

enrich

MARCH 2023



DRYING OFF
BEST PRACTICE
SETS UP SUCCESS

GET TO KNOW
ANNE DOUGLAS
GROUP DIRECTOR,
FARM SOURCE

ARE YOU LOSING
MILK SOLIDS TO
FACIAL ECZEMA?



YOU'RE INVITED

Join us at our Interim Results Roadshow!

20-24 March See inside front cover for full details.



Dairy for life

YOU'RE INVITED

Join us at our Interim Results Roadshow!

20–24 March

Come along to one of our informal farmer meetings where we'll celebrate you and all your hard work plus have a conversation about the Co-op's performance and outlook.

Your Directors and Management Team will be on the road from 20–24 March to meet with you and discuss our results and strategy, as well as key topics such as emissions and capital structure. And, of course, there'll be light refreshments on offer, including delicious Kāpiti cheese made with your milk!

Meetings will be around 2/2.5 hours long, including plenty of time for Q&A and networking.

Please RSVP if you can, as this really helps us with preparations.

We hope to see you at a meeting near you!



Scan to RSVP

nzfarmsource.co.nz/meeting-schedule

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BONUS
 **200**



WITH YOUR FIRST \$500 SPENT ON SEED AND AG-CHEM

Earn a bonus **F\$200** with your first \$500 spent on selected seed and ag-chem between **1 February - 30 April 2023***. Earn a bonus **F\$20** on every \$500 spent following*.

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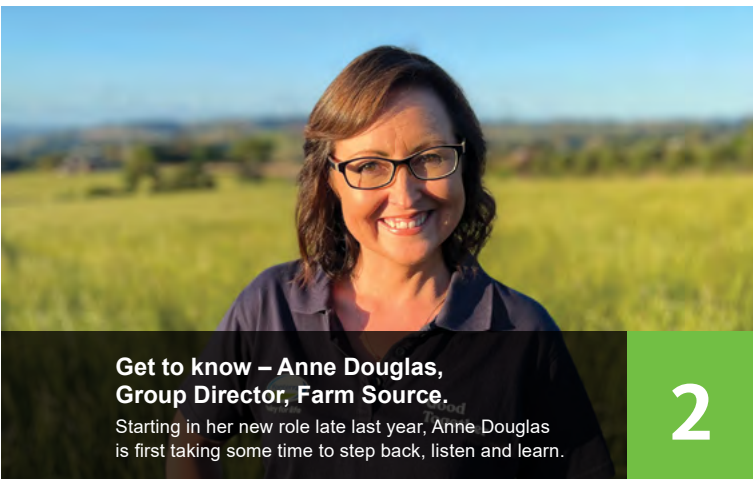


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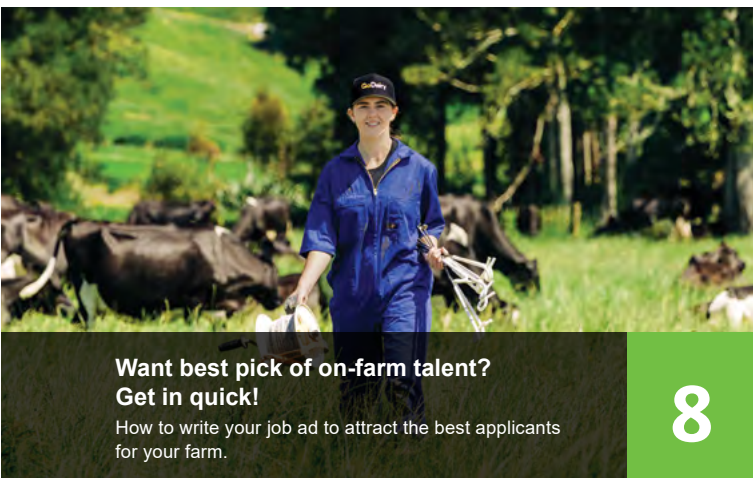
Rewards
TURN *your* MONEY INTO MORE



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All offers featured in this issue of *Enrich magazine* are valid from 1 February to 31 March 2023 unless otherwise stated or while stocks last. Prices include 15% GST and are subject to change. Some products may not be available in all stores but may be ordered on request. Editorial opinions expressed in this magazine do not necessarily reflect the views of RD1 Limited, its staff or related companies. While RD1 Limited believes the information contained in this magazine is accurate, no responsibility is accepted by RD1 Limited for the failure of any product or service to give satisfaction and no liability (whether in tort or otherwise) is accepted for any loss of any kind that may arise from actions taken in reliance on the contents of this publication. No part of this publication can be reproduced without the prior written consent of RD1 Limited and, if applicable, the author of the editorial. The **FS** icon and the Farm Source logo are registered Trademarks of Fonterra Co-Operative Group.

GET TO KNOW Anne Douglas

Group Director, Farm Source

Starting in her new role late last year, Anne Douglas is first taking some time to step back, listen and learn.

"I'm on a 'listening' tour around the country, to talk with our farmers, with people in the industry and with our wider team. I want to really understand what we can do better, what we are doing well and where we can meet upcoming challenges with solutions. It's about being proactive and continuing to build on the strength of what we currently offer."

With huge variety included in the role, Anne says every day is different.

"A day in this role can be a mix of anything from working with the senior leadership team on the strategy of Fonterra; considering the future challenges and changes ahead; ensuring we have the right expertise and solutions to support our farmers on farm or helping respond to major weather events to make sure our farmers and teams are okay. There is no such thing as an average day!"

But the mainstay of the role is connecting with people, she says.

"For me, this is where it all begins. With our farmers who are working day in and day out to create this incredible product that we market to the world. We know farming isn't easy and our farmers put everything into ensuring their product is high quality. We feel we are part of their team."

Farm Source has three main parts to its operation, all with a strong focus on farmers.

"Providing technical and on-farm support in many varied ways – covering

sustainability, milk quality, product knowledge and more – is a top priority for Farm Source and will only improve and evolve as we work together with farmers to ensure the ongoing strength and resilience of our Co-op," she says.

"Then there's our retail business, which is one of the country's significant rural retailers and a large part of our Farm Source operations. We work hard to have the right products available at the right time in the season, and at competitive prices, while also catering to our non-dairy farming customers.

"Thirdly, but just as essential, is the engagement with our farmers and rural communities across the country."

Anne says Farm Source has a real responsibility to be a proactive member within rural communities, working alongside others. To help achieve this, there is a strong focus on supporting, empowering and enabling employees to do the best they can do every day.

"Overall, we're here to make sure farmers get the right support to build sustainable, productive, efficient, and effective farming operations for generations to come."

"It's about connecting, being there, being part of the team and working hard to show the strength that we have as this great Co-operative."

Anne came to Fonterra about eight years ago with a strong and varied background in commercial, marketing and HR roles. Previously, she has run her own consultancy and most recently

she was the Director Category, Marketing & Digital Innovation on the Farm Source lead team.

"In that role there was an emphasis on utilising technology and innovation as an aid for engagement with farmers, and to help them get accurate data from their farms in an efficient way. It was great to be able to support our farmers with useful data and technology – every bit of support we can provide counts.

"As we improve, innovate and streamline our offerings, it's essential that our farmers know that our team will always be there. Our innovations are not created to replace people, but to ensure our team can provide the best support and technical advice possible."



"I'm on a 'listening' tour around the country, to talk with our farmers, with people in the industry and with our wider team. I want to really understand what we can do better, what we are doing well and where we can meet upcoming challenges with solutions. It's about being proactive and continuing to build on the strength of what we currently offer," says Anne.

“I spent a number of years living offshore and its only then that you realise how amazing New Zealand and our grassroots industries are – they have such an impact on our country and the world, and I wanted to ensure I was part of that,” says Anne.

Those innovations include tools that have become essential on-farm, including apps like the Digital Dairy Diary, and other data-related tools such as the Farm Insights Report.

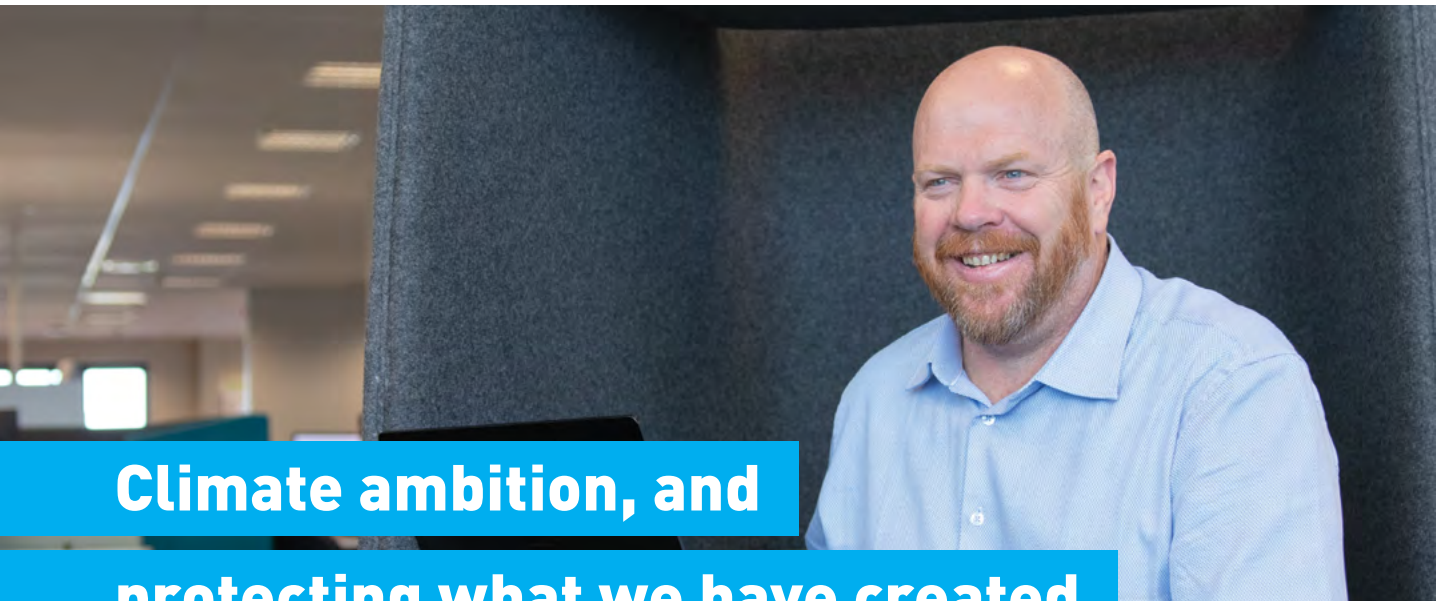
Anne believes these tools are highly effective and complement the team on the ground perfectly.

