

Inside Dairy

October 2018

Your levy in action



Getting it right in the dairy

For milk quality, people and cows

Preventing mastitis at milking

Tips on milking routines, detection and teat care

Cow wellbeing makes sense

Understanding what they see, hear and feel

DairyNZ 



over the fence...

The last couple of months have felt like there has been more than the usual amount of media scrutiny.

Every time we look online or at a newspaper there appears to be another negative story about dairy farming. We know from surveys that these articles don't represent the views of most New Zealanders, or even the activity of the majority of farmers. Even so, they can be demoralising to read.

You might be surprised to learn that more than 90 percent of the media coverage on dairying every month is positive or neutral. In August there were 2212 pieces in print/on radio/on TV about dairy, of which 93 percent was positive or neutral. That's encouraging.

It goes without saying that what you do on-farm is of high interest to the public right now. My hope is that, if you're reading this, you understand we all have a role to play in showing the public how well farming is done in New Zealand and how deeply we care about our animals.

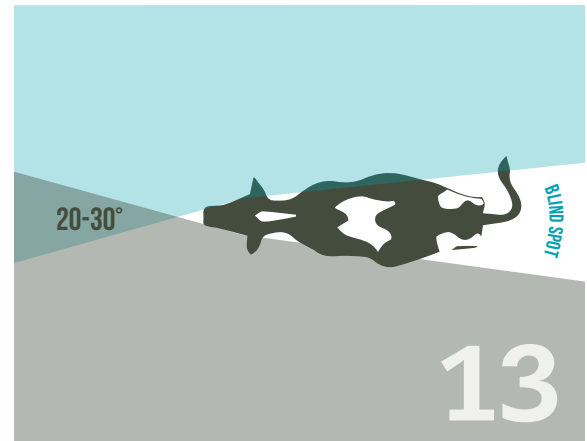
This issue of *Inside Dairy* focuses on how good time management is good for people, good for milk quality and good for the cows. Taking stock of exactly how you spend your day on the farm is the first step; then it's about finding ways to improve efficiency and, as a result, free up time. There are many pay-offs, including spending less time milking, having more time to be proactive with animal health, more time for heat detection, or grazing time – and improved milk quality as an overall benefit.

In our feature article, we meet South Wairarapa farmers Leo and Rebecca Vollebregt, who have turned around the wellbeing of both their staff and stock. Their inspiring story shows it's possible to find the sweet spot – achieving quality time and quality milk.

We are also holding our Annual General Meeting this month in Southland (*details on pages 14 and 25*). All are welcome at the meeting and I'm looking forward to chatting to those of you who can make it.

I always appreciate your feedback, so please email me at tim.mackle@ceo.dairynz.co.nz

Tim Mackle
Chief executive
DairyNZ



Contents

FEATURES...

- 2 Finding the sweet spot: quality time, quality milk**
For the Vollebregts in South Wairarapa, introducing flexibility into the working day has worked wonders – for them, their staff and their animals.
- 10 Mastitis prevention and milking efficiency go hand in glove**
AgriHealth vet Dr Steve Cranefield explores how adopting good milking routines can play a strong role in preventing mastitis.
- 13 Making sense of cow senses**
Cows' sensory experience of the world is very different to ours. Our tips will help you use this knowledge to ensure your cows' health and wellbeing.

Inside Dairy is the official magazine of DairyNZ Ltd.
It is sent to all New Zealand dairy farmers, and selected government agencies, dairy sector organisations and rural professionals.

ISSN 1179-4909

DNZ03-197



On the cover: South Wairarapa farmer Leo Vollebregt had a 'lightbulb moment' 10 years ago that changed everything for his team, his herd and his business.

TAKE 5... TIPS FOR FARMERS

1. Farm business specialists
Looking for regionally-specific tools and information to help you make better business management decisions? DairyNZ now has farm business specialists working in your region and they're keen to hear from you. Their names and contact details are at dairynz.co.nz/contact-us

2. Pasture summit
DairyNZ is sponsoring the first New Zealand Pasture Summit, taking place in Hamilton and Ashburton next month. Hear from speakers who believe dairying can and should be profitable and rewarding and that our pasture-fed products are best for the consumer and the environment. Details at pasturesummit.co.nz



3. Spring heralds health
Calving's almost over, spring planting is underway and mating is around the corner. We all want to live a balanced life where we get great results and have time to play. For some ideas on how to reach your goals without burning out, visit dairynz.co.nz/wellbeing



4. Tiller Talk tips
Want some timely tips to help you make better pasture management decisions? Check out dairynz.co.nz/tillertalk, where you'll also hear results from Tiller Talk farmers as they work to improve pasture utilisation in spring. Plus, find out why achieving pre- and post-grazing cover targets early in the season is essential to maximising quality.

5. New repro webpage
Dairy cow fertility underpins the viability and productivity of every dairy business. DairyNZ has launched a new webpage to help you decide which areas to focus on in order to maximise your herd's reproductive performance. Check it out at dairynz.co.nz/repro



IN THIS ISSUE...

- | | |
|---|--------------------------------------|
| 1 Take 5 | 17 Meet the Milksmart in Action Team |
| 8 Taking the heat out of milking | 18 Science snapshot |
| 9 Simple solutions to everyday problems | 19 Education update |
| 12 Making life easier at dry off | 20 Farm biz |
| 14 DairyNZ election voting underway | 21 Feed matters |
| 15 Tired of dealing with lameness? | 22 Just quickly |
| 16 <i>M. bovis</i> and mating decisions | 23 Regional update |



We appreciate your feedback

Email insidedairy@dairynz.co.nz or call us on 0800 4 DairyNZ (0800 4 324 7969). Alternatively, post to: Inside Dairy, Private Bag 3221, Hamilton 3240. For information on DairyNZ visit dairynz.co.nz.



This document is printed on paper that's been produced using Elemental Chlorine Free (ECF), Forest Stewardship Council-certified (FSC®) mixed source pulp from responsible sources, and manufactured under the strict ISO14001 Environmental Management System. Inside Dairy is printed using vegetable inks. To find out how to recycle the plastic wrap used to protect this magazine during postage, visit dairynz.co.nz/insidedairy



Finding the sweet spot: quality time, quality milk

Leo Vollebregt's aim was always to run a profitable, productive and attractive dairy farm where everyone enjoyed working. But 10 years ago, that wasn't the case. He was losing staff, his cows weren't doing well and he urgently needed to do something about it. Then came a lightbulb moment – and a decision that changed everything for his team, his herd and his business.

Kiwi farmers are known for their strong work ethic, often working long hours, especially at busy times like calving and mating. But finding a 'sweet spot' that benefits the wellbeing of both staff and animals is not always straightforward.

South Wairarapa farmers Leo and Rebecca Vollebregt know this all too well. Back in 2007, they were battling with staff turnover, cow wastage and the need to streamline an expanded business. Something had to change.

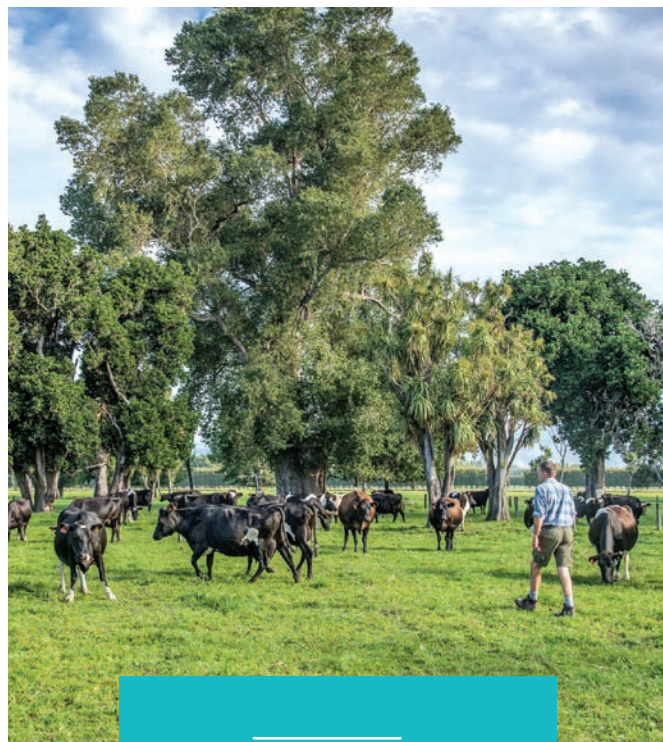
Their desire to improve profitability, get the cows to last and the staff to stay, coincided with a 2007 discussion group trip to Canterbury. This included a visit to Rakaia Island Dairies, whose owners Dave and Doug Turner had been early adopters of once-a-day (OAD) milking. Taking part in that discussion triggered a lightbulb moment for Leo, resulting in a life-changing adjustment to his milking routine.

