

# enrich

MAY 2023

## GET TO KNOW CHRIS APPLEBY

General Manager On Farm Excellence – Milk

**A SWEET DELIVERY**  
DELICIOUS EASTER  
SURPRISES FROM MARS

**MAIZE**  
FROM SEED  
TO FEED

**DIGITAL DAIRY DIARY**  
HOW TO ADD THIRD  
PARTY ACCESS





Dairy for life

# Farm Dairy Records are now open



To meet the Co-operative and Prosperity achievement, you need to keep full and accurate Farm Dairy Records and submit them online by 30 June 2023.

Meeting this achievement contributes to the first level of recognition of The Co-operative Difference, Te Pūtake and receiving 7c kgMS on all milk supplied. As well as meeting this achievement, this information is used to:

- Report on sustainability commitments.
- Advocate on your behalf with communities and regulators.
- Develop better services to support you and your business.
- Ensure we are meeting customer requirements.

## Benefits of submitting online

- Some of the fields will be pre-populated with information you've provided previously before you even start.
- In the Fonterra Nitrogen Risk Scorecard pathway, you'll have the flexibility to make changes if you've missed something after it's been submitted.
- If you've used the Dairy Diary app, you will see your fertiliser and feed information pre-populated into your Farm Dairy Records, so you won't have to fill them all in again.

**Under the Terms of Supply, you must have submitted your Farm Dairy Records by 31 July 2023.**

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To complete your records visit [nzfarmsource.co.nz/farmdairyrecords](https://nzfarmsource.co.nz/farmdairyrecords)

# Calf Week



## 15-19 MAY 2023

**Farm Source Calf Week 2023 offers a series of exciting online events focusing on different aspects of successful calf management.**

Over the week there will be online informative talks, top tips and guides to promote best practice calf care. On Friday 19th May, join your local Farm Source store team for a pie and talk to the team about getting ready for calving.



To see the agenda scan the QR code or visit  
[nzfarmsource.co.nz/calfweek](https://nzfarmsource.co.nz/calfweek)



# FOUR SEASONS. ONE STORE.

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# GET TO KNOW Chris Appleby

## General Manager On Farm Excellence – Milk

Chris Appleby knows small changes can add up to a significant impact. As General Manager On Farm Excellence – Milk for Farm Source, Chris works with a team of dedicated professionals who makes small yet significant, and positive, changes for farmers across the country on a daily basis.

“Our farmers produce some of the best milk in the world, and I am lucky enough to be part of a team that strives to keep supporting them to do that,” says Chris.

Chris, who has been with Fonterra for nine years, has just ticked over a year in the General Manager role says while the team works as a whole, it can be described as three different pillars.

The first pillar of the team is the Regional Food Safety and Assurance Managers (RFSAM) based in each region, a role designed to support farmers with producing top quality milk and meeting and understanding regulatory requirements.

The RFSAM team have a wealth of technical knowledge when it comes to producing quality milk and now offer a free service to walk through on-farm practices to lift efficiencies and find small changes that can make big impacts.

“This team works hard to support our farmers, particularly in the areas of milk quality and on-farm efficiency. They undertake one-on-one visits and work with farmers to lower their somatic cell

count and identify any issues potentially contributing to their risk of mastitis. The team also spend time in the shed, to focus on milking efficiency and identify any changes that can be made to shorten milking times,” Chris says.

“Giving farmers time back in their day, to spend with family or to get something else done, is vital. And we have seen some instant results from when one of our team have been working with a farmer and how they can be more efficient in the shed, in many cases 30 minutes or more has been saved per milking. It’s been amazing.”

efficiency, with farmers receiving individualised reports providing unique insights for their farm. This team is very much about supporting our farmers and identifying opportunities where we can play a role to support. We are constantly looking for ways to work with current and new tools, new data, new partners and new levels of support for our farmers to meet current and future needs,” Chris says.