“Farming is tough, you can’t deny it. There are so many changes in the industry and who is better placed to tackle those challenges head on than us Kiwis? Our Co-operative has always had a strong work ethic and a supportive community and we continue to show the world that we are leaders in our field, in sustainability and in dairy science and innovation.”

“I spent a number of years living offshore and its only then that you realise how amazing New Zealand and our grassroots industries are – they have such an impact on our country and the world, and I wanted to ensure I was part of that.”

“Working with Fonterra certainly ticks all the boxes for me. The small role I play is all part of the bigger picture and that is exciting for me!”





Climate ambition, and protecting what we have created

Andrew Kempson, General Manager Global Climate Policy

Our country's identity as one of the top dairy producers in the world hasn't happened by accident. Hard work, dedication, innovation and a strong industry Co-op like Fonterra has both put is on the international map and kept us there all these years.

The pressure is climbing from both within New Zealand and throughout our offshore markets to ensure that we continue to be leaders in sustainable practices, with emissions reductions a hot topic around the world. We've made a strategic choice to be a leader in sustainability and addressing climate change is critical to our success in implementing that strategy.

As challenging as these conversations can be, this is the direction our international market is asking us to go to. Think of it as value protection. Protecting all that we have worked for, for so long.

When we speak of our overseas markets, a large focus for us is the high value customers and large manufacturers who select our products for their continued high quality – such as Nestle, Mars, Unilever and many more major brands, who understand the quality

they receive when buying our products for a good price.

And this goes beyond being just about the ongoing retention of these valuable customers. We are always looking at ways we can offer them growth, to enable further investment and commitment with us. An example of this are new projects that Nestle have entered into with us and 50 farms nationwide, along with the NetZero trial in Taranaki.

We have to be cognisant of the ambition of our customers, their sustainability goals and plans, and where they want to take their products that are created from what we can provide them. It's a chain reaction and we need to be leading the way.

So now it's time to really get into these conversations with our farmers, and to walk alongside them together as we take on this new challenge. Together we can work collaboratively to build towards the right end result we all need and can achieve. Our farmers and Fonterra combined will be part of the solution.

We don't have to minimise or get smaller, we just have to look at ways to increase efficiency, bringing sustainability and profitability closer together than ever before and create the ultimate consumer of a market-led approach.

Fonterra's pathway to 2030 has three strong pillars, and one is for us to be a leader in sustainable practices. Our climate approach is strong, and we want to walk alongside our farmers on this journey and keep our place as one of the world's best dairy producers.

Generations before us have worked hard to achieve this accolade. Choosing to be a leader in sustainability is about building resilience in the Co-operative to continue to grow that reputation and strength for those generations to come. With the proactive farmers we have within the Co-op, the pathway is strong to a positive legacy being created for those future farmers and their families.

We don't have to minimise or get smaller, we just have to look at ways to increase efficiency, bringing sustainability and profitability closer together than ever before and create the ultimate consumer of a market-led approach.

2023/2024 Achievements

For this coming season we have updated the Co-op and Prosperity achievement.

To meet the achievement, you will need to complete your Food Safety Practices and Procedures online.

Here are the achievements for the 2023/2024 season.

Te Pūtake

7c kgMs on all milk supplied

You must meet all four achievements and have them verified before the end of the season.

You'll also need to meet the Fonterra Farmers' Terms of Supply for the entire season.



Environment

Farm Environment Plan in place with at least three out of five key practices being achieved.



Animals

Have and implement an Animal Wellbeing Plan developed with your vet.



Co-op and Prosperity

Complete your Food Safety Practices and Procedures online.



People and Community

Complete the DairyNZ Workplace 360 Assessment and achieve 100% on the foundation level.

Te Puku

3c kgMs on all qualifying milk

- Once Te Pūtake is achieved, the next step is Te Puku which is all about milk quality.
- To achieve Te Puku, your farm must achieve milk quality excellence for at least 30 days during the season.
- Once this has been achieved, all milk supplied during the season that meets the milk quality excellence standard will attract the payment.

Te Tihi

- Once Te Puku is achieved, the next step is Te Tihi which continues to be all about milk quality.
- To achieve Te Tihi, your farm must achieve milk quality excellence for at least 90% of the season.
- Te Tihi is all about recognition of our leaders in the Co-operative and does not bring any additional financial recognition.



Find out more about The Co-operative Difference, and this seasons achievements at nzfarmsource.co.nz



The
**Co-operative
Difference**

LOOKING FOR A NEW OPPORTUNITY OR STAFF?

Farm Source jobs is our dedicated site for dairy farming jobs, with over a million visits per month*. Connecting farm workers looking for opportunities with employers in need of their skills.

Get your skills or job opportunity in front of the right eyes.

Visit nzfarmsource.co.nz/jobs

JOB SEEKERS CAN:

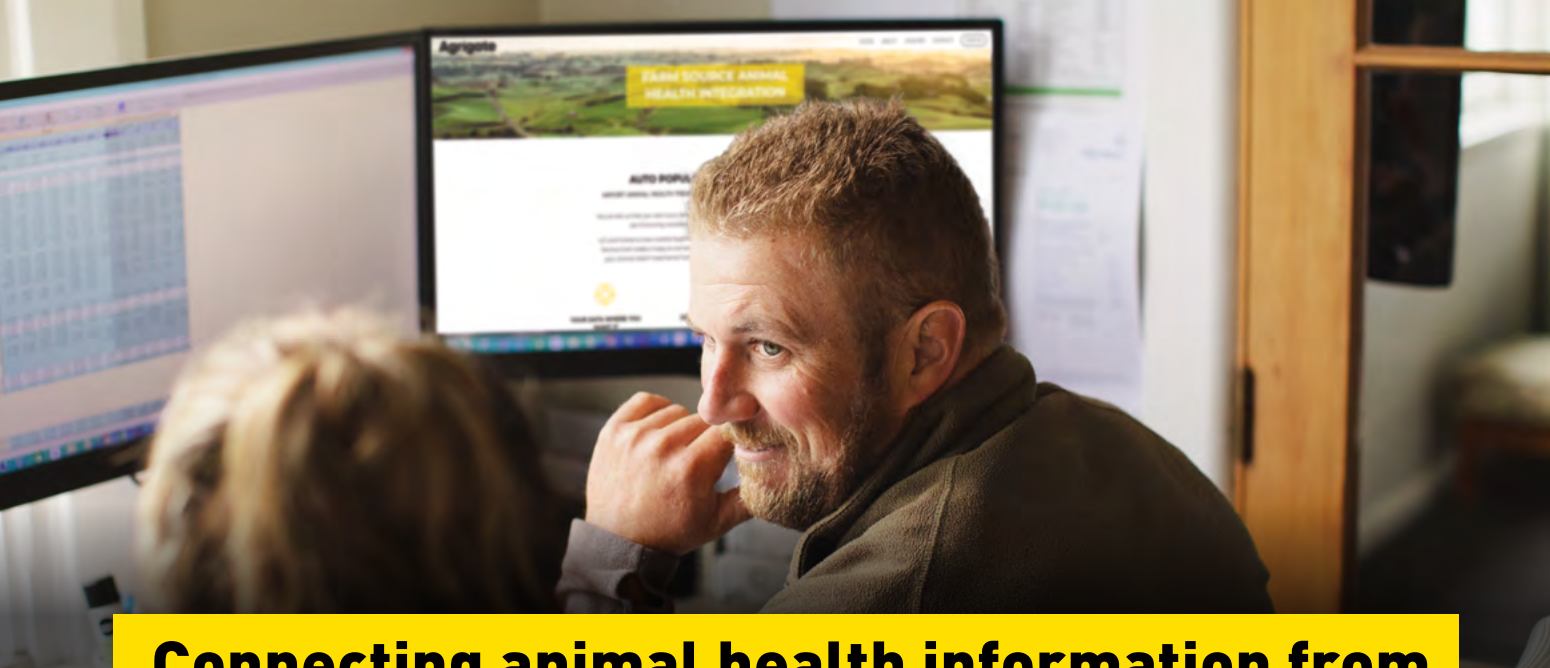
- ✓ Apply easily online
- ✓ Create a detailed candidate profile
- ✓ Browse hundreds of jobs

EMPLOYERS CAN:

- ✓ Advertise vacancies for free!
- ✓ Search our database of job seekers
- ✓ Review stats on listing views



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



Connecting animal health information from MINDA® LIVE to the digital Dairy Diary

The Farm Source team has a sharp focus on making farming easier through our digital products and services.

"The team aims to create smart and simple digital experiences for our farmers," Jerry Castellanos, Head of Digital Innovation, says. "Farming is hard work, but we can help make it a little easier by giving farmers digital tools which help give back their time."

At Farm Source, the Digital Innovation team envision a dynamic digital environment – a 'system of systems' – where farmers can capture information digitally and easily do their reporting and meet compliance demands. It will allow future insights for farmers to be actionable and in the moment.

"On-farm technology should work in unison and not in isolation," Jerry says. "We aim to help farmers save a lot of time and effort on trying to interpret complex graphs and filling in reports at the end of the season."

The leap from recording farm information on paper to capturing it on a digital platform is massive, so there needs to be a middle ground for adoption.

A step towards this is helping farmers capture data only once.

"Farmers should only have to key in or collect information a single time, and it should feed into any system the farmer requires," Jerry says.

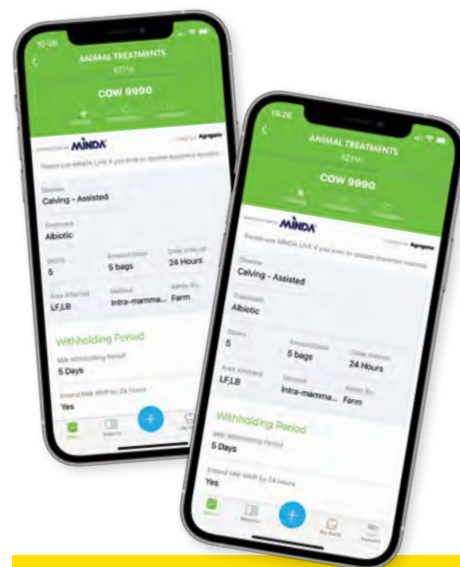
Farmers can now have this 'connected' digital experience as animal health information from MINDA® LIVE flows through to the digital Dairy Diary.

"The connection is something that farmers have been requesting for some time, and it's just the start of farmers being able to authenticate where they want their data to go."

Agrisource makes this data sharing possible. Agrisource connects a farmer's MINDA® LIVE and Farm Source accounts, transforming the animal health data so it can easily move from MINDA® LIVE to the Dairy Diary app.

