cover the larger dairy areas of Waikato, Canterbury, and Northland. The other places went to staff working in the pork, wool and water training industries.



Kevin acknowledged the "huge" commitment employers have to make, giving their staff three weeks leave at the tail end of the season. He was keen to work with FiL and farmers to look at ways to make that period easier to manage.

Gavin Cherrie, FiL's General Manager says the company's commitment to 'Bound to Succeed' is as strong as ever.

"We are working hard to see that all parties get the maximum benefit from this very successful investment in dairying's future.

"The key from here is to try and raise the profile of the programme even further, making agriculture an even more appealing career to consider."

Kevin Bryant says he is heartened by the continuing growth and calibre of cadets coming onto Agriculture ITO courses who choose to work on farms.

"This says a lot about the industry, particularly at a time when there are plenty of other career options bright young people can choose."

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Well its June and the next dairy season is almost upon you bringing with it calving, new staff and a truckload of other challenges. To make these jobs easier, in this edition of The Dairy Farmer, we launch our new range of metabolics, and our improved Dairy Handipak. We provide an overview of new employer requirements on page 5.

Most of you will enter the 2007/08 dairy season with renewed confidence. Despite the high value of our currency, world demand for dairying looks strong in the medium to long term. See our feature on page 4 for more on the global outlook for dairy products.

I look forward to meeting many of you at the National Fieldays and wish you all a safe, productive and successful 07/08 season.

Cheers

Gavin Cherrie, General Manager

'Bound to Succeed' students inspired by challenge

Andrea returns inspired to continue dairying

"Life changing" is the bold description Andrea Matthews gives as a description of her time on the Agriculture ITO 'Bound to Succeed' programme she has just completed.

Andrea milks 660 cows on 220 hectares in Putaruru. She says the experience with other like minded young people, also off dairy farms, was one she would highly recommend to anyone else in the dairy industry.

She says the combination of mental challenge and physical demands of working in a team environment during the programme were greater than she imagined before going.

For her the result is a greater understanding of what she is capable of.



"One of the hardest things we had to do physically was climb a mountain that was far higher than anything I had done before, I really wanted to quit, but we made it. In our group there were only three girls out of 16, which I think made us more determined!"

Andrea says 'Bound to Succeed' has helped give her a clearer vision of where she wants to be professionally and she is fully committed to going sharemilking in years to come.

"I am also keen in pursuing my interest in animal health further, my bosses' wife is a vet and I am asking a lot of questions now!"

Her determination to remain dairying re-affirmed, Andrea is making a big move at the end of this season down to Geraldine, South Canterbury, to seek out another dairying position.

Kieran keen to stay at Anakiwa

For Kieran McDonald the hardest thing about the 'Bound to Succeed' programme was coming home at the end of it.

The 19 year old from Swannanoa in North Canterbury says the most rewarding experience for him was the sailing exercise that saw the group out in the Marlborough Sounds on a boat for two nights.

"I knew a bit about sailing, so it was rewarding and a heap of fun to be able to show everyone else how to sail."

Working on a 1350 cow dairy farm means Kieran is no stranger to a hard days work, but he says running a "marathon" was physically the most demanding, punishing exercise over the three week course.

"I ended up finishing in two hours 15 minutes, which I was pretty stoked about, I managed to run it all the way."

He admits being "a bit" apprehensive at first when he started the course, but the huge variety of activity and challenges meant the three weeks passed rapidly.

At the end of the course Kieran remains committed to working on the big operation at Swannanoa for a second year.

"I am still keener than ever to go sharemilking within the next five years too," he says.

Goals clearer for Daniel after Anakiwa

Daniel Baeyertz reckons he owes his boss Mark Henderson for pushing him to try for the 'Bound to Succeed' course at Anakiwa.

"He had done the shorter course with his daughter. He came back so keen and buzzing about it, he definitely wanted me to do it, and I can see why, now that I have," says Daniel.

During the 21 day programme Daniel came to terms with one of his biggest fears, that of the sea – dealt with over the two night boat voyage on the course cutter. He found the experience with a group of like minded, farm orientated people helped build a good team environment, with everyone pitching in enthusiastically for the many activities undertaken.

A week after returning he admits he was "still buzzing" from the experience and says his goal to go



share milking is clearer than ever.

"I had thought of taking time away, but the more I thought about it, the more I want to stick at dairying and achieve my goals sooner rather than later."

