

# enrich

NOVEMBER 2021



**PROTECTING AGAINST  
FACIAL ECZEMA**

**DAIRY COW DIET TWEAK  
WITH FERMENTED SEAWEED  
EXTRACT SHOWS PROMISE**

**KEEP THE WATER FLOWING  
THIS SUMMER AT YOUR PLACE**





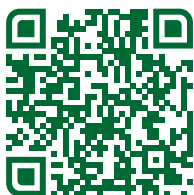
A photograph of two men in a grassy field under a clear blue sky. The man on the left has a beard and is wearing a dark jacket with green accents and sunglasses. The man on the right is wearing a dark shirt, a baseball cap, and sunglasses. They are both looking down at something in their hands. The background shows a green hill and some trees.

*Sometimes*  
— IT TAKES —

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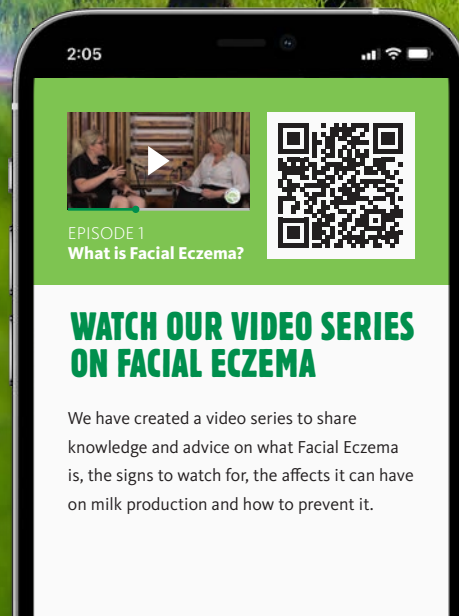
*Sometimes*  
— IT TAKES —  
**A PROACTIVE  
APPROACH**  
**PREVENTING FACIAL ECZEMA**

Facial Eczema is actually a misleading name for a very dangerous liver disease which costs NZ dairy farmers around \$100 million every year in lost production. By the time you see the signs of Facial Eczema on the skin, it's too late — because the hidden, subclinical damage could already be causing pain and stress to your cows and costing you 1kgMS per cow per week. Severe cases can cost double that in lost production as well as forcing you to dry off up to 60 days early.

Your cows' best protection is zinc, and the easiest way to be sure you're using the right amount for your cows is with a Farm Source ZincCheck. Available from 18 November exclusively for Fonterra Suppliers.

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**ZINC  
CHECK**  
By Farm Source





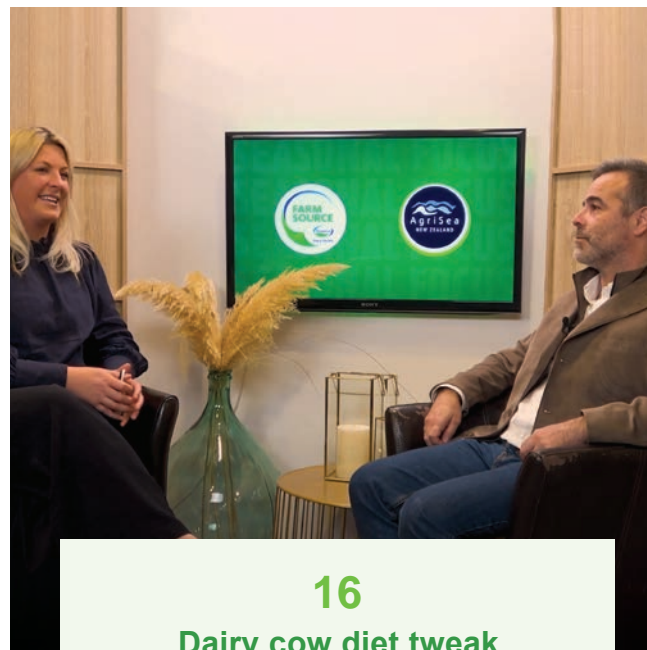
# NOVEMBER



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A portrait of Mike Shallcrass, a man with short brown hair and a slight smile, wearing a dark jacket over a plaid shirt. The background is a blurred wooden fence.

## GET TO KNOW *Mike Shallcrass*

Farm Source Senior Veterinary Manager

With a growing interest from customers and consumers around animal care, Fonterra's role in supporting its farmers to meet expectations is also growing.

"If customers and consumers don't like the way something is made, they'll look for it somewhere else," explains Farm Source Senior Veterinary Manager Mike Shallcrass.

That point is well understood in New Zealand and Mike is quick to compliment our farmers for their high standards of animal care. Ensuring customers and consumers both local and international understand New Zealand farming systems is a big part of Mike's job.

"It may be once a month that a big customer sends a survey around how our product is produced, and I will have to answer the animal care aspect, for example 'what percentage of the animals in your supply chain have X disease?'," Mike says.

Alongside those questions come requirements with each customer having its own needs for how animals should be cared for, to align with the standard of care they are selling to their consumers.

Sometimes those requirements relate to painful husbandry procedures. There is a demand around the world for both private and public welfare standards to prohibit or reduce the impact of painful procedures. Animal care standards can be used as non-tariff trade barriers, and it's important that New Zealand is aware of shifting expectations internationally in order to maintain market access options.

"Tail docking is a good example. Societal expectations change and the law needs to adapt in response, that's why tail docking of all species, not just cattle, became illegal several years ago," Mike explains.

"Taking steps to reduce the need for painful procedures helps to set you up to meet society's and customers' expectations in the future."



While Mike and his team aren't responsible for regulating animal welfare, his understanding of consumer and customer expectations is used to influence policy at an industry and co-operative level.

It's that satisfaction in being able to lead change that attracted him to the job two and a half years ago after 11 years in clinical dairy practice.