The team is also busy working on ways to make the task of on-farm compliance simpler and more streamlined for our farmers. This involves working with



**“Our farmers produce some of the best milk in the world, and I am lucky enough to be part of a team that strives to keep supporting them to do that,” says Chris.**

Farms that worked with our RFSAM team to focus lowering somatic cell count last season are already measurably better off, with the average lowering bulk somatic cell count by 7% when compared to other farms, and some individual farms are achieving significantly bigger improvements.

The second pillar of the On Farm Excellence Milk Team are those focused on developing tools and services to further support farmers.

“Recent work by this part of the team has been working on enhancing the Farm Insights Reports with a focus on milk quality, production and milking

others in the sector to avoid the risk of duplication and where possible look for opportunities to share information to save farmers time.

“This includes looking at our own digital tools developed for farmers, in particular the Dairy Diary App which is due for a refresh later in the year. This will bring some great new functionality, making the recording and sharing of information for compliance purposes much simpler for our farmers,” Chris says.

“This is another example of making the most of the tools available that we have to simplify systems and to work smarter, not harder.”

“

“Being at Farm Source and being part of this team that works so hard for our farmers – we are just one cog in the massive wheel when it comes to milk quality at Fonterra. It’s really rewarding work, especially when we see tangible results for our farmers. It’s all part of the bigger picture,” Chris says.

The third pillar is very much the future forward thinkers of the Milks team – the Research and Development team.

“You would have heard about ZincCheck and other great products that have come from this part of our team. They are looking to the future for our farmers, what is coming their way and how we can support them. What else can we learn for a drop of Fonterra milk? How can that support on-farm practices or potentially lead to new novel products in market?”

Overall, the team dynamic is one of driving success for farmers through a high level of support, technology and innovation, Chris says.

“Being at Farm Source and being part of this team that works so hard for our farmers – we are just one cog in the massive wheel when it comes to milk quality at Fonterra. It’s really rewarding work, especially when we see tangible results for our farmers. It’s all part of the bigger picture,” he says.

“It is all part of the whole chain of events, from milk being produced on-farm, to being collected and manufactured into the excellent products made with that milk, to those products being sold to our customers throughout the world. Our role is to support farmers to keep them doing what they do best, create world class milk so that chain of events can happen, and we are really proud of our work.”

**“It is a pretty amazing operation to be part of.”**



# Emissions feedback

## heard and received -

### Round two coming soon

Andrew Kempson, General Manager Global Climate Policy



Over March and April we completed our meetings heading out around the regions to chat to our farmers about our climate approach and our 'where to from here'. First things first, I want to thank everyone who came along, listened, asked questions and really helped us deep dive into the 'why' of our climate approach.

We know the message was received and understood. Aside from doing what is best for our land, and our country, our farmers now know a huge part of the push for a reduction in emissions is coming from our customers – its hugely market driven, predominantly from our international markets.

#### What did we hear from you?

The main themes of feedback from our farmers included the following:

1. That the Co-op needed to demonstrate strong changes itself before passing them onto farmers, and we agree. This isn't just a demonstration, tick-the-box exercise to ensure our customers are happy. Our climate approach is about good, solid improvements that help all of us in the long term, both environmentally and economically.

2. That whatever is developed for the Climate Roadmap by the Co-op is practical and easily implementable across farms that supply Fonterra. Our aim is to make this universally practical and applicable to all.
3. We should not be holding farmers' 'feet in the fire' – costs must be reasonable for our farmers to make these improvements. It goes without saying that we will be working to ensure any proposed changes are as low to no cost as possible, and where there is cost, that there is a counterbalance with gains in efficiency.
4. And we're not here to criticise or penalise our farmers – all of our climate approach needs to work in a rewarding and beneficial way. We should not be taking a penalising approach.

Overall, we took the time to chat to you, walk you through the 'why' and ensure a good level of understanding of where the pressures are at. We have many of our international customers who

have their own emission pledges with tough deadlines, and we are working with them on those, to ensure Fonterra stays firmly successful in those markets.