Now in his third year of milking 420 cows near New Plymouth, Daniel believes the next step for him will be herd management.

Good nutrition a life lesson for Tracey



Tracey Hansen, herd manager from South Waikato is the first to admit her diet before heading off on 'Bound to Succeed' was far from ideal.

"I was into a bit of junk food, but after three weeks without it and eating decent food at Anakiwa, I have come back determined to stay fit and keep eating well," she says.

Mixing with a wide variety of people in her group from city workers to university students has also sharpened Tracey's ability to manage and work with others.

"Having two staff working under me I never felt I had a problem with working with others. However Anakiwa has just helped me lift my confidence in that area, and my ability, something that is important in dairying these days."

She says feedback from her group was that her passion for dairying was very strong, and her ability to communicate that to others was impressive.

Overcoming her fear of heights helped her confidence, after a half day course on the climbing ropes and Tracey says a day didn't go by without another physical or mental challenge arising.

"I would highly recommend this to anyone, you cannot fail to get something out of it that makes you a better person by the time you get home."

Next season Tracey is leaving her current job to take on a new position on a 450 cow farm near Kihikihi.

Impact - the solution for dairy hygiene

Farmers involved in the trials of Impact Detergent Sanitisers have been quick to recognise the significant benefits offered in a sachet detergent system.

Impact Red Acid Detergent Sanitiser includes a co-joined sachet, one part contains the acid detergent and the other sanitiser. This is a world first in dairy detergent technology, surpassing other sachet solutions that have been unable to include a sanitising solution in their product.

Trials have shown the low foaming nature of Impact Red makes it effective across all plant types, and capable of handling the spectrum of water quality challenges.

Impact Blue Alkali Detergent Sanitiser features the sanitiser and detergent in one sachet. It is the ideal solution to the twice weekly alkali cleaning of the milk silo and plant under hot wash conditions.

After close consultation with dairy farmers, it became clear their key requirements were a product that delivered on safety, simplicity, convenience and consistency.

Key Benefits:

Safety - Powerful dairy shed detergents bring their own risks of splashing and burns – with Impact the detergent is contained in the tear off foil sachet until it is tipped into the wash drum, no fuss and no risk to operator or staff.

Simplicity - There are no messy liquids to measure out and dispense. Impact’s powdered formulation keeps silo and plant washes to a simple matter of “tear and tip.”

Convenience - The Impact products come in 20kg or 25kg cartons. They are easier to transport and store than the conventional plastic detergent drums.

At farmers’ request packaging has been minimised – Impact comes in recyclable / biodegradable cartons and easily disposed of foil sachets.



Consistency – On larger dairy farms as much as a drum of acid per year can be wasted through mis-measuring and over-dosing. With Impact the overdose risk is eliminated and staff use of detergent can be easily tracked.

Owner-operators going away for holidays can set aside the exact amount of Impact the relief milkers are to use in their absence.

Impact Detergent Sanitisers provide peace of mind and maintain plant hygiene standards - even when the boss is away.

FiL’s Mystery Creek Fieldays site will provide plenty of opportunity for farmers to check out the Impact Detergent Sanitiser system for themselves.

Located in the main Pavilion, sites PC61&63 FiL will have plenty of skilled and knowledgeable staff on hand to demonstrate the farm proven benefits of yet another innovation from FiL.

FiL Rewards their customers all year round

Register as an FiL Rewards member and every purchase you make of FiL product gives you points which you can accumulate to redeem for some great Rewards.

These tables show the accounts of Rewards members who registered their points last season.



350 – 499 cow farm:

PRODUCTS REGISTERED	REWARDS POINTS
4 x 200L Quantum Blue (59pts each)	236 points
2 x 20kg Quantum Powder (9pts each)	100 points
1 x 200L Ultracare Iodoshield	59 points
1 x 200L Ultracare Teatshield	120 points
TOTAL POINTS ACCUMULATED:	515 points
EXAMPLE REWARDS	
300pts	\$50 Farmers voucher
500pts	Dick Smith Electronics – DSE 5.1 Channel DVD Player

800 – 2000 cow farm:

PRODUCTS REGISTERED	REWARDS POINTS
10 x 200L Bloateze (100pts each)	1000 points
3 x 200L Quantum Blue (59pts each)	177 points
5 x 200L Ultracare Teatshield (120pts each)	600 points
1 x 100L Graderite	20 points
1 x 200L Quantum XL	46 points
82 x 1L Applicator – Tell Tail (1pt each)	82 points
TOTAL POINTS ACCUMULATED:	1925 points
EXAMPLE REWARDS	
900pts	Fishing Merchants Snapper Rod n Reel Combo
1250pts	Apple Ipod Nano from Dick Smith Electronics
2000pts	29inch Flat Screen TV from Dick Smith Electronics

Rewards Partners:



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FiL PRODUCT PROFILE

Tell Tail

FiL continues to capture the tail paint market with the latest high quality, high visibility addition to its line up. Tell Tail Fluoro offers the same easy spray on qualities of the well established Tail Paint aerosol cans, but with the added bonus of high visibility pigments that stand out in the most challenging light conditions.