"I realised OAD milking was something that would work well for us, so Cory Wildman (herd manager at the time) and I started making plans straightaway," says Leo. "We discussed it with Rebecca when we got home, and also with FarmWise consultant George Reveley, and made a commitment to the new way we were going to operate. We didn't overthink it."

Prior to that discussion group, Leo had completely disregarded OAD. "But after the Rakaia Island visit, I knew OAD could work for staff and cow sustainability, as well as profitability, and that we could do quite well running a simple operation. We didn't waiver; we started OAD in the new season of 2008 and we've had no regrets."

More time, more profitable

Profitability is important to the Vollebregts and so, for the last 10 years, they've used DairyNZ's DairyBase to compare their performance to other farms. DairyBase (dairynz.co.nz/dairybase) collates farm data and shows comparisons between seasons and



—————
**"We didn't
waiver; we
started OAD
in the new
season of 2008
and we've had
no regrets."**
—————

information for top-performing farms. The Vollebregts' performance is regularly in the top 20 percent benchmark for the North Island.

Leo says there's less time pressure with OAD because you can choose to milk the cows at a time that suits you.

"Once milking is over, there are no deadlines to meet because you don't have to bring the cows in again at 2.30pm. This gives us more time for other things and everyone finishes work at 5:00pm."

Happier, healthier cows

Shifting to OAD has also brought animal welfare benefits. While the Vollebregts' per-cow production has fallen slightly, their per-hectare production has risen, the calving period has shortened, the empty rate and lameness have reduced markedly, cows get in calf more quickly and the somatic cell count has dropped.

Leo puts the animal welfare benefits down to his 580 crossbred cows being in better condition, not having to walk so far and having less milking stress.

Staff wellbeing

The farm team is happier too, says Leo. They work a 40- to 45-hour week on flexible working hours.

“We start milking the two herds at 6:00am, and finish milking by mid-morning when the team moves on to other jobs,” says Leo. “When it comes to the weekend, once the cows are milked and the irrigators moved, everyone has finished before lunchtime and is free for the rest of the day.”

In former times, Leo had to employ more staff to spread the load so his staff weren't working excessive hours. There were more time pressures overall.

When they started OAD, the Vollebregts reduced their farm team from 4.5 to three employees. Leo says the work can be handled well with that many staff, although it can get hectic during calving.

“Because we staff according to demand for the majority of the season, it can mean we're understaffed during calving. Even so, the job is 'do-able'. Our team understands this period is very busy, and I help out if necessary.”



A happier farm team: Jason Parkinson (assistant herd manager), son-in-law Leo Eneliko (temporarily helping out), Aimee France (assistant herd manager) and son Joseph Vollebregt (contract milker).



FARM FACTS

OWNERS: Leo and Rebecca Vollebregt

CONTRACT MILKER: Joseph Vollebregt (son)

LOCATION: Kahutara, South Wairarapa

FARM SIZE: 155ha (effective), fully irrigated

HERD SIZE: 580 crossbred

PRODUCTION: 205,000kg MS (average)

Working on the business

Joseph Vollebregt, Leo and Rebecca's son, started contract milking for his parents this season. This has enabled Leo to step back from day-to-day dairy operations and take on a more strategic role. He spends more time looking at the big picture, guiding the team and overseeing the farm's development to ensure it stays up-to-date.

“I enjoy the job more too,” says Leo. “If you're more confident with the operation, you have time to look at the next challenge and explore new opportunities.”

He also has time for more leisure activities. In his spare time, he sings in a local men's choir,



“There’s nothing wrong with working hard, but everyone needs leisure time and we should have a good balance between both.”

walks and cycles with his family and is actively involved in several organisations, including being on the Farming Reference Group for the Greater Wellington Regional Council, and serving as chair of the Wairarapa Water Users Society. Leo also does occasional judging for NZ Young Farmers.

Ownership in a nearby farm – bought in 2012 and converted from sheep, beef and cropping into OAD dairying – is shared equally by Leo and his brothers, Gerard and Pete, and their wives. Leo and Rebecca’s eldest son, Adam, 50:50 sharemilks 570 cows on this property.

Balancing work and play

Leo began dairy farming after he left Telford Farm Training Institute in 1975. He went sharemilking in 1979 and bought

his first farm in 1984. Two decades later he and Rebecca bought a neighbouring farm, which expanded the platform to its present 155ha.

Looking back, the advice Leo would give to his 20-year-old self is: 'Do what you enjoy, study well and work hard!'

“There’s nothing wrong with working hard, but everyone needs leisure time and we should have a good balance between both.

“I’d like to take a leaf out of my neighbour Bob’s book,” says Leo. At 87, former engineer Bob Bargh helps local school children with remedial maths. “Bob doesn’t ask the children what they’re going to do when they grow up; he asks them what they’re going to do with their spare time.”

ONCE-A-DAY BENEFITS

Since switching to OAD, the Vollebregts have seen these improvements:



Somatic cell count has fallen from
>200,000 to **135,000** cells/ml

Empty rate has been reduced
from an average 10-19% to

6-7%

Six-week in-calf rate
now ranges from **78-82%**



Lameness incidence
has dropped markedly



Leo and wife Rebecca were the supreme winners of the 2015 Greater Wellington Ballance Farm Environment Awards.



Jason Parkinson washes out the pit.

Unforeseen consequences

Switching to OAD hasn't all been smooth sailing though, says Leo. With the cows having to carry twice as much milk in their udders, not all were up to the task and had to be culled. Fortunately, udders are a heritable trait, so the Vollebregts select semen from premier sires whose female offspring are more likely to produce lower milk volume, high milk solids and to have good udders.

Picking up awards

On-farm improvements have been reward enough for the Vollebregts, but their farming practices have also earned them a number of awards in recent years. Leo and wife Rebecca were the supreme winners of the 2015 Greater Wellington Ballance Farm Environment Awards (BFEA). That year, they also received the Ballance Agri-Nutrients Soil Management Award, the Livestock Improvement Corporation (LIC) Dairy Farm Award and the PGG Wrightson Land and Life Award.

The BFEA judges described the Vollebregts as leaders in the dairy sector, "setting the bar for performance in all aspects of their business". The judges said the Vollebregts' farm is efficient,

well-structured and impeccably tidy, with excellent profitability that puts the operation in the top tier of dairy businesses.

Is OAD for everyone?

Leo says that OAD is something everyone should consider among all the other options. He says it's an option that could work on most farms and recommends visiting a OAD farm.

"In my own case I disregarded the thought of OAD because of what various magazine articles said about the downsides. But once I'd visited the Turners I could see what was possible and I was able to get a picture in my head of how it would work for us, and I think that's important. At the end of the day, you're still converting your feed efficiently into milk."

Words: Christine Hartley Photos: John Slater

To learn more about milking intervals and to hear Leo talk about his farming operation, visit dairynz.co.nz/full-season-oad



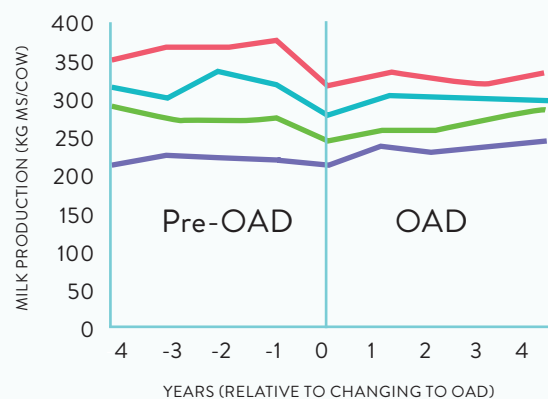
“If you’re more confident with the operation, you have time to look at the next challenge and explore new opportunities.”

▶ SHOULD YOU BE MILKING ONCE A DAY?

The first question farmers ask about OAD is ‘how will it affect my production?’ Analysis of 300 full-season OAD herds between 2007/08 and 2015/16 identified that the change in production was largely determined by what the herd was producing before OAD (see graph on right). Herds producing less than 300kg MS/cow had a smaller decrease in production than those producing more than 400kg MS/cow, with little change in stocking rate.

So if you’re under 300kg MS/cow, OAD is worth serious consideration. If you’re doing more, OAD is still an option but other farm system changes may be required.

Nationally, 39 percent of herds use OAD part-season or for part of the herd. The number of herds milking full-season OAD is about nine percent, despite nearly 20 percent of herds producing less than 300kg MS/cow. OAD represents a significant opportunity for these farms.



