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GET TO KNOW Andrew Kempson

General Manager Global Climate Policy

Fonterra's Andrew Kempson enjoys the correlation of living in, and working for, New Zealand's rural communities.

As general manager for global climate policy, Andrew knows his role is more than just a job as he sees the tangible effects of what he does, alongside the positive effect of what being part of a proactive co-operative achieves for the rural community he lives in, and those throughout the country.

"I am fortunate that I can do a role that has a positive impact on my own community, on the country, and a global effect too. It's pretty amazing," he says.

"It's very real work when it comes to the impact for our farmers. It's being discussed at the local pub, or the fish and chip shop and I get to hear that when I am out in my own community, which is great."

Starting with Fonterra 12 years ago as an area manager, his progression within the Co-op soon became focussed around sustainability. Andrew worked as a sustainable dairy advisor, sustainability programme lead and the productivity programme manager before taking on the general manager global climate policy role mid-2022.

"I am a country boy at heart. I grew up in provincial New Zealand. My work also gives me a great responsibility, to work on the best outcomes for our farmers, to think forward to what our future food systems look like."

"There are multiple things about this role that I really like. The main one being that I am able to influence outcomes for our farmers on a larger scale, and we have conversations happening around the

world about the work we do here in New Zealand."

Working as part of a strong co-operative is always rewarding, he says.

"Our Co-operative is very clear on its purpose. We work to empower strong outcomes for our farmers – we are working with, and for, the people who work the land and provide us with our milk. That purpose is always in focus, and it creates the foundation for all that we do."

Andrew's role is varied but includes advising on public policy from a farmers' perspective, where pragmatic and sensible advice is given, that aligns with Fonterra's strategic direction.

"We all understand the pressure that is being placed on farmers around emissions. For as us a co-op, it is about thinking about how we can get hands on in the mitigations space and work alongside sector partners, the Government and our farmers," he says.

"Being able to articulate Fonterra's overall climate approach to emission reduction is important and aligns with our purpose."



"I am fortunate that I can do a role that has a positive impact on my own community, on the country, and a global effect too. Its pretty amazing," says Andrew.

Andrew's role also includes working through different opportunities, including trade access, trade agreements, and the ways that Fonterra interacts in global dairy platforms, showcasing why New Zealand's environmental standards in dairy production are renowned, and the ways that we are further working to improve on those.

"I am in a role where I have a chance to positively influence outcomes for our farmers, on a scale that is meaningful. The way Fonterra works is an incredibly powerful tool, supporting change on farms with sensible policy change, and I get to be part of that," he says.



"There are multiple things about this role that I really like. The main one being that I am able to influence outcomes for our farmers on a larger scale, and we have conversations happening around the world about the work we do here in New Zealand," Andrew says.



Fonterra's climate approach

- a strategic choice

Introducing a new regular Enrich column from Fonterra General Manager Global Climate Policy, Andrew Kempson.

Currently, we are one of the top in the world for our sustainable dairying practices and we want to stay there. Other countries are swiftly coming in behind us making new and innovative changes, and we need to continue to push on what we have already achieved in this space.

Fonterra has made a strategic choice to be a leader in sustainable practices. It is one of our three pillars shaping our path to 2030, along with focusing on our New Zealand milk, and being a leader in innovation and science.

Adding to this, we have the demands of our market and customers, combined with the challenge of impending pressure coming in the form of policy changes, and even future funding can be tied up with a focus on sustainability.

With all these pressures, the strongest being market access, no matter how that may look, we have to ensure that our climate approach is fit for purpose. That is why we're starting to look at this now

and start those conversations with our farmers to start creating our own global climate roadmap of sorts.

Including our farmers input and insight means we can create a climate approach that is practical, and ensures we have resilience as a co-op. Strong engagement from the farmers we work for is key.

Our farmers are ready to collectively meet the challenges that lie ahead, and that is why we will continue to work collaboratively, to talk over the fences and engage in conversations, and to provide the level of support required for our farmers.

Sustainability, on-farm mitigations and actions, and future-forward thinking are areas under the spotlight as we work towards our climate approach. Already we know there has been a lot of positive work completed on many farms around New Zealand, and our Farm Source team of advisors are available for practical on-farm advice throughout the year. We are far from starting from scratch, in fact, we are starting from the front in terms of global standards of sustainable practices, but we can do more, and we can do better, and that is where our climate approach comes into play.

We can't sit on our hands as other countries will surpass us. New Zealand is renowned for its dairy leadership, and we need to continue to improve on our world leading position, while being able to meet customer demands – and those demands include wanting to pay for low carbon emission products – and retain access to high value customers.

While this might sound like a huge challenge, let us be clear, we are in this with you, our farmers, and together we can find the balance of what is required. Fonterra can only get to where we want to be by continuing to work for and with our farmers, collaboratively and moving forward in this space.

Find out more in the Fonterra Sustainability Report 2022 by scanning the QR code or heading to fonterra.com/sustainability-report-2022



The influence of feed on environmental footprint

On Farm Efficiency is a large focus area in our drive to reduce our environmental footprint and achieve the long term aspirations of the Co-operative. Your Farm Insights Report is a great resource to help identify where there may be opportunities through benchmarking, but what decisions on farm will influence that number? Some benchmarking, such as your emissions intensity or efficiency metrics involve many factors, therefore it is a little harder to see how they might be changed through day-to-day management.

Here, we focus on feed decisions and how they influence how efficiently animals produce milk. This will then influence our emissions intensity, and also the purchased nitrogen surplus for your farm. The bonus of increasing efficiency through getting more output from the same input is that profitability is improved with production.

Production per kilogram of liveweight

Production per kg liveweight refers to the efficiency of the animal. We need a certain amount of feed to support maintenance and growth requirements, then extra feed on top of that to produce milk.

Improving your animal efficiency metric means more milk is produced for every kg of dry matter (DM) eaten, and that the methane produced from the maintenance feed is spread across more milk so the emissions intensity reduces (she produces less methane per kgMS).

Feed quality and energy density

The amount of methane produced is broadly dependent on the weight of dry matter consumed. This means cows consuming a poor quality feed will produce more methane to get the same amount of energy, and produce the same amount of milk. Improving the quality of pasture or supplementary feed or balancing nutrition to improve feed conversion will reduce the amount of methane produced per kgMS.

Pasture quality

As well as improving our emissions intensity, our ability to grow and harvest high quality pasture for dairy cows is the main driver of farm profitability. Every additional tonne of pasture harvested per hectare can be worth up to \$300/ha increase in profit on farm¹.

Regular assessment of farm pasture covers combined with the appropriate tool for the season (eg; feed wedge, spring rotation planner or autumn planner) provides vital information for making feed decisions.

How efficiently you are growing pasture through the use of purchased nitrogen fertiliser is benchmarked in your Farm Insights Report. This compares how much nitrogen you are using to grow a tonne of dry matter compared to other farmers local to you.

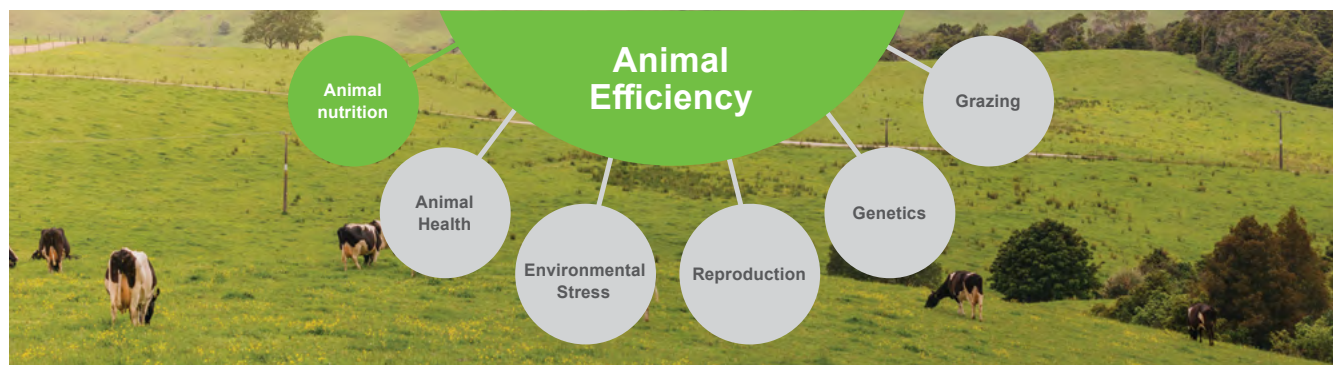
Supplement quality

As well as supplement and milk price, the profitability of feeding supplement depends on milk response per unit of energy in the supplement.

It is also important to consider the footprint associated with the embedded emissions from the production and transport of supplementary feeds and the enteric methane that will result from every kilogram of dry matter brought onto the farm.

Wondering how to start? Talk to your local Farm Source TSR, farm consultant, or nutritionist about feeding, nutrition and your feed budget; get a plate meter and learn to use it to measure residuals; and talk to your consultant about optimal round length on your farm.

¹ <https://www.dairynz.co.nz/business/dairybase/>



Look after your biggest crop – your pasture



Waikato Technical Ag Specialist (TAS) Jarno Sammet shares his thoughts and recommendations on growing permanent pasture this autumn.

As autumn edges nearer, its time to put a renewed focus on your pastures – especially after what has been a tough spring and summer.

Heading into the colder months, a priority must be placed on your permanent pasture and looking after it really well, as this will be the grass that gets you through winter and the calving season. Spend time making sure the seed bed is in good condition, as that forms the base for good growth.

Choosing the right type of grass is essential too, depending on the time of year. Be very mindful of that first nip off on the young grass, as it is not fully established until it has been in the ground for over a year. By being cautious and taking care of it well, you will ensure a good establishment, clover content and yield from your future pasture.

For those paddocks not going back into permanent pasture from crops, look at an annual grass to ensure a quick, strong establishment and more DM production over winter before going back into a crop next year.

Moving forward, it is time to take stock of how your crops went, and where you want your pasture to go. There are grasses with different heading dates available which help you to manage feed wedge and quality of pastures. If you need advice on this, this is where our team of TSR's and TAS's come in. We are here to support you and work with you to create the improvements or changes you need.

The TSR's are great – they know their region well, what works in it and what doesn't. Often, they are working with your neighbours too, so they know what will work in that exact area versus what doesn't. I know, I was one for five years before stepping into my TAS role 18 months ago.

We know every farm is different, and every area and region are different too – but we also know how to find out what works on your land to see the gains you want.

Talk to your Farm Source TSR today about your crops, and where needed, they will bring in the TAS too – we are a team here to help you with our expertise so utilise us and help us to help you get the results you want.