Intensive research and development has seen a non irritating solvent that is animal and farmer friendly be developed specifically for the Fluoro range. Feedback from trial farms has been overwhelmingly positive, with one farmer claiming it stands out “50% more” than traditional spray on tail markers.

- With the new Tell Tail Fluoro aerosol range you get:
- High visibility colours suited to all mating programmes
 - Handy sized 500 ml spray on aerosol cans
 - Weather resistant, non irritating formulation
 - Wide availability in both vet shops and rural retail outlets
 - High power aerosol spray and non block valve



Couple work on numbers and quality for calf rearing

The calf rearing business relies on rapid growth rates, high numbers and low mortality figures, and Waikato operators Mark and Michelle Bocock are better than most at getting all those numbers right.

After being in the business for 14 years they have seen plenty of operators come and go, and believe the key to success today is, like most things, scale.

The couple have recently added to their facilities and will be rearing closer to 4,000 calves this year. They buy from July through to August for Friesian bull calves and through to the end of September for white face calves, weaning them off milk at 70kg and off meal at 100kg.

In a rearing season the Bococks will get through 300 tonne of meal, purchased from Seales Grain in Morrinsville. In the last three years they have had Diamond V XPLS yeast metabolites added to their mix.

Diamond V XPLS additive has intracellular metabolites to provide a rich nutrient source for rumen micro-organisms, stimulating calf rumen development.

Diamond V XPLS does not kill off bacteria in the gut, but provides a rich and valuable food source to promote the growth of healthy rumen bacteria. This ensures digestion is maximised, improving the ability of the calf to convert milk and meal to body tissue. Calves are offered meal from day one, encouraging faster rumen development, and the mechanics of rumen operation including cud chewing.

Early introduction to meal that includes Diamond V XPLS encourages cud chewing earlier. This ensures the rumen is functioning well, and therefore the calf may be weaned sooner.

"We got onto Diamond V XPLS when we went through a mob of calves that had been on it and they displayed very good rumen development, so much so that they looked heavier than they were, and decided to try it."



Waikato calf rears Mark and Michelle Bocock with their extended calf pens under construction this winter.

Mark says Diamond V XPLS plays a key part in ensuring their calves "hit the ground running" when they arrive at their destination, capable of recovering from the journey and ready to start putting on kilos with no check in growth rates.

"They seem to have better feed utilisation and nutrient absorption, they get it from day one in their meal ration."

FiL is the New Zealand distributor for Diamond V XPLS. General Manager Gavin Cherrie says interest is growing among calf rearsers in a product that is natural and easily mixed into calf feeds.

"Rearers are becoming more professional and chasing tighter and tighter margins, making growth rates critical. Diamond V XPLS is one tool they can use to really help push growth rates along naturally and economically."

Farmers benefit from FiL's Success

The renewed optimism felt within the dairy industry has reflected in FiL's success this season. The Tauranga based company has recorded its best sales year yet in the important dairy hygiene, teat care and tail paint sectors.

Records have been broken in all three categories and the company is looking forward to even greater success in the new season.

The success comes hard on the heels of some innovative dairy solutions developed by FiL and tailored to New Zealand dairy herds. These include the backpack Tail Painter that sold out last season as large herd owners picked up on the convenience and simplicity that came with using the product.

The new Udder Mark identification paint has also proven a winner with farmers wanting a longer lasting, bright paint to identify treated animals.

Now, the latest release of Impact detergent sanitiser sachets promises to keep FiL ahead of the pack for innovation and farmer focussed solutions.

Like the innovations before it, Impact has been

borne out of intense consultation with dairy farmers wanting simpler, cost effective solutions to every day dairying requirements.

FiL's National Sales Manager Phil Wicks also attributes the success to the company's sales team, many of whom have been dairy farmers themselves or spent years working in the dairy industry.