KEY

- 351-400kg MS/cow
- 301-350kg MS/cow
- 251-300kg MS/cow
- <250kg MS/cow

Hayley discusses the leaf stage of her pasture with her assistant farm manager, Joseph Lines. Photo: NZDairyFarmer



Taking the heat out of milking

Award-winning farm manager Hayley Hoogendyk is very open to change and trying new approaches on-farm to get the best out of her people and her cows. Here's how adjusting her herds' milking schedule last summer really paid off for both.

Hayley is currently managing Aron-Amy Farm in Kairanga, Manawatu. The 200-hectare (ha) property, owned by Craig and Raewyne Passey, and has 520 cows in two herds.

A mid-January heatwave prompted Hayley to pull afternoon milking from 2.00pm to 11.30am as part of her twice-a-day (TAD) milking schedule (her morning milking time was 5.00am). The one-week trial was extended to the end of the season. Hayley went back to the old TAD pattern at the start of the new season, when heat stress issues were no longer an issue.

Production and milk quality

"In the first few days of the heatwave, we were crashing from 1.8 to 1.6 kilograms of milksolids per cow per day (kg MS/cow/day), but after we pulled the afternoon milking time back to 11.30am, it went back up to 1.8," says Hayley. "We didn't see any negative effects on the quality of the milk, and there was no change in the somatic cell count (SCC), so we were happy."

Happy cows

During the trial, the cows ate a small amount of grass (or crops like turnips) between the two milkings, plus a similar amount of PKE during the second milking. They ate the remainder (80 percent) of their daily grass or crop allocation in their night paddock.

Hayley now aims to keep the cows' day feed quite tight during summer seasons. "We found that the less digesting of food they do during hot days, the better, as digestion raises their body temperature." Cows moving themselves between the paddocks, shed and shady areas not only saved time, it minimised lameness issues.

Happy people

Life became more enjoyable for Hayley, her team and their

families too. "It had been taking us an hour to get the cows up to the shed, then another hour to push them away afterwards because they didn't want to leave its shade." Instead, the cows moved themselves by their own free will to a nearby shady paddock between milkings, while Hayley and her staff carried out other on-farm jobs and maintenance, saving staff time.

Open to change

"We're definitely keen to do it again depending on how hot each summer season is," says Hayley, who was New Zealand Dairy Manager of the Year at last year's Dairy Industry Awards.

"Many people don't like change or trying something new, but I think you've just got to look at your animal and staff welfare. This approach is good for both. Happy cows and happy people, it's achieved all of that."

Want similar gains? Try Milksmart

Hayley has attended a DairyNZ Milksmart event in the past. Her redesigned milking schedule reflects the range of benefits you could also enjoy by using the Milksmart approach on your farm at any time of year:

- Quality time and staff work/life balance.
- Quality milk with no loss in production.
- Improved cow health and wellbeing.
- Overall time savings.
- Labour and feed cost savings.

Check out dairynz.co.nz/milking

Simple solutions to everyday problems

Canterbury farmer Cole Groves is finding simple but effective ways to improve efficiency, accuracy, environmental protection and the wellbeing of his staff and animals.

Cole and his wife Virginia run 450 cows as part of an equity partnership on Virginia's parents' 120 hectare (ha) dairy farm in Hinds, Mid Canterbury. Cole is also a DairyNZ associate director and National Mastitis Advisory Committee chair. Virginia contributes to the farm, looks after children Hunter (2) and Ebony (4), and runs a part-time business in Geraldine. With such busy lives, it's not surprising they've looked for ways to save time on-farm.

Protrack

"We use LIC's (Livestock Improvement Corporation) 'Protrack' set up on our herringbone shed wall to update each cow's details and treatments using its touchpad," says Cole. "It also updates Minda automatically and, because the drug treatments have been colour-coded according to our vet's system, it makes getting the best treatment for our cows much easier for me and my two staff, Chris and Jacob. That automation and integration is a vital part of record-keeping for us, saving us time, money and increasing accuracy."

Dry cow therapy

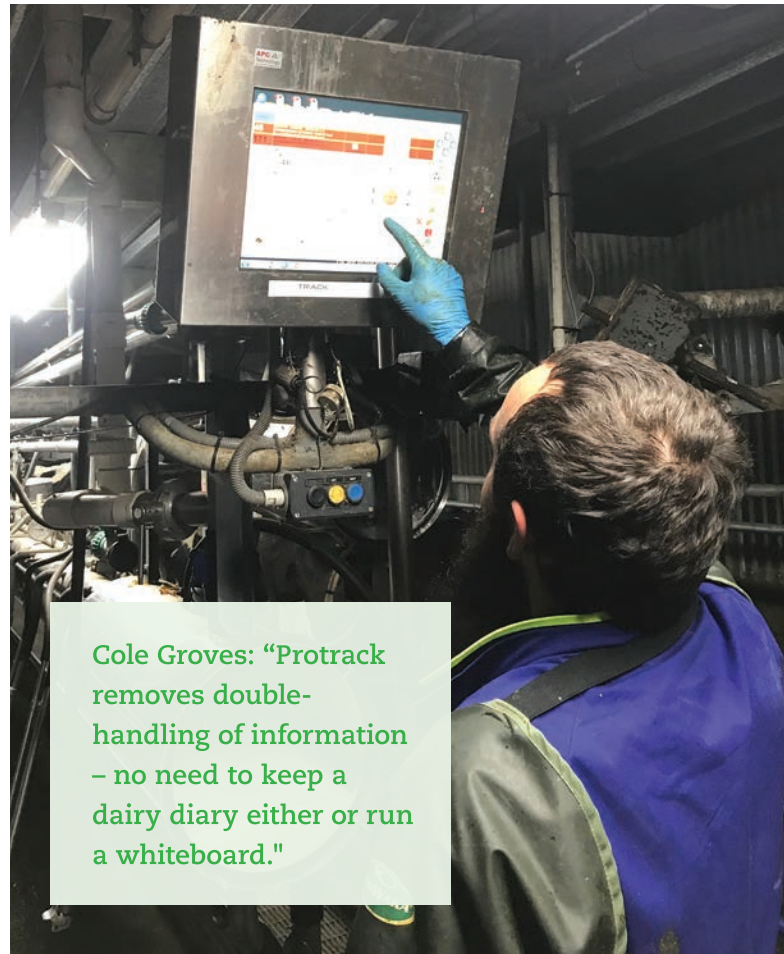
Another approach the Groves are using is based on the principles of DairyNZ's dry cow therapy trial. "Any cow above 150,000 somatic cell count (SCC) gets dry cow plus teat sealant; any cow below that just gets teat sealant. In the last herd test, we only had to treat 27 percent of the herd with dry cow treatment."

Irrigation system

With two irrigators electronically-linked to the pump, Cole knows as soon as one fails there's always a backup during repairs. "Adding global positioning systems (GPS) will also help reduce nitrogen losses, as we'll know exactly where we spread effluent on the farm, and on what day."

The Groves moisture-monitor things regularly and they don't put fertiliser on when temperatures are low. "Our three-speed effluent irrigators allow us to easily control applications to conditions, targeting paddocks. Even when consented, we often hold off applying effluent after taking our water table levels into account.

"Using technology to keep things simple – and ensuring everyone knows what to do and why – means the farm can keep going regardless of who's on deck," says Cole. "It costs money, but compliance means we should 'front-foot' things more. It's certainly working for us."



Cole Groves: "Protrack removes double-handling of information – no need to keep a dairy diary either or run a whiteboard."

COLE'S TOP TIPS



1. Ensure staff know how to do everything on-farm and have access to what they need.
2. Use automation for easier, more integrated recording keeping.
3. Colour-code drugs for easy identification and selection.
4. Promote high standards so everyone understands what to do and why it's important.
5. Keep looking for simple solutions – they'll also make life on-farm more enjoyable



AgriHealth vet Dr Steve Cranefield features in a DairyNZ video explaining how to easily find and prevent mastitis.

Mastitis prevention and milking efficiency go hand in glove

Udder health and milk quality are important to farm productivity and profitability. There's a strong link between milking efficiency and preventing mastitis, while improving milking times will also improve milk quality, says mastitis expert and AgriHealth vet Dr Steve Cranefield.

Mastitis in New Zealand dairy cattle is our sector's most common (and costly) disease. "Cows with healthy udders have less mastitis, produce more and are easier to milk," says Steve. "Maintaining good teat skin condition is essential to reduce the chance of bacteria multiplying on the teats and getting into the udder. In addition, adopting good milking routines will help reduce the mastitis risk from teat end damage caused by over-milking."