I will leave you with a few of my top tips for this time of year for good strong pastures.

1

Pasture should be viewed as a long-term crop. Done well, it will yield you more than 100 tonne of dry matter, so take the time to look after it, from a good seed bed to ensuring it gets established well.

2

Talk to the team at your local Farm Source store and figure out what seed variety works for your farm and your management style. A great way to come up with the best solution is to be open to trying new things and see what works best.

3

Call your Farm Source TSR – they know your area well. Have a yarn with them and utilise their local knowledge, and what lessons they have learnt over the years.

▲ Image: Jarno Sammet walks with Waikato farmer Friedemann Deuschle.

NEW EPISODES



SEASONAL FOCUS PODCAST SERIES

Tune in to our podcast to hear from agronomists, farmers, our team of TSRs, vets and our trusted vendor partners on the latest seasonal info.

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Episodes include:

- **Regrassing and Undersowing** – presented with Barenbrug and Nufarm
- **Setting up new grass to last** – presented with Barenbrug and Nufarm
- **Understanding Soil Health** – presented with Ballance Agri-Nutrients
- **Biostimulants On-Farm** – farmer experience, brought to you by AgriSea
- **Body Condition Score Targets and Farm Grown Feed** – presented with Anexa Vets
- **Get to Know Your Farm Insights Report**



Listen now: Search 'Farm Source Seasonal Focus' on your favourite podcast platform (including Spotify and Apple Podcasts) or scan the QR code to listen on our website.

nzfarmsource.co.nz/podcast



Good pasture takes time

As autumn nears and the end of maize season is upon us, it's time to start thinking about resowing your pastures with reliable and fast-growing feed.

"As soon as maize comes off or summer crop is finished in autumn, the goal is to get new grass in as soon as possible. It is also important to have a particular emphasis on a good seed bed that has not been overly cultivated. This seed bed should be firm and weed free, to ensure new baby grass gets the best start in life," says Jen Corkran, Agronomist and Pasture Specialist for Barenbrug.

Waikato farm manager Josh Goodhew from Drumlea Farm agrees and says it's about the long-term plan when planting.

"Establishing a good seed bed is essential. We use a roller drill and make sure the weeds are under control, so spraying is vital," he says.

"After that, it's that first graze and getting that nip off at the right time. We are not grazing it hard."

Using a mix of hybrid ryegrass, Josh says each pasture is based on an 18-month plan, with the first few months carefully monitored for growth, and that first graze 'nip off' being of particular importance, as well as that crucial second 'real grazing' which is also not too hard.

The two early nip-offs helps to drive the tillering of the plant and ensuring good, strong pastures are created before the winter and risk of wet kicks in.

"You are going to get the most yield and persistence off the pasture if you set them up correctly."

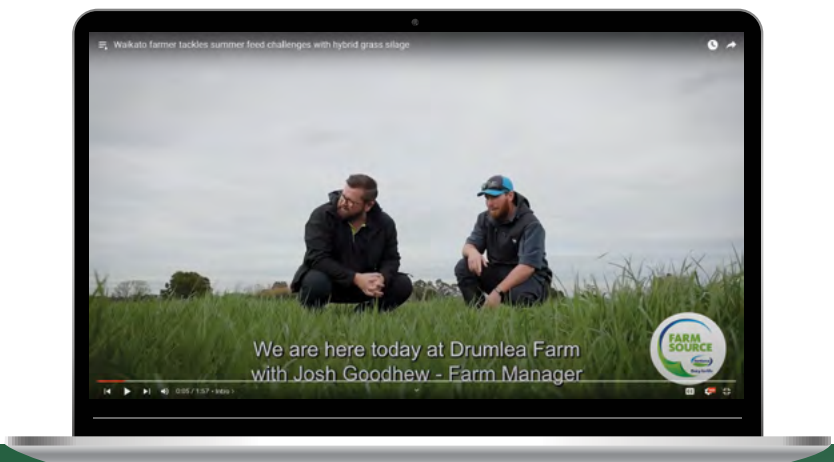
Barenbrug's Forge hybrid ryegrass is a great home grown feed solution, growing well through the vital winter period and also in the shoulders of the season, says Jen.

"We are increasingly getting hot and dry summers and often quite wet winters. Forge has really good shoulder season growth and we have developed Forge so from autumn through winter and into early spring, when feed is the most expensive, Forge is growing," she says.

Good pasture takes time.

A new pasture should not be considered successfully established until you have a dense, well tillered pasture that has survived a summer. This means it needs careful care and attention in that first 12-18 months of life, rather like us when we are babies! Pasture management through this time has a major impact on its future performance. From the first stages of planning, ensuring the first nip-off and first winter and spring grazing management is well thought out is vital, Jen says.

For support in planning your on-farm feed this season talk to your local Farm Source TSR, and check out our on-farm video with Waikato farmer Josh Goodhew and Barenbrug's Jen Corkran at nzfarmsource.co.nz/autumn



Handy hints for establishing good strong pasture from Barenbrug

- Target a 'nip off graze' of new grass as soon as the paddock is ready – to test this, mimic grazing the grass with the pull test and make sure plants do not pull freely from the soil.
- Ensure the first grazing is light and just takes the tops off tillers.
- For the second grazing onwards, remember new pastures grow rapidly and need frequent grazing to even residuals where possible.
- Apply small amounts of nitrogen to boost growth and tillering.
- Do an early weed spray in the new grass if necessary.

Knowing your numbers is key for the future

There's a lot of policy talk at the moment that has many farmers considering what they can do now, to adapt for the future.

One of the key pieces is to understand what your key profit and environmental numbers are, to identify improvements in your farm system. Your Farm Insights Report is a great resource for this. It may seem a little overwhelming, but by breaking it down you can easily get to grips with your farm numbers, and what these mean for your business.

Key numbers and where to find them in your Farm Insights Report

- Purchased Nitrogen Surplus - Page 4
- Nitrogen Conversion Efficiency - Page 7
- Emissions per milk solid (GHG/kg MS) and methane - Page 8 and 9
- Your profit is analysed through your operating profit per hectare.

Where do the numbers come from?

Your metrics and farm numbers are calculated from data you have already collected and submitted to Fonterra (or your dairy supply company or consultant) to meet regulatory requirements.

What should I do with these numbers?

Once you know your numbers, one of the key things to do is benchmark against other similar farms, which your Farm Insights Report does for you.

These benchmarks give an indication of what good looks like so you can see where you need to be, if you aren't already there.

DairyNZ has a range of resources to help, including regional graphs to plot your information on, allowing you to compare your farm at a regional level for operating profit, methane emissions and purchased nitrogen surplus.

DairyBase also allows you to gain a full analysis of your farm numbers, including benchmarking farm profitability.

What do I do next?

You might think everyone operates the same way, but your numbers are not the same as your neighbour's. So, once you know your numbers, look at your farm system and consider where you can create more efficiencies.



Find the areas that need the most attention, such as nitrogen fertiliser, imported feed or effluent, and determine what adjustments can be made to become more efficient and adaptable for future.

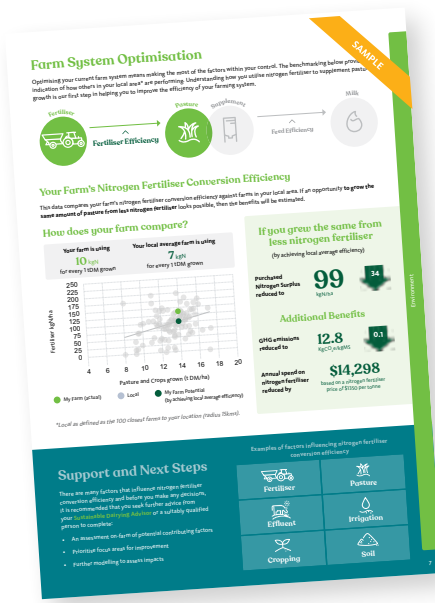
For example, a significant driver for methane emissions is total feed eaten, so this may be something to consider on your farm. Any practice that increases feed use efficiency will reduce emissions, without affecting farm profitability.

This would include reducing the amount of feed going to unproductive animals by improving reproductive performance or reducing feed going to maintenance, by increasing per cow production.

DairyNZ's regional teams are always happy to help, so if you have any questions or want support, contact your local team.



For more information visit dairynz.co.nz/knowyournumbers



DairyNZ is running regional benchmarking events in March and April, so keep an eye on your local DairyNZ events calendar and come along.

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NO RUSH

How to get the best out of autumn spray-out

Imagine looking at a bare paddock in autumn, one that has just come out of summer crop and is now destined for new permanent pasture.

You could see a piece of land doing nothing and find yourself itching to get the drill out straight away.

But after helping farmers through many autumns of pasture renewal, seasoned Farm Source Technical Ag Specialist Jarno Sammet encourages you to see something different this year.

“That bare paddock can do so much for you, if you just give it a bit of time,” he says.

“Waiting two weeks for any weeds to freshen, and a final CRUCIAL™ spray to take effect, often goes against the grain when you just want to get new grass in the ground as quickly as possible.

“Permanent pasture is a 10-year crop, however. And that bare paddock represents your last chance to control weeds before you sow it. The time needed to clean it up properly now is nothing compared to the value you’ll get back over coming years.”

He’s talking about controlling rhizomatous grass weeds, like couch in particular, the

number one issue for farmers in the area he covers from Pukekohe to Tokoroa.

“Getting rid of couch in new pasture is impossible! And it’s much easier to kill in autumn than in spring.”

Allowing time for a proper spray-out before drilling new pasture is also really important in establishing a pasture containing forage herbs.

“Once you’ve sown a pasture with chicory or plantain in it, chemical options for controlling weeds later on are very limited. For those sorts of mixes, this last spray out is more important than ever.”

Another good reason to not rush the process? “If the paddock has come out of any crop, remaining weeds will be stressed because they’ve been under a canopy, it’s been dry and in maize paddocks, they’ll be covered in dust from harvesting. They need time to freshen and get cleaned up so you can get a good kill.”

For those of you replacing summer chicory paddocks with new pasture this autumn, Jarno has one more great tip.

“Chicory can be really hard to kill! There is no way of cutting corners if you want a good chicory spray-out. You need to wait for really good leaf cover, and you need a good glyphosate product.”

This is where high strength CRUCIAL from Nufarm comes into its own, he says. With three glyphosate salts in one formulation, and rapid translocation to the root zone, it is ideal for preparing chicory paddocks for new grass.