"The connection allows farmers to have more time to care for their animals, the land, spend time with family, or grow the value of assets – whatever motivates them," Jerry says.

This integration is only the beginning, transferring individual animal treatment data from MINDA® LIVE to the digital Dairy Diary app. Further integrations, for example herd treatments, will be considered based on farmer demand. Please submit feedback via the app, the website or by calling the Service Centre.



Find out how to get started with Agrisource on their website agrisource.co.nz/ah-integration. It's free for farmers on the basic plan.

Want best pick of on-farm talent?

Get in quick!

Dealing with a labour shortage over the past few years has been challenging for New Zealand dairy farmers. That's why from March through to August, we'll be driving committed New Zealand jobseekers to Farm Source Jobs.

DairyNZ's 2023 nationwide GoDairy recruitment campaign aims to reduce the usual stress involved in finding new staff. So let's make sure they notice your job listing, and that you don't miss out on the best pick of on-farm talent.

Job candidates will be attracted to a different combination of benefits including location and pay, the type of work involved and opportunities that may align to their career goals. Being transparent about the hours of work, the roster and the hourly rate will help job seekers determine if your farm is a good fit for them. To ensure you attract the best candidates, here are a couple of handy tips for creating a great job listing:

Tell them about you and your farm

Ensure your opportunity stands out from the rest. What's unique about your farm and why is it a great place to work? This part could include what you hope they will achieve in their first year and

how you will enable that. Don't forget, accommodation is a key upside of an on-farm role for jobseekers, so make sure you include this too.

Describe what it's like to work on your farm, your values and vision, and what your workplace culture is like. Get your team involved by asking what they love most about working on your farm!

Tell them why they should apply for your job

Candidates want to know you've got the basics right. Some key elements to consider for your job listing are:

- Property description and location
- Description of the job
- Type of person required
- The current roster
- Hours of work
- Hourly rate of pay
- The state and availability of accommodation
- Links to any social media accounts or videos featuring your business

List your vacancy for free

Once written, list your advertisement for free on nzfarmsource.co.nz/jobs. The earlier you list the better your chances of finding that right person.



Need an extra hand? DairyNZ has readily available tools and advice on recruitment, onboarding and creating a great workplace environment. Visit dairynz.co.nz/people/recruitment



Listen to the DairyNZ podcast Talking Dairy, Ep. 23 'Recruiting great dairy farm workers' by Lee Astridge.



DairyNZ



GoDairy

POWERED BY *Dairynz*

Looking for a go-getter?

We're on a mission to find committed go-getters to work on New Zealand dairy farms. Our nationwide drive begins in March to attract the right people to GoDairy.

List your job today

If you're a New Zealand dairy farmer looking to hire, head to Farm Source Jobs and list your vacancy for free.

 nzfarmsource.co.nz/jobs



To plan is to *succeed*, with pasture and crops

Canterbury Technical Ag
Specialist Russell Hamilton
shares his thoughts as we
head into March.

Putting time into planning the right pasture, particularly those replacing crops, can help ensure you get the right products in at the right time, and gain the results you want.

Another upside to consider is with the right planning and subsequent action taken, it can have a positive effect on the numbers contained within your Farm Insights Report.

In Canterbury, many crops of cereal and maize are now complete and pastures are being resown. Ensuring the seed bed is healthy is essential, and then it's time to make sure the right blend is selected – are you looking for short term use of that paddock for grazing before returning it to crop? Or are you wanting to utilise that for grazing longer term?

For those paddocks coming out of crop and into grazing, essentially you want to get a grass in there that will grow pretty quick, and something that is high yielding and gives you longevity, like a hybrid.

If any of your paddocks have been damaged by recent weather events, it's essential you use the right grass to get pastures back in there promptly – an Italian ryegrass is ideal for this with quick growth enabling the paddock to be back in the pasture round as soon as possible.

If you are looking for a permanent tetraploid, 4front by Barenbrug can carry higher residuals, due to the palatability of the variety for such things like the base of the tiller. It's a lot softer, and grazes much further down even after fibre to ME starts to drop off.

No extra nutrients are required and just allow the grass to capture the potential or last 40-45% dry matter (DM) produced in-between the two leaf to three leaf stage. Overall, it helps to increase pasture eaten and decrease N surplus.

If you plan, and prepare early, and use the right combination of pasture, you can make a tangible change to the data generated for your farm.

Pasture has the power to influence your insights report. Using a top-quality mix has the potential to grow an extra tonne to tonne and a half, without any extra

input. Combined with good grazing management, this feeds back into the numbers for dry matter eaten in the Farm Insights Report, which again leads on to nitrogen used per kilogram of milk solids and so on.

It is all linked and can make a substantial difference – and that is where our TSR team come into play. They can help with all forms of planning for pastures, and ensuring the right products are used. Don't be fooled by cheap alternatives offered to you by others – they are often cheap for a reason. They often won't perform for you as well as a tried and tested brand – and in the long run, it is certainly more cost effective to go with quality.

Your local TSR team are here to help you plan and succeed with great pastures, and with the resulting figures to input into your Farm Insights Report.

If you plan to succeed and take the time to prepare, it will be worthwhile for your pastures, for your Farm Insights Report and for the efficiency of your business on farm. Talk to your local Farm Source TSR today.



Supporting you **EVERY STEP OF THE WAY**



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RELATIONSHIPS & PRODUCTS**

Call your local TSR or visit nzfarmsource.co.nz/autumn



SPACE INVADERS

Send weeds packing sooner rather than later

Removing broadleaf weeds soon after planting new grass and clover is one of the best things you can do to ensure autumn-sown pastures are ready to produce high dry matter (DM) yields by spring, when you need that farm grown feed to get next season off to a strong start.

If they are not well controlled, invaders like docks, thistles and chickweed can permanently and significantly damage your wonderful new pasture before your cows even have a chance to graze it!

Complete loss of pasture is rare. But it is easy to underestimate the immediate and ongoing impact of early weed competition on the quality, composition, yield and persistence of your newly re-grassed paddocks.

“The moment you have weed seedlings challenging the clover and grass you have competition for light, space, moisture and nutrients. That’s when part of your new pasture never becomes new pasture because it becomes weeds instead,” says Nufarm technical specialist Paul Addison.

With attention to detail, however, and the right new grass spray programme, you can banish weeds before they do too much harm.

The first step is the most important, he says.

“The closer you watch those newly sown paddocks in the first weeks after sowing, the better your chance of spotting weed seedlings as they emerge. It’s easy to get fooled from a distance, by what looks like a nice green haze of germinating grass and clover. Most times there are species in there you definitely don’t want, and the only way to see them is to get right up close.”

Some weed species look similar so do ask for help if you have any doubts – your Farm Source TSR can identify them or find someone else who can. A quick, easy way to do this is to take a photo on your phone and send it to your TSR.

From there, get organised and apply a broadleaf herbicide before the first full grazing. This is the most effective time to control those rogue seedlings, Paul says.

Tribal Gold is an ideal option at this timing. If you want a broader weed spectrum and/or need to control hard to kill weeds like chickweed, shepherd’s purse and buttercup, this is the herbicide to turn to.

Thistrol Plus has a narrower weed spectrum and is also very effective before the first full grazing. Valdo 800WG can be added if required to extend the range of weeds controlled.

Dictate 480 can also be useful for early weed control in new pastures, and is effective on weeds like storksbill, chamomile and stinking mayweed.

Whatever option is right for you, it’s well worth getting in early, Paul says.

For more advice on getting the best out of your autumn-sown pastures, talk to your local Farm Source TSR or store team today.

®Thistrol, ®Valdo and ®Dictate 480 are registered trademarks of Nufarm Ltd.

™ Tribal Gold is a trademark of Nufarm Limited.

Feel the *chemistry* - pasture marriage excels

Ryegrass endophytes. So small, so powerful, and so complex. Do we really need another one this season?

An endophyte is a naturally occurring fungus that is found in ryegrass and tall fescue pastures. Endophytes are essential for persistence in most New Zealand pasture as it protects the plant from insect attack.¹

Life would be simpler with fewer endophytes, for sure. But here's the catch – in this case, you'd miss out on a striking gain in pasture performance.

It's all to do with how different endophytes bond with different ryegrasses. Some form dream teams. Some do not. The only way to find star partnerships is to have multiple endophytes to choose from.

Super-charged

Take Shogun hybrid ryegrass, for example. Paired up with the new NEA12 endophyte, it grows 8% more feed than it did with its original endophyte. Given plant breeding delivers about 1% gain a year, that's eight years of progress in one go.

"We couldn't have made this happen without first discovering NEA12 endophyte, and then testing it in Shogun," explains Barenbrug commercial manager Graham Kerr.

"The more we research endophytes, the more we learn that the marriage between endophytes and their host ryegrass is as important as each is individually. We're not trying to make farmers' lives complicated by releasing new endophytes – but creating the best possible pastures increasingly requires great endophyte/ryegrass partnerships and you can't achieve these using just one endophyte."

Prehistoric

Barenbrug science manager Colin Eady says the reason for this lies in endophyte's ancient history.

Millions of years ago fungal grass parasites lost their ability to spread from host to host and became trapped within (endo) the plant (phyte).

As time passed, endophytes began forming specific relationships with different grass genetics in different parts of the world.

Because endophytes are asexual, they cannot evolve the way ryegrass can, so those relationships became fixed and stable as long as the grass host did not need to change quickly.

Mix it up

Modern plant breeding, however, is all about quick change, mixing up a wide range of ryegrass genetics to create new and better pastures.

"For example, you might have an endophyte from the Mediterranean that existed for millions of years in diploid perennial ryegrass and suddenly you put it into a perennial X annual ryegrass hybrid that has been tetraploid. That hybrid is very different from its ancestors. Yet we're expecting the endophyte to work well in this new ryegrass, so it's not surprising that it takes time and a lot of empirical testing to find a good marriage."

Potential plus

In developing a family of endophytes, Barenbrug has given itself greater opportunity to find ones that fit with newly developed elite ryegrasses, Colin says.

"In turn that gives us a greater range of ryegrass and endophyte germplasm that we can use in our breeding programme."

The company has screened over 400 different endophytes from different families since starting endophyte research 35 years ago.

"It's slow, painstaking work, but as the results of pairing up NEA12 with Shogun demonstrate, it's definitely worth the wait," Graham says.

For more information on Shogun NEA12, talk to your local TSR or visit your Farm Source store.

¹DairyNZ





Farm reporting pays dividends

Trev is quickly becoming a favourite tool for Fonterra farmers to manage their farm reporting requirements to help drive on-farm excellence. The software provides a way to easily build and control an on-farm database, providing productive, profitable and sustainable insights. Information can be shared across a farming operation, to off-farm advisors or to other platforms such as financial software providers, processors or organisations that determine a farm's licence to operate.