Each of our area managers is an invaluable member of any dairy farmer's team of advisers that he or she have to call upon.

"The level of advice they can offer to dairy farmers who are often short on time and need good, able assistance is hard to beat."

He says FiL's strong customer focus, that now includes the Rewards scheme, is also starting to pay dividends for the company's loyal farmer clients.

"The range of Rewards products extends from Toshiba laptops to Farmers vouchers. More and more FiL clients are appreciating the company's recognition of their on-going support by taking advantage of the scheme," says Phil.

Dairy outlook positive

Report from recent Fonterra Shareholder presentations.

The global outlook for world dairy consumption is very positive for the next 10 years bringing both challenge and opportunities for Kiwi dairy farmers.

Predictions from now until 2014 are for world consumption in dairy products to increase 2.7% per annum, with the greatest growth to come from China, India, North Africa and parts of South America.

The figures involved are overwhelming in scale, with total demand over that time equating to 147 million tonnes of new product. This is the equivalent to a new New Zealand dairy industry every year.

The growth in consumption is being driven by greater recognition of the health value of dairy products, and an emerging middle class in India and China coinciding with continuing population growth.

On the supply side of the equation, growth is estimated at 2% per annum over the same period, or a total of 116 million tonne of new production. This leaves a predicted shortfall of 30 million tonne over that time.

Global supplies of dairy commodities are already short, and have been driven down by the drought in Australia cutting back one of the world's other largest suppliers of export milk products.

Boosted payments to corn growers for ethanol production has increased feed costs for dairy cattle in the US. This has made dairying more expensive, pushing up the price of some farm inputs by 20%.

Meanwhile lower subsidies in the EU have meant lower stocks of dairy products being held there.

Fonterra has also reported a change in the consumption habits of new consumers picking up on dairy products.

The traditional adoption route of dairy products comes through powdered products leading on to fresh, chilled and value added products. However more consumers are opting for the healthy benefits of fresh and chilled milks and yoghurts straight off.

This creates both challenges and opportunities for Fonterra here in New Zealand. The traditional commodity exports of whole milk powder, skim milk powder, cheese and butter are only expected to grow around 1.2% as "cross border trade."

The strongest growth is coming in the liquid dairy market, at 3% per annum in what is known as "behind border" growth, where the supply of the liquid milk and the consumption share the same region.

For this reason growth in China is expected to be met by increased domestic production over the next 8-10 years.

Fonterra recognises the need to capitalise on the fresh and chilled trade behind those borders.

CEO Andrew Ferrier has said the co-operative will build on its strengths in the cow to customer supply chain it developed here in New Zealand, applying the same model and expertise within those countries.

The challenge for Kiwi dairy farmers will be to capitalise on that growth and share in it. This issue which revolves around company capital structure is now being discussed by the Fonterra board, and farmers should know more later in the year.

Metabolic packs provide simple solution

Out this month, FiL is offering two metabolic solutions to the downer cow problem that save time and stress at the busiest time of the year.

Double Cal is a calcium borogluconate based metabolic for the treatment of milk fever.

MinBal 4 in 1 solution containing Calcium, Magnesium, Phosphorus and Glucose is for the treatment of downer cows that exhibit a combination of hypomagnesemia, milk fever and ketosis.

Both metabolic products come in flexible plastic bladder bags with their own administering set. The flexibility of the bladder bags means they can be easily stored on the farm bike or stashed in an emergency calving kit, complete and ready to go.

FiL's very popular Dairy Handipak will contain for the first time a four pack of the Double Cal and two MinBal packs. The Handipak provides farmers with the most comprehensive package of quality FiL products to make

life easier over the busy calving months.

The metabolics are available in convenient 15 pack boxes, available through your rural retailer.

Key Benefits:

Convenience – no awkward bottles to hold, bladder packs are easily kept on motorbike, tractor and in storage. The flexible pack makes it easy to ensure all the solution has been administered, even in the darkest conditions.

Targeted Treatment – Choose the metabolic treatment that fits the symptoms. Double Cal for milk fever - MinBal 4 in 1 for staggers and associated complications ie ketosis.

Sterile and safe – The included administering set saves time and ensures a clean sterile needle is available for treating the cow.

Changes to holidays affect farm employers

June 1 marks the start of a new farming year, and a new job position for hundreds of dairy farm workers around the country. For their bosses it also means there are some new employment requirements that have to be dealt with.