MaxT a possible solution

MaxT (maximum milking time) is a strategy which defers residual milk to the next milking, where it can be harvested more

efficiently. Cows are milked to a pre-determined end-point – either to a fixed time point, or to a set milk flow rate threshold, whichever comes first. Using the fixed time point, the idea is to estimate when about 80 percent of cows would have completed milking and remove the cup clusters from the remaining 20 percent.

Research shows the implementation of MaxT can increase the number of cows milked each hour in many New Zealand dairies, with no loss of milk yield and no increase in mastitis or somatic cell count (SCC). MaxT's principles are based on harnessing basic cow physiology.

"If you make changes to milking efficiency, it's important to keep monitoring teat condition too."

PHYSIOLOGY OF THE UDDER

1 NORMAL

MILK DISTRIBUTION

20% CISTERN
80% ALVEOLI

ALVEOLI

CISTERN CISTERN

The cow's cistern holds about 20 percent of the milk, while the alveoli holds the remaining 80 percent.

How the udder works

Milk is held in two compartments of the udder: the cistern (a bag above the teat) holds around 20 percent of the milk, and the alveoli (the udder tissue cells where the milk is made) holds the remaining 80 percent. When clusters are attached, the milk harvested in the first few minutes is from the cistern; then the milk ejection or let-down reflex is triggered. This causes the remaining milk to move from the alveoli into the cistern, where the machine can harvest it.

Cows whose clusters are removed early show a greater milk flow rate during the first few minutes of the next milking compared with fully milked-out cows. So, there's more milk being held in the cistern from the previous milking (residual milk) which can be harvested immediately and more efficiently at the next milking, without waiting for milk let-down. There is no net loss in milk production nor any increase in SCC.

Milking routines important

"The latest research shows getting the cups off early reduces mastitis," says Steve. "Therefore, if the milk in the bowl is down to a dribble, the cups should come off. This can be achieved by setting automatic cup removes (ACRs) to do this. If your ACRs are unable to apply a maximum milking time, try adjusting the low-flow threshold – usually from a default of 0.2 kilograms per minute (kg/minute) or equivalent – to 0.4 kg/minute, to achieve a similar result to the fixed time end-point. In most cases, milkers don't need to wait for slow-milking cows to 'milk out'.

"For manual cup removal, it's essential to get good milking routines in place instead, so cups can be removed as quickly as possible to avoid milking the residual flow."

Herringbone vs rotary

In a herringbone dairy, the most important thing is cow flow. Get the cups onto cows at the front gate and change cups and teat-spray as you go (using a 'leapfrog' routine if there is more than one person milking). Open the gate early so cows leave the

shed while you're changing the last few cups over. If your routine is shorter than the milking time of the slowest cow, you will be idle or waiting (often the case in dairies with a low cluster-to-operator ratio or around peak lactation times).

"A great tip is to look down the row. If the bowls are all dry, then the cows are being over-milked," says Steve.

"In rotary sheds without cup removers, don't let cows go around twice. The platform speed should be as fast as practical, so cows get milked out about three-quarters of the way round – without rushing staff. Once cows reach the exit, out they go."

Steve says it's all about efficiency, not cutting corners. "Effective teat-spraying is critical for mastitis control, so make sure you have a good set-up. If you make changes to milking efficiency, it's important to keep monitoring teat condition too."



THINGS TO DO IN THE DAIRY

- > Focus on efficient milking routines to save on staff labour, increase paddock time for the cows and reduce the mastitis risk e.g. apply MaxT.
- > Effective teat-spraying is critical, killing bugs and keeping teat skin smooth and supple.
- > Cleaning dirty teats makes teat spray more effective.



THINGS TO DO WITH THE HERD

- > Detect mastitis early by stripping the herd once a week in spring, but think about how to do this efficiently.
- > Score teat skin and teat ends once a month.

See Steve Cranefield talking about mastitis and healthy udders and learn more about milking routines and mastitis prevention – visit dairynz.co.nz/milksmart

For information on MaxT, visit dairynz.co.nz/maxt-herringbone or dairynz.co.nz/maxt-rotary

Making life easier at dry off

Routine blanket dry cow antibiotic therapy will soon be a thing of the past, as farmers focus on being selective about which cows receive dry cow antibiotics in the coming season. DairyNZ's Jane Lacy-Hulbert explains why.



Dairy farmers Laurence Bartley (left) and Brendon O'Leary know the importance of regularly monitoring their cows and keeping their treatment records up to date.

Focusing on good mastitis control during lactation, and keeping animal health treatment records up to date, helps make life easier at culling and dry off. Selecting cows for dry cow antibiotics is simpler when there are fewer infected cows in the herd.

By targeting antibiotics to only those cows with udder infections, and protecting other cows with non-antibiotic alternatives, we help reduce the risk of bacteria becoming resistant to antibiotics. Resistance to antibiotics will ultimately lead to poorer outcomes for animals receiving treatments, and there's a real risk that antimicrobial* resistance can affect the bacteria that cause infections in people.

Minimising the spread of infections during the milking season helps reduce the number of cows requiring antibiotics at dry off. Better control of contagious mastitis will also reduce the risk of missing cows that could develop new infections, close to drying off.

Top tips from two top farmers

Brendon O'Leary farms 400 cows near Gordonton. He puts his biggest focus on tracking the high-risk cows, those that went clinical this spring. He keeps a regular eye on their treatment records and how their somatic cell counts are tracking during the season – are they getting better, or are they joining the 'three-strikes' list? (Those that have had three separate cases of clinical mastitis and have become chronic infections.) He finds good data recording now means better decisions when it comes to culling and drying off. During spring and summer, Brendon also adds additional emollient in the teat spray, to keep teat condition soft and supple and reduce the spread of infection.

Laurence Bartley contract milks for Alister Smith at Gordonton. Laurence has a similar view to Brendon, keeping a close eye on the sub-clinical cows found at calving (those that went positive when tested with the rapid mastitis test). So long as they don't go clinical, they don't receive antibiotic treatment, but they are marked up with green tail paint and tested regularly for clinical signs during the lactation. As well as helping keep the herd grade-free, he also gets some of these cows checked for mastitis bacteria, which helps to make good decisions at dry off, when many of these cows are targeted with dry cow treatment.

Laurence acknowledges that he's a firm believer in the value of teat spraying, keeping the concentration of the active ingredient and emollient high when the weather is wet and reducing it when the risk is lower.

Find out more at dairynz.co.nz/dryingoff

Key points



1. Keep a close eye on at-risk cows.
2. Keep teat spraying – every cow, every milking, every day.
3. Make sure treatment records are kept up to date.

**An antimicrobial is any substance of natural, semisynthetic or synthetic origin that kills or inhibits the growth of microorganisms but causes little or no damage to the host.*

MAKING SENSE OF COW SENSES

Cows have senses and feelings but they experience the world in a different way to us. Keeping this top-of-mind will ensure your cows' wellbeing and comfort, as DairyNZ's Helen Thoday explains.

We use our senses to look for opportunities and analyse things, whereas cows focus their senses on identifying and avoiding dangers and annoyances. The tips below will help you make sense of your cows' world and make life on-farm easier and more enjoyable for you and for them.

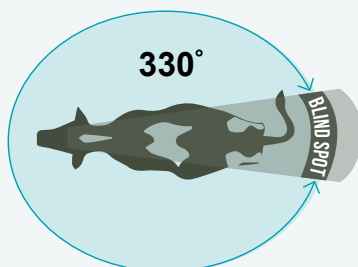
SIGHT - FORWARD VISION



We can see the ground without looking down, but cows can't.

TIP 1: Give your cows time to look down and navigate stones and changing ground conditions.

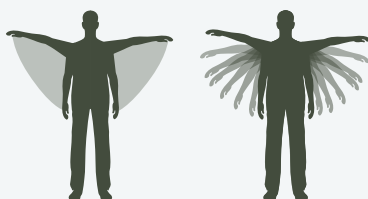
FIELD OF VISION



Cows see much more than we do but their wide field of vision means they take in a lot of information at once.

TIP 2: Give your cows more time to process what they see when you're moving them around the farm.

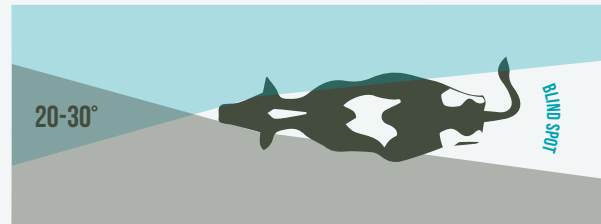
RAPID MOVEMENT



Cows view movement differently to us. We 'blur' images together into fluid movement, but cows see a series of 'jerky' images. This means fast movement can be highly threatening to them.