The 15-minute rainfastness that only CRUCIAL and Pulse Penetrant can offer is also invaluable in autumn, he says. “It’s awesome if you need to work between rain showers. You can pull spray jobs off you’d not be able to do with other products.”

Paddocks sprayed with CRUCIAL can be grazed, cultivated or drilled just one day after application for annual weeds, and three days for perennial weeds. For more advice on establishing great pastures this autumn, talk to your TSR or visit Farm Source today.

CRUCIAL™ is a trademark of Nufarm Limited. Pulse® is a registered trademark of Nufarm Limited.





Many positives from diversity in organic pastures

Diverse organic pastures can keep costs down, simplify on-farm practices and create happier cows, says Manawatu dairy farmer Sam Hogg.

The sixth-generation farmer who runs the 240ha Mingiroa Farm near Halcombe says the move to organic practices was a natural one, as it matches his family's own values and beliefs – with organic vegetable growing an important part of the family's past farming operations.

"It was a natural move for us. We started the organic conversion in 2017 after coming together as a family and discussing our way forward. The industrial model just wasn't for us, and this was the most ideal option for us, that matched our values as a family," he says.

Pasture management is a huge focus for organic farming, with an understanding that how things grow above ground are often a reflection of what's happening in the soil.

Creating diversity within pasture has been a success for Sam, who says the mix

of species is great for holding high quality feed for a longer period of time in comparison to a typical ryegrass clover mix, which gives much more flexibility in grazing options. Silage yields of decent quality have been harvested at 7.5TDM per ha.

"Our base mix we use is timothy, phalaris, fescue, cocksfoot, a couple of Italian's, prairie grass, some red and white clover along with plantain and chicory. Depending on whether we are sowing spring or autumn we can use annuals to get both a bulk of feed but also to kick start the microbiology of the soil. Diversity up top translates into diversity down below. Diversity is key for the health and resilience of natural systems," he says.

Fertiliser used on crops differs from the traditional urea, nitrogen or phosphates, instead lime and fish fertilisers enrich the soil and feed fungi and bacteria which in turn feeds the plants.

"Not only is our farm in good health, but our animal health costs have decreased a lot too, basically halving per cow. Our grazing rounds are longer, so we are not whipping as round as fast, ensuring better

▲ Manawatu dairy farmer Sam Hogg on the Mingiroa Farm he runs. Image credit: Dan Henry.

pasture growth and per cow production is comparable to where they were under an industrial model."

"The systems we use now really work for us. It saves us money, and time, and we know the health of our farm is better for it. Our cows are grazing better, and they are happier cows. Our pastures hold on longer in the summer and can handle more water in the winter time. Our nutrients are cycling and we can see this with both the evenness of the grazing but also the recovery of the pasture. The farm is so much more resilient for having made the conversion. We're still learning and still tweaking but are all stoked with the progress we've made in a short amount of time."

For more information on conversion to organic farming practices and the support available from Fonterra, contact your local Farm Source team.

More feed, reduced environmental footprint

Given the current situation of high feed prices and low silage stocks, minimising silage losses is critical this harvest season. Silage losses can be a significant hidden cost to farm businesses, with valuable nutrients lost during fermentation and feed out.

The top metre of a stack will typically lose 20% of its original dry matter under conventional black and white plastic due to the presence of oxygen and subsequent heating. For a 12m x 50m stack this is over 26 tonnes of dry matter lost, which can be over \$9,000 worth of silage. We cannot see these losses as they often 'disappear' as heat and gas.

Not only does this loss of dry matter reduce the quantity of silage, it also significantly reduces the quality. The spoilage organisms take the nutritious parts of the feed (starches, sugars and proteins) and leave you with less nutrient dense silage that has lower palatability and has an increased risk of mycotoxins. These mycotoxins can be incredibly

harmful for the health and production of animals.

Advanced technologies in oxygen barrier plastic films and UV protective covers have been shown to significantly reduce surface spoilage. To ensure you see a benefit from using a film it is important to look at the oxygen transmission rate (OTR) data. Oxygen transmission rate determines how much air gets into the silage once a stack is sealed or a bale is wrapped. The lower the number the better; low oxygen transmission rate means less oxygen in your silage, which results in less spoilage.

SiloStop® Orange oxygen barrier technology from Nutritech has an oxygen transmission rate of less than 5 cm³/m³/24hrs compared to more than 300 cm³/m³/24hrs for conventional plastic such as black and white. One layer of SiloStop® is therefore equivalent to 60 black and white plastic covers stacked on top of each other when comparing on an oxygen transmission rate basis. Some 'cling-film' type products have a significantly higher oxygen transmission rate than traditional black

and white plastics, so it is important to understand what you are buying.

Improving silage quality does not need to come at a cost to the environment. In fact, it is possible to significantly improve the quality of silage while using one third of the plastic by using SiloStop® Orange Oxygen Barrier Film under the strong and durable SiloStop® SupaCova UV Cover.

SiloStop® Orange is applied fresh each year and can be recycled through Plasback® recycling scheme, while the woven SiloStop® UV Covers can last for 6-7 years when well looked after. SiloStop® Gravel bags are proving a popular alternative to tyres as they are often more effective at sealing the edges, are easier to handle and are more friendly on the environment.

These innovative silage technologies can have a significant positive impact on reducing farm waste for New Zealand farm businesses, while at the same time putting more feed 'in the bank' this season.

For more information on how you can make SiloStop® covers work for you, visit your local Farm Source store.

SiloStop® Orange is applied fresh each year and can be recycled through Plasback® recycling scheme, while the woven SiloStop® UV Covers can last for 6-7 years when well looked after. SiloStop® Gravel bags are proving a popular alternative to tyres as they are often more effective at sealing the edges, are easier to handle and are more friendly on the environment.

¹ Wilkinson, J.M (2002). Effect of triple co-extruded film (TCF) on losses during the ensilage of ryegrass. In: Proc. XIII International Silage Conference. Ayr, Scotland.

² Assuming 220kgDM/m³ and the silage is valued at 35c/kgDM.



▶ SiloStop® Orange Oxygen Barrier Film
▶ Woven SiloStop® UV Cover and SiloStop® Gravel Bags



ZincCheck saves potential production losses



Taking a proactive stance against Facial Eczema (FE) can save losses in milk production, with even low level subclinical invisible FE costing one kilogram of milksolids (kgMS) per cow per week, while severe FE can more than double that, says Fonterra Senior Veterinary Manager Mike Shallcross.

While there is no cure for FE, being proactive with preventative measures can help to protect your herd, with zinc recognised as the strongest protection currently available.

The warmth of the summer season heralds the unwelcome prospect of high spore counts in pasture, resulting in increased risk of FE. In such warm and moist conditions, the toxic spores of the fungus *Pithomyces chartarum* start to grow rapidly amongst the leaf litter where they represent a grave danger for ruminants. Once ingested by the animal, the fungal spores wreak havoc as they move through the blood stream towards the liver creating irreversible damage along their path.

Most New Zealand cows are not getting enough zinc to maximise their defence against the disease because there is a threshold zinc levels need to reach in the blood to achieve protection, Mike says.

“What we found when going around and actually blood testing cows all over the country, is even though the farmer was giving zinc and thought they gave enough of it, something was going wrong between the bag of zinc arriving on farm and the zinc ending up in the cows, and the cows weren't actually getting the dose we would consider to be protective,” he says.

“If you're not giving absolutely the right dose, then you're not getting any protection. Even though the zinc dose ramps up and up and up, there's a threshold. At some point, it crosses over and it's protective, but if it's not protective, it's not protective.”

Looking back at previous seasons when FE has hit New Zealand farmers particularly hard, Mike recalls instances where farmers were caught out because they'd only ever had a couple of clinical cases, so assumed their zinc dosing was right. However, he warns that FE is a “tip of the iceberg” disease, and that even if a farm only has a small number of animals with skin disease, there are likely to be many more sub-clinical cases, which is where the majority of production loss comes from.

“Because there were no overt signs on the outside of the animals, they thought they were FE free, but actually, there was subclinical damage happening. Without

checking for liver damage, there's no way to know how bad it really is.”

But farmers don't have to wait for clinical signs of FE to present themselves to assess their zinc dosing. Fonterra On Farm R&D Project Manager Paul Jamieson says ZincCheck can do the job for them.

ZincCheck takes a herd-level approach, with a bulk milk test to determine if at least 70% of the herd have enough zinc in the blood to pass across into the milk, Paul says.

“We use 70% because the natural variation we see in the herd means some animals won't be getting that high and some will be higher, but by testing the sample we can determine the level of zinc and then take that back to the research done and it will indicate whether you've got insufficient zinc, sufficient zinc, or if your herd is potentially moving into the toxic levels of zinc.”

ZincCheck is only \$99 per test and the first one is free for Fonterra suppliers. It's easy to book online and saves the worry of cows suffering subclinical impacts without knowing.

Head to nzfarmsource.co.nz/ proactive to find out more and book your ZincCheck.



Learn more about preventing FE on farm by tuning in to our two online live Q&A sessions this February – scan the QR code for more information and to register.

SEASONAL FOCUS LIVE Q&A'S



A dangerous liver disease, Facial Eczema (FE) causes pain and stress to cows, a significant drop in production and can force you to dry off up to 60 days early.

Join us online this February for live Q&A sessions to discuss zinc dosing, spore measurement, subclinical facial eczema impact and ZincCheck, the Fonterra exclusive milk sample test for herd zinc levels.

Session one – ZincCheck and spore measurement

1st February, 12.30 – 1.30pm

- Join us to discuss the subclinical signs of FE, the development of ZincCheck and key findings from year one, as well as spore count measurement.

Session two – Zinc dosing methods and FE management. Presented with SealesWinslow

16th February, 12.30 – 1.30pm

- Tune in for a conversation to discuss facial eczema and the merits of different zinc dosing methods.



Register by scanning the QR code and receive an email reminder before the event.

app.livestorm.co/farmsource

Find out more about managing facial eczema, ZincCheck, and shop our range online.

nzfarmsource.co.nz/proactive





Take the sting out of summer!

Cows become stressed when ambient temperatures exceed 20°C and the humidity rises. Regardless of the region you farm in, most animals are subjected to temperatures during the summer months that exceed 20°C. Cows prefer much cooler temperatures, and herds are uncomfortable when the heat and humidity arrive, particularly in January and February.



When stressed, cows are likely to have reduced appetite, lower milk production and a compromised immune system. Therefore, leaving cows to defend for themselves under these conditions can lead to significant production losses and impact their cow's well-being.

Herds need help when they are under pressure and still lactating. To improve your cow's comfort level, ensure you provide support in the following ways.

Water

Have access to plenty of palatable water all day, every day.