Sam Waugh is currently in his third season at Donald's Farm, located on the outskirts of Auckland. The farm was bequeathed by the late Donald Pearson to NZ Young Farmers in 2018 to help connect people with farming and the agricultural sector. Donald's farm has significantly lifted both pasture and milk production under Sam's management. Implementing farm reporting tool Trev, along with an improving milk price, is helping the small-herd farm become more financially viable and sustainable.

"Our current system is a pasture first, spring-calving system. We grow approximately 8ha of chicory each year which is used to feed young stock and provide a quality feed for milkers over

the summer months. The farm is rolling to steep hill country, with very heavy clay-based soil type and an average rainfall of 1,400mm."

In Sam's first season the farm was struggling to get over 30,000 kgMS however with the introduction of their pasture renewal strategy and tools such as Trev the farm has been able to lift production to 37,000 kgMS for the 2020/21 season (>5% above target), and is currently tracking +6% for this season.

Sam says that being such a small farm, and taking the additional education lens, turning a profit can be a real challenge. The farm has had to ensure that they have a really strong cost discipline.

◀ Farm Manager Donald's Farm, Sam Waugh pictured with wife Liana and their young son.
© FOP Ltd.

▶ The farm reporting process takes less than 10 minutes per week with Trev.

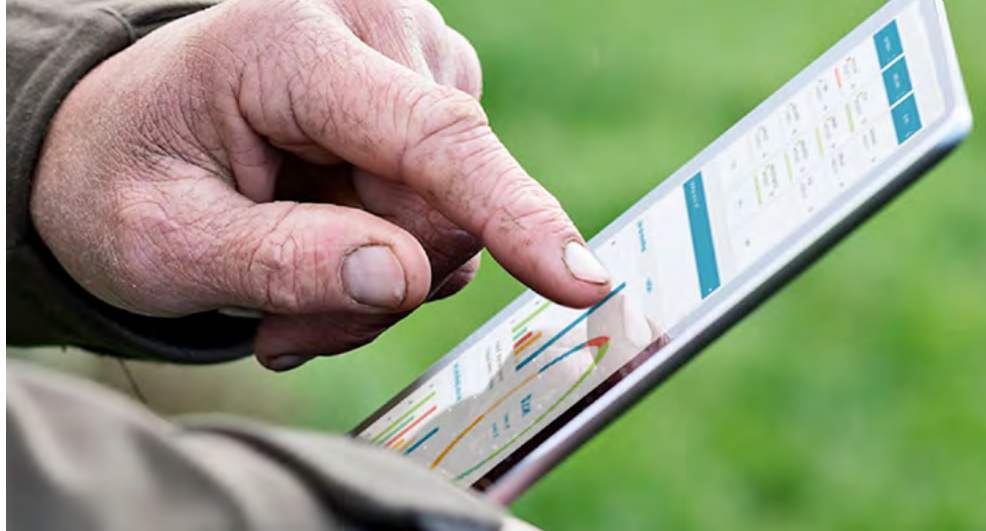
"You often hear the saying that the difference between a good farmer and an average farmer is a week. But what that week means is information," says Sam.

"The way I see it, there's always sales people coming up the driveway but it's about questioning whether the potential for a new cost is going to make the farm more money or save money elsewhere - if the answer is no, then it's not worth doing," says Sam.

"The other thing we've had to be open to is learning new systems and questioning our existing practices, even if it's only after a few years, asking is this still the best thing to be doing for our farm? Trev is a new tool we've introduced to our toolbox in the past 18 months and we're really starting to see the results."

Donald's farm keeps a keen eye on KPIs relating to operational efficiencies. Sam says utilising tools like Trev means he is more easily able to monitor the number of cows going into the vat and as a result can directly calculate per cow production.

Sustainability is another important measure at Donald's Farm. Sam says they've always had a focus on making sure the farm is operating sustainably in all senses - from a financial, environmental and social perspective.



"This farm in particular has a lot of eyes across it so we're always really aware that we represent the industry as well,"

As part of their sustainability KPIs, Donald's Farm is well on its way to achieving excellence under The Co-operative Difference framework - Te Tihi, successfully achieving this level in the 2021/22 season.

Maintaining a low somatic cell count has been a focus for Sam with some good results, last season averaging a 70,000 SCC/mL. This helped the farm perform well within Fonterra's Co-Operative Difference framework supplying 95% of milk at an excellence level. The farm also has a focus on shed hygiene, animal welfare, and is two years into an extensive farm environmental plan.

Achieving under The Co-operative Difference framework this season could also see the farm benefit up to a 10c premium in its milk cheque.

Sam says regular operational and financial reporting has been instrumental, both at a management and a governance level. Sam uses both Trev and Figured (taking advantage of their recent

integration) to provide monthly reporting to his board and credits the tools with helping him to make swift and good management decisions which help drive performance and on-farm excellence.

"You often hear the saying that the difference between a good farmer and an average farmer is a week. But what that week means is information. So to be able to make decisions a week earlier you've actually got to have information and data to do so. That's where the information out of Trev is great because you get to clearly see how you're tracking in both your weekly and monthly reports, alongside the likes of Trev's customisable charts. The data input side of things is also very quick and doesn't require too much effort, especially with automated data flowing in like milk production from Fonterra."

To find out how you can put
Trev on the team head to
mytrev.com/farmsource

trev

Donald's Farm key information

- 74 ha (63 effective ha)
- Running 120 cows (110 Jerseys, and 10 milking shorthorns through an 11-a-side herringbone shed)
- +37,000 kgMS per annum
- Rolling to steep hill country
- Heavy clay-based soil type
- Average rainfall of 1,400mm
- 1 FTE Farm Manager + Relief Milker
- The farm aims to host 5,000+ students annually.



Drying off *best practice* sets up success

Hopefully you've already got a plan for how to dry off your spring-calving cows as we come to the end of the season. Decisions made while drying off will influence next season's performance, and can have a huge impact on milk quality, cow condition, and reproductive performance. It could influence your ability to go to once-a-day milking next season, and any impact on calving spread could take years to correct.





“A well-fed dry cow can put on half a condition score a month, with a bit of padding at either end of the dry period,” Mike says.

Dry cows off sooner rather

than later

In a high payout season, there's always temptation to milk on for just a little bit longer. But if cows don't have enough time to gain condition over the dry period, they risk dropping too much weight after calving, reducing their chances of getting back in calf on time.

Antibiotic dry cow therapy is designed to diffuse up through an udder full of milk, and cows producing under five litres (L) per day are likely to be dry in at least one quarter already. Antibiotic dry cow therapy going into a dry quarter is less likely to work and can increase the risk of residue detection at the start of next season. Be conscious of any withholding periods; an early calving cow dried off late in the season could calve within her withholding period.

The optimal dry off date for each cow is influenced by her condition, expected calving date, current production level, and the available feed. This will be different for every cow in the herd and calculating that date will allow for better decision-making before and during the dry period.

Be prepared

Drying off a herd is a big job but will go more smoothly if you give yourself enough time, and resources. Think about what makes drying off difficult on your farm and what might make it easier. Do you have all the products/wipes/gloves/teat spray you'll need? Could you get some helpers? Could you dry the herd off in batches over several days?

Use the right product

Every time antibiotics are used there is a risk of creating resistant bacteria that can no longer be killed by antibiotics. A recently published study¹ estimates resistant bacteria killed more people internationally in 2019 than AIDS and malaria combined. Agriculture accounts for 70% of all antibiotics used worldwide, and human health bodies are increasingly concerned about prophylactic antibiotic use in agriculture – the practice of pre-emptively treating animals before they get infections or to increase their growth rates.

Come dry off, most quarters of most cows are not infected and therefore, do not need to be treated with antibiotics. However, leaving them untreated increases the risk of new infection during the dry period, and an internal teat sealant is recommended for those low cell count cows. Internal teat sealants create a physical barrier that's only removed when the quarter is stripped out, meaning their protection won't run out during the dry period. All cows should be treated with something while drying off, but only cows with a high cell count will benefit from antibiotics.

Pay attention to hygiene

Even with antibiotic dry cow therapy, there's a risk of introducing udder infection via an intramammary product, and some of those bugs won't be affected by the antibiotic. New Zealand research has shown the importance of staff training on reducing mastitis post dry-off, so make sure everyone involved has recent training on hygienic infusion techniques.

Wear gloves, keep tubes clean and dry, clean teats immediately before treating them, remove the cap cleanly, insert the tube the shortest distance needed, and teat spray once you've finished.

Managing risks in the early

dry period

The most common risks for mastitis post dry-off come from two sources; bugs introduced while drying off due to poor hygiene, or environmental infections that flare up a few weeks later in cows still dripping milk. It takes about two weeks for milk production to cease once milking stops, and it's important udders are kept clean over this time and cows are only fed maintenance to ensure production stops. Cows dripping milk have open teat canals and are at heightened risk of environmental mastitis, even if they've been treated with antibiotics while drying off.

Planning for next season

A successful dry off should set you up for good milk quality next season. To help farmers improve their milk quality Fonterra is offering free Milk Quality Improvement Visits with our field teams. If you would like to know more about this service, head to nzfarmsource.co.nz/mq-service or talk to your Area Manager.

¹ Murray et al. Global burden of bacterial antimicrobial resistance in 2019: a systematic analysis, *The Lancet*, Volume 399, Issue 10325, 2022.



Get the VacPlus advantage

With an innovative square barrel, VacPlus milking liners have been proven to create a superior seal around the teat.

Improve milking performance and cow health, get the VacPlus advantage this season:

- Enhanced milk flow
- Faster, more efficient milk out
- Reduced cup slip

Join farmers across New Zealand and get the benefits of improved milking efficiency and potential cost-savings from less animal health issues.



VacPlus is compatible with the majority of milking systems in NZ dairy sheds.



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Be proactive and get the most from your dairy shed this season.



Top tips for the dairy shed

Get the most from your dairy shed this season. It pays to correctly set up your shed and perform regular maintenance checks to maximise the efficiency of your milking system. Follow these tips heading into autumn to troubleshoot common issues in the dairy shed.

Liners slipping off claws

Check liner tailpiece is the right size for the claw. If liners are slipping off the claws, it could be that the liner tailpiece is too large.

Damaged liner tailpieces

Splits: Splitting occurs when the liner tailpiece is too small for the claw, and when liners are not pushed fully onto the claw.

Holes: Check claws for sharp edges and burring as this can exacerbate any impact damage to the liner tailpiece.