Four weeks annual leave changes effective April 1

From April 1 all employees in all industries became entitled to four weeks paid annual leave a year.

For employees receiving "pay as you go" holiday pay, the payment will have risen from 6% to 8% of their annual pay from April 1.

Entitlements - An employee who leaves their job after April 1 2007 and who has not completed 12 months work with no time off, will be entitled to a payment of 8% of their gross earnings since they started the job.

Staff leaving their farm position before their next "anniversary date" (the date that marks when they started) are entitled to a payment for any remaining annual holidays from previous anniversary date. They are also entitled to a payment of 8% of their gross earnings for the period between their last anniversary date and

the date they leave.

For example, if a dairy farm worker left their employment in 1 July 2007 and the last date he or she was entitled to annual holidays was 1 November, he or she would be entitled to two things:

1) Three weeks annual holidays on 1 November 2006 at the greater of average or ordinary earnings.

2) A payment of 8% of gross earnings for the eight months between November 1 2006 and July 1 2007.

If an employee already has four weeks holiday agreed in their contract the changes do not mean they are entitled to any extra annual leave.

Some agreements do however refer to providing one or more "additional" weeks holiday above whatever the legal requirement is.

Check out the Department of Labour employment website www.ers.govt.nz for further information.

FiL Metabolic Injectables

FiL now offers two metabolic solutions to assist the farmer when treating cows for metabolic disorders.

- Double Cal is a Calcium Borogluconate based metabolic for the treatment of milk fever.
- Both treatments are packaged in flexible plastic bladder bags with their own administering set.
- MinBal 4 in 1 solution containing Calcium, Magnesium, Phosphorus and Glucose is for the treatment of downer cows that exhibit a combination of hypomagnesaemia, milk fever and ketosis.



CONDITION	SYMPTOMS	HIGH RISK PERIOD	TREATMENT	SPECIFICATIONS
Milk Fever (Hypocalcaemia).	Restlessness, muscle tremours, staggering, dry muzzle and glassy eyed.	During early lactation, usually within days of calving. Can also affect older cows in late pregnancy.		Active Constituents: Calcium Borogluconate 400g/L Suitable for: Cattle, Sheep, Goats Pack Size: 500ml Withholding Period: Nil Registered pursuant to the ACVM Act 1997. No A8312
Milk Fever, Grass Tetany and allied mineral deficiency.	As above with high stepping gait, flickering of eyelids, and convulsions in advanced cases.	Can occur at any time of lactation but most common 10 days to 6 weeks after calving.		Active Constituents: Calcium (as Calcium Gluconate) 27.5g/L Magnesium (as Magnesium Hypophosphite) 4.7g/L Phosphorus (as Hypophosphite) 12.2g/L Glucose 182g/L Suitable for: Cattle, Sheep, Goats Pack Size: 500ml Withholding Period: Nil Registered pursuant to the ACVM Act 1997. No A8313



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Winter prospects good in Canterbury

Despite a dry autumn in most parts of Canterbury north of Ashburton, dairy farmers in the province are looking at good feed levels going into winter.

Farm consultant and manager John Donkers says conditions continued to be relatively warm and dry through much of the province over autumn, after a wetter and cooler than usual summer period.

This has meant supplement levels are well stocked up. Any areas where winter grazing country has irrigation available have good cover for cows being wintered off.

A drier than usual autumn meant two areas in North Canterbury around the Hurunui and Waimakariri areas lost irrigation for a short time, but Mid-Canterbury remained good for water supply and irrigation throughout.

"It meant where you could put water you could put nitrogen and you would grow grass no problem right through," says John.

There is still strong interest in conversions throughout the province, in part prompted by continuing poor sheep returns. John says the profile of the farmers doing conversions has changed, with fewer non-locals moving in, buying up and making the switch.

"Much of the drive is coming from experienced farmers in the area who are long term irrigated land users."

Many farmers on good irrigated country are also considering dairy support and grazing options to help supplement or switch from traditional sheep incomes.

Given the interest in dairy grazing he questions if there will be some downward pressure on grazing rates this season.

"We have not seen any yet however."

John says the perennial issue of staff shortages still bedevils the region this season. Supply is particularly tight for senior herd managers and it highlights a gap in the labour training market, he believes.

"There is a need here for more resources to train people to manage the people who milk the cows.

There is also a greater need for more information to be supplied to staff about the financial side of their jobs, it is quite frustrating the lack of knowledge there in some cases."