"One of the things I was told when I started this job is that a lot of what we do is behind the scenes."

"I was interested in the idea that I could help all the cows in New Zealand – not just one at a time which is what you do in clinical practice."

Day to day you'll find Mike at his desk in Hamilton, however, he does still go on-farm occasionally.

In these cases, it may be to do a welfare check and work with a farmer to make sure they are taking the correct steps to comply with regulations.

Mike appreciates farmers lead busy lives and it can be hard to forever be up to date with the latest regulations, so he likes to take a one-on-one approach to education.

"In the Co-op, we try to make things as easy for our farmers as we can while still meeting customer expectations."

"With that, we need to take the time to explain to farmers why the regulations are in place so it's not just a rule for the sake of it."

And for farmers who aren't sure of what they should be doing, Mike's advice is to seek help sooner rather than later.

Giving the example of the Mastitis Support Programme he oversees, Mike says there's a whole network of expertise to be tapped into to support the farmers in managing animal welfare while maintaining milk quality.

However, he is again quick to point out that New Zealand's farmers have good practices.



"When I go to international dairy welfare conferences, there are things described as 'good practice' internationally that wouldn't be described as good practice in New Zealand."

"When I go to international calf rearing meetings, they see it as great welfare to move from one calf in a hutch to two calves in a pen – but group housing is just the norm here," Mike explains.

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**"I was interested in the idea that I could help all the cows in New Zealand – not just one at a time which is what you do in clinical practice."**

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An example he gives is around pasture grazing. There are some places in the world where 'grass-fed' means the animals live in a barn and some cut grass is brought to them but a lot of their diet is grain, whereas in New Zealand, animals are grazed outside. A consumer might not know the difference, but there can be a big difference for the welfare of the animals.

New Zealand is also ahead of the game when it comes to group housing for calves.

Overseas, calves may be housed in individual hutches to prevent the spread of respiratory diseases, however, we don't have those diseases in New Zealand and calves can be housed together.

"There's a whole lot of things we do by default here that are so good but they're not always appreciated because they're just what we do."

So, when Mike is asking a farmer about their on-farm practices, he sees it as collecting the stories to help explain New Zealand's high standards of animal care.

However, despite knowing we have high standards, there is no internationally agreed way of measuring how well animals are cared for.

In place of that, Mike says farmers should always be asking themselves: "How would you prove your animals are well cared for?"



# Protecting against Facial Eczema

Facial Eczema is one of NZ's most challenging ruminant animal diseases. It is also one of the most misunderstood and most underdiagnosed. But now, a new test is set to help with earlier herd-wide identification, and lead to better conversations.

## A costly disease

Facial Eczema (FE) costs the NZ dairy industry over \$100M each year in lost production. The ability for individual farming operations to reach their productivity potential can be compromised by between 1kgMS to 2kgMS per cow per week as well as shortening the affected animal's productive season by up to 60 days due to having to dry off early. Affected cows can then take up to 12 months to fully recover, but even once recovered, research has proven that production losses often continue in subsequent seasons.

## A dangerously misleading name

One of the problems that prevents farmers coming to terms with this disease is its name. It would be easy to think that the disease is a skin disease; that it can be

identified by its visual symptoms; and that it can therefore be treated in a timely fashion.

But FE is in fact a disease of the liver, and the most significant damage is being caused before any skin signs are apparent – if these occur at all. Because only a very small proportion of affected cows show physical (clinical) signs of the disease.

It is estimated that for every clinical case there will be 10 cows with subclinical effects.

The truth is, if you're noticing irritability, peeling skin, red udders or other external symptoms, then you're seeing signs of the disease long after it has taken hold and done much more serious damage to your animal. What matters most, is what is happening inside the cow.

The liver damage at a subclinical level – that is, before you notice it – is what

has the most detrimental effect on the welfare of the animal and its short and long-term productivity.

## The spores are the cause

FE is caused by ingestion of a toxin called sporidesmin, found in spores from a particular kind of fungus (called *Pithomyces chartarum*) that spores on the dead litter at the base of pasture.

The more litter present, the greater the potential for explosive fungal growth when periods of high humidity coincide with warmer grass minimum temperatures (over 12-13°C). Most of the spores are situated within 5-6cm at the base of pastures.

For this reason, management of FE relies on proactive pasture and grazing management, as well as effective detection and measured preventative treatment.





## Think how you zinc

There is no cure for FE, so prevention is the only way to protect animals. zinc is widely understood to be a reliable preventative measure against the disease – as a drench; as a slow release bolus; mixed with feed; or with limited effect, added to water troughs. But what is less well understood is the practice of optimising the levels of zinc in your herd based on current levels of risk – which vary by season and geographic region.

Veterinary researcher, Emma Cuttance of VetEnt suggests that 60% of farmers using zinc are not getting enough zinc into their cattle to adequately counteract the toxins to ensure protection and reduce the risk of liver damage. So, monitoring zinc levels across the herd is critical to ensuring they're safe. Blood testing has been the most trusted means of testing,

**"One of the problems that prevents farmers coming to terms with this disease is its name. It would be easy to think that the disease is a skin disease... but Facial Eczema is in fact a disease of the liver."**

but testing costs are generally low due to costs and inconvenience. But it's about to become a lot easier with the introduction of a new herd-wide zinc test that will soon be available.

## If you can measure it you can manage it

Fonterra's On-Farm Excellence Research and Development Group has developed a vat milk-based diagnostic test that identifies if a herd is receiving sufficient zinc to provide maximum risk mitigation against the disease. This diagnostic tool is called ZincCheck and

will be available for the start of the FE season, from mid November.

Nuala Platts, GM of On-Farm Excellence Operations at Fonterra, believes that this is the first big step in not only providing faster, easier herd diagnostics of FE, but is also the means to improving awareness and opening up conversations about how kiwi dairy farmers can better manage the risk of FE across the country.