TIP 3: Whenever you're around cows, make slow, deliberate movements.

BINOCULAR VISION



Cows can see only a small area in front of them with both eyes and can't judge distance or depth well.

TIP 4: Give your cows time to check out steps and changes in surfaces.

TIP 5: Don't force cows to move too quickly.

TIP 6: As milking takes place in their blind spot, let your cows know you're there by talking or gentle touch.

SOUND

Hearing sensitivity

Cows have more sensitive hearing than we do. They don't like high-pitched or loud noises.

TIP 7: Talk quietly and in low tones. Don't shout or whistle when moving your cows.

TIP 8: Try keeping shed noise down. Quiet milkings are quicker and easier.



20,000 - 35,000 HERTZ



Hearing direction

We can locate the source of sound more easily than our cows. Cows need to turn their head first.

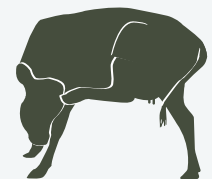
TIP 9: Give your cows time to locate the source(s) of the sounds around them.



TOUCH

Cows are very sensitive to touch, so even well-intentioned contact from a human can startle them. For example, they'll go to great lengths to flick off a single fly with their tail; and balance on three legs to scratch an itch.

TIP 10: Stroke, scratch and lightly pat cows only and let them see it's coming so they're not upset. Avoid heartily slapping them.



DairyNZ election voting underway

This month, it's your chance to influence the direction of DairyNZ and the dairy sector. Voting in the DairyNZ Board of Directors election gets underway on October 1, and vote packs are on their way to levy-paying dairy farmers now.

Have you voted yet?

Levy-paying farmers have until October 30 to choose which farmer candidate will represent them best on DairyNZ's Board of Directors.

DairyNZ vote packs will hit letterboxes at the start of October, giving farmers the opportunity to vote for their preferred candidates. Directors play a key role in the governance and leadership of DairyNZ, and are involved in influencing key

industry priorities.

The second 2018/19 election was for DairyNZ's Directors Remuneration Committee (DRC). One nomination has been received for this position, so no election will be held.

The successful candidates for the Board and DRC will be announced at the Annual General Meeting (AGM) in Invercargill on October 31.

Voting closes at 12 noon on Tuesday, October 30.

Find out more at dairynz.co.nz/agm

VOTE NOW

The seven farmer candidates for the Board of Directors role:

ATKINSON, Steve
Wardville

BARRETT, Tim
New Plymouth

BROWN, Tracy
Matamata

MITCHELL, Greg
Napier

MONTGOMERIE, Mike
Cambridge

ROBB, Andrew
Greymouth

ROWARTH, Jacqueline
Tirau

Read more about the candidates, including a Q+A, and how to vote at dairynz.co.nz/agm

Have you got your vote pack?

Farmers should receive a DairyNZ vote pack to their registered levy paying address – but if not, please let us know.

CONTACT:

Anthony Morton
Electionz.com
returning officer
0800 666 043
iro@electionz.com



Invercargill to host annual meeting

Please join us to learn more about DairyNZ's annual highlights and future priorities at our AGM on Wednesday, October 31.

DairyNZ's financial results for the 2017/18 season, as well as key priorities for next season, will be discussed at the event. This is the last opportunity to vote for candidates in the Board election and the successful farmer candidate will be announced at the close of meeting.

DairyNZ AGM

Wednesday, October 31
Kelvin Hotel, 20 Kelvin St, Invercargill
Refreshments from 10.30am, meeting from 11am.
A light lunch will be provided afterwards.
We hope to see you there!

Attend
our AGM



Tired of dealing with lameness?

DairyNZ's new 'Healthy Hoof' app can help you break through lameness problems by tracking the situation on your farm.

Lameness is not only painful for cows, it also takes farmers' time, energy and skill to treat. Plus, it brings a significant financial cost – lame cows produce less milk, lose weight and take longer to get back in calf.

Each lameness case costs a farmer around \$250. For an average dairy farm with 419 cows and a 14 percent incidence level, this equates to almost \$15,000/year.

Prevention of lameness is critical. To reduce the chances of it happening, you must understand its cause. DairyNZ has developed the Healthy Hoof app (with input from a technical advisory group that included veterinarians who specialise in lameness). The app can be used to easily track and understand why cows become lame on your farm.

The app collects lameness data so you can get to the root cause of the problem and switch from treatment to prevention – saving time and money. You don't need to be a lameness expert. The Healthy Hoof app steps you through, from scoring to treatment.

App features



Flag

If you're getting the cows in and notice a lame cow, tap on the app and flag her for treatment later.



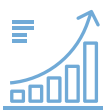
Treat

You don't have to be a vet to treat lameness. The 'treatments' section of the app allows you to select the part of the hoof that needs treating, and the app will indicate the type of lameness. Treatments are recorded, so you can track the treatment history for the cow and any herd trends.



Score

Enter the cow's tag number and score her from 'normal' to 'severe' at the click of a button. Easily score one cow or the entire herd.



Reports

The 'reports' section of the app is where you can track trends that will help identify the main cause of lameness on-farm. It identifies your:

- current lame cows
- recurring lame cows
- lameness type
- frequency of incidence.



DairyNZ's Healthy Hoof app allows you to record treatments, so you can track the treatment history and see herd trends.

Data can be exported easily to your computer, so you can talk about the reports with a Healthy Hoof advisor, veterinarian or hoof care specialist.

Get started

You can learn more about the app at dairynz.co.nz/healthyhoofapp and dairynz.co.nz/lameness

Download the Healthy Hoof app from the App Store or Google Play.

M. bovis and mating decisions

Are you thinking about changing your mating management this season? Be sure to consider the risks involved and read our recommendations below.

Under the current state of heightened biosecurity in New Zealand, DairyNZ has been hearing that some farmers are considering extending their use of artificial breeding (AB). If that's you, we recommend not adopting an all-AB system and removing all bulls from your mating system unless you meet these standards below.

1. Your repro performance is at national average or higher:
 - A six-week in-calf rate above 65 percent.
 - A three-week submission rate of 80 percent or higher.
 - A conception rate of 50 percent or higher.
 - Less than 20 percent short returns.
 - Fewer than 15 percent of cows treated for anoestrous.
2. Your herd is healthy and primed to have a successful mating:
 - Free of bovine viral diarrhoea (BVD).
 - No increase in cow health problems (e.g. milk fever and mastitis) through calving.
 - First calvers have reached their target liveweight for calving.
 - No increase in late calvers.
3. You have the skills and staff to carry out prolonged heat detection. An extended-AB or all-AB system makes accurate heat detection even more critical as the heat detection period increases to 10 to 12 weeks.

If you don't meet all the criteria above, it doesn't mean you can't extend your AB period or adopt all-AB. However, you'll need a solid plan in place for how you're going to mitigate criteria you don't meet, so you and the herd are set up for a successful mating period.

Other things to consider

If you're considering a change to your AB system, DairyNZ recommends you speak with your farm advisor, vet, and a farmer who has experience extending AB or who has gone all-AB. This will help you work out if the cost benefit fits your plan.

If you decide to extend your AB programme, communicate this to everyone involved in making your plan happen: your vet, semen supplier, AB tech, rural professionals and your on-farm team.

If you increase your use of synchrony of heifers and cows, plan ahead to cater for the increase in the number of cows calving

within a very short timeframe. This change will have an impact on feed demand for the following calving season.

If you plan to change the approach with your heifers and use AB instead of bulls, speak to your vet about how to maximise the heifers' performance. You'll need to take into account liveweight, general health and BVD control, as well as the practicalities and logistics of synchrony programmes, grazer facilities and technician services.

The InCalf Book

To learn more about factors affecting a herd's reproductive performance and management options, check out DairyNZ's *InCalf Book*. Levy-paying farmers can download or order the book for free – visit dairynz.co.nz/incalf





Meet the Milksmart in Action Team

These folk are a passionate bunch, drawn from a diverse range of DairyNZ staff and others with relevant expertise. Their goal? To help farmers, employers and employees, and rural professionals find out about the life-changing effects of adopting the Milksmart approach, as team leader Jane Muir explains.



What does your team do and why?

We focus on the benefits improved milking efficiency can have on a farm's people, animals and infrastructure. Some have expertise in milking shed design, some with milk routines (how to milk effectively, cup effectively, how you walk around the dairy shed), some in stockmanship, some people management and others are mastitis experts.

Milksmart is an efficiency/productivity programme (especially labour efficiency) which is why its project management sits under DairyNZ's People Team. Milking efficiency is one of the great 'wins' dairy farmers can have – with virtually no extra cost attached to trying it – and it can produce life-changing results for everyone on-farm.