He said problems in getting good staff are not only a Canterbury dairying issue, it reflects the widespread skilled labour shortage throughout the New Zealand economy.

Southern conversions a plus for Glen and FiL

Glen Palmer, one of FiL's newest Area Managers is a people person who relishes a connection with farmers and farming.



Glen has just finished a nine year stint with LIC, the last two as regional manager for herd testing in Southland. Before this he was in the field selling LIC products and services. He says he is looking forward to taking on a sales role in the fastest growing dairying province in the country.

A definite local who resides in Invercargill, Glen says there would not be too many dairy farms in Southland he has not stepped on to over the last few years during his LIC work.

He is more than familiar with the larger scale of most operations, and the requirements in service and products that such sized operations require.

Glen hopes his familiarity and profile in the region will provide a good kick start to his work as Area Manager for a company he is extremely excited about working for.

"I'm aware of all the good products FiL has come up with over the years - the company's market share within the tail paint market is just phenomenal."

The fact that FiL is New Zealand owned, I feel, helps keep the focus on providing the products and service that the dairy farmers here demand."

The region has 30-plus conversions taking place this year, with almost as many planned already for the 2008/09 season. All comprise herd sizes of at least 500 cows.

Increasingly these conversions are being carried out by local farmers who want to secure a better return from their land than they are getting from sheep. This year alone more than 200,000 ewes are being swapped for dairy cows in Southland.

The wave of conversions Glen is witnessing comes after many North Island dairy farmers moved down to the province in the early nineties and then again in the 1999-2001 period.

"I think over the course of a day at least 50% of the farmers I meet would be ex-North Islanders," he says.

Sheep still play an important role in Glen's life, as his partner Niki and her family own a sheep farming enterprise in Northern Southland.

Glen kicks off his new position in early June and is looking forward to introducing the new and existing FiL clients to more innovative products from New Zealand's only 100% locally owned dairy hygiene business.

Otago a golden opportunity for Mark and FiL

For FiL's new Otago Area Manager, Mark Familton, working for FiL provides an opportunity for another challenge in the rural sector after 15 years with LIC.



Working as a district manager for LIC over the last six years has given Mark plenty of opportunity to be familiar with a region not usually recognised for its dairying operations. However with lower sheep returns and opportunity for scale, Mark believes the region is poised to see a greater number of conversions in the years to come. These will be particularly around the Oamaru region as irrigation schemes open up.

He believes the growth there will balance out the static number of farms in the Dunedin district. Here existing operations have tended to be amalgamated over the years.

Part of the appeal of working for FiL lies in the fact it is 100% New Zealand owned. He is also able to continue to live at Warrington overlooking the picturesque Otago Peninsula.

The central location places Mark well to service the Otago region.

"I am particularly looking forward to getting out and working with the people I have been in touch with while at LIC."

He is also excited by FiL's innovative products, such as the Tail Painter that caters well to large herd operators.

"All the feedback I get from farmers who have used FiL products is they cannot be faulted. Really what we are wanting to do is build up the service level down here and a good profile."

He is encouraged by FiL's history of putting sponsorship into the communities that support it, and believes there is plenty of opportunity for this in Otago.