Shade

Easy access to shade during the heat of the day.

Feed

Available quality feed and supplements to support lactation.

Minerals

Daily access to minerals and trace elements to support post-peak lactation.

Improve water intake with

Caramillo Masking & Flavouring

Agent

When cows don't drink enough water, the result invariably shows in reduced milk yield, loss of appetite and body condition. Therefore, dehydration is a severe concern, and water intake should be monitored during hot, humid conditions.

Water intakes can be further reduced if unpalatable water is from the presence of high iron deposits or water treated with bitter tasting zinc sulphate. Dosing Caramillo to mask unpleasant tastes and encourage cows to drink water is an effective strategy. Dose 20 – 40mL of Caramillo for every litre/kilogram of zinc or product. For example, every 10kg zinc sulphate administered by a Dosatron requires only 300mL Caramillo.

Take the heat out of summer with

Nutrimol 4n1 or Nutrimol Classic

The seaweed *Ascophyllum nodosum* found in Nutrimol has been researched to measure the results dosing daily in the aid of reducing heat stress. There is some evidence that this marine plant may decrease skin and core body temperature for short periods.*

Farmers around New Zealand continue dosing Nutrimol after mating, knowing that cows are very likely to feel the stress of the hot days. Users of the product say that cows appear to cope better and seem calmer with a daily 5-7mL dose.

For simplicity, dose Nutrimol via your Dosatron inline dispenser so cows have access every time they drink from the trough. Ensure you add Caramillo every time you dose zinc for facial eczema control; otherwise, there is a risk the cow's water intake will be reduced, therefore reducing the amount of zinc intake.

Dehydration in cows is a severe concern, and water intake should be monitored during hot, humid conditions. Using Caramillo to mask unpleasant tastes and encourage cows to drink water is a cost-effective strategy against dehydration and the treatment of facial eczema. For more information on heat stress talk to your local TSR or visit your Farm Source store.

¹L. B. Pompeu, J. E. Williams, PAS, D. E. Spiers, R. L. Weaber, M. R. Ellersieck, K. M. Sargent, N. P. Feyerabend, H. L. Vellios, and F. Evans. Effect of *Ascophyllum nodosum* on alleviation of heat stress in dairy cows. *The Professional Animal Scientist* 27 (2011): 181–189.

Tokoroa sharemilkers par excellence

Tokoroa 50/50 sharemilkers Josh and Kareena Sneddon attribute their ongoing milk quality achievements, and resulting additional payouts, in no small part to a shared interest in the Co-op's big-picture view of the future of the industry.

"We need to keep up with the times because if we don't, we're going to lose customers as a co-op. If we don't do it, other countries will," Josh says.

"We've travelled overseas – places like Denmark – and we saw what they were already needing to do and that was 10 years ago. If other farmers have to do it in the world, why wouldn't we?"



The Sneddon's achieved the highest milk quality standard – Te Tihi – within The Co-operative Difference' framework. A recognition of their ability to sustainably produce peak quality milk, netting themselves a higher milk price. "It's an extra \$12,000 in our pocket for doing it all properly," Josh says.

"Yes, the nature of dairy farming is definitely changing, there's a lot more compliance and we do have to record everything," he continues, "but it needs to be done, and the fact that Fonterra is willing to help us is even better. We've got to provide all that information to the likes of the district council anyway. For the Co-op to actually want to help us and make it so that we've got all the information is definitely a big benefit."

Josh refers to various teams of Fonterra support services in assisting with farm environmental planning and the Fonterra Dairy Diary app for keeping farm records. "I don't see it as any extra work. We have to do it all anyway, so it's just actually making sure we get it marked off and recorded properly. We have done our Farm Environment Plan. I've done it on two farms in a row now and I had no issues at all with either of them. Both plans were done by two different sustainability advisors and both were very straightforward and easy."

The Sneddon's also value their connection to their TSR. "He's on farm helping with the best decisions for the season. When it's time that we need information, we definitely see him more like when it's cropping season, we probably catch up once a month. He's coming out if we have any issues with bugs or plants not germinating or spray quality – he'll come out here and take a look and check what he can do to help. He'll also suggest different hybrids of seeds to use and try," Josh continues. "If he can't help, he puts us in contact with the people that can. Which was

definitely a huge help two years ago – we had a few issues with changing the way we planted our maize, and he got Pioneer here pretty quick to help and give their advice."

Josh and Kareena contribute back to the Co-op helping other farmers to learn how to use some of the Fonterra farmer digital tools, like the Fonterra Dairy Diary app.

"Vicky Wallace, our Fonterra Area Manager, organised some farmer training sessions. My wife and I have helped with a few of these trainings for other farmers at Farm Source, helping them learn how to use the app. For the recording of the fertilisers, animal health treatments, and just getting familiar with it. Everyone's found that that training has benefited them. They've all been pretty happy with what they've gotten out of it."

Today & Tomorrow

Success starts with your farm.



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[fonterra.com/
todayandtomorrow](https://fonterra.com/todayandtomorrow)



Outlaw Pour On

- Effective and Efficient

Nutrition and effective roundworm parasite control are essential for successful dairy farming in New Zealand. Heifers reaching target liveweights will produce 8.5kgMS more in their first lactation than if they are 10% below target¹.

In a 2012 study, the importance of fully effective anthelmintics in young cattle systems was illustrated. In brief, R1 Friesian bulls treated with a fully effective anthelmintic had a daily weight gain of 100 grams greater than those treated with a less than fully effective anthelmintic, resulting in a six kilogram difference after 60 days³.

Along with grazing management, roundworm control is achieved through the strategic use of effective anthelmintics or drenches. Combination drenches containing a macrocyclic lactone (ML), such as abamectin, eprinomectin and levamisole, are recommended for use in cattle under 15 months of age², as the ML is very effective against *Ostertagia* (roundworms) while levamisole is very effective against *Cooperia* resistant to MLs.

Cooperia is the most common parasite of young cattle with widespread high-level resistance to MLs recorded throughout New Zealand².

In addition, the use of combination anthelmintics are thought to slow the development of resistant to the actives in the combination

While oral drenching is considered the most effective way to deliver drenches in terms of parasite control, the practicalities of dosing animals over 200kg means that pour on products have gained widespread acceptance amongst farmers, being quick, safe and simple to apply correctly.

One pour on product which fits these requirements is Outlaw Pour On.

Outlaw Pour On contains 10g/L abamectin and 200g/L levamisole, and has registered claims against all-important roundworm parasites, including ML resistant strains, lungworm and sucking lice in cattle.

Treating yearlings (R2's) in early spring can remove inhibited *Ostertagia* to maximise weight gain which will not only increase fertility but enable the calving weight and BCS score to be reached well before calving.

Outlaw Pour On has a dose rate of 1mL/20kg with withholding periods for both milk and meat set at 42 days.

Ask your animal health advisor for recommended parasite management practices for your area to reduce the development of resistance. It is advisable that a resistance test be conducted regularly when using any parasite treatment.

For more information on Outlaw talk to your local Farm Source TSR.

¹ "Heifer management: The impact of undergrown heifers", L McNaughton, T Brownlie, S McDougall. Proceedings of The Society of Dairy Cattle Veterinarians of the NZVA Annual Conference, 2014.

² Wormwise Technical Manual 2019.

³ Leigh, J. et al. (2013). The effect of ML resistant *Cooperia* in healthy cattle. Proceedings of the Society of Sheep and Beef Cattle Veterinarians of the NZVA, Proceeding of a Combined NZVA Conference of the Society of Sheep and Beef Cattle Veterinarians (Jan).

The practicalities of dosing animals over 200kg means that pour on products have gained widespread acceptance amongst farmers, being quick, safe and simple to apply correctly.



Registrations open for QCONZ Animal Wellbeing training course



Expressions of interest are being sought for the next round of an animal wellbeing training course presented by QCONZ in collaboration with UCOL, Fonterra and DairyNZ.

The Certificate in Animal Wellbeing (Dairy) Level 4 is designed for farm owners, managers and 2ICs and focuses on dairy cattle wellbeing beyond welfare compliance. The course has a strong focus on all the benefits to be gained through affordable, practical, good animal care practices.

In addition to learning a simplified version of condition scoring and detection of early signs of lameness, the course covers heat stress management, time budgeting and animal wellbeing planning.

The training involves some online learning coupled with a one-day workshop, followed with a skills practice and an on-farm assessment.

Waihi-based vet tech and Fonterra farmer Roanna Goodwin attended the course recently with a group of local farmers, managers and 2IC's and said it was really worthwhile.

"Everyone I attended with walked away with a better understanding of where the wellbeing industry is going, in particular looking at lameness scoring and other scorings," she says.

"It was great having the practical aspects and to see examples from other farms and compare to how they are doing it. A lot of them who had been wondering how well they fared realised they were doing well. It was quite encouraging for them."

Roanna encouraged other farmers to give it a go.

"It's a great course and the practical element makes it even more interesting. I encourage others to register."

To register your interest, head to awb.qconz.co.nz and for any further queries please contact QCONZ via 0800 726 695 or training@qconz.co.nz



Quick certificate info

Location:

Via QCONZ with a blend of online learning, a one-day workshop, followed by skills practice and an on-farm assessment.

Duration:

Eight weeks.

Fees:

Fully funded.

Suitable for:

Owners, managers and 2ICs.

Course focus:

Wellbeing compliance and the benefits gained through affordable and practical animal care practices.

TURN YOUR FARM SUPPLIES *into* SUMMER BUYS

We've stacked our online shop with loads of summer essentials so it's the perfect time to redeem your Farm Source Reward Dollars.

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BINOCULARS
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BLACK+BLUM EXPLORER BOTTLE
FROM F\$105



ORVIS FISHING GEAR
FROM F\$341





APPLE WATCH
FROM **F\$480**



LEDLENSER
MH10 RECHARGEABLE HEADLAMP
FROM **F\$254**



TREK 2023 FUEL EXE 9.7 SLX/XT
E-MOUNTAIN BIKE
FROM **F\$11,580**

TITLEIST GOLF BALLS
FROM **F\$72**



Rewards
TURN *your* MONEY INTO MORE

Best practice protects high milk quality

New Zealand is renowned for its dairy exports – our milk is some of the finest in the world and that's because of great work our Fonterra farmers complete every day within the farm dairy. This is verified by frequent milk quality testing and robust auditing processes, says Farm Source Regional Food Safety and Assurance Manager Grant Rudman.

"Milk quality, and all that leads to it, is a key focus for our farmers, and we work hard to support them with that," says Grant.

Here are our top tips for protecting your milk quality while getting through the end of summer and heading into autumn.