Tell us something interesting about your team.

We have lots of highly-animated, healthy debates, challenging each other's viewpoints, which makes the team very strong. We've been working together for a few years now. Everyone knows everybody else's quirks and areas of expertise. By constantly pushing ourselves, we're creating tightly-crafted advice for farmers.

What kind of work do you do and how is it used?

We summarise research on milking and ensure farmers have practical access to this research, through webpages, events and other initiatives. This year we pared Milksmart back to the absolute core competencies related to achieving efficient milking. For example, rotary platform speed, bunny hopping, use of MaxT

and milking routine time. Our goal was to reduce the hours worked on-farm through more efficient milkings.

What do people think about what you're doing?

Our farmers have told us they've been finding it an incredibly positive experience. The farmers who come along to Milksmart events, including our 10 events this year, gave very positive feedback. There are a lot of myths out there about milking efficiency and we're working hard to turn that around. Our website information is also a big part of that.

What's something your team is proud of achieving in the past 12 months?

This year we took 10 farms from throughout New Zealand and worked with them to produce case studies. Josh Wheeler from Quality Consultants New Zealand Ltd, a recognised specialist in this area, went in and made changes on those farms. The average saving was an hour each milking – while maintaining milk production and animal health. A great result for the people on those farms!

How can farmers get in touch with your team?

Give us a call on 0800 4 DairyNZ (0800 4 324 7969), email us at info@dairynz.co.nz or talk to your regional consulting officer – see dairynz.co.nz/co

Read more about the Milksmart approach and our 2018 Milksmart case studies at dairynz.co.nz/milking



Farmers play a pivotal role in fertility research success

Dozens of scientists and more than 2000 farmers have been working together to improve cow fertility in New Zealand dairy cows. DairyNZ’s Jane Kay explains how this exciting four-year project is producing astounding results, with further studies planned in the future.



The North Island-based fertility project began in 2014, under the ‘Pillars of a New Dairy System’ DairyNZ-led research programme. This programme – funded from the Ministry of Business, Innovation and Employment (MBIE), New Zealand dairy farmers (via their DairyNZ levy)

and AgResearch – aims to provide management and genetic solutions to improve cow fertility and lifetime productivity.

DairyNZ scientists Chris Burke and Susanne Meier headed the project, working with geneticists from New Zealand Animal Evaluation Limited (NZAEL), Livestock Improvement Corporation (LIC), CRV Ambreed and AbacusBio. In 2014, farmers provided 2500 cows, contract-mated to selected sires, to produce two groups of heifers with extreme differences in their fertility breeding values (Fert-BVs).

The following spring, 15 DairyNZ technicians travelled more than 32,000 kilometres throughout the North Island, to collect 640 nine-day old heifer calves. Half of the calves had a High-Fert BV (+5 percent BV), while the rest had a Low-Fert BV (-5 percent BV).

Differences at puberty and mating

Although there was no difference in liveweight gain between the two groups, High-Fert BV heifers reached puberty 21 days earlier and 25 kilograms lighter than Low-Fert BV heifers. These puberty differences could provide us with earlier predictors of fertility than current measures, and offer an exciting opportunity to improve fertility in the industry.

Mating differences followed in the same vein. High-Fert BV heifers had greater three-week and six-week in-calf rates – although there was no difference in the empty rate of these heifers which averaged four percent.

Post-calving fertility cycles

Just over 500 heifers that calved in the spring of 2017 were managed together at AgResearch’s Tokanui facilities. As lactating cows, the High-Fert BV cows had substantially greater three-week and six-week submission rates. Only 13 High-Fert BV cows (five percent) hadn’t cycled after six weeks of mating, compared with nearly half (48 percent) of Low-Fert BV cows. This led to a

greater (34 percentage units) six-week in-calf rate in the High-Fert BV cows.

Administering CIDRs (Controlled Internal Drug Releasers) wasn’t enough to close the gap. After the first lactation, High-Fert BV cows had a greater (25 percentage units) pregnancy rate than their Low-Fert BV counterparts.

These large differences in submission and pregnancy rates provide confidence in the current Fert BVs. They also provide the foundation to scale up this research and capture data from a much larger group of animals. DairyNZ hopes to enroll 8000 heifers next autumn in an initiative designed to incorporate new puberty and fertility measurements into the Fert BV, making it even better still.

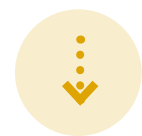
Find more information on fertility BV at dairynz.co.nz/breedingvalues – and check out the fertility research herd at dairynz.co.nz/animal-model



MEASUREMENT



HIGH-FERT BV



LOW-FERT BV

	HIGH-FERT BV	LOW-FERT BV
HEIFERS: 6-WEEK IN-CALF RATE	90%	81%
1ST LACTATION: 3-WEEK SUBMISSION RATE	85%	49%
1ST LACTATION: 6-WEEK IN-CALF	67%	33%



Children from Bluff's St Teresa's Primary School meet dairy cows on their own turf.

Bluff kids find dairying's their oyster

Teachers from St Teresa's School in Bluff took their pupils from seaside to countryside recently, as part of DairyNZ's school farm visit service. Their trip to a Southland dairy farm gave the children a chance to see dairying in action.

DairyNZ's school farm visit service is an important part of our education programme. It gives Kiwi kids the opportunity to experience a day on a dairy farm by linking them with local farmers. Every year about 8000 children visit a dairy farm, finding out what happens on-farm and learning about the connection between paddock and plate.

"It's important that we show children and parents just how passionate we are about dairy farming and looking after the environment for the next generations."

Dairy farm manager Sherwyn Calos, his staff, and the team at Fortuna Group, are passionate about creating a positive and memorable dairy experience for urban children. They regularly host DairyNZ's school visits on their Southland farm. Two classes of five- to eleven-year-olds from St Teresa's School in Bluff were their most recent guests.

Prior to their day on the farm, the children explored dairy-related videos and games in the classroom through 'Rosie's World', a child-friendly and educational website run by DairyNZ. St Teresa's also participates in Fonterra's Milk for Schools programme, which sees Fonterra Farmers providing nutritious milk to school kids on a weekly basis.

During their farm visit, the children gained real-world insights into where milk comes from, why it's not green like grass and

how milking machines operate. For many of them, it was their first time on a dairy farm.

Sherwyn is keen for other dairy farmers to host similar visits, educating kids while encouraging New Zealand's farmers of the future.

"I would love every urban-based primary school to visit us and learn about today's modern dairy farm," he says. "It's important that we show children and parents just how passionate we are about dairy farming and looking after the environment for the next generations."

St Teresa's teacher Rosi Coyle believes it's important for children to see where their food comes from and what life on a dairy farm looks like.

"The farm visit was a great opportunity," says Rosi. "It's important for our kids to have experiences outside of Bluff. I definitely recommend that other schools get involved, as it's great to be that close to lovely docile cows and see how they're treated on a farm."

Another St Teresa's teacher, Dianne Gilroy, says the children loved their visit because they got to see how cows make and produce milk. They also learned what jobs there are, in case they want to be farmers one day.

"The dairy sector's an integral part of New Zealand and I think educating children about it is a must," she says.

Find out more about DairyNZ's education programme (including Rosie's World, school farm visits and in-school education) at dairynz.co.nz/education

Visit dairynz.co.nz/schoolfarmvisit to register as a school visit host.

Farm accommodation up to scratch?

New insulation standards will be compulsory for all rural tenanted houses on July 1, 2019. That's why now is a good time to review whether the accommodation you supply for your farm staff is up to an acceptable standard in all areas, says DairyNZ people management specialist Sarah Gordon.



Did you know that if you supply on-farm accommodation for your staff, you're considered to be a landlord under the Tenancy Act, and you must comply with it? Some of the services landlords must supply include adequate means of water and sanitation and maintained heat sources (for example, clean chimneys, serviced heat pumps). You also have to ensure the house has good levels of light and ventilation, and that the property is safe and healthy for everyone living in it.

Insulate yourself against fines

As a landlord, you're also now required to supply an insulation statement when farm staff move in. This should state how much and what level of insulation is in the dwelling. Under the new insulation regulations, you should provide both underfloor and ceiling insulation for the property to a specified value, according to your property's 'zone'. Failure to comply with the new regulations could result in a fine of up to \$4000.

Engage a professional, such as a builder or insulation specialist, to check your property's insulation – or contact your local council to access its building plans.

If it's not possible to install insulation in certain areas of the property, you may be able to apply for an exemption. (E.g., if the house is built on a concrete slab, you would be unable to install underfloor insulation.)