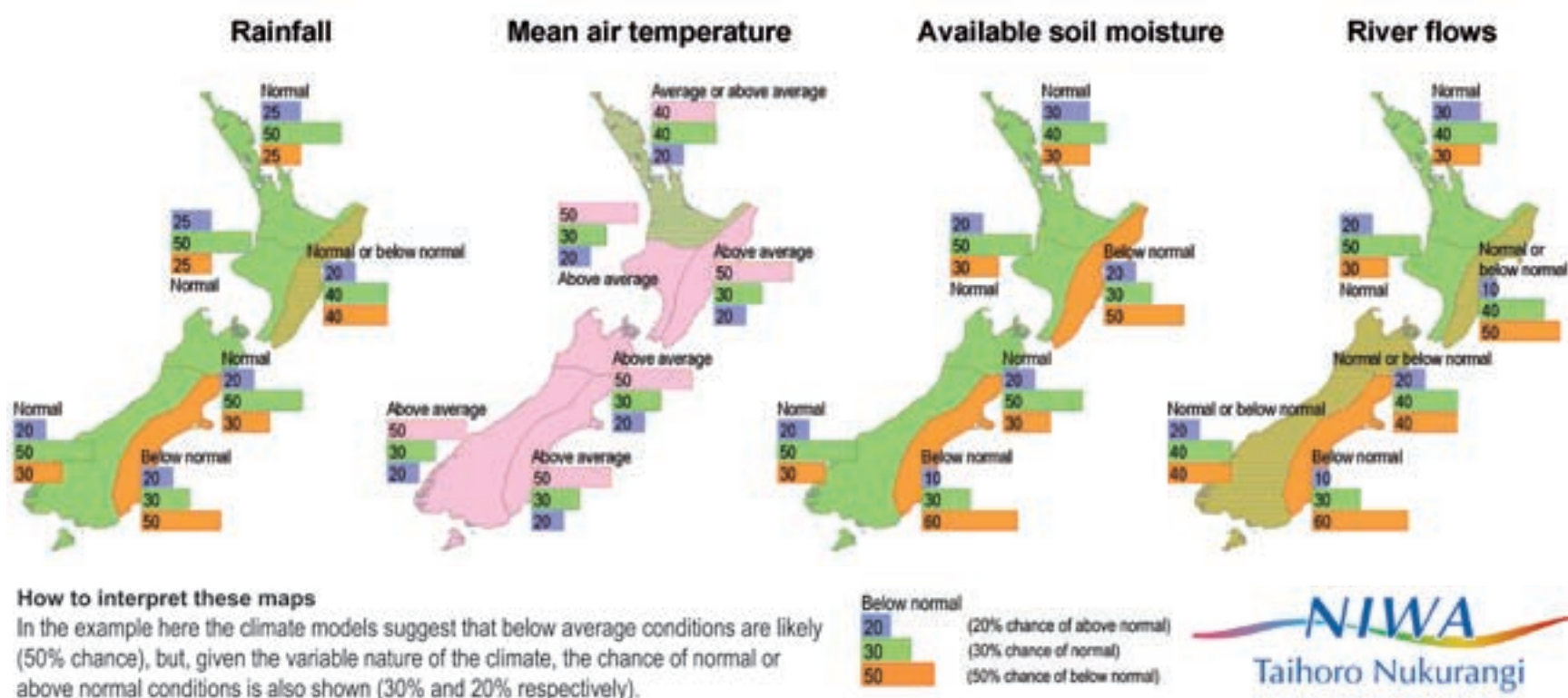
His own involvement includes the local surf lifesaving club at nearby Warrington beach, one of the safer beaches in the region.

"There is a lot of potential here, it is a region where people like to build strong relationships based on service and trust even more than sales, and I am looking forward to continuing that with FiL."

Seasonal climate outlook



NIWA Three month outlook for May - July, 2007



Outlook for May - July, 2007

There are grounds for optimism that the climate over the next three months will not be as rough for farming as it was during the same period last year.

In 2006, May was a degree colder than normal in parts of Canterbury and Otago, and unusually wet from mid to south Canterbury. This was followed by the coldest June since 1972, with 15-90 cm of snow in Canterbury and more frosts than usual across much of New Zealand. July 2006 was a bit better for many farmers, except in the

southern North Island which recorded the wettest conditions for more than 30 years.

As shown in the adjacent seasonal forecast maps, in most regions there is a 50% chance that air temperatures will be higher than normal. The recent episode of El Niño, which developed last winter, has faded, and there is a 50% probability of a transition to La Niña conditions during the next three months. Sea surface temperatures in the New Zealand region, which have an influence on the climate over land, are expected to trend above normal for the coming three months.

Temperatures are expected to be above average in most regions and near or above average in the north of the North Island. Normal or below normal rainfall is likely in the east of the both islands, with near normal rainfalls elsewhere. Below normal soil moisture and stream flows are very likely in the east of the South Island. Soil moisture and stream flows are expected to be normal or below normal in the east of the North Island, and in the north, west and south of the South Island. Elsewhere, normal soil moisture and stream flows are likely.

FIL PRODUCT PROFILE

Handipak

The intense rush of calving time means dairy farmers often need animal remedies quickly and conveniently, in a form that can be easily carried around the farm and dispensed to the animals that need them.

The FiL Handipak is every farmer's answer to those "need it now" demands that come over calving time, and has been compiled with a lot of input from farmers who would use it.