Emma Cuttance agrees. "This is the biggest step forward in FE management since the discovery of zinc supplementation in the 1970s."



**ZINC CHECK**  
By Farm Source



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# BONUS



# 25



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# Looking at the bigger N picture

“Focusing on nitrogen (N) leaching alone to improve sustainability and performance can be problematic,” says Ballance Agri-Nutrients Science Extension Josh Verhoek.

“Factors which you can’t control – such as soil type and climate – influence N leaching, so there’s only so far you can go with that approach. And concentrating on N leaching ignores N lost as ammonia and nitrous oxide gas via volatilisation,” Josh explains.

“An easier, more environmentally and economically beneficial approach to reducing environmental losses and increasing N efficiency is to focus on N surplus.”

Nitrogen surplus is calculated by subtracting N outputs (the total N in products removed from the farm) from N inputs (fertiliser, purchased feed and biological clover N fixation). The lower the N surplus, the more efficiently N is used.

Josh recommends decreasing N surplus by bringing less N onto the farm in the form of imported feed. In its place, he says to look at better matching pasture supply to demand.

My Pasture Planner – a decision support tool designed to optimise pasture response to applied N fertiliser – can help with this. It provides a visual comparison of feed supply and demand, and shows how N applications can be used to lift the supply curve during a particular month to fill a feed gap.

My Pasture Planner uses Total N soil test information to identify strategic N fertiliser applications, so N fertiliser placement and rates can be tailored.

“The Total N soil test will help identify the N supplying power of the soil over different blocks,” Josh explains.

“This allows you to tactically apply more N to low Total N areas that are going to be more responsive, and less or no N to high Total N areas.

“This could either mean spending the same amount on N but getting more grass (by applying tactically to low Total N areas), or saving money by reducing applications on some areas with high Total N.”

In doing this, Josh says My Pasture Planner can help you decrease your N surplus, as N isn’t wasted by either applying too much or at an inappropriate time of year.

“When you’re applying N, using a fertiliser coated with a urease inhibitor, such as SustaiN, helps to minimise N lost as ammonia gas, and keep more in the ground for plant use and increased pasture production.”

Compared to standard urea, SustaiN’s AGROTAIN® coating cuts N volatilisation

losses by around 50%<sup>1</sup> and increases N efficiency, with research showing over a wide range of conditions the average increase in pasture yield is 5%<sup>2</sup>.

SustaiN is also more convenient than standard urea and can be applied at any time of year when a crop or pasture needs N, without the need for sufficient rainfall within eight hours to reduce volatilisation losses.

“SustaiN does cost about 10% more than standard urea, but on top of its environmental benefits and convenience, you get a greater response than from urea. For example, applying it at 80 kilograms per hectare (kg/ha) at a \$7/kg of milk solids (MS) payout could generate an additional \$8/ha over standard urea,” Josh says.

More information on SustaiN is available at [ballance.co.nz/SustaiN](http://ballance.co.nz/SustaiN).

*My Pasture Planner is only available to Ballance customers. For more information see [ballance.co.nz/my-pasture-planner](http://ballance.co.nz/my-pasture-planner). The tool was developed in collaboration with AgResearch and partly funded by the Ministry for Primary Industries Primary Growth Partnership.*

1. Foundation for Arable Research, (2016) Nitrogen Application on Ryegrass. From the Ground Up, Issue 86, Winter 2016. 10-11.

2. FAR Arable Update No 61, November 2008. “Comparing urea and SustaiN for broadcasting over maize.”





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# Simple steps to highly productive brassica crops



Whether you're growing summer turnips, forage rape, kale or swedes this year, one key principle applies to every crop: the higher your final yield in kilograms of dry matter per ha (kg DM/ha), the cheaper the cost of feed.

If you want to keep productivity up this season and feed costs down, weed and pest control for newly sown forage brassicas have to be a top priority in the weeks ahead.

Good husbandry starts even before the brassica seedlings germinate, with a post-plant, pre-emergence herbicide.

Director CS, from Nufarm, helps limit early weed pressure and assists post-emergence options to work more effectively.

Its novel formulation means it can remain effective in the root zone and activate for four to six weeks after application depending on how much moisture is available.

Once your new seedlings are up and growing, the focus shifts to maintaining weed-free status with a robust programme of post-emergence weed surveillance and control.

This is time and money well spent but the window of opportunity is not a long one – after weeds reach a certain size and/or the crop canopy starts to close, herbicides become less effective.

The goal is to spray weed seedlings at the correct stage, which is two to eight true leaves. The crop will typically have two to four true leaves at this stage.

Prestige® can be used at this point in all forage brassicas to control a range of broadleaf weeds but is particularly useful against black nightshade and fathen.

The grassweed herbicide seQuence® gives excellent control of seedling summer grass. It is highly effective on annual and perennial ryegrass, and it will also help ensure new pasture sown after the brassica crop is free of nuisance grass species.

When it comes to insect pests, vigilance is key. It's a good idea to check carefully for pests every one or two days in the first few weeks after crop emergence.

As the crop matures, weekly checks should suffice but whenever insect damage is seen it's important to act quickly as tonnes (T) of DM can be lost.

Attack® is a broad-spectrum insecticide that provides excellent control of springtails, Argentine stem weevil, aphids,

leaf miner, Nysius and diamondback moth, and white butterfly caterpillars.

Alternatively, Kaiso® 50WG can be used to control diamondback moth and white butterfly caterpillars.

For insecticide applications later in the season, when the crop canopy is dense, a new non-penetrating super spreader called Flume® will help improve spray coverage on forage brassicas, which have waxy leaves that are hard to wet.

Flume® must be used with lower water rates, saving time, water and application costs.