2500 liner change

The industry standard from DairyNZ is to change liners after 2500 milkings. Liner shape, tension and inner surface condition deteriorates over time affecting their milking performance.

- **Flex cracking in the barrel.** Increased risk of liners splitting. Bacteria growth in flex cracks can contaminate milk and impact your grade.
- **Mineral deposit build-up.** Mineral deposits lead to an abrasive liner surface, damaging teats and increasing the risk of infection.
- **Liner mouthpiece and barrel distortion.** The result of swelling from milkfat and chemical absorption. Liner mounting tension is critical for pulsation and maintaining a high flow rate from the teat while stimulating milk flow. Incomplete milk out can contribute to higher somatic cell counts (SCC) and an increased risk of mastitis. Worn-out liners lead to lost performance due to cup slip and increased average milking time.



Use the liner change calculator

Scan here to find out when your liners need changing, and to set a calendar reminder.



For recommendations and expert advice on your rubberware requirements this season, contact us for a free consultation of your dairy shed. Book a farm visit today with your local Technical Sales Rep or visit skellerup.co.nz/book-a-farm-visit



The right *balance* between chemistry and growth

Utilising less nitrogen (N) but with more applications over a period, has seen improved pastures without high N numbers for Te Awamutu contract milkers Carl and Bridget Watkins who work on Pokuru No 5 Trust Farm.

The 100ha farm with 350 cows has recorded some great results following the last season – which coincidentally is when Carl started with the trust. His career has also included working as a rural technical representative alongside more than 15 years' experience on farm, so bringing his knowledge back to working on the property has been valuable, he says.

"It is all about learning the right chemistry for your farm, the right balance and timing it well. On arrival here we went through and did soil testing across the farm. There was a block on the farm that was a lower fertility silt loam soil type, and it didn't retain potassium (K) and we worked around that data to ensure we could build those levels up to be on par with the rest of the farm," he says.

"Improving the fertility of the soil was essential and maintain phosphorous (P) levels but we had to ensure everything was timed well to suit the farm."

As early calvers, often the first week of July, it is imperative the weed control applications are taken care of by autumn.

"For us, we are fortunate that we use a great local fertiliser contractor who we have a good relationship with, so they work to our schedule and make sure they get it done when needed. It is about working with the right people," he says.

Focusing on good steady use of N has also paid off for Carl who only applied 67 units of N fertiliser per ha with a pasture growth per ha of 13.2 tonne. Overall, the farm dropped its N use by 10 units per ha compared to the previous year but only dropped 0.2 tonne per ha for growth even with much drier conditions.

"We do an early application in late August, then again in late November. We try target a third application early summer to build pasture covers however this is dependent on the weather," he says.

"Our figures from last year are really good and we did end up missing one N application due to the prolonged dry weather – so this year our numbers will increase slightly. But we are about using less nitrogen per ha, over more applications than bringing in too much at once. It is all about the right balance and the right chemistry for weed control for the farm."

In a more unusual step, Carl says the farm has not used crops or growing feed apart from surplus grass for silage.

"Traditionally, this farm hasn't had crops for many years, and I have continued

"It is all about learning the right chemistry for your farm, the right balance and timing it well," says Carl.

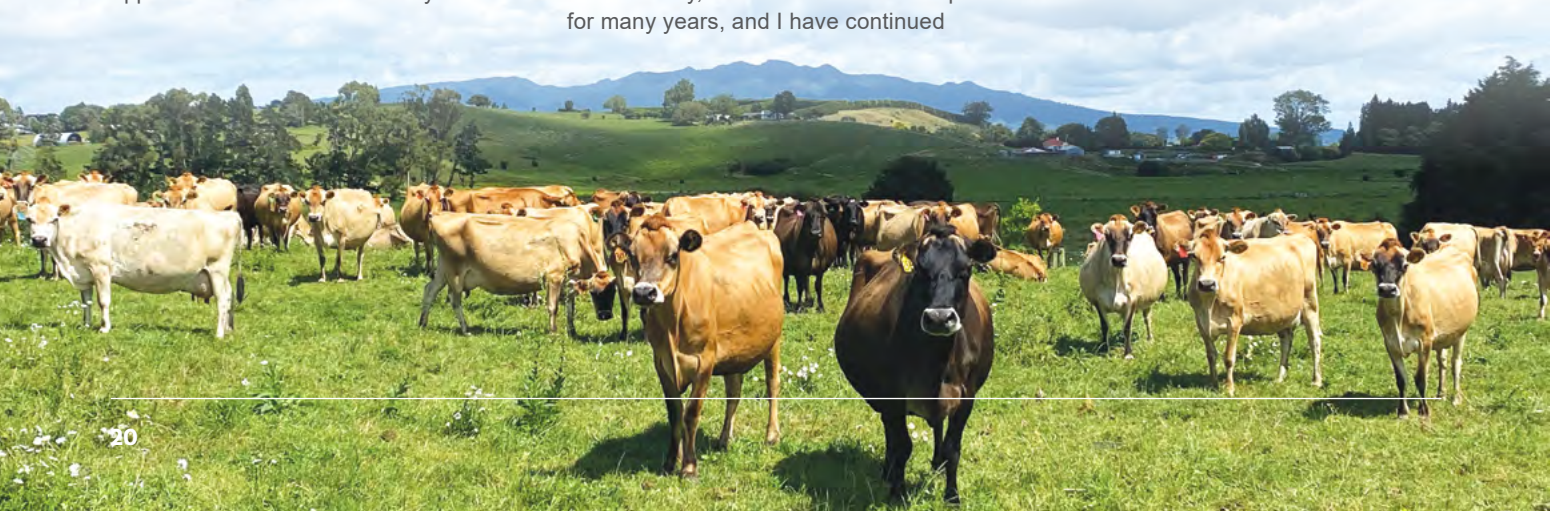
with that approach. The farm didn't need a high level of pasture renovation at all and so we didn't need to crop for the sake of it," he says.

"For the first time in autumn, we brought in maize, and we have silage we grew on farm, so we didn't see the point in putting a paddock or more through a cropping programme – it is just what works for us."

Instead, the focus is on quality pastures and ensuring good weed eradication.

"Knowing what weeds you want to target make all the difference. And we use under-sowing here to bulk up those pastures that need a little repair or have damage from the winter. Last season we carried out 20ha of under-sowing with a persistent perennial, with good results."

Taking the time to understand the balance between the soil fertility and the chemistry required to create great pastures pays off – if you would like more information on the right products for your on farm weed control programme, talk to your TSR or your local Farm Source Retail Store team.





Control and reliability with HALO

HALO Systems, a leading provider of effluent systems, has recently launched a new technology aimed at helping farmers comply with nitrogen application regulations while optimising their use of organic N.

With farmers required to report previous seasons' nitrogen usage to regional councils, it's more important than ever to effectively apply nitrogen.

HALO's effluent systems were originally designed to be failsafe and continue to provide farmers with control and reliability. The new technology uses proof of placement, geo-fencing GPS, flow, storage N value and application rate to calculate and display the amount of organic N applied within a configurable timeframe. The system has received positive feedback from farmers, with many praising its ease of use and ability to provide them with peace of mind.

Culverden-based farmer David Croft needed to manage how much nitrogen he was applying through his pivot irrigator. HALO and Nairn Electrical delivered a solution that met David's needs and set his farm up well for the future.

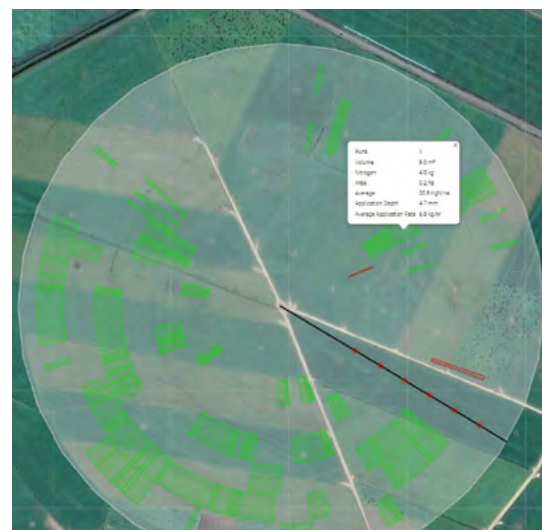
"We needed a good robust system that would be future proofed. The HALO system provides proof of placement and control of effluent. The system is easy to use, I can look at my phone and turn it on and off, and I can see exactly what's going on. The system is providing us with 100% reliability and allows us to get on with our day without worrying about it, which allows us to achieve a lot more," David says.

Complying with regulations and rising costs of synthetic fertilisers are two of the biggest challenges facing farmers today. HALO's new technology helps farmers address these challenges by achieving compliant nitrogen levels, flow rates, and volume. Additionally,

calculating and controlling nitrogen application allows farmers to optimise their use of organic N and minimise their dependence on synthetic fertilisers, reducing financial pressures.

HALO's new technology is a game-changer for farmers, providing them with the tools they need to stay compliant and optimise their use of organic N. It's a must-have for any farmer looking to stay ahead of the curve. For more information, talk to your local Farm Source TSR.

"We needed a good robust system that would be future proofed. The HALO system provides proof of placement and control of effluent. The system is easy to use, I can look at my phone and turn it on and off, and I can see exactly what's going on," says David.





Jersey-Angus calves a winning strategy in Northland

Rearing their own calves is a win-win for Northland farmers Murray & Helen Jagger. The couple farm 640 Jersey cows on a 230-hectare dairy platform at Whangarei Heads, with a beef and replacement operation making up the remaining 320 hectares of their farm.

The Jaggars use AI Jersey straws for their top-end heifers for three weeks to ensure replacements are kept from the best cows, and then low producers, or cows they don't want replacements from, are crossed with Angus.

Murray says in terms of the beef market, Angus is a good cross for Jersey.

"It results in an exceptional quality of meat. A characteristic of Jersey cattle is the high level of intra-muscular fat so it's got great marbling. It's also known for its tenderness. Taste panels have consistently rated Jersey cattle beef for its tenderness, juiciness and flavour."

"There's a perception that Jersey-beef animals are harder to get up to finishing weight but the key is to use the right genetics. That is the priority for us. We are

very intentional about the quality of Angus bulls we use, considering factors like moderate birth weight, calving ease and high 600-day growth rates. We might pay a premium for our bulls based on those characteristics but the quality of the final product more than makes up for that."

Murray believes there are some learnings that other farmers can take from that approach.

"A lot of farmers are purely focused on the cow being in calf for the cheapest price and getting the milk. We need to start setting our sights a bit higher by identifying the cows that you don't want to take replacements from and consider the benefits of using decent quality beef genetics because there is opportunity in that."