Handipak Contents

- 4 x 500ml packs of Double Cal Metabolics, with administering set for milk fever treatment
- 2 x 500ml packs of MinBal 4 in 1, with administering set for treatment of ketosis, hypomagnesemia, and milk fever
- 1 x 500ml Iodine spray bottle for treating cuts and calf navels
- 6 x 250ml Udder Mark Aerosols for long lasting ID of treated animals
- 2 x 250ml Foam Mark Aerosols for marking cows to draft out
- 1 x 5L container of Anti Germ SA33 antiseptic disinfectant
- 1 x Emollient Salve Flexipack for cracked teat treatment

Handipak Benefits

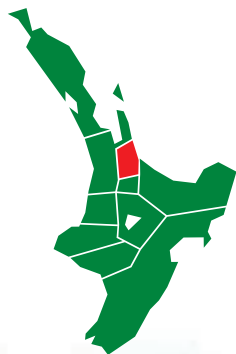
Convenience: no need to whip around the shelves of your rural trader at a busy time of the year. Purchase a Handipak ahead of time and everything you need will be on-hand.

All situations catered for: The Handipak includes all the quality FiL products needed from the moment a calf touches the ground to the time its mother goes through the farm dairy – there is nothing that has not been thought of.

Great fish bin an added bonus: when the busy time of calving is over FiL have included all the products in a robust fish bin – ideal for taking on the boat when things get quieter.



Manawaru - The Jewel in Te Aroha's Crown



Ten minutes south of Mount Te Aroha along the foothills of the Kaimai Ranges lies the small rural community of Manawaru.

Now into their seventh year with FiL in the Eastern Waikato, FiL Area Managers Stu and Adrienne Carter have developed some very strong business relationships within the Manawaru community.

"It is the people we meet within a small rural community like Manawaru that makes our job all that more enjoyable," say Stu and Adrienne.

Five years ago share-milkers Tony & Michelle Fitzgerald arrived in Manawaru with their herd of 275 Jersey cows. This quickly grew in size with the amalgamation of the neighbouring property, and

today they milk 450 cows on 100 ha, producing 1270 milk solids/hectare.

This season has again seen a dry February/March, but the warm autumn rains have enabled most farmers in the area to continue milking through until early May. Generally, the Manawaru area is reasonably 'summer safe' with approx 1500mls of rainfall annually and an average milking season of 280 days.

Whilst living in the Manawaru community Tony, Michelle and their daughter Katelyn have become



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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.



 1 Brian Salvigny Northland/ Helensville Ph: 09 435 5551 Mob: 0274 721 501	 2 Mark Mohring Hamilton/North Waikato/Pukekohe Ngatea/Coromandel Ph: 07 824 6502 Mob: 0274 721 502	 3 Stuart Carter Morrinsville/ Te Aroha/Paeroa Ph: 07 888 5331 Mob: 0274 490 843	 4 Dave Hewson Te Awamutu/ Otorohanga Ph: 07 871 3506 Mob: 0274 991 674	 5 Allan Clarke Bay of Plenty Ph: 07 544 3720 Mob: 0274 730 572	 6 Phil Gulliver North Taranaki Ph: 06 755 3995 Mob: 0274 721 506	 7 Clinton Humphrey Southern North Island Ph: 06 354 4178 Mob: 0274 721 507
 8 Ian Grooby Northern South Island Ph: 03 525 9119 Mob: 0274 721 503	 9 Glen Palmer Southland 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	 14 Greg Duncan Cambridge/ Matamata Ph: 07 823 5195 Mob: 0274 721 505	 15 Bruce Smith Canterbury Ph: 03 693 7440 Mob: 0274 993 783	 18 Mark Farnilton Otago Mob: 0274 721 818

involved in the many social opportunities that are on offer.

Manawaru School activities play a big part in social gatherings and include an annual trivial pursuits evening and a bi-annual school gala. Manawaru is well serviced with a local hall, tennis courts, and an active indoor bowling club, so there is plenty to keep the locals entertained.

Stu & Adrienne Carter provide sponsorship at the school's annual Children's Agricultural Day, awarding the child with the "Most Obvious Pet" in the dairy section a trophy and a book voucher.



Last year's winner was James Koch, whose family is a well known Manawaru family, having farmed there for 90 years.

Stu & Adrienne say that the people of the Manawaru area are very supportive of FiL and see their sponsorship as a way of giving something back to the local community.

A larger scale dairy farm in the area is Bay farms, which milks 1350 cows. Their farming operation in Manawaru provides the local community with employment opportunities.

As with many of the farmers in the area the Bay family are always keen to hear about any new products that FiL are introducing to their already extensive product range.



HOTLINE : 0508 434 569
NETLINE : www.fil.co.nz