It's time for spraying so secure your paddocks

Most agrichemicals have withholding periods post being applied to pasture or crops, which cows must not graze before this withhold has expired. A worst-case scenario is cows get into the wrong paddock following spraying and end up having to enter a withholding period. This is a significant risk if agrichemical compound ends up in the supply chain, as it can affect thousands of tonnes of products. To avoid this, make sure sprayed paddocks are clearly marked for all staff to see clearly.

"MPI requires any animals thought to be affected by sprayed paddocks or crops to enter a withholding period. This can create a significant risk to your business," says Grant.

- Ensure the clear labelling of sprayed paddocks – NuFarm have bright red and white tag-style signs available complimentary for you – ask at your local store.
- Make sure you store your agrichemicals safely and away from the farm dairy – non-approved chemicals such as insecticides, fungicides and herbicides must not be stored within 20m of the dairy and must not be stored with chemicals approved for use in the farm dairy.
- Empty agrichemical containers must not be reused for anything in the farm dairy.

- In the event that cows graze a sprayed-out paddock under a milk withholding period, or you have concerns there is a food safety issue due to agrichemicals, add a lock to your vat and contact Fonterra on 0800 65 65 68 to complete a risk assessment.

Reduce the risk of thermophilic downgrades

Thermophilic bacteria are heat resistant bacteria that can survive pasteurisation. As they start to grow, they can reduce the shelf life and impact the flavour of a product. Early intervention is the best tool for prevention of thermophilic downgrades. Keep an eye out for perished rubberware, or protein build up within the interior of the milk silo due to ineffective hot washes.

"Key areas to check for protein include the milk line and receiving can of your milking plant. Within the vat check the inlet and outlet, everywhere around the manhole door, plus the non-return valve and the agitator paddle," Grant says.

Thermophilic downgrades tend to increase throughout the warmer months as thermophilic bacteria like warm temperatures.

Keep an eye on your

Fat Evaluation Index

The Fat Evaluation Index (FEI) indicates the suitability of milk fat for processing and to meet customer requirements. The FEI downgrade system was developed to help farmers deliver milk to the Co-operative that can be manufactured to meet customer specifications.

The FEI downgrade system includes two different tests. The first is a rapid, low-cost screen that provides a daily result reported as a 6-day average. The second is a precise, more expensive confirmatory test approved for applying downgrades. Both the screen and the confirmatory tests are managed by MilkTestNZ. Subsequently, a downgrade milk quality will apply for any confirmed rating over 9.01.

Correct feed ratios are essential here, says Grant, who recommends talking to your TSR or feed representative for more information on creating a strategic feeding plan to ensure your FEI results are where you want them to be, and in the meantime:

- Watch out for variation in fat content of different PKE assignments
- Feed low FEI feeds for lactating cows
- Dry-off poor producing cows
- Check the ratio of PKE to total intake.

Protecting your milk quality is just good business. For more information, contact your Farm Source TSR or pop into your local store.



Rewards Christmas

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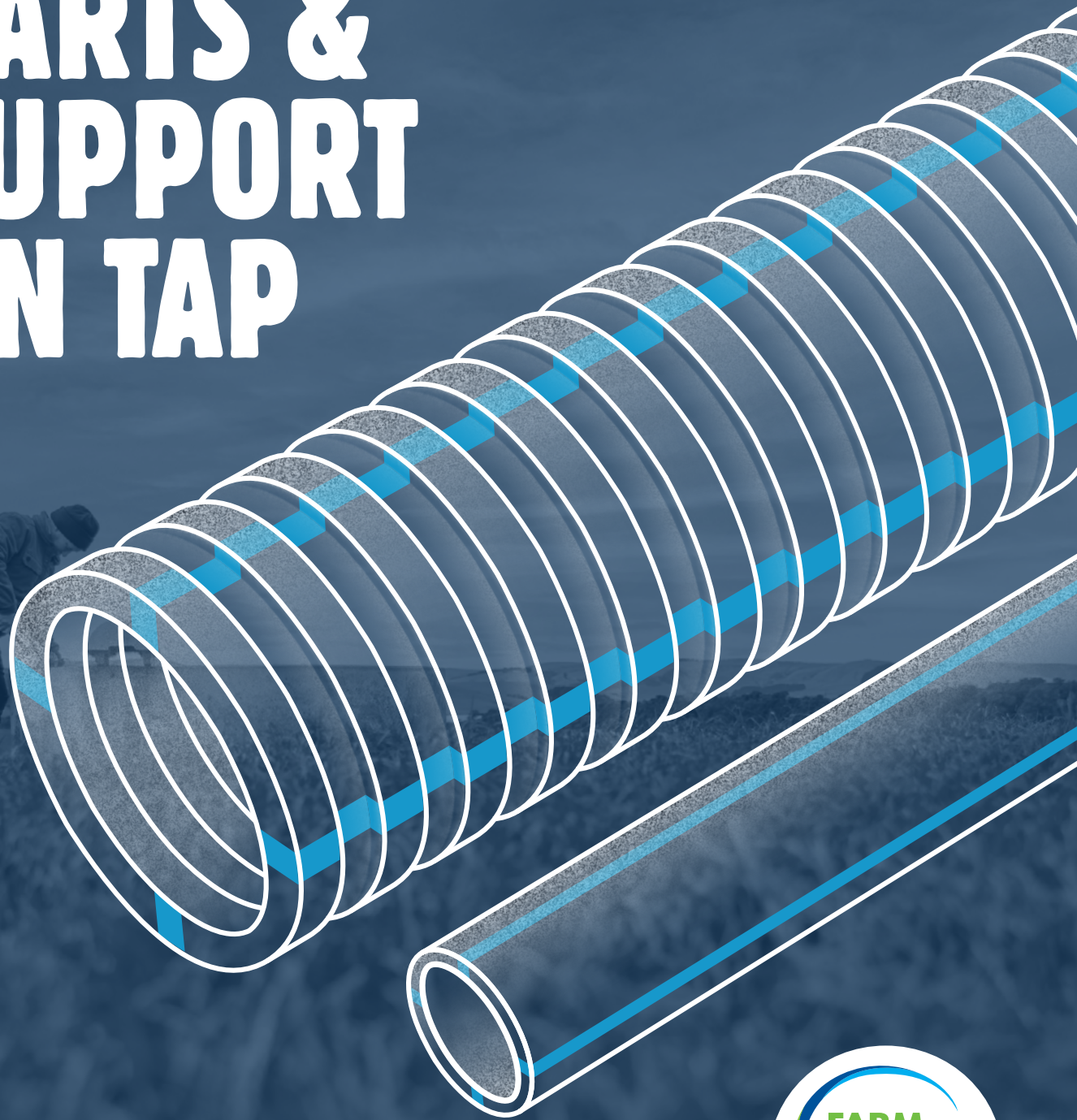
Fonterra
Dairy for life

Sometimes
— IT TAKES —

PARTS & SUPPORT ON TAP

When it comes to water management, parts are only the beginning. We also supply a constant flow of advice and extra support when you need it. Whether you are planning ahead or responding to a problem that needs an immediate solution, we can help.

Visit nzfarmsource.co.nz/water



Smart water use in the milking shed

Water – it's a vital component of any farm operation and even more so over the warmer months of the year. Ensuring your machinery and systems are running efficiently is key. While the topic of water efficiency is quite widespread when it comes to on-farm operations, for now, let's narrow it down to your milking shed.

Here are some handy tips to help you both reduce your water use, while ensuring heightened efficiency in your shed.

How you can reduce plant and vat wash water usage

- Ensure all refill tanks and cylinders have an automatic shut-off to avoid overflows
- Consider heat exchange or pre-heating to improve energy efficiency
- Hot water used for plant clean-up can be reused for any cleaning around the dairy shed, for example, washing out buckets, which saves on electricity as well as water use.

Ways to Improve yard washing efficiency

- On warm, sunny days, pre-wet the yard with a hose or sprinkler to help prevent dung from sticking and using more water to clean up
- Use a scraper or a chain (inside an old yard hose) on the backing gate to break up dung before hosing
- Wash the yard after each milking
- Work the hose water actively and close to the effluent

- Hose the yard with high water volume under low pressure so you are pushing effluent not spraying it around
- Include a timer setting on the yard wash-down pump. Set a time standard for wash-down and train staff to achieve it
- Consider capturing excess cooler water (that would otherwise go to waste) in another tank or tipper drums for yard wash.

Agritech Monitoring Services

Water monitoring services are available and can be billed through your Farm Source account. Simplify leak detection, compliance monitoring and irrigation control with the right system: Farm Source has partnered with Levno and Halo to offer Fonterra Farmers the ability to control and monitor on-farm water, with exclusive deals.

Halo

Halo can provide a variety of water systems to suit each individual farm, bringing their decades of expertise and knowledge on-farm, ensuring the right water monitoring system can be used to achieve the right result, with the ease of a remote-controlled system with remote command.

- Leak detection, compliance monitoring and irrigation control can be difficult but HALO water systems give you the ability to control and monitor your on-farm water
- Monitor conditions such as water level or flow at a local, remote, unattended or inaccessible location
- Control equipment by remote command
- Compatible with water filtration and purification systems.

Levno

Levno for Water Supply, Tank and Usage monitoring products will help you to optimise water use, ensuring your operation can run productively and sustainably.

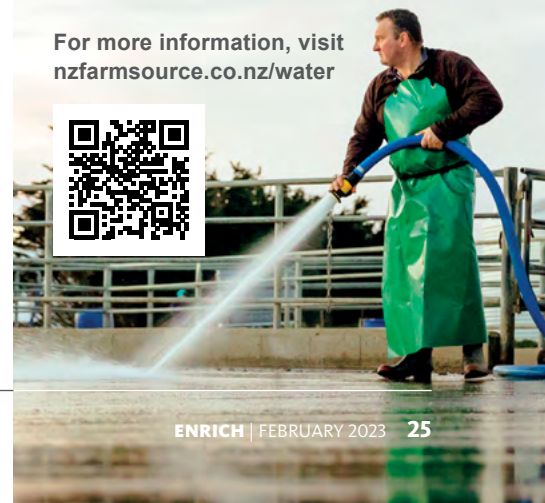
Levno's supply, tank and usage products can be used individually or in combination. There's a cost-effective solution to suit every property.

With the Levno App, you'll be able to monitor your water remotely, from wherever you happen to be!

- Track water take from your supply and meet consent requirements. Understand your property's historic water usage. From \$25 per month, per meter
- Have peace of mind knowing there's always water in your tank. Be alerted when volume reaches a low or a high level. From \$25 per tank, per month
- Know water is getting to where it's needed. Pinpoint leaks, so you can fix them before they become a crisis. From \$25 per meter, per month.