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*Prestige® and Kaiso® are registered Trademark of Nufarm Ltd.*

*Attack® is a registered Trademark of Nufarm Technologies USA Pty Ltd.*

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— IT TAKES —

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*Rewards*  
TURN your MONEY INTO MORE



# Dairy cow diet tweak with fermented seaweed extract shows promise

As the world demands higher animal and environmental outcomes, dairy researchers are continually looking for ways to improve cow health while lessening ecological impacts.

Lincoln University's Pastoral Production Laboratory found some potentially promising results from a real cow late pregnancy, early lactation trial with fermented seaweed extracts.

The trial's early findings indicated reduced oxidative and physiological stress leading up to calving.

Another promising finding from the in vivo trial was cows receiving the seaweed mixes (either fermented *Ecklonia radiata*, or the fermented seaweed plus a fermented extract of terrestrial plants) had about a 20% reduction in total nitrogen (N) excretion.

The results were notable enough that then PhD student, Dr Matt Beck, was encouraged to carry out an in vitro (literally 'within the glass') trial, using a Daisy II incubator. This simulates rumen digestion in a laboratory using rumen fluids in an anaerobic environment. It mimics a real cow's stomach, and enables repeat experimentation and accurate measurement of important production and environmental components from rumen digestion.

The original seaweed extract provider, AgriSea as well as Callaghan Innovation provided the funding and materials to carry out this second trial with complete academic and research freedom.

These in vitro trials confirmed the efficacy of the seaweed extract in reducing some markers for oxidative and physiological stress in the laboratory, which could translate into a benefit for a lactating dairy cow.

Dr Beck's 312-page thesis is entitled "Dietary phytochemical diversity to enhance health, welfare and production of grazing ruminants, while reducing environmental impacts." Dr Beck is now employed by the US Department of Agriculture and has continued his research into the effects and benefits of seaweed in ruminant animal diets.

His Lincoln PhD supervisor, Professor Pablo Gregoretti, says that seaweed extracts, when used alongside traditional terrestrial plants such as grass, can produce an enhanced bioactive performance in a cow.

"This is performance in terms of welfare, in terms of rumen fermentation and also in terms of environmental impact," Pablo says.

"What we found in non-lactating cows being fed the seaweed extracts, compared to a placebo [water] that as well as improved fermentation, they also showed improvements in body condition."





◀ Sarah Perriam (Host, Farm Source Focus)  
and Pablo Gregorini (Professor, Lincoln University).

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**“We also found that at calving time, which is when any female mammal is exposed to the main stressors in life, the cows receiving the two seaweed mixes had much less oxidative and physiological stress.”**

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“We also found that at calving time, which is when any female mammal is exposed to the main stressors in life, the cows receiving the two seaweed mixes had less oxidative and physiological stress.”

These in-real-life findings encouraged Dr Beck to use the Daisy II to verify the effect of the seaweed extract.

This in vitro methodology determined the dose-effect of the seaweed extract on fermentation parameters.

The lowest dose, equivalent to five millilitres (ml)/head/day reduced ammonia production by 6%, which may indicate lower urinary N excretions in vivo.

“The equivalent of five ml/cow/day... imagine that in the rumen of a cow which ranges between 80 and 100 litres (L),” Pablo says.

“But it worked at that level, though we also tested up to the equivalent of 100 ml/cow.”

The real cow trial also provided different quantities of the fermented seaweed extract for the newly calved cows.

“When they started milking, we increased the dose a little bit because they were eating more compared to the non-lactating period,” Pablo says.

“And we found those cows receiving the seaweed mixes had a reduction in N excretion by around 20%.”

Some of the significance of the trial is an attempt to mitigate the effects of an intensive and dietary-bland monotonous diet for New Zealand dairy cows. Foraging on mostly perennial ryegrass impairs the animal’s ability to consume and self-medicate on plants containing secondary compounds. These compounds can potentially impart anthelmintic and antioxidant benefits.

It has become commonplace for research into antioxidant supplements to increase antioxidant ingestion such as would be available if their diet provided a diverse range of forages.

The real cow trials (including some which had cannulas, allowing measurement of specific components directly from the stomach) showed those receiving both the fermented seaweed, and fermented seaweed plus fermented terrestrial plants had a greater rumen concentration of acetate and butyrate, as well as greater production of both propionate and valerate.

These volatile fatty acids (VFA) have been shown in other trials to reduce oxidative stress and improve antioxidant status.

The fermented seaweed and fermented seaweed plus fermented terrestrial plants also resulted in lowered urinary

N excretion. This was with no negative effect on dry matter intake or milk production and without additional inputs such as grain supplementation.

Increased awareness of the benefits of biostimulants in the New Zealand dairying system is becoming more important from animal health, public perception and ecological points of view.

Biostimulants are being shown to facilitate the acquisition of nutrients in animals by supporting metabolic processes in soil and plants.

Part of the promise of Dr Beck’s trials was the relatively small quantity of fermented seaweed extracts, plus fermented seaweed plus fermented terrestrial plants to enhance cows’ metabolic processes.

As Pablo commented, the researchers were somewhat surprised to see major benefits and statistically significant results from the equivalent of five ml/cow/day.



To view the video interview  
with Pablo Gregorini visit  
[nzfarmsource.co.nz/agrisea](https://nzfarmsource.co.nz/agrisea)

# Celebrating our volunteers, from on-farm to industry-facing

We volunteer for many different reasons. For a purpose, for connection, or to feel valued. To make a difference to our community because, as farmers or rural professionals, we have the flexibility and the means to do so. And the women behind Dairy Women's Network's (DWN) events, workshops, conferences, Business Groups and Regional Groups show just how much can be gained from stepping out of your comfort zone and into a volunteer role.