Murray realises that the size of his farm provides the space needed to run a beef rearing operation at scale and not all farmers have the same luxury or required infrastructure. However he says there are still options for farmers who want to investigate another income stream.

"One way would be to find some other farmers who do have the capacity and work out a trusted relationship. For

example someone might have some bulls that you can use and share the money made from calves or the bull supplier takes some calves in return."

"It's about exploring the 'true' value chain. Finding out what type of animal the beef industry needs going forward and thinking about that when we are breeding to capture a premium instead of simply selling calves for petfood."

"We can't put our head in the sand and hope the non-replacement calves issue goes away. We need to find some solutions that are going to benefit the whole industry so there is a need to be proactive."



Are you losing milk solids to Facial Eczema?

With a name that some would say is quite deceptive, Facial Eczema is an ongoing concern to farmers around the country, particularly following some of the recent weather events over the summer months, bringing more moisture to the land.

Facial Eczema was the main topic of two Q&A sessions held by Farm Source in February, discussing spore measurement, disease impact and different zinc dosing methods with industry experts.

Facial Eczema is one of the country's most challenging ruminant diseases which is generally under-diagnosed and causes major production losses on-farm. While the name suggests facial symptoms, the damage from facial eczema is ultimately subclinical, with liver damage being the biggest concern. Often when exterior symptoms are noticed, it is far too late.

With some of the webinar attendees noting higher than usual spore counts for the time of year, Emma Cuttance, Head of Epivets, says being vigilant and proactive is the only way to be.

"Any dramatic increase in spore count needs to be checked. Keeping an eye on that spore count and ensuring your herd has sufficient Zinc is just essential," she says.

The recent changeable weather events over what are traditionally dryer months of the year have seen much higher rainfall combined with increased humidity, adding more moisture to the ground sitting within the dead matter around the base of pasture, Emma says.

"We are in a period where we have a problem with changing weather conditions

and the resulting factors from that, meaning we often have to monitor our spore counts for a much longer period than we previous have," says Paul Jamison, Farm Source Project Manager, Milk R&D.

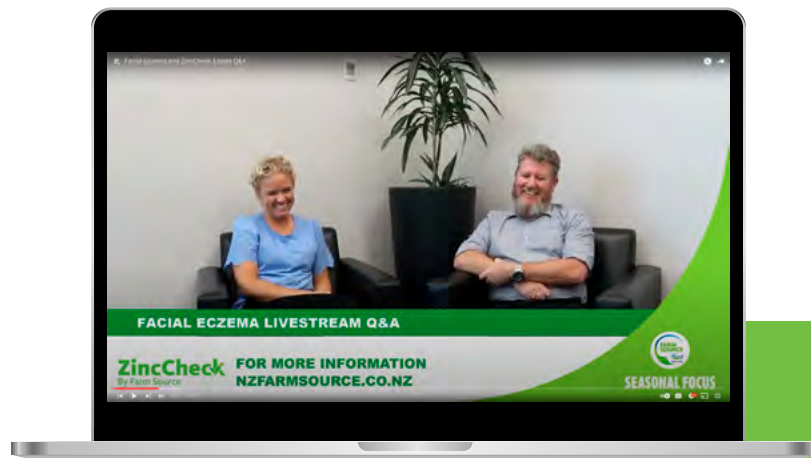
Paul estimates that production losses from Facial Eczema each year could be between 5-35 million kilograms of milk solids (kgMS) due to the subclinical damage being suffered by cows.

"Prevention is key as there is no cure," Paul says.

Ensuring your herd is sufficiently dosed with Zinc can help to prevent your cows suffering from Facial Eczema.

ZincCheck takes a herd-level approach, with a bulk milk sample test to determine if at least 70% of the herd have enough Zinc in the blood to pass across into the milk at 20 micromoles per litre, Paul says.

ZincCheck is only \$99 per test and the first one is free for Fonterra farmers. For more information or to book in your test, contact your local Farm Source TSR.



Watch our Expert Q&A sessions on YouTube

If you missed the Expert Q&A sessions you can watch them now on our YouTube. The first session discussed spore measurement and ZincCheck with Veterinarian and Head of Epivets Emma Cuttance and Farm Source Project Manager, On Farm Milk R&D Paul Jamieson.

The second session looked at the merits of different zinc dosing, presented with Seales Winslow Consultant Nutritionist Paul Sharp and Farm Source Senior Veterinary Manager Mike Shallcrass.



"Any dramatic increase in spore count needs to be checked. Keeping an eye on that spore count and ensuring your herd has sufficient Zinc is just essential," Emma says.

ZincCheck



Do you really need to drench your cows this autumn?

The recent change to the milk withholding times of pour-on drenches that contain abamectin is a timely opportunity to review the parasite management practices for your herd.

The change to a 35-day milk withhold means these products can only be used on dairy cows at dry off or during the dry period. However, nil milk withhold product options are available and these provide the flexibility to treat cows when they need it, even before dry-off.

Before swapping one product for another for the whole herd, the first question that needs to be asked, is what animals actually need a drench, and then when is the best time to treat?

Adult animals have immunity to parasites, both lice and worms, however this can be lowered if they are stressed, such as by poor feed quality or quantity; have low body condition; weather conditions; and clinical or subclinical disease. Adults will still have parasites in and on them, but in healthy immune animals, the parasite's reproductive rate is much lower than in that of young calves. Adults are generally seen as net removers of larvae on pasture rather than contaminators.

If you only have adults on the dairy platform and they are well fed and in good condition, it is unlikely you will see an economic response to a worm drench. Conversely, animals in poorer condition and/or if young stock graze the property, larval levels will be higher and adults could be more susceptible, so a drench in some of them could be warranted.

There have been several productivity studies conducted in New Zealand looking at the effect of parasites on milk production^{1,2,3}. They have largely found a positive response when using the long-acting products such as Cydectin® Pour-On, however all farm systems are different, so each farm should have different approaches to parasite management.

When is the best time for treatment? Typically, cattle larval numbers are at their highest on pasture in autumn/early winter. If cows are going to be treated, giving them a drench that not only eliminates the parasites they have on board but prevents establishment of new infections for a sustained period, during a heavy challenge will produce better results. This was demonstrated in local studies conducted at dry off with cows wintered on pasture. The cows

that were treated with Cydectin Pour-On produced more milk solids in the following lactation than the cows that received a short acting drench and a lice treatment.¹ If cows don't need a worm drench, a lice-only product should be given. However, if they need both, Cydectin Pour-On is also highly effective against biting and sucking lice.

Drench resistance is now a common problem on many farms. Therefore, we need to be smarter with our drench use and parasite management. For more information on effective parasite management talk to your local Farm Source TSR or visit wormwise.co.nz

Zoetis New Zealand Limited. Tel: 0800 963 847; www.zoetis.co.nz. Cydectin is a registered trade mark of Zoetis. ACVM No. A6203.

¹ Murphy, A. *The effect of treatment with moxidectin, a long acting endectocide, on milk production in lactating dairy cows* Buiatrics World Congress, 1998.

² McPherson WB, et al *Effect of a peri-parturient eprinomectin treatment of dairy cows on milk production* NZVJ, 2001.

³ Lawrence K. E et al. *The effect of mid-lactation treatment with topically applied eprinomectin on milk production in nine New Zealand dairy farms.* Vet. Parasitol, 2017.

Fonterra farmers on tour a success

It's not often you can claim you had morning tea with Fonterra CEO Miles Hurrell while in Auckland, but for a group of farmers from across wider Canterbury, that is exactly what happened.

In early December, 17 Fonterra farmers from across the Canterbury region had the opportunity to experience an action-packed tour through parts of the North Island centred around a visit to the National Fieldays at Mystery Creek in Hamilton – an idea borne from Fonterra Co-operative Counsellor Geoff Spark and put into action by the Farm Source Canterbury Regional Head's personal assistant Annabelle Parish.

The tour started with flights to Palmerston North and a visit to Fonterra's Research and Development Centre – the first stop and a true highlight of the trip, says Annabelle.

"We had a great tour around various aspects of one of the largest dairy research facilities in the world, showcasing the pilot plant, the food lab and the sensory and consumer science department and then sit down and have lunch with the staff. We then went off to

a local farm for a talk from the operations manager and tour around the cow shed and effluent system area. The next day we headed to our Lichfield manufacturing site and had a tour from management of the cheese plant and also checked out their wastewater plant," she says.

With an accommodation stop in Rotorua for the night, the next stop was the National Fieldays, where farmers had the entire day to roam at the event, including visiting the Fonterra site where they could meet and mingle with fellow farmers and Fonterra staff, taste the latest products and watch food service demonstrations made with Fonterra products.

"The following day we headed to Auckland where we went to our Head Office at Fanshawe Street. We had a great presentation from Haylee Putaranui about the pou in reception and its history and background; this was followed by a presentation from Aimee Elliott from our graduate programme - coincidentally her parents were on the trip with us!"

A presentation from Richard Tyson about the supply chain and distribution networks was up next, speaking to the farmer visitors about the challenges faced and how they had overcome them.

"After that we headed to the sixth floor for morning tea and it was great – we had Fonterra CEO Miles Hurrell, Farm Source Group Director Anne Douglas, and Sustainability Director Charlotte Rutherford all pop in and chat to the group over a cuppa!"

Receiving strong positive feedback from the farmers about the tour, we are hoping to roll out some more tours for farmers across the country.

"We are currently looking into a tour with Otago/Southland Fonterra farmers," Annabelle says.

"It is so good to be able to undertake something like this that shows all the connections for our farmers beyond the farm gate and gets them closer to the Co-operative. The feedback from the trip was overwhelmingly positive and amazing, with the research and development centre definitely on the list again, as it was a favourite."

"We hope to give this opportunity to more farmers this year, look out for more information," she says.



Fonterra leadership taking farmers *forward*

Fourth-generation Kapuka farmer Blair McKenzie notes appreciatively that Fonterra is now firmly focused on the future and finding ways to keep moving forward.

Coming from a staunch Co-op family, there's never been any questions about leaving – it would never happen, not even to chase a few extra dollars. "If I suggested it to my father, I'd probably get cut from the family," he laughs.

The systems Fonterra is now putting in place will eventually force competitors to try to catch up anyway, he thinks. The recent introduction of flexible shareholdings, which allows farmers more flexibility, and The Co-operative Difference programme are just two recent examples.

Through taking up the challenge to get the bonuses, the farm was able to generate around an extra \$100,000. Blair and his wife work at the operations level, overseeing 2,400 cows on three separate units, but milked on one big platform.