We recognise that no two farms are the same so if you have a question about your water needs, you can reach out to your local Sustainable Dairying Advisor or Farm Source store.

For more information, visit nzfarmsource.co.nz/water





Creating a positive legacy

“It is a given that we need to leave a better future for those to come. It’s a balance of looking forward, while also focussing on the now. People need to reconnect with their environment, wherever they are from.”

Pūniu River Care Inc’s (PRC) Pou Tiaki Quinton Tunoho says leaving a strong environmental and cultural legacy is essential for those generations coming behind us, and for the health of our waterways.

A huge part of this is working collaboratively and sharing knowledge with those seeking to undertake the same restoration work, he says. At a recent open day at PRC, visitors, farmers and landowners were able to meet face to face with the team who take care of growing and maintaining the plants at the nursery, and the team who does the planting and maintenance out in the field, and see first-hand how PRC operates in part with their purpose designed training programme. A forum session with the executive team of PRC, that went for more than two hours was also held and was very well received he says.

“We ran it as a Q&A session and it gave us a chance to share what we have been doing and answer lots of questions, and those who were there from other groups

could also jump in and say what had worked for them. There isn’t one solution for every project, so finding out what has worked for other groups has been great, and people came away with some really good information,” he says.

Knowledge is power, and “the better we can do, the bigger impact we will have”, he says.

PRC was established in 2015 by CEO Shannon Te Huia (Ngāti Paretekawa, Ngāti Maniapoto), and four marae that sit along the Pūniu River, including Mangatoatoa Pā, Rāwhitiroa / Ōwairaka Marae, Aotearoa Marae and Whakamaramara Marae.

The kaupapa (purpose) of PRC is to enable the local community to be involved in the environmental restoration and enhancement of the Pūniu River catchment, the wider Waipā and lower Waikato catchment areas, while providing employment and work experience opportunities for local people.

The overall vision of PRC is ‘safe places, healthy water, healthy people’.

Each day its crew of staff and students gather at their marae base near Te Awamutu for a morning panui (meeting) and karakia (prayer), along with wise words from their resident kaumatua before heading out to work in the nursery. Thousands of plants

are tended to each day, from seedling trays to established plants ready to transfer to planting sites. Their operation has gained a strong reputation for growing strong native seedlings, with hundreds of thousands of plants grown in the past year alone.

“We are now growing to be a reliable plant supplier for the whole country. Along with this, we are working to ensure our operation is zero waste. We have a focus here that nothing gets wasted, it all comes full circle,” he says.

Each growing season PRC works across four major projects, and the past season saw plantings at retired land on the outskirts of Waikeria Prison, along the Pūniu River, and more. Every day is also a teaching opportunity for the team and the wider community.

For more information about the Pūniu River Care group and its work, visit puniuinc.org



PŪNIU RIVER CARE INC.
A REGISTERED CHARITY

Give your effluent a new life

Effluent collection, storage and remediation of dairy shed dung and urine wastes is the right thing to do from an environment and water catchment point of view. However, managing and optimising effluent ponds and tanks is a challenge – especially given ever-increasing water standards and compliance requirements from local authorities.

Common problems include smell, top surface crusting and sludge formation in tanks and inground effluent ponds. In particular, the undissolved solids in effluent can clog filters, pipes and pumping equipment, and mechanical clearing risks damaging the seal of pond liners or clay-based systems.

Additionally, inefficient tanks and ponds require frequent emptying or cleaning, which can be time consuming. Plus, without an efficient system the valuable soil and animal nutrients in ponds and tanks are locked away and unavailable for reuse.

These downsides are just some of the reasons New Zealand-owned company MicroBio Solutions developed Effluex – a natural bacterial product available by monthly subscription.

The New Zealand-based company provides the anaerobic and aerobic bacterial mix in a powder and liquid form, thrown and poured into a tank or pond every month.

The naturally occurring and concentrated micro-organisms expedite and enhance what happens normally, but which can be overwhelming in the protein-rich effluent. Both the 250-gram (g) powder water soluble pouches and 500-millilitre (mL) liquid bottles have a five billion CFU/g bacterial count (Colony Forming Units).

The amount of Effluex required is based on the peak number of cows milked in a season. The anaerobic bacteria break down the solid wastes into many of their various compounds. These include ammonia, methane, hydrogen sulfide and about 200 other compounds.

The aerobic bacteria can then work their magic and break down these compounds to usable nutrients and minerals. These are dissolved in a nutrient-rich water able to be discharged through irrigation or another system onto pastures, and plants are immediately able to uptake the bio-available nutrients. Best of all, because no solids are being applied, Effluex-enhanced effluent, which is essentially a clear liquid, can be applied directly onto paddocks with no stand down period required.

Effluex has been tested and approved by Farm Source, and Fonterra farmers can access an exclusive offer with MicroBio Solutions saving 5% on the monthly subscription, while also earning Farm Source Rewards Dollars. All Farm Source account holders can bill Effluex through their Farm Source account.

Find out more at nzfarmsource.co.nz/effluent or by scanning the QR code.



Already seeing

the benefits

One farmer seeing benefits from MicroBio Solution's Effluex is Craig Hurst, who owns Te Waerengai Farm at Hamurana, near Rotorua. Farm manager Dan Wilson milks 950 cows on the property and says the difference in the farm's effluent ponds is substantial since starting to use Effluex a year ago.

The farm's effluent pond was causing a headache as it "wasn't sludgy enough to mechanically clean but was too sludgy to pump through the effluent irrigation system."

Effluex was introduced to the pond and the difference has been huge, says Dan.

"Before we started using it, we weren't getting a lot from the pond and it was barely going down at all – after using Effluex, we have had 75% less issues and it is producing a lot of beautifully clear fluid that we can use across the farm," he says.

"It is coming out thin as water and makes it easier to use on the paddocks. It is a lot more usable for the plants – it's a big change.

Before treatment



After treatment



Going digital with Dairy Diary

The Digital Dairy Diary app has been so popular with farmers being able to record their regulatory requirements that the paper copy Dairy Diary is being phased out by the 2025/26 season.

For almost five years now, Fonterra farmers have been able to record and submit their Food Safety Practices and Procedures online through the Farm Source website and complete their Monthly Hygiene Checks and recordings through the Digital Dairy Diary app on their phones. With the benefits of efficiency and transparency, more farms are submitting their practices and procedures digitally each farming year.

Those who have already submitted their Food Safety Practices and Procedures online and downloaded the Digital Dairy Diary app are already seeing many advantages including:

- Saving time as the Farm Dairy Assessor will review information provided before arriving
- Easy to build on existing data from previous seasons with no need to start from scratch again
- Key farm data is already stored for following seasons, and for as long as MPI requires.

Overall, the Digital Dairy Diary creates a level of better quality real-time data while still enabling the user to download the data and print if required. The environmental footprint is reduced by removing the printed hardcopy book, and simplicity is key – with all practices and procedures easy to view in the app once submitted via the Farm Source website.

The benefits continue into the wider community and throughout the country too as the information collated on the app supports Fonterra's market claims. The results grow and support market transparency and access, while supporting new opportunities.

By 2025, Fonterra hopes to see the Digital Dairy Diary app in use by all its farmers. The hardcopy book is gradually being phased out, with the current season being the last time the book is being sent to all farmers, unless a hardcopy was requested back in October and November when farmers were asked.

The book will continue to be available on request until the 2024/2025 season and throughout this time support will be readily available to those who require it.

Ongoing support is available through your area manager or the Farm Source Service Centre on 0800 65 65 65. Don't hesitate to get in touch.

Designed by farmers

for farmers

Northland dairy farmer Suzanne Brocx says the Digital Dairy Diary truly caters to what farmers need – with continuous improvements showing that Fonterra has listened to farmer feedback as time goes on.

"The digital support team are very responsive to farmer feedback. I am part of a user group and there is a great level of listening around what farmers believe would suit their needs better," she says.

Suzanne and husband Terence farm in Okaihau near Kerikeri, with a second farm in Ohaeawai, the larger farm (171ha eff) with 450 spring calving cows, while the smaller farm (75ha eff) has 200 autumn calving cows. Both farms use the Digital Dairy, alongside the paper copy for the last time this year.

"The app creates a really great way to have on-farm as well as off-farm visibility. Everyone can keep up to date with everything that is happening and its all stored in the one place – making it a simple way to get all the information you want when you need too," she says.

As someone who is technology-minded, switching to the Digital Dairy Diary wasn't complicated for Suzanne and says it's been very easy to train their staff to use it.

"All of our on-farm team are new this year, and they have picked up how to use it (and enter data where needed). The 'how-to' videos that are online are great. I sit down with our team and go through it, and they've adapted to using it well," she says.

Something else to note for those with limited on-farm internet coverage is that information loaded up while out on the farm would still download and update into the app when back in coverage or on wi-fi, she says.

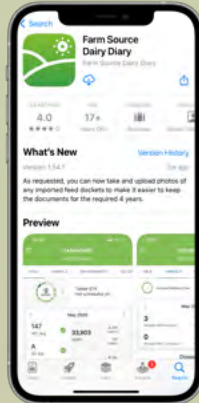
"That means you don't have to worry about when it uploads, you can just fill it in as you go and it will update later."