## Meet Donna Griggs

When she's not on her Kaipara dairy farm, you can find Donna offering riding lessons to a neighbour's son. Helping with fundraisers for her children's school. Taking the time to connect and check-in with everyone in her rural community. It was second nature for her to join DWN as a volunteer Regional Leader a decade ago. And it was second nature to share the honour of winning the Regional Leader of the Year Award with the rest of her "nationwide family".

## Meet Nicola Bryant

Already volunteering as a Regional Leader in Taranaki for DWN and heavily involved in her community, Nicola was armed with grassroots knowledge when she stepped up into the Regional Chair role for the DWN2021 conference in Taupō earlier this year. She brought fresh ideas that pushed boundaries and created one of the most successful DWN conferences to date.

"Saying yes to that experience taught me to believe in myself more," explains Nicola, who put her hand up again for the North Island Regional Chair role for next year's conference. Admitting she's more of a behind-the-scenes volunteer, her involvement with the 2021 conference led her to seize every opportunity she could to take herself and her farm business that extra step, and to build relationships within her rural community.

## All volunteers

As women, we understand the juggle between managing the farm business, the team and your family. Our volunteers work behind the scenes to deliver opportunities for connection and upskilling in a way that fits with your busy schedules. They are the link between every dairy farmer and rural professional in their community. The grassroots voice at industry tables. The advocates for you and your people.

So the next time you head along to a DWN event, think about the women at

the front of the room. Their roles within the industry, and the self-confidence they've gained from stepping up to guide other dairy women. Think about how happy they are to be there, supporting you on your own journey, and celebrate them with a nomination for the Regional Leader of the Year award for 2022. Because a kind word can go a long way and it's second nature for our volunteers to dedicate their time to you.

- ▼ Donna Griggs, 2021 Regional Leader of the Year recipient.
- ▲ Nicola Bryant, Regional Chair for the DWN2021 Step Up Together Conference in Taupō.



**DAIRY WOMEN'S  
NETWORK**  
success through inspiration







DAIRY WOMEN'S  
NETWORK

success through inspiration

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# ***NOMINATIONS NOW OPEN***

Nominate a volunteer Regional Leader  
that demonstrates inspiration and  
excellence at grass roots

**Nominate before March 2022 at  
[dwn.co.nz/regional-leader-of-the-year](https://dwn.co.nz/regional-leader-of-the-year)**



*Sometimes*  
— IT TAKES —

# A BETTER CONNECTION



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**WE KNOW WHAT IT TAKES**







# Proactive planning for Facial Eczema

It is no secret that Facial Eczema (FE) is spreading across more of the country than ever before. It is also becoming widely accepted that the last minute prevention approach does not save any money in the long run. A proactive and accurate approach is the best way to front foot FE risk, and keep cows healthy and milking through the summer.

Facial Eczema (FE) is caused by the ingestion of spores from a fungus called 'Pithomyces Chartarum'. This fungus lives mainly in the dead litter at the base of ryegrass, and thrives in the warm, wet conditions which we typically see in the humid summer months. Initial signs of FE can be symptoms such as diarrhoea, a drop in milk production or weight loss. It is estimated that even mild damage from FE can result in a milk production loss of 0.17 kilograms of milk solids per day (kgMS/day)<sup>1</sup>. For a 300 cow herd, that is a loss of \$382.50/day on a \$7.50 pay-out.

More serious signs of FE include skin sensitivity on the udder and insides of the hind legs. It may become as serious as photosensitivity, raw peeling skin, and

potentially, even death. So, what is actually happening when a cow gets FE?

When the spores from the FE fungus are ingested, they release a compound known as sporidesmin. This compound is absorbed through the rumen wall, into the blood stream and moves into the liver. The sporidesmin causes cell damage to the liver and impacts the function of the bile ducts. Damaged bile ducts inhibit the ability of the liver to process phylloerythrin, the active compound of chlorophyll. This results in a build-up of phylloerythrin, and an overflow back into the blood stream, leading to the sensitivity symptoms mentioned above.

It is important to note that it can take up to two weeks of toxin exposure and poor liver function before physical signs of photosensitivity can be seen. Only 5% of animals with liver damage actually show any visual skin signs<sup>1</sup>. When physical signs are observed in one animal, damage is occurring in many others.

The best way to prevent FE is to supplement with Zinc (Zn). However, Zn supplementation is only a preventative measure; it cannot reverse any damage that has already been done. It is recommended that cattle receive 20 milligrams per kg (Mg/kg) of liveweight/day of elemental Zn<sup>2</sup>. Pasture spore

count monitoring is essential to predict pasture spore levels. Supplementation should begin two to three weeks before pasture spore levels become toxic<sup>2</sup>.

Accuracy and practicality need to be front of mind when making decisions on how to supplement. SealesWinslow offers a range of options to meet your needs.

- **ZincMax+**: A palatable three-in-one water soluble option, containing Zn, chelated copper and peppermint flavouring.
- **Mineral Max® with Zinc**: Granulated minerals containing high quality Zn, magnesium (Mg), calcium (Ca), sodium (Na) and phosphorous (P). Also contains molasses and flavouring for palatability. This can be added to your blend, or fed through your mixer wagon.
- Add zinc oxide to your SealesWinslow pellet via your in-shed feeding system.