Our next steps are coming fast. We have the next round of meeting dates, both in person throughout the regions and also online with a series of webinars to talk through the "what" and "how" stages that are coming next. These sessions help us to shape our future steps, and your feedback is essential to the pathway we are on.

We hope to release the Climate Roadmap later this year, shaped by all the work we are currently undertaking, so please check in with your local Farm Source team to see if there is a roadshow event planned near you, or to find out when the next webinar series is.

**We can do this, and we will do this, together. Your support has been amazing, and we look forward to undertaking the next steps with you. Check in with your local Farm Source team to find out more.**

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**"Aside from doing what is best for our land, and our country, our farmers now know a huge part of the push for a reduction in emissions is coming from our customers – its hugely market driven, predominantly from our international markets," says Andrew.**

# A sweet Easter treat from Mars



Fonterra farmers were surprised with an unexpected sweet treat over Easter from one of the Co-op's international partners, Mars, who wanted to show their appreciation for their staff's recent visit to New Zealand.

In the days leading up to Easter, Fonterra tankers delivered a decadent selection of Mars chocolate treats including Mars chocolate, bags of Malteser Popcorn and Honeycomb M&M's, along with an Easter card containing a QR code to a video from Mars.

In the video, Amanda Davies from Mars Snacks Procurement and Sustainability thanks New Zealand farmers for her recent visit and praises what she saw and experienced while here – and for

the milk used across the Mars range including those treats delivered to farmers for Easter.

“You should be incredibly proud of your farming systems in New Zealand, they are the best I have ever seen,” she says.

Complementing the Co-op farmers on their use of technology for farm records, including their nutrients use and data available, she says the infrastructure she saw was impressive.

“I was so impressed with the techniques I saw, the data I saw on your phones, and how you use fertiliser – and the impressive work you have been doing on sustainability.”

Sustainability and carbon emissions is a huge focus for the Mars supply chain, and Amanda asked for a continued focus

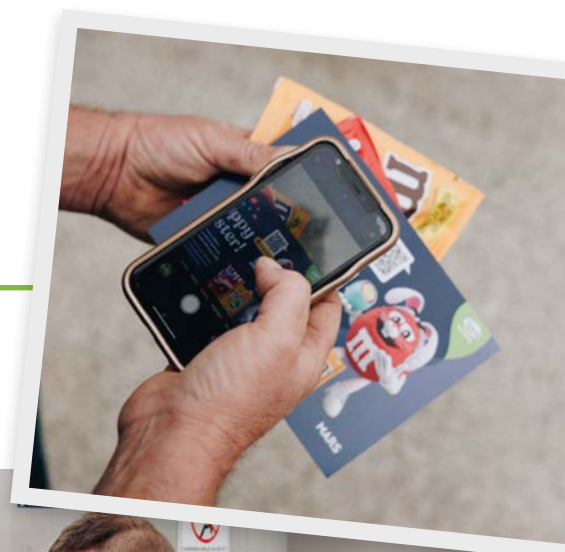
on sustainability from Co-op farmers to be able to work alongside Mars and their pledge to be Net Zero by 2050.

“We must act together, we must partner together, on the incredibly important topic of sustainability and greenhouse gas emissions,” she says.

“A huge thank you for being a partner of Mars, and biggest thank you for the work you are going to do, that we are going to do together.”



**“A huge thank you for being a partner of Mars, and a biggest thank you for the work you are going to do, that we are going to do together,” says Amanda Davies.**





# Plan for success with your winter spray programme

Russell Hamilton, Technical Ag Specialist, Canterbury

Planning a detailed spray programme for throughout the autumn and winter months can ensure better pastures and crops come springtime, says Canterbury's Technical Ag Specialist Russell Hamilton.