You may think there's plenty of time before July 2019. However, with a limited number of insulation installers (and with estimations that less than 30 percent of rural rentals would meet these new standards), demand for these services will be high.

Playing it safe

From a health and safety perspective, there are also rules around what is required to keep tenants safe. For example, you must install working smoke alarms and ask tenants to check them regularly. You also need to make sure the property is free from mould and damp. There should also be no harmful drug residues in the house which could affect your tenants' health.

Attractive housing attracts good staff

Increasingly we hear that the dairy sector is struggling to attract good staff, so taking a look at the state of the accommodation on your farm and providing a warm, dry healthy environment for them is a step in the right direction.

Find more information for employers providing farm accommodation at dairynz.co.nz/accommodation – and more in-depth information on the Tenancy Act at tenancy.govt.nz



Key points

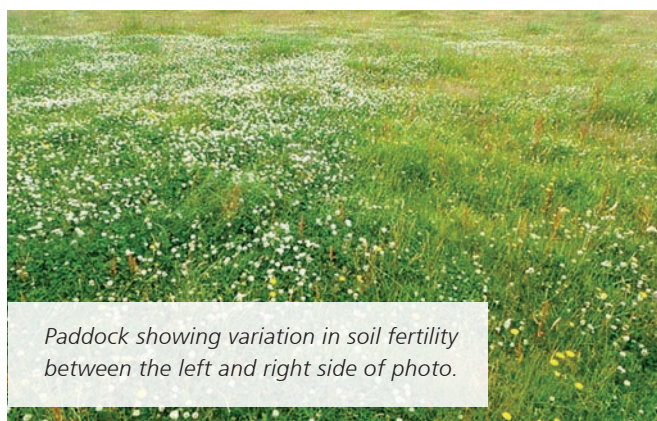


Under the Tenancy Act, if you provide accommodation for staff, you must comply with the full range of the Act's requirements.

1. Ensure water, sanitation, insulation, heating and ventilation all meet Act standards.
2. Ensure the property provides a healthy and safe environment.
3. You may be fined if the property doesn't meet specific Act criteria (e.g. insulation standards).
4. Get things sorted now: avoid the last-minute rush for tradespeople.

Proactive soil monitoring makes the most of technology solutions

Regular, proactive monitoring of soil health and fertility can save you time and money, whether there appears to be a problem or not. DairyNZ farm systems specialist Chris Glassey explains.



Paddock showing variation in soil fertility between the left and right side of photo.

Soil fertility management is vital for feeding dairy cows, because poorly-managed soil fertility can limit the amount of pasture and crop eaten. Over time, the dynamic biological system of soil can also disguise its true state until it's too late, causing a collapse in pasture production and a feed crisis. Regularly monitoring your soil will prevent this. It will also enable you to identify which technological and biological solutions might be the most practical and beneficial for your paddocks.

Soil-testing tips

- Soil-test at the same time each year for more meaningful comparisons.
- Soil-test by groups (blocks) of paddocks, after carefully considering changes in soil type, contour and paddock history.
- Adopt sampling routines that attempt to reduce bias towards any high- or low-fertility areas.
- Soil test analysis should be consistent across years and backed by New Zealand science. If changing laboratories, make sure nutrient recommendations for phosphorus, potassium and sulphur and the soil acidity/alkalinity (pH) have been validated under New Zealand soil conditions.
- Conduct some herbage testing at critical times each year, to check for trace elements.
- Complete a nutrient budget to guide fertiliser and environmental decisions.

Tapping into technology

Establish effective, frequent soil-testing systems first, before adding precision technology or looking at alternative nutrient management strategies.

These days, technology can map paddocks to identify where and when fertiliser should be applied. There's also a new total nitrogen (N) soil test analysis, which you can use to find out whether a variable rate application of N will give you a better bang for your invested N dollar.

So, you can now consider making each block (or paddock) as similar as possible in base fertility for all nutrients, including N.

Although this technology has often been more focused on cropping than livestock farms, it's useful to view pasture as a crop that can also create high value products. The efficient and precise management of nutrients will lead to cost savings, environmental benefits and yield increases.

Alternative nutrient management strategies (e.g. Biological Agriculture) must also deliver on cost, production and environmental outcomes. Therefore, a regular proactive soil monitoring system should be in place to assess performance.

Check out the South Island Dairy Development Centre – siddc.org.nz – to see a dairy farm project using an alternative nutrient management strategy in action.

Key points



1. Use established routines and practices for monitoring soil fertility trends over time.
2. Good monitoring opens opportunities for new variable rate technology.
3. Monitoring is even more important if you're changing to alternative fertiliser practices.



DairyNZ scholar wins PM's award



Caitlyn Poole, who has received two DairyNZ scholarships, recently arrived in China on a prestigious Prime Minister's Scholarship for Asia.

Caitlin, aged 24, will undertake an intensive six-week language course, before going on to study Mandarin at Chengdu University for 30 to 40 hours per week over six months.

"I'm honoured to have this opportunity. Success in China is built on relationships – it's really important to be able to communicate and understand how people in China work and do business," says Caitlyn.

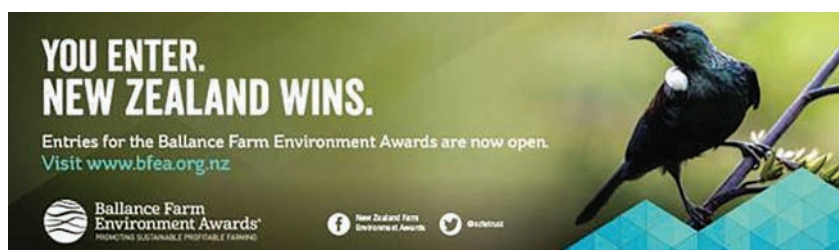
Visit dairynz.co.nz/scholarships to learn more about DairyNZ's range of scholarships.

Enter the Ballance Farm Environment Awards

The annual Ballance Farm Environment Awards, proudly supported by DairyNZ, showcase the great work farmers are doing to protect our environment as part of their total approach to farming.

We're keen to see you share your own story – or nominate others – by getting involved in this awards programme, which provides a great learning experience for everyone taking part.

It's easy to enter or nominate by using the two-minute online form – and it's free. Entry closing dates vary from region to region. Go online at bfea.org.nz



NZDIA awards: accelerate your dairy career

Want to fast-track your career in dairying, make contacts and build important life-long learning and support networks? Enter the 2019 New Zealand Dairy Industry Awards (NZDIA) from October 1.

Supported by DairyNZ, these awards are held in high regard across the sector, so they're a recognised way of improving your future in dairying.

Plan your entry now by reviewing your goals and familiarising yourself with the awards' judging criteria. All entrants receive invaluable feedback from the judges, helping accelerate your career.

Go to dairyindustryawards.co.nz



Finalists for the 2018 Dairy Trainee of the Year award on a study tour in Queenstown and Southland.

Shift in breeding worth

New Zealand Animal Evaluation (NZAE), a wholly-owned subsidiary of DairyNZ, has recently finalised the 2019 economic values of each trait. There has been a significant increase in the value of fat and a decrease in the value of protein. This means a shift in breeding worth for AE-enrolled sires. Details at dairynz.co.nz/bullteam

The Vision is Clear

You've told us you want DairyNZ to do a better job of promoting the dairy sector. In the past year, we've done more than 850 stories and a range of public relations activities, but this is only part of the effort. We're embarking on a public movement that will explore how everyone – members of the public and farmers – can play a role in looking after New Zealand's waterways. You can read about 'The Vision is Clear: Let's improve our waterways' shortly.



Adapting with Dairy Connect

Nicola Bryant's experience in adapting to change means she's the perfect fit for her role as DairyNZ's Dairy Connect coordinator for Taranaki and the Lower North Island.

Dairy Connect links dairy farmers seeking information on a topic with those who have experience in that area. Those accessing the service are often interested in trying something new, whether that's a response to a problem, a role-change, a shift to a new property or a different management approach.

Nicola knows all about adapting to change. In the last 15 years she has moved countries, switched careers and swapped city for rural living, not to mention becoming mother to two daughters.

In the early 2000s, with a bachelor of business administration

"[With Dairy Connect] it's important to speak to people who are out there doing it."

under her belt, she moved from South Africa to Auckland where she worked as an office manager.

She then met her husband, Michael, and in 2006 moved to the Reporoa dairy farm where he worked, also securing work as a farm assistant.

Embracing change

Nicola says she enjoyed the new challenges presented by farming. "I've mostly lived in a city but I loved the lifestyle and I didn't really like city life anyway, so I transitioned really well. There were days that were tough and physically demanding, but I love what it gives you in terms of a good work life for the family." The Bryants now live in Opunake, where they contract-milk 240 cows.