**For more information about the best Zn supplementation option for your herd, talk to your Technical Sales Representative, or your local Farm Source store.**

1. [https://dairynz.shinyapps.io/fe-cost-calculator/\\_w\\_1f0a9cc7/#/home](https://dairynz.shinyapps.io/fe-cost-calculator/_w_1f0a9cc7/#/home)

2. (Dairy Australia Facial Eczema Working Group, 2013)



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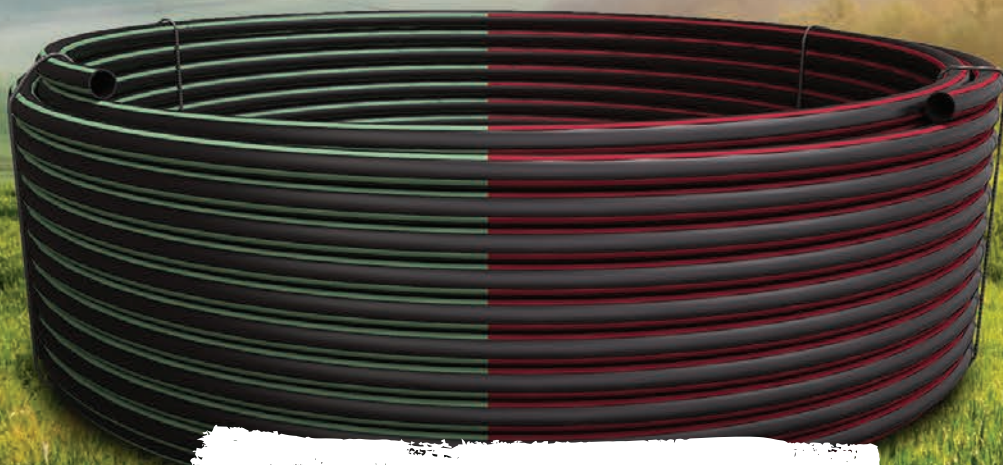
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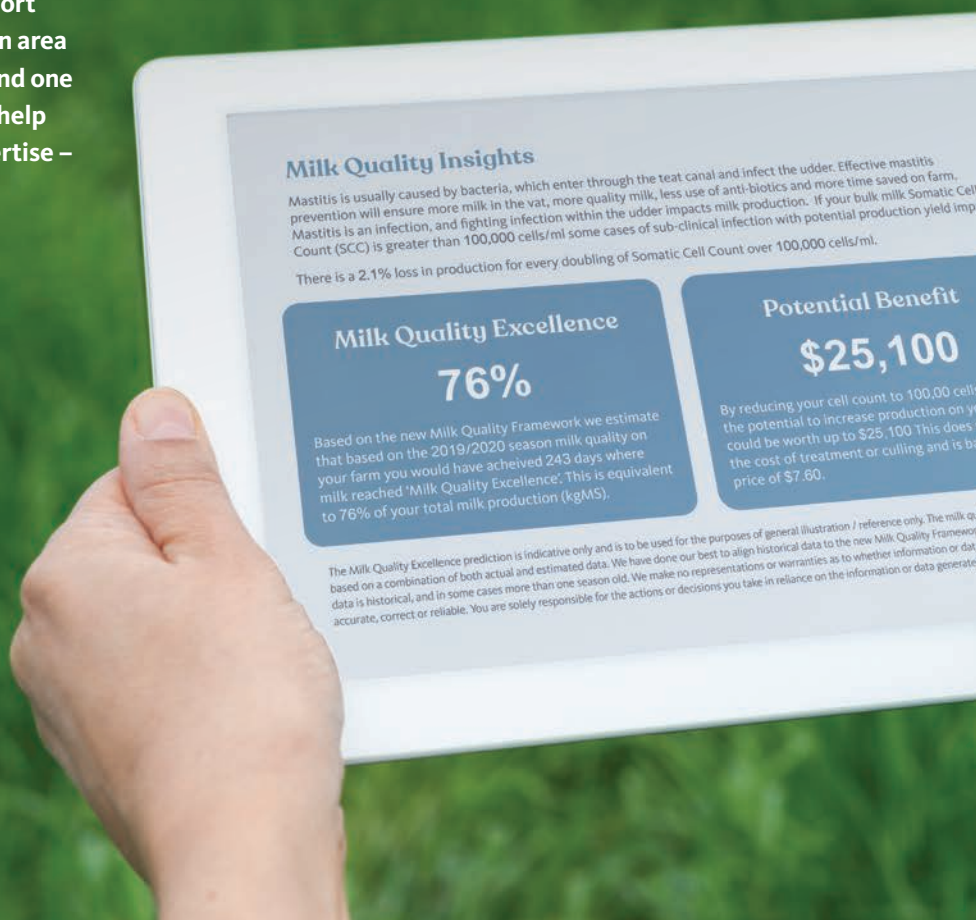
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## Milk Quality Insights

Mastitis is usually caused by bacteria, which enter through the teat canal and infect the udder. Effective mastitis prevention will ensure more milk in the vat, more quality milk, less use of anti-biotics and more time saved on farm. Mastitis is an infection, and fighting infection within the udder impacts milk production. If your bulk milk Somatic Cell Count (SCC) is greater than 100,000 cells/ml some cases of sub-clinical infection with potential production yield impact.

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The Milk Quality Excellence prediction is indicative only and is to be used for the purposes of general illustration / reference only. The milk quality prediction is based on a combination of both actual and estimated data. We have done our best to align historical data to the new Milk Quality Framework. The data is historical, and in some cases more than one season old. We make no representations or warranties as to whether information or data generated is accurate, correct or reliable. You are solely responsible for the actions or decisions you take in reliance on the information or data generated.



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# TOWARDS A MORE SUSTAINABLE FUTURE

Who would have thought that the large plastic water tanks that you see dotting the New Zealand rural landscape can be given a new life? **Well, they can.**

In fact, Bailey's commitment to sustainability is at the heart of everything they do. You could say it all starts in the factory and ends on the farm, but in fact it doesn't stop there. Bailey Tanks CEO David Bailey explains "after nearly 50 years in business there are some tanks out there that have probably had a bit of a rough time and are starting to get a bit long in the tooth particularly with our harsh UV. Now that we are coming up to a fiftieth anniversary, we thought now would be a good time to start our recycling journey."