"We got the full 7 cents on all three farms, and then I think we averaged over 90% for the 3 cents. It's something that we really pushed. We saw it as an opportunity to put a bit more in our pocket. We didn't have to do too much to get it. It was just more that these are things that have got to happen, so let's

just make sure we do it right." In doing so, Blair says he was able to improve the cell count on all three farms. This was already pretty good, but by trying a different product and going back to teat sealing the heifers, they were able to get an even better result, he says.

"We found out that we got a lot better response with that, and we changed all three farms to that product and that kept the cell count under control all season. Some people are saying 'my cell count is 300,000 so I'm just not going to get that money', but why not? Why can't you use it as an opportunity to improve your cell count? The money that we spend to improve the herd, the lower the cell count and the more your cows can produce too. It's a big flow-on effect for doing those things. It's an opportunity not another hurdle."

Blair says Fonterra has got to keep changing things to avoid stagnation. Because the world is changing, farmers need people looking at things and ensuring the younger generation of farmers is coming up. One of the differences he's noticed with the Co-op in the last few years is that when you go to meetings, you can talk with the bigwigs.

"I've met Miles [Hurrell] two or three times. The fact that he comes to the meetings and stays afterwards and talks to farmers and doesn't just send other people... he's held accountable for what's happening and he's happy

to sit there and take criticism and take suggestions on board."

He says he feels like he has real buy-in now.

"Miles is different. He's just a lot more honest and puts his hand up and says 'We're not doing this right. We can do it better. This is how we are going to do it'. That's definitely a positive."

In the long run, he thinks the future with Fonterra is very strong. There may be highs and lows that farmers have to ride, but in the long run they will be better off for it. Other processors appear to be chasing the quick dollar and might be here one day and gone the next.

"Whereas Fonterra is building and doing a lot of research for future stuff in a lot of different spaces."

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SKELLERUP

When farming and viticulture interconnect, Rewards await

Ensuring healthy soil as the basis for creating a premium product is a huge focal point for farming couple Karen McLeod and Troy Doherty, but not for just the reasons you think.

The couple operate a 188ha dairy farm near Whakatane and are also the owners of a vineyard in the Bridge Pa Triangle, Hawke's Bay where they grow the grapes for their boutique wine label – Herringbone Wine.

While the balancing act can be a challenge, many synergies lay within the basics of the two businesses. Look after the land and it will look after you.

The couple have years of experience working with the environment and believe in the principles of sustainability and kaitiakitanga. Their branding also links back to their beliefs around caring for the land, as they say they chose the Herringbone name and pattern to represent interconnection – between the land, the climate and the people.

"That interconnection results in wines of distinction," she says.

With a background in soil and environmental science, Karen had undertaken postgraduate viticulture studies on her return from an overseas experience, where she'd had it confirmed that New Zealand really does produce some of the best wines in the world. Her interest piqued and studies completed, the couple set a long-term goal of owning their own vineyard one day and seven years ago, they ticked the box with the purchase of the vineyard in one of the most highly regarded grape-growing regions in New Zealand.

Initially, the couple continued with the vineyard's supply contracts for grapes, sending them to larger wineries in the area, but soon realised this wasn't for them.

"We wanted to move away from the big corporate wineries as we were finding that level of satisfaction for us just wasn't there. We wanted to be making our own wines and working with other boutique

winemakers. We wanted to work with higher quality grapes, smaller producers, and also move a lot of the vineyard to organic production.

Now a few years on and the first of the couple's signature wines are available and ready to purchase – a fresh and vibrant rosé, and a smooth syrah that starts with notes of berry and finishes with a subtle touch of spice. More wines are currently aging in barrels with release dates coming soon.

"It has been a long-time dream come true for us and a lot of hard work. There is no downtime between the farm and the vineyard, but we are really enjoying it," Karen says.

"Juggling both businesses is made easier by working with great people. We have two full time staff members, Jamie Hillman and Manoj Ekanayake who keep the farm running smoothly while we are on the vineyard. And we are so excited to be part of the Farm Source Rewards scheme now too. That has been an exciting achievement for us too."



Herringbone wines are now available with your Farm Source Rewards – you can order a half case of Rose, half case of Syrah or a mixed half case of the two! Check out your Farm Source Rewards at farmsourcerewards.co.nz for more information.



Rewards
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Rere ki Uta, Rere ki Tai:

From Sea to Soil to Society

Building more resilient, profitable, and healthier farms is the goal of a new project, Rere ki Uta Rere ki Tai, that's strengthening farmers' connection with the soil through sharing knowledge, experience, and science.

Ten farms across the Bay of Plenty and Waikato regions are working closely with researchers and will continue this through to mid next year. The project launched mid-2022.

These farmers are active participants in improving soil health on their farms, guided to try different land management methods through latest western science and Mātauranga Māori science.

Rere ki Uta, Rere ki Tai means literally 'From Sea to Soil to Society' and the project sharpens the focus on the life inside soil at each farm.

The research seeks answers to questions many will want to know for New Zealand's agriculture industry. If we focus on the mauri – the life force – of our soil, can farmers improve not only the health of their pasture, the wellbeing of their animals, and their milk production, but will it lead to happier farmers, higher profits and better outcomes for the environment?

Whilst Rere ki Uta, Rere ki Tai is working extensively with these 10 farmers, there's many opportunities to learn alongside them by following the project through Facebook and attending free and ticketed workshops throughout the country.

Australian soil and groundcover ecologist and carbon farming advocate Dr Christine

Jones tours New Zealand in April and May, offering insights into the role of soil biology for fixing nitrogen, leaching and farm profitability.

She brings soil science to workshops in a language farmers will find useful, according to one who's benefited from her advice.

Among venues for the tour is the Atiamuri farm of Miah and Jenny Smith, who made changes to their farm practices after a 2015 workshop with Dr Jones.

The Smiths learned about the biology of plants and how the sugars feed the biology, returning minerals back to the plant – an interaction that's the basis of building top soil.

"We've changed milking from twice to once a day, we've retained our staff member who's been there six years now and I can still use synthetic fertilisers, but I mitigate it with the biological tools alongside it and it really works," says Miah.

"We've gone from 24% empty rates that first year to 3.5% last year. Our losses during calving have gone from 50 cases of milk fever to five or six.

"Another thing I've realised over the last seven years is production doesn't equal profit. Our highest production year was our lowest profit and being a conventional farmer you're really focused on production and want to hit that mark. We're now really focused on profit, not production."

The Rere ki uta Rere ki tai project is helping shape primary production based on diverse species composition away from monoculture, with shifts in pasture management, and support for farmers with methods to return the life to the soil.

The wellbeing of farmers themselves is also being studied in the project, which has multiple leading scientists and land management advisors, including from Fonterra and Farm Source.

Clare Bradley, CEO of AgriSea which is hosting the Rere ki uta Rere ki tai project, says Dr Jones is highly respected globally and explains things practically for farmers.

"Dr Jones shares how to optimise soil health and production systems, giving farmers and land managers knowledge they can integrate into their own operations.

"She advocates growing plants from different families together, as these plants swap minerals and carbon all the time, with the whole community connected by another extremely important community that keeps it all going, the common mycorrhizal network."

She explains other ways to support soil life and plant health, what this means for nutrition of the animals and profitability on-farm.

Find out more and register for tickets at www.agrisea.co.nz/rere-ki-uta-rere-ki-tai.





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Happy cows helps cell counts in organics

Otorohanga organic farmer Calvin Singh says he doesn't have any special magic or secret ingredient to his impressive low somatic cell counts – and says its all down to the great pedigree of his cows and their happy lives on his farm.

Nestled right by the small Waikato town's boundary, Calvin's 76ha farm is entering its fourth season as an organic supplier to the Co-op, with the transition to organics starting seven years ago.

He says there wasn't a lightbulb moment for a swift directional change, more a move to a healthier environment and different ways of doing things based on personal beliefs.

"There were many reasons for us moving to organics, and we had started to make changes along the way that naturally fed into going organic. Our personal beliefs was a huge part of it – we had been asking all the questions about what is in our soil, our landscape, our environment and what we could do better for ourselves and for our animals. Losing my wife Amrit at an early age to a common cancer really elevated that thinking and it just went from there," he says.

Kalvin and his son Sunil also knew they could not physically grow the farm in any direction due to its tight boundaries, so the turn to organics also created a new challenge for them.

"My son is the fourth generation to farm on this land. My grandfather and father both worked this farm and they set themselves the challenge of breeding pedigree jersey cows, so that had already been in place when I came along, and then my son. For us, we needed to find out what our challenge was, and it was organics," he says.

And that challenge has rewarded them in many ways, Calvin says.

"Our SCC are low, with an average bulk SCC of 90,000 and we do not use drugs,



penicillin, of any kind on our farm. In saying that, we don't need to – we haven't had a lame cow or foot infections for seven years!"

Kalvin credits a combination of good breeding of his cows "although there is no such thing as a perfect cow, we feel we are close" and ensuring they live stress free lives in a thriving environment.

"We grow all our own feed here too, we don't buy in anything. We have a supply of silage we have grown ourselves and our pastures have grown ridiculously well over the summer period due to the weather being more like spring with warmth and rain," he says.

"We don't cultivate, we just undersow with a varied mix of crops including daikon radish, sunflowers and so many more

varieties. The daikon is special as the cows can graze the top of the plant, and then the radish rots into the ground, creating a channel that aerates the soil, and brings in worms. Its all very natural and works so well!"

"And in regard to fertiliser, we love lime!"

With a great level of support from the Fonterra Organic team, Calvin says he will continue to look for the next new challenge as his farm grows from strength to strength with organics.

"We have happy cows who live in a no stress environment and it shows in those cell counts and in our production."

For more information on conversion to organic farming, contact your local Farm Source TSR.



"We grow all our own feed here too, we don't buy in anything. We have a supply of silage we have grown ourselves and our pastures have grown ridiculously well over the summer period," says Calvin.