Nicola says if she'd known about Dairy Connect when she and Michael started their contract milking business, she'd have used the service to do more research around contract milking. While she didn't go through Dairy Connect, she did seek advice from a strong network of farmers met mainly while she was completing a



DairyNZ's Nicola Bryant is keen to Dairy Connect with farmers.

business diploma through Primary ITO.

"It's important to speak to people who are out there doing it, as opposed to someone who hasn't experienced what you're going through. I think more people should use the Dairy Connect service – some of those who've used it in the past have come back because they've had such a positive experience."

About Dairy Connect

Dairy Connect facilitates short-term partnerships between farmers. It encourages the sharing of information and experiences on a specific farm topic. Support farmers have a reputation for being good operators and have been vetted by DairyNZ consulting officers and rural professionals.

To use the service or to show interest in becoming a support farmer, go online at dairynz.co.nz/dairyconnect or phone 0800 4 DairyNZ (0800 4 324 7969).

For the full list of what's on near you, visit dairynz.co.nz/events.

October events

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
1	2 TARANAKI Farm Smarter Skills Hawera: practical workshop sessions for the farm team. Learn about lameness prevention, heat detection, maintaining feed quality in spring and tracking working hours.				6	7
8	9 BAY OF PLENTY Galatea Discussion Group: investigate the host's farm system and look at ways to improve productivity.			12	13	14
15	16 LOWER NORTH ISLAND Central Hawke's Bay Discussion Group: the 'Greener Tuketiki' project in relation to Hawke's Bay Regional Council's 'Plan change 6'. What does it mean and what might mitigation options look like?				20	21
22	23	24	25 NORTH WAIKATO Taupiri/Orini Ladies' Group: Meet at Carolyn Johnston's farm, where they autumn calve and milk full-season once-a-day.			28
29	30	31				

FOR A FULL LIST OF WHAT'S HAPPENING THIS MONTH, VISIT DAIRYNZ.CO.NZ/EVENTS

NORTHLAND

Tareen Ellis is the new regional leader for the Northland region. She comes from a strong commercial and strategic planning background, having worked for Ballance Agri-Nutrients in Southland since 2014. While there, Tareen became regional sales manager for the Lower South Island and growing a strong team while in that role has been one of her highlights.



Originally from South Africa, Tareen is happy to be back living in a more familiar climate. She's looking forward to working with farmers and other stakeholders within the dairy farming community.

Check out the full Northland team at dairynz.co.nz/co

WAIKATO

Eleri Williams has come on board as the North Waikato Dairy Connect coordinator. Eleri lives in Te Awamutu with her husband and their two young children. They have previous dairy farming experience and currently own a farm machinery business in Otorohanga.



Eleri has also been a training advisor for Primary ITO and has some exceptional networks and a great knowledge of the dairy sector.

Dairy Connect manager Kate Robinson will continue to look after the South Waikato but she'll also be working closely with Eleri to support farmers in the Waikato overall and help with any enquiries.

For more information visit dairynz.co.nz/dairyconnect

BAY OF PLENTY

Te Puke dairy farmer Murray Linton is part of DairyNZ's 'Tiller Talk' programme. This programme follows the progress of 19 farmers from around the country as they work to increase their profit through better pasture management.

Monthly updates from Murray and all of the Tiller Talk key farmers can give you timely tips and help inform your own pasture management decisions.

Read more about Tiller Talk at dairynz.co.nz/tillertalk

LOWER NORTH ISLAND

The first discussion groups of the new season are starting up this month.

Your local consulting officers have scheduled events for around the region, looking at a range of topical discussions and farm management practices. Learn from other farmers to help identify opportunities and solutions for your farm, and discuss seasonal issues and challenges affecting farmers in the region.

For more information visit dairynz.co.nz/events

DairyNZ Consulting Officers

Upper North Island – Head: Sharon Morrell 027 492 2907

Northland

Regional Leader	Tareen Ellis	027 499 9021
Far North	Denise Knop	027 807 9686
Lower Northland	Tareen Ellis	027 499 9021
Whangarei West	Graeme Peter	021 809 569

Waikato

Regional Leader	Wade Bell	027 285 9273
Senior Consulting Officer Lead	Phil Irvine	027 483 9820
South Auckland	Mike Bramley	027 486 4344
Hamilton North	Aaron Traynor	021 245 8055
Matamata/Kereone	Frank Portegys	027 807 9685
Morrinsville/Paeroa	Euan Lock	027 293 4401
Hauraki Plains/Coromandel	Wade Bell	027 285 9273
Te Awamutu	Stephen Canton	027 475 0918
Otorohanga	Michael Booth	027 513 7201
South Waikato	Kirsty Dickins	027 483 2205

Bay of Plenty

Regional Leader	Andrew Reid	027 292 3682
Central BOP (Te Puke, Rotorua)	Kevin McKinley	027 288 8238
Eastern BOP (Whakatane, Opotiki)	Ross Bishop	027 563 1785
Central Plateau (Reporoa, Taupo)	Colin Grainger-Allen	021 225 8345
Katikati, Galatea, Waikite/Ngakuru	Jordyn Crouch	021 619 071

Lower North Island – Head: Rob Brazendale 021 683 139

Taranaki

Regional Leader	Sarah Dirks	027 513 7202
South Taranaki	Sarah Dirks	027 513 7202
Central Taranaki	Sarah Payne	027 704 5562
Coastal Taranaki	Anna Arends	021 276 5832
North Taranaki	Lauren McEldowney	027 593 4122

Lower North Island

Horowhenua/Wanganui/South Taranaki/Southern and Coastal Manawatu	Kate Stewart	027 702 3760
Wairarapa/Tararua	Abby Scott	021 244 3428
Hawke's Bay	Gray Beagley	021 286 4346
Central/Northern Manawatu/Rangitikei	Jo Back	021 222 9023

South Island – Head: Tony Finch 027 706 6183

Top of South Island/West Coast

Nelson/Marlborough	Mark Shadwick	021 287 7057
West Coast	Angela Leslie	021 277 2894

Canterbury/North Otago

Regional Leader	Virginia Serra	021 932 515
North Canterbury	Virginia Serra	021 932 515
Central Canterbury	Natalia Benquet	021 287 7059
Mid Canterbury	Stuart Moorhouse	027 513 7200
South Canterbury	Heather Donaldson	027 593 4124
North Otago	Trevor Gee	021 227 6476

Southland/South Otago

Regional Leader	Richard Kyte	021 246 3166
South/West Otago	Mark Olsen-Vetland	021 615 051
Central and Northern Southland	Nicole E Hammond	021 240 8529
West Otago/North Eastern Southland	Liam Carey	027 474 3258
Eastern Southland	Nathan Nelson	021 225 6931
Western Southland	Leo Pekar	027 211 1389

CANTERBURY/NORTH OTAGO

Earlybird registrations close soon for the Pasture Summit conference, being held next month in Ashburton (November 29 and 30).

The Pasture Summit is for farmers who are driven to create a prosperous future from pasture-based farming. Hear leading international dairy researchers and farmers talk about why New Zealand is a world leader in producing pasture-based food, and learn how you can be part of ensuring this continues for generations to come.

Find out more and register now at pasturesummit.co.nz

TOP OF SOUTH ISLAND/WEST COAST

Take some time off the farm and head along to our first post-calving discussion groups.

This month's groups will focus on identifying the opportunities of your mating decisions and practices to help you get your desired outcomes and improve herd quality. We'll also discuss seasonal issues and challenges affecting farmers in the region.

For more information visit dairynz.co.nz/events



SOUTHLAND/SOUTH OTAGO

Southland is hosting this year's DairyNZ Annual General Meeting (AGM) on Wednesday, October 31.

Join us to learn more about DairyNZ's annual highlights and future priorities. Election results will also be announced for one farmer joining DairyNZ's Board of Directors and one joining the Directors Remuneration Committee. All levy payers are encouraged to attend the AGM and to also vote on the elections. (Nomination packs will be posted out in early October).

The AGM gets underway from 10.30am (refreshments followed by the meeting at 11.00am) at the Kelvin Hotel, 20 Kelvin St, Invercargill. A light lunch will follow.

Visit dairynz.co.nz/agm for more details.



PASTURE SUMMIT

GROWING DAIRY'S FUTURE

HELP SHAPE DAIRY'S FUTURE

REGISTER NOW

PASTURESUMMIT.CO.NZ

New Zealand
Permit No. 174646



NORTH ISLAND 26/27 NOVEMBER 2018

SOUTH ISLAND 29/30 NOVEMBER 2018

Sender: DairyNZ, Private Bag 3221, Hamilton 3240, NZ