"No longer is it enough to say your product is recyclable, that was sustainability in the 90's, it's now time for manufacturers to be responsible for the reclaiming and recycling of their own products" says Bailey. This hasn't been easy for Bailey's as their products are big and bulky and often installed in remote areas. "When we looked at the feasibility of the project we had to ensure that we didn't burn extra carbon in reclaiming our tanks. By backloading our tank delivery trucks we have managed to keep the extra freight emissions to a minimum."

For farmers the Bailey recycling journey starts when a tank has reached its 'end of life', remember they have been servicing the rural sector for almost half a century. A Bailey truck will come out to the farm and pick up the old tank. All the tank owner has to do is cut the old tank into 1-meter squares.

They call it; **cut up, call up and collect – it's that easy.**

Back at the Bailey factory the 1-meter squares are granulated into smaller pieces where they are melted and additives are mixed inside an extruder to give the plastic UV resistance. The recycled plastic is then cut into 4mm balls via an underwater palletizing process, dried, cooled and then finally ground into a powder ready to mould into a new product.

Bailey says "We're committed to working with Fonterra Farm Source to help New Zealand farmers become more sustainable"

So, if you have a plastic water tank at the end of its life call Bailey's on **0800 BAILEY**.

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Promotional period 1 June – 30 November 2021. Winners must redeem the prize between 1 February – 20 March 2022 (for North Island regional winners) and 1 April – 30 April 2022 (for South Island regional winners). Details and full Terms & Conditions available online. Also subject to **FARMTASK** Terms & Conditions.

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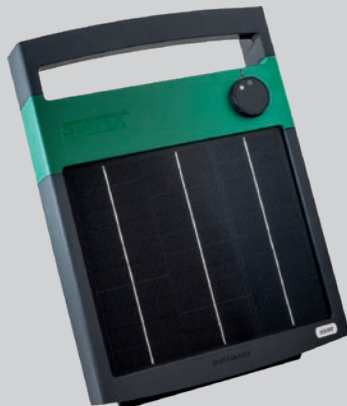
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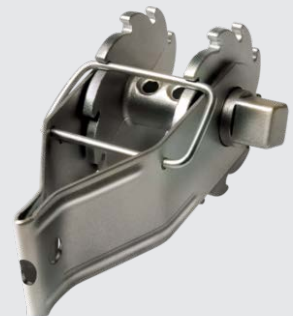
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## Young Paeroa farmers passionate about NZ-made

A young Paeroa couple believes buying NZ-made products not only helps support Kiwi firms when they need it most, but it makes sense for their farm business too.

Tessa and Brendan Hopson are currently 20% equity partners and 25% lower order sharemilking 340 cows on 108 hectares near Paeroa, where they live with their sons, Toby and Ollie.

They have a passion for agriculture and are proud to be New Zealand dairy farmers.

"Producing high quality milk from healthy happy cows is what gets us out of bed in the morning," says Tessa. "We love the idea that the milk we produce on our farm helps feed people here in New Zealand and on the other side of the world."

Brendan and Tessa recently won the NZ Dairy Industry Awards 2020 Auckland/Hauraki Share Farmer of the Year competition, and received six merit awards in recognition of their outstanding on-farm practices and business acumen.

The Hopsons believe that to be good farmers, they need quality products they can trust to get the job done. For the Hopsons, New Zealand-made means quality for the New Zealand farmer.

"That's what we're looking for – something made for our conditions," says Brendan.

"We trust home grown products more. As Kiwis ourselves, we like to support the local economy and give back to New Zealand businesses, even more so at the moment with many businesses struggling. New Zealand isn't a big place, so if we support our own, we figure they will support us too."

Tessa says, "When we buy a New Zealand-made product for our farm, we have peace of mind it's been made for our country's farmers, tested here and built for our environment."

"It's also reassuring to know that if we do have any teething issues, it's easy to get hold of someone from a local customer service team to get it sorted."



"We had always used a pretty manual system, which wasn't very accurate, and we weren't getting the results we were chasing. Now we have a more bullet proof system so we know the exact weight of our calves at weaning. Being able to use NZ-made products to help us achieve this is the icing on the cake!"

**Tessa and Brendan Hopson, Paeroa**

With the help of one full time team member, the Hopsons milk their Kiwi Cross herd twice a day through a 36-aside herringbone, with electronic cup removers and automatic teat sprayers.

Their production target for the current season is 140,000kgMS. They are using grass silage and PKE to help them get there, as well as maize – 8 hectares of which they are growing themselves on farm.

Mating comprises 6 weeks of AI, using bulls at the start for non-cycling cows and also at the tail end of mating. They rear 70 replacement heifers each season.

The Hopsons have recently invested in some NZ-made weigh scales and a hand held EID Tag reader and data collector from Gallagher.

"We wanted more control over the weights of our young stock and to feel confident they were entering the herd at the right time," says Brendan. "We also needed a quick and easy way to read EID tags and identify animals."

### Interested in the same weighing system that the Hopsons are using?

The TW-1 Weigh Scale, HR4 Hand Held EID Tag Reader & Data Collector and 2500kg Loadbars are available at your local Farm Source store.







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# Tips to avoid Thermodurics over summer



There is a range of visual inspections you can do to reduce the occurrence of Thermoduric grades. By doing these checks regularly, particularly during warmer months, you can catch issues quickly and increase your chances of grade-free milking.

## What are Thermoduric bacteria?

Thermoduric bacteria (Thermo; meaning heat and duric; meaning to endure) are heat resistant and can survive pasteurisation.

There are two types of Thermoduric bacteria, environmental and hygiene. Environmental Thermoduric contamination is usually from poor-quality silage and will be indicated on your milk docket as spores. The hygiene type is found in your milking machine.

Thermodurics are normally the result of fat and protein buildup, aged milk soil or perished rubberware. Normally they would be outcompeted by other bacteria, however, they thrive in the milking system where we use hot water to kill off their competition. They are also tricky to detect because they do not smell.