Get started with the Dairy Diary app

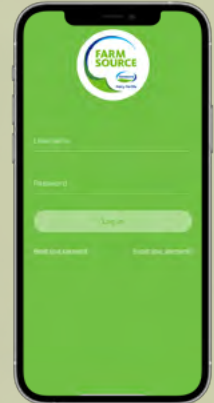
1. Download the Dairy Diary app from the App/Google Play Store

- Go to the App/Google Play store on your phones home screen
- Open and search 'Dairy Diary'
- Then click on download to 'Farm Source Dairy Diary'



2. Logging in to the app

- Open the app once downloaded
- Enter your login details which you use for the Farm Source website, or follow the prompts to reset your username or password
- If you have not created a Farm Source login, please visit nzfarmsource.co.nz to register as a new user



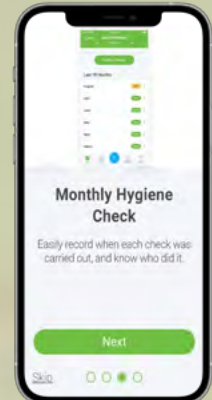
3. Accepting the Terms and Conditions

- Once logged into the app, accept the Terms and Conditions. Please take the time to read these before accepting or declining them
- Once logged in, you will have the option to allow push notifications. Push notifications will alert you for things such as prompts to complete your monthly hygiene check. These notifications can be turned off at any time in your phone settings



4. You are ready to go

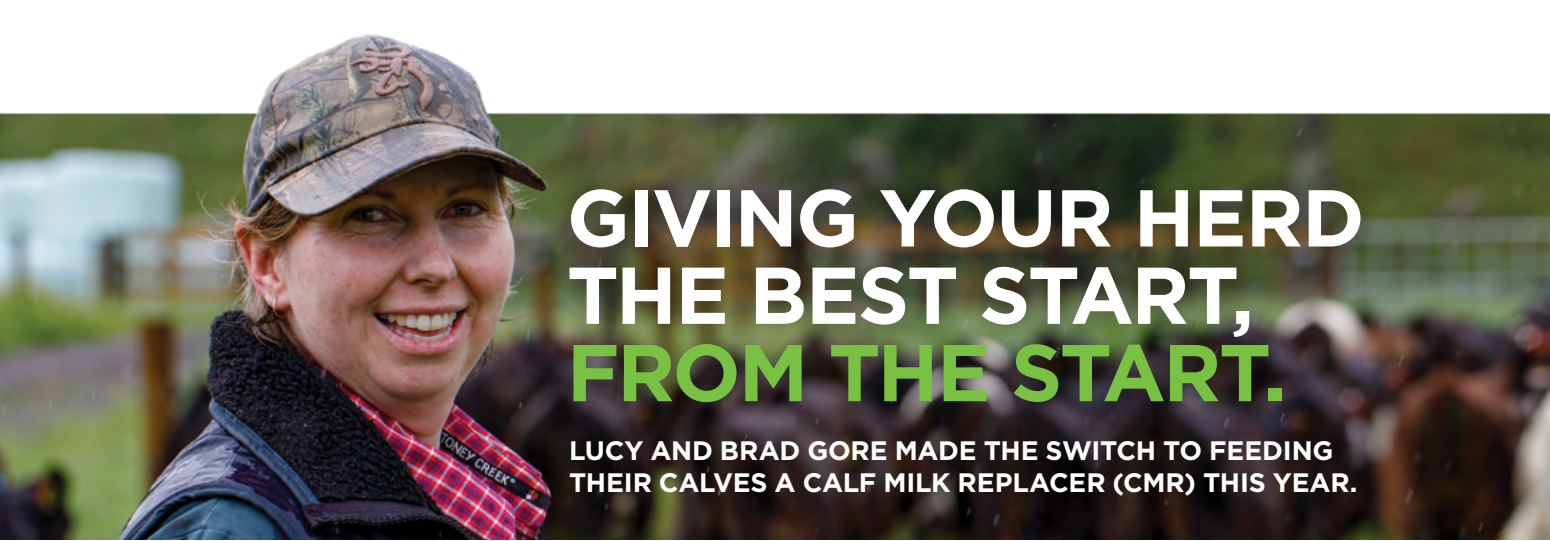
- You will then be taken through some brief features of the app
- Click next to work your way through the instructions
- If you wish to skip this you can simply select skip in the bottom left corner



For more information visit nzfarmsource.co.nz/digitaldiary or talk to your Farm Source team on 0800 65 65 68.

Download the Dairy Diary app





GIVING YOUR HERD THE BEST START, FROM THE START.

LUCY AND BRAD GORE MADE THE SWITCH TO FEEDING THEIR CALVES A CALF MILK REPLACER (CMR) THIS YEAR.

The Gores share milk 480 cows on Brad's parents 170+ hectare farm in Hinuera, Waikato. Until this year, they've continued doing what they've always done when it comes to feeding their young calves. "We were just feeding out of the vat," says Lucy. "But it was a good payout season which made it worthwhile to change. It was pretty much financially better to leave the milk in the vat and send it to the factory rather than take it out and feed it to the calves" she says.

The economics may have got them to consider calf milk replacers, but their experience with calf feeding this year has changed their perspective on its other merits. "We've always had the mindset of calves doing better from the milk straight out of the vat," Lucy says, "but we were pleasantly surprised and proven wrong that calf milk powder can actually do just as well." Speaking of their chosen CMR, Ancalf, Lucy continues, "It's almost identical to the raw whole milk and it contains a coccidiostat, as well as the vitamins and the minerals – a great combination.

"I'd say it's as good as whole milk. To be honest, I was probably expecting rougher coats and not filling out as well in terms of the body having good cover. Comparing weights from this year to last year, we're sitting around the same weight gains."

Ancalf is a casein-rich CMR that is similar to the composition of natural whole milk. Rearers and farmers like the Gores see the benefits of carefully selecting the right replacer. Lucy comments, "I spoke to some farming friends using Ancalf, they said they had really good results from it, and the casein that's in the Ancalf is really good for curding." She continues, "I guess that probably was the game changer, it sounded a better option for the calves rather than a whey product."

Research and asking farming friends helped the decision making process for the Gores, but it was a bit of added support from the NZAgbiz team that helped make it easy to get started. "Because it was our first time using Ancalf, Carla from NZAgbiz came out and took us through what rate

we should be feeding and how we should be transitioning. We found that a massive help."

"We were really impressed that it's easy to mix as well. We measured half the volume of warm water required for feeding into our McKee milk mixer trailer. Then we added the required amount of milk replacer. Once it was mixed thoroughly we topped up with water to full feed volume required. Aiming for the milk to be sitting around the 38 degrees for feeding.

"WOULD WE RECOMMEND ANCALF? YES WE WOULD DEFINITELY RECOMMEND IT."

LUCY & BRAD GORE

After their first season feeding Ancalf the Gores are convinced. "Would we recommend Ancalf? Yes we would definitely recommend it."



START WITH THE FUTURE IN MIND

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Good start, great finish

Hayden and Alecia Lawrence are milking a 400 cow, predominantly Friesian, split spring and autumn calving herd near Hawera in South Taranaki.

A conscious decision in 2019 saw them change the way they managed their herd breeding plan by adding a beef breeding programme over part of their herd, which increased the value of their non-replacement calves and reduced the number of bobby calves, which they saw as adding no value.

Prior to 2019, they used Jersey bulls over R2 heifers and to tail the main herd as a strategy to ensure easy calving. However, the resulting calves didn't generate enough return for the time invested, so Hayden and Alecia started looking for an alternative which maintained calving ease, while increasing the value of the resulting calves.

Although the change did add some cost and time at first, Hayden and Alecia had a vision that through learning and gradual improved efficiency; the value would outweigh the inputs in the long run.

These days, at mating time all their R2s go to Wagyu bulls, and the main herd has 7 weeks of AI (4 weeks Friesian, followed by 1 week of Wagyu, then another 2 weeks of short gestation Friesian), then the Wagyu bulls go out to tail the rest. All the Wagyu bulls are held on farm over a three-year lease period.

Hayden and Alecia initially ran their dairy and Wagyu calves separately but found there were greater time and cost benefits running all calves together, although admittedly the Wagyu calves proved a little more stubborn than they were used to.

The Wagyu calves are sold on contract at 95kg, and their Friesian-type bull calves are sold at 7-10 days old.

Their new approach to calves required some infrastructure improvements, so they altered their calf sheds to accommodate greater numbers and

added some more auto feeders. Shed redesign and auto feeders did take up-front investment but have definitely made life easier, and they're now at the point where it's paying back in total system efficiencies and labour savings.

While the redesign certainly made things easier, management is also a critical part of their success. To make their calf rearing operation quality, not just quantity, they use golden colostrum, which gives the calves a great start. All colostrum is tested in the shed prior to feeding to ensure it meets quality requirements.

Hayden says "we don't feed our calves, we manage them" which is a conscious decision in the way calves are first collected, fed and grown through to weaning.

The quality feed focus from colostrum to grass has given them the biggest gains in the efficiencies they were looking for, considering the cost and time of labour versus dollar returns for milk.

Through hard work, efficient design and use of technology, Hayden and Alecia are now able to produce quality calves at 95kg in 65-70 days. This provides a total system win-win with time saved and a cost benefit.

Another change Hayden and Alecia have made within their system has been the introduction of a 'smart bolus' system in their herd (SmaXtec). These rumen boluses generate temperature data which enables monitoring of animal health, and activity data which helps with both heat detection at mating time and monitoring of calving.

The system is able to identify cows within 12-24 hrs of calving, which provides an extra layer of monitoring and gives Hayden and Alecia more control. It enables cows to be drafted out daily and brought to paddocks around the house where they have plentiful space and feed for calving.

Hayden and Alecia find this early calving detection feature has led to a noticeable reduction in naval infections and generally a better early start for their calves. Another benefit from this early detection of calving is they don't do night checks anymore, so using this technology has more than paid its way in terms of work balance and better quality sleep during calving.

The couple are now into their fourth season of using SmaXtec to support their breeding goals and are approaching their seventh exit of Wagyu calves. They are always looking for greater efficiencies, by fine-tuning and tweaking their processes.

Their approach continues to be a great success, both in terms of income satisfaction – knowing they are adding value to their non-replacements – as well as time saved, and efficiencies added on farm at a busy time of the season.

In addition, the feedback on the calves they have sent away to date has been extremely positive with great marbling scores on the finished animals and growing demand for their animals.

With global interest in calf wellbeing rising rapidly, the Lawrences are well placed to be ahead of the game.



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All about *community*

When Shane Harris turns up to work every day, he doesn't have to look back over the fence to remind himself of his local community – the community is right there alongside him.

"We employ 260 people here on site," says Shane, Site Manager of Fonterra's Lichfield milk processing plant. "That's a significant number, but I guess it's more than that too, in terms of the connections that we have with the local community," he says.

"We've got people who have worked here since, what they call, the 'Club Mud' days. Lichfield was formed here in 1995 as a greenfield site and has been a prominent member of the community ever since. Back in the day, in 1995, there were two cheese plants built from the ground up involving a lot of the local community in terms of providing employment. In 1995 they were walking around up to their knees in mud, building this place."

The site is now nearly thirty years old, and into its third generation of staffers according to Shane. "There are a lot of relatives and relations, I've got three generations working here now. I think over time, and especially when we're in a community like we are, there's a lot of family connections. What you find, and what I love about working here is – and it's like that in the Co-operative in general – is that there's a real family feel on site," he says.

"In that time, we've also built some significant capability in our staff and invested heavily in their development. As a result of that, we have quite a strong connection on site to the Co-operative and people are proud of what they do and what they bring to the business every day."

The connection to the Co-operative goes beyond their passion for their work and their relationship to the site Shane says.