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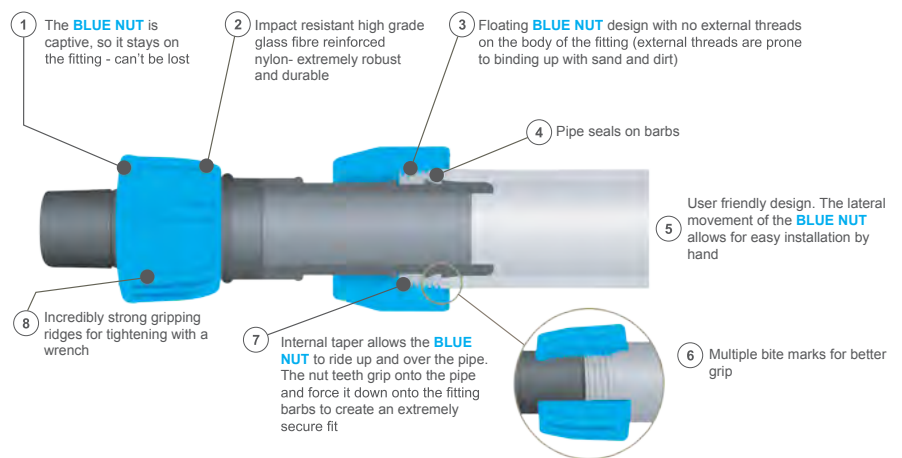
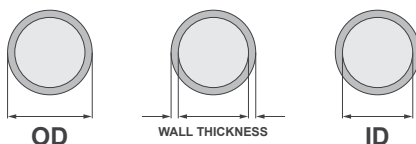
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ANKA'S improved double-sealing internal barbs, combined with the easily identifiable captive blue nut, tightens onto the pipe creating a reliable and durable, long-lasting connection. Hand tightening saves time and also removes the need to carry tools.

Knowing your LDPE from your HDPE

Low and Medium Density Polyethylene (LDPE and MDPE) pipe is mostly used in our farm water infrastructure. LDPE pipe has greater flexibility, so is easier to work with when it's cold, or the terrain is challenging. The LDPE we use on farms in NZ and Australia is measured uniquely from its inner diameter (ID).



Civil works and mains water supply mainly use High Density Polyethylene (HDPE). MDPE and HDPE pipes used worldwide are measured on their outer diameter. That's why LDPE pipes here need different fittings that are not interchangeable.

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- Australian Rural B
- Irish Imperial
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Did you know?

LDPE Pipes are available in Ø 15-50mm internal diameter, with a pressure rating that reduces as the diameter increases. For an equal pressure rating across all diameters, the pipe wall thickness would have to increase significantly with each larger size.

Made to fit in New Zealand

LDPE pipes, commonly referred to as Alkathene, are available from a range of manufacturers in New Zealand. This can create a challenge for a single fitting to consistently fit to. ANKA fittings have a proven track record with ongoing refinements delivering a reliable and durable connection that Kiwi farmers can have confidence in across pipe diameters, pressures, wild weather and any terrain.

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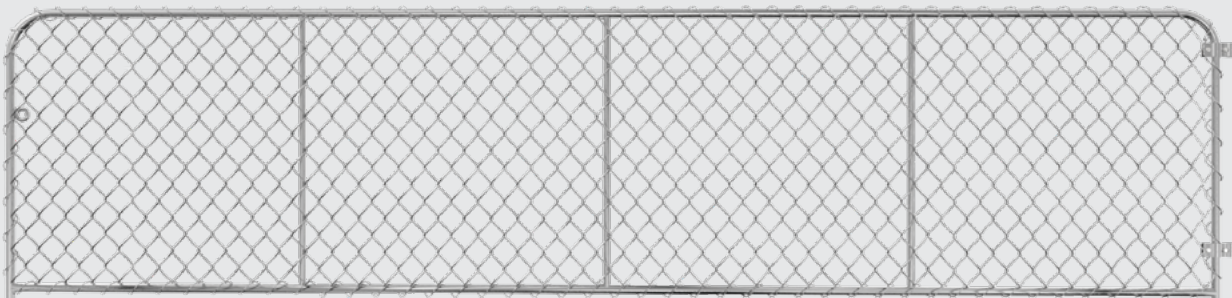
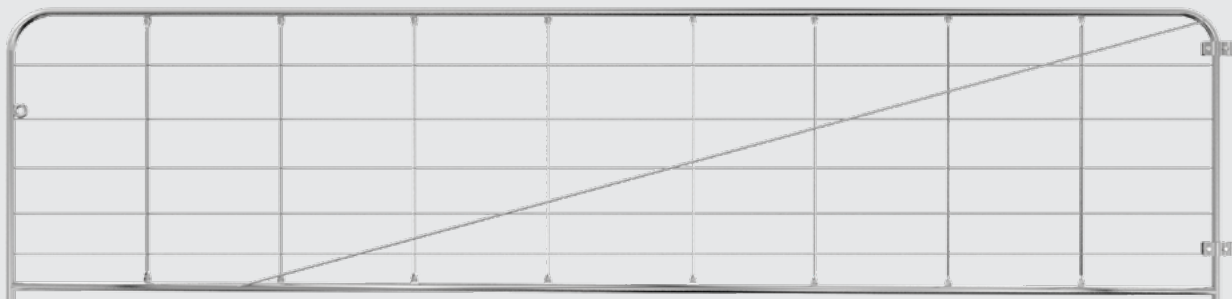
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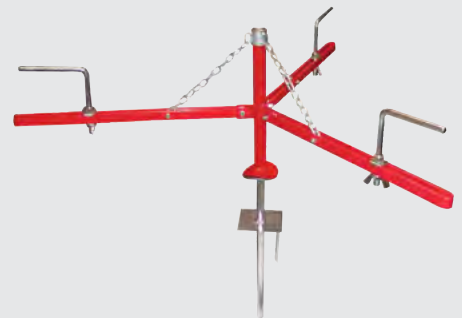
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Can you recognise stroke symptoms?

What is a stroke?

A stroke is a brain attack. It can be fatal.

- Approximately 9,500 strokes are experienced in New Zealand every year. This means that one stroke occurs every 55 minutes
- Stroke is New Zealand's second single biggest killer and the leading cause of serious adult disability
- Stroke can affect people at any age. Approximately 2,500 of our young people (under 65 years of age) experience a stroke each year
- Over 75% of strokes are preventable and high blood pressure is the number one modifiable risk factor for stroke.

Reducing your risk of stroke

There are things you can do to prevent stroke happening to you or someone you care about. Certain risk factors increase your chances of having a stroke.

- Check your blood pressure regularly
- Check your cholesterol so it can be reduced if levels are too high
- Eat a healthy diet and reduce salt – this helps to reduce blood pressure and cholesterol
- Move more. Regular exercise and being active will help reduce many risk factors.

What to do when you think

someone is having a stroke

1. **Call 111 immediately**
Call for help once you notice the F.A.S.T. symptoms. Call quickly and then wait for the ambulance to arrive. The quicker medical treatment is started, the better chance of recovery.
2. **Note the time you first noticed the FAST symptoms**
This can help the medical team make a more informed decision on what treatment to perform.
3. **Perform CPR if necessary**
This is only necessary if the person having the stroke is unconscious. Check their pulse and breathing. The 111 dispatcher will be able to guide you while waiting for the ambulance to arrive.

What NOT to do when you think

someone is having a stroke

1. **DO NOT let the person fall asleep or talk you out of calling 111**
Despite many stroke survivors saying they feel sleepy and want a nap, lifesaving treatment is time sensitive. Call 111 immediately and wait for the ambulance.
2. **DO NOT give them any food, drink, or medication**
As a stroke can affect one's ability to swallow, it is important to stay clear of any food and drink as this can cause choking. Also, some medication can cause the stroke to get worse.
3. **DO NOT drive to the emergency department**
Call 111 immediately and wait for the ambulance to arrive. Symptoms can worsen, and paramedics can provide lifesaving treatment on the way to the emergency room. If you are the one experiencing a stroke, your ability to drive can be impaired.

How can you tell if someone

is having a stroke?

By learning the F.A.S.T. check. If you recognise the symptoms of stroke, you could save a life!

FACE

Is their face drooping on one side?
Can they smile?

ARM

Is one arm weak? Can they raise both arms?

SPEECH

Is their speech jumbled or slurred?
Can they speak at all?

TAKE ACTION

Call 111 immediately.

Other signs of stroke may include:

- Weakness or numbness or paralysis of the face, arm, or leg on either or both sides of the body
- Dizziness, loss of balance or an unexplained fall
- Loss of vision, sudden blurring, or decreased vision in one or both eyes
- Headache, usually severe and abrupt onset, or unexplained change in the pattern of headaches
- Difficulty swallowing.

It's important to remember that F.A.S.T. covers 80% of the main symptoms of stroke and a person may only suffer from one or a combination of these symptoms. NOT ALL.



For more
information
visit stroke.org.nz



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New Zealand Dairy Industry Awards welcome new AEG members

The New Zealand Dairy Industry Awards has begun 2023 with a new name for the Executive and by welcoming new members to the group.

The NZDIA Executive is now known as the Advisory and Engagement Group (AEG) which better reflects the role its members have within the Awards programme.

NZDIA General Manager Robin Congdon says the team is thrilled to welcome Milton farmer Louise Sahin and Manawātū farmer Maegan Legg to the group and looks forward to working closely with them.

"We are excited to have new members on board who will bring different skill sets and experiences that will complement our existing members," he says.

"They will work closely with the other members and the management team to help with the continuous evaluation and development of the NZDIA programme and help us engage with the regional committees and entrants across the country."

Louise and her husband entered the Share Farmer category five years ago and she is thrilled to now be in a position

to give back to the programme. "I found the experience to be a great opportunity to learn about our business, our strengths and our weaknesses and allow us to explore new business opportunities we hadn't previously considered."

"I believe it's important for industry-led programmes to stay ahead of developments within the dairy industry and continue to share the good farming stories."

Maegan and her husband won the 2020 Manawātū Share Farmer of the Year title and she was the 2021 and 2022 Regional Manager and 2021 and 2023 Share Farmer Team Leader. This year she has also taken on the role of skills day co-ordinator for the region.

"I have a passion for personal growth and believe the Awards programme is an amazing avenue to really understand your own passion and drive, both within and beyond the dairy industry."

"I feel very positive about the changes that have already been made to all categories and look forward to working with the team to solidify changes moving forward."

The New Zealand Dairy Industry Awards comprise the New Zealand Share Farmer of the Year, New Zealand Dairy Manager of the Year and New Zealand Dairy Trainee of the Year programmes, and the Fonterra Responsible Dairying Award.

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 NZ.

◀ Manawātū farmer Maegan Legg.

▼ Milton farmer Louise Sahin.



"We are excited to have new members on board who will bring different skill sets and experiences that will complement our existing members," Robin says.



Visit dairyindustryawards.co.nz for more information.





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Central Plateau - Wednesday 22nd March

Bay of Plenty - Thursday 23rd March

Waikato - Friday 24th March

Northland - Tuesday 28th March

Auckland / Hauraki - Thursday 30th March

Southland / Otago - Monday 3rd April

West Coast / Top of the South - Wednesday 5th April

Canterbury / North Otago - Wednesday 12th April

Manawatū - Thursday 13th April

Hawkes Bay / Wairarapa - Friday 14th April

Taranaki - Tuesday 18th April

CONGRATULATIONS to all of our entrants.

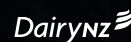
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