## Inspecting your plant

- **Milk line:** This is the most commonplace for Thermoduric bacteria to grow. Open each end and use a torch to see if there's any dull buildup along the top of the milk line.
- **Jetter system:** If the jetter valve is rubber, look for leaks or excessive wear and check that all unions are tight. Check rubber boots for splits, cracks in the plastic or any loose jetters on the jetter line.
- **Clusters and bowls:** These should be opened and allowed to dry to look for protein buildup. Poor water flow when being washed will cause issues, so it's suggested you inspect each cluster as a hot wash is being put through.
- **Milk collection vat:** If the milk silo is bottom entry, remove the taps and manually clean them. Also clean the inlet hole. Look for a bluish "rainbow" colour indicating protein buildup.
- **Flushing pulsator:** Check if it's working at a minimum of three times and a maximum of five times per minute. Also see if the milk pump is recirculating cold water at full speed for 70% of the time (if it's on a controller). If not, the milk pump is not being fully utilised during the wash.
- **Milk inlet pipe:** Remove the stainless-steel milk inlet pipe into the primary cooler. Use a torch to see if there's any debris, grass or hair. If there is, we suggest you get your service agent to take it apart as plate coolers are not always easy to put back together.
- **Milk pump:** If it's a diaphragm type, check there are no unions on the manifolds that are leaking or weeping. Milk can get into these areas and cause a problem.
- **Rubberware:** Check each cluster and have a look inside the claw. Run your finger around the inside of the liner lip to check for a deposit that may indicate a problem with the corresponding jetter. Inspect rubber tubes under any snap clamps and the tubes on flushing pulsators.
- **Start up the plant:** Plug in the jetters, fit a new filter sock and start recirculating cold water. Wander back past each jetter and check the flow rates – a slow jetter may suggest a blockage, you may hear an air leak or spot one that needs adjusting.

▲ Your local FIL Area Manager has a milk line camera on-hand to check for any build up.

## Resolving Thermoduric grades

It's crucial to identify the cause of fat and protein buildup and replace any worn or damaged components that may be contributing to the issue.

A good way to properly remove buildup is to put through a hot water chlorinated alkali wash using FIL Quantum Powder alkali detergent with FIL C3 chlorinated cleaning chemical. Alkalis are designed to remove any fat and protein and are an important part of the cleaning process. Furthermore, the caustic soda removes fat and the chlorine fractionates protein deposits.

Start pre-heating the plant with hot water at 80°C-85°C and discard the returning cooler water. Once the returning water reaches 80°C-85°C, start recirculating the hot water while adding twice the amount of alkali you would normally use. Recirculate for five to seven minutes and dump at around 55°C.

**Tip:** When Thermoduric levels are elevated, perform a daily alkali wash to remove the food source (fat and protein). This should lower the Thermoduric levels to a non-grading status while you look for the cause.

**Need a hand? Your local FIL Area Manager is trained to help you combat Thermoduric grades and find a cleaning routine that works for your plant. Get in touch on 0508 434 569.**



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10.8M WIDE X 6.0M DEEP

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\*Average 1.2 million hits/page views per month over the past 12 months.





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# Entries open for refreshed NZDIA 2022 programme

Entries are now open and excitement is high for the refreshed 2022 New Zealand Dairy Industry Awards (NZDIA) programme, which gives New Zealand dairy farmers the opportunity to challenge themselves, earn a regional or national title and share in substantial regional and national prize pools.

All three categories have been refreshed and revamped, after months of consultation, feedback and discussion.

Entries can be made via [dairyindustryawards.co.nz](https://dairyindustryawards.co.nz) with full details of the changes available there also.

NZDIA General Manager Robin Congdon says it's very important that the Awards programme remains relevant and that issues raised in feedback were addressed.

"The Share Farmer, Dairy Manager and Dairy Trainee categories have been future-proofed to ensure the Awards programme provides the best platform for all entrants to learn, connect and grow.

This can be seen in the changes to judging in the Dairy Trainee category, with Skills Day providing an opportunity to learn, not just be judged," he says.

Dairy Manager conditions of entry changes include removing the minimum time spent on a New Zealand farm in relation to visa restrictions.

Merit awards now reflect the evolving New Zealand dairy industry with the Powerplay dropped and the Emerging Talent Award replacing the Encouragement Award.

Regional Merit name changes include the DairyNZ People & Engagement Leadership Award, Environment and Sustainability Award replacing the Leadership Award, and the Pasture and Feed Management Award replacing Feed Management Award.

"There's also an exciting opportunity for regional sponsors to claim naming rights to the Planning & Financial Management Award, which hasn't been available for many years," says Robin.

The Share Farmer category has also been under the microscope to make the entry process easier, lessen the workload of judges – who are all volunteers – and ensure the category is still fit for purpose.

"Changes are also being made to the appraisal process which will help eliminate the potential for it to become, or be perceived as, a box-ticking exercise," says Robin.

"There's a real buzz around all the changes and the regional committees are excited to put them into practice."

The New Zealand Dairy Industry Awards are supported by national sponsors DeLaval, Ecolab, Federated Farmers, Fonterra, Honda, LIC, Meridian Energy and Ravensdown, along with industry partner DairyNZ.

"2022 is shaping up to be a big year for the Awards and we are thrilled the National Awards Dinner will be returning to Christchurch for the first time since May 2008.

The dinner will be held at Te Pae on May 14th 2022 which we believe will provide the perfect backdrop for these prestigious awards," says Robin.

"We are excited to bring our programme partners, sponsors of regional finalists and their supporters for a week of experiences and personal development in and around Christchurch."

▼ 2021 National prize winners Ruth Connolly (Waikato), Christopher Vila (Waikato), Manoj Kumar and Sumit Kamboj (Hawke's Bay, Wairarapa).







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