"I hear people talking about having just had a barbecue conversation or an over-the-fence conversation with one of our shareholders. I'd probably hear one or two of those each week here on site. Maybe it's because we are rural that our staff are more embedded in that rural community and connected to our shareholders, so there's lots of discussion that goes on about the business and how we're performing," he says.

Being staffed by passionate local people speaks to some, but not all, of the Co-op site's community mindedness. For Shane, being part of the community means a lot more than being a big local employer. For him, this is more about the Co-op's philosophy of mutual prosperity.

"Any dollar we make goes back into the New Zealand community in some way shape or form," he says. "Whether that's in wages, or whether that's in all the businesses we interact with in the local community – local businesses like Laser Electrical and Van Dams Plumbing, EnviroWaste and all those smaller businesses that we have a connection with that we've supported, throughout. And they support us – it's a joint effort."

That co-operative philosophy also shows up in the form of one of Fonterra's hero community programmes, the Hapori Programme – Hapori meaning the coming together of people for a common cause. The ongoing initiative funds projects that create meaningful impact in local communities, in the areas of



quality nutrition in the hands of those who need it most; protecting and regenerating the natural environment; and keeping local communities strong.

"In terms of support and reinvesting back into the community, we also have the Hapori fund, with which we've touched a lot of the local community over a long, long period of time in terms of supporting where we can," Shane says.

The business, it seems, isn't just part of the community, but the community is just as much a part of the business.



"What you find, and what I love about working here is – and it's like that in the Co-operative in general – is that there's a real family feel on site," Shane Harris says.

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Fonterra Responsible Dairying Award

nominations open until 31st March

While New Zealand Dairy Industry Awards regional finalists are being named during 11 award dinners being held around the country next month, nominations for a national award that acknowledges dairy farmers who demonstrate innovation and passion in their approach to sustainable dairying remain open until March 31st.

The Fonterra Responsible Dairying Award recognises dairy farmers who are respected by their farming peers and their community for their attitude and role in sustainable dairying. Entry for this award is by nomination only via dairyindustryawards.co.nz.

The 2023 Fonterra Responsible Dairying Award farmer could come from any of New Zealand's milk suppliers and any farmer or farming partnership who demonstrates a high calibre of performance and leadership in

the areas of responsible and sustainable care of people, animals, ecosystems and communities are eligible to enter.

Robin Congdon, New Zealand Dairy Industry Awards General Manager, says that is important to showcase the good work farmers are doing within the industry as it does not always get the exposure it deserves. "We have excellent, experienced dairy farmers creating and working on wonderful projects that have a positive effect on the environment."

"This is a chance for people to nominate their neighbour, their employer or someone in their community, or to nominate themselves."

"This award gives us the opportunity to recognise farmers that have progressed to ownership, demonstrate leadership in their farming practices and are a role model for our younger farmers coming through," he says.

The New Zealand Dairy Industry Awards are supported by national sponsors DeLaval, Ecolab, Federated Farmers, Fonterra, Honda, LIC, Meridian, Ravensdown and Trelleborg, along with industry partners DairyNZ, MediaWorks and Rural Training Solutions.

Tickets are now on sale for the much-anticipated regional award dinners being held around New Zealand in March.

"We know these award dinners are an important part of the rural community's calendar on many levels, and we're looking forward to celebrating success, best practice and discovering who our national finalists are," says Robin.

Regional winners progress through to the National Finals in Auckland on 13th May 2023.

For more information on the awards or to purchase tickets visit www.dairyindustryawards.co.nz



"This award gives us the opportunity to recognise farmers that have progressed to ownership, demonstrate leadership in their farming practices and are a role model for our younger farmers coming through," says Robin.





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A Royal Affair

We look forward to seeing you at one of our regional dinners, dressed in your royal finery, celebrating the very best of the New Zealand dairy industry.

Tickets on sale at: dairyindustryawards.co.nz

Wednesday 01 March	Waikato	Claudlands Arena - Hamilton
Friday 03 March	Central Plateau	Wairakei Resort - Taupo
Saturday 04 March	Bay of Plenty	Awakeri Events Centre - Whakatāne
Wednesday 08 March	Northland	Copthorne Hotel and Resort - Bay of Islands
Friday 10 March	Auckland / Hauraki	Thames Civic Centre - Thames
Tuesday 14 March	Southland / Otago	Richardson's Transport World - Invercargill
Thursday 16 March	West Coast	Shantytown - Greymouth
Saturday 18 March	Canterbury	Wigram Museum - Christchurch
Tuesday 21 March	Manawatū	Awapuni Function Centre - Palmerston North
Thursday 23 March	Hawke's Bay / Wairarapa	Copthorne Solway - Park Masterton
Saturday 25 March	Taranaki	TSB Hub - Hawera

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Fonterra a favourite at Fieldays®

Plans are already underway for the Fonterra displays at the 2023 Fieldays® at Mystery Creek in the Waikato, but we are still enjoying celebrating the success of the 2022 Fieldays held in early December.

Following two years of uncertainty and then a date change from the traditional mid-year spot, it was amazing to come back together and connect face to face with our farmers and showcase some of the work being done around the globe by the Co-operative at the summer event.

Innovation and sustainability were themes this year, and we added to that with the fact that all of our food provided in the Fonterra tent was made by Rescued Kitchen (rescued.co.nz) – using rescued bread flour, Mainland Butter and Cheese. A whopping 200kgs of rescued bread turned back into flour was utilised in creating more than 200kgs of cookies and scones. This bread would have otherwise been thrown out by Countdown.

Our farmer shareholder tent had plenty on offer, including stalls showcasing products from NZMP, NZMP SureStart, Fonterra Sustainability Solutions, Kāpiti yoghurt, Biokodelab, Nutiani, and hourly cooking demonstrations from our Anchor Food Professionals Chef. These were all manned by our friendly Fonterra team.

Throughout the tent you could also view where your milk goes on a global scale, showcasing the products we create and their usage around the world.

For the wider Fonterra team, one of the most important parts of the Fieldays is engaging with people and having great conversations. We are very proud to say the Fonterra marquee was one of the most popular sites, with curated areas for both the public and our farmer shareholders. Our public tent had a science show every hour, Aotearoa's very first e-tanker, Milk-E, and more!

More events are on the horizon in the lead up to the 2023 Fieldays back on June 14th-17th and we can't wait to connect with you all again. We encourage you to pop along to these events and enjoy the knowledge sharing, the connection and the fun, as we look towards the next national Fieldays just around the corner.

Check out our line-up of events in the lead up to this year's Fieldays at Mystery Creek in June.



Northland Field Days

2-4 March 2023
northlandfielddays.co.nz

South Island Agricultural

Field Days

29-31 March 2023
siafd.co.nz

Central Districts

Field Days

16-18 March 2023
cdfielddays.co.nz



ENTERTAIN WITH EASE

Dive into our collection of cheeseboarding tips and tricks to master the art of creating the perfect spread.

Serve 3-4 cheeses that give your cheeseboard variety in taste, texture and shape. Think Kāpiti's creamy Kahikatea Camembert, triple cream Kikorangi Blue, crumbly Pakari Aged Cheddar and buttery Kānuka Havarti.

Add colour and dimension to the board, as well as what's in season. A variety of tastes and textures provides a treat for all the senses. Think something sweet, savoury and fresh. For example, chocolate, nuts, prosciutto, preserves and berries.



Pre-cut a few slices to let guests know they can dive right in. Use a separate knife or spreader for each variety of cheese to avoid mixing flavours. We suggest these slicing techniques.



Give guests a few options, such as wafer crackers, lavosh and something seedy for added texture and crunch. Look to include a gluten free cracker option as well as some sliced speciality bread.

Contacts

Fonterra Farm Source Head Office

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	Te Aroha	9 Lipsey Street, 07 884 9549
	Waiuku	173 Colombo Road, 09 236 5088
	Cambridge	16 Albert Street, 07 827 4622
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Putāruru	20 Kensington Street, 07 883 8077	
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	Ōpōtiki	83 Church Street, 07 315 1018
	Reporoa	3 Birch Road, 07 334 0004
	Rotorua	40 Marguerita Street, 07 348 4132
	Taupō	183-185 Spa Road, 07 378 1515
	Te Puke	162 Jellicoe Street, 07 573 0130
Waihi	Rosemont Road, 07 863 7227	

TARANAKI	Hāwera	Glover Road, 06 278 0124
	Ōkato	2489 South Road Okato, 06 763 8806
	Inglewood	22 Rata Street, 06 756 0000
	Kaponga	45 Egmont Street, 06 764 6281
	Ōpunake	62 Tasman Street, 06 761 6011
	Stratford	3872B Mountain Road, 06 765 5348
	Waitara	66 McLean Street, 06 754 9100
	Waverley	28 Oturi Road , 06 346 7021

CENTRAL DISTRICTS	Dannevirke	6 Makirikiri Road, 06 374 4052
	Featherston	98-102 Fitzherbert Street, 06 308 9019
	Feilding	78 South Street, 06 323 9146
	Levin	86 Cambridge Street, 06 367 9100
	Longburn (Palmerston North)	Main Road, 06 356 4607
	Pahiatua	52 Main Street, 06 376 0040
	Shannon	25 Stafford Street, 06 362 9000
	Marton	414 Wellington Road, 06 327 7206

CANTERBURY / TASMAN / MARLBOROUGH	Culverden	1 St Leonards Rd, 03 315 3016
	Leeston	3 Market Street, 03 324 3645
	Murchison	46 Hotham Street, 03 523 1040
	Rai Valley	6781 Main Road, 03 571 6325
	Rangiora	333 Flaxton Road, 03 313 2555
	Ashburton	18 Kermode St, 03 307 8006
	Methven	159 Main Road, 03 302 9056
	Rakaia	56 South Town Belt, 03 303 5000
	Temuka	6 King Street South, 03 615 0124
	Waimate	62-66 Queen Street, 03 689 1230

SOUTHLAND / OTAGO	Ōamaru	2 Industrial Place, 03 433 1240
	Balclutha	8-10 Charlotte Street, 03 418 2190
	Gore	11 Railway Street, 03 203 9334
	Invercargill	61 Bill Richardson Drive, 03 218 9067
	Otautau	84 Main Street, 03 225 8951
	Winton	18 Winton-Hedgehope Highway, 03 236 6046
	Wyndham	9 Balaclava Street, 03 206 2010

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	Fleur Scelly	Waipapa/Kaitaia/Kaikohe, 027 233 1683		Dean Kane	Kaponga, 027 204 4395
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	Bryant Martin	Whangārei Sth, Maungaturoto, Ruawai, 027 272 2562			
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	Sarah Thomas	Morrinsville, 027 245 7000	Kenny Henderson	Hawkes Bay, 027 318 6981	
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