Now is the right time to talk to your Farm Source TSR and get them out to your farm to walk through the paddocks with you and talk options for a spray programme. You need to be looking at your pasture condition, the weed burden, and what options you have to improve and clean up your pasture.

A great tool for helping with this is the Farm Source pasture guide that shows you how to rank your pastures. If you gain a ranking of one you have extremely damaged pasture and you might need to look at sowing an annual grass, whereas if you have a ranking of three in a paddock, you might just need to undersow and work on a little weed control.

A pasture score of 1 across an entire paddock can mean a loss of greater than 10 t DM/ha compared to a score of 5 which has no pasture DM loss.

And speaking of weeds, its also time to work out the chemistry that will suit your needs too. Whether it's a Phenoxy spray to clean up the weeds or something else. It all comes down to good planning.

A good spraying programme is well assisted by strong data. Ensuring you start with the right information enables you to build a programme that is both effective and efficient – and overall gets you the results you want.

Having strong data is great as it also works in with your Farm Insights Report, helps create better feed for your animals, and can increase the dry matter eaten per hectare too. That data also helps you be across what is needed on-farm with regards to nutrients usage – all creating better reporting, better pastures, and a better outcome all round.

**Catch up with your TSR soon to walk your pastures and start your weed spraying programme planning. If you plan it well, the programme can have a positive effect across your outcomes and efficiency of your data.**

## Top tips

**1** Take the time to visually access your paddocks – walk over them and take a good look at what weeds you need to deal to, so you can formulate that into a detailed plan.

**2** Rank your pastures using the Farm Source guide. This helps you figure out where you are at and what needs to be done. If you have the right information, you have more chance of success! View the pasture guide below.



**3** Make that plan – and utilise the expertise of the Farm Source team. Talk to your TSR, get them to walk the farm with you, find out what products will work best and bring that all together into a good spraying plan to get you through autumn and winter. We are here to help.

# Your winter weed watchdogs



Winter weed control optimises your pasture production and quality, increasing yields and profits and saving on imported feeds and supplements.

Contact your local TSR for more information or visit us at [nufarm.co.nz](http://nufarm.co.nz)

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# Maize

## from seed to feed

After months of wet and unpredictable weather, harvesting your maize crop could come with a few challenges this year, but it's still worth the effort for its nutritional value.

While warmth and humidity often create excellent growing conditions for maize throughout the end of summer and into autumn, the heavier rainfall over the past few months has caused some denitrification and created issues with harvesting.

Farm Source's Technical Sales Representative (TSR) for Te Aroha and Paeroa Ryan Jackson says this year has been a challenging one weather wise.

"This year has been out of the box so far weather wise and we have had quite the



**"It's not very often I'm recommending that growers wait an additional week or 10 days to harvest but this year that's often been the case. The recommendation for maize is for it to be reading at least 32% DM for it to be harvested and ensiled properly," says Ryan Jackson.**

mixed bag of yields and dry matter (DM). We've had some brilliant results with maize plants still very green and healthy when cobs have reached full maturity and starch levels. This has given us a high yield of quality, palatable silage and the moisture left in the stova has kept DM low (34-35% DM). On the other hand, the wet weather has left some growers unable to get machinery onto wet paddocks and crops have dried right down (40%+ DM) which for the most part is still going to provide quality maize silage but has caused a few headaches."

"It's not very often I'm recommending that growers wait an additional week or 10 days to harvest but this year that's often been the case. The recommendation for maize is for it to be reading at least 32% DM for it to be harvested and ensiled properly, and if we want to achieve as much cob fill as possible, this year, while challenging weather wise, has allowed that," he says.

"And adding the right inoculant can help to ensure the fermentation process for the silage starts strong. Inoculant has been an absolute must this year."

An inoculant is a form of live bacteria used to help the fermentation process of silage start successfully.

Maize is an ideal crop to turn into silage or grain feed options.

Maize is one of the most efficient plants at converting radiation into biomass, with every 100 megajoules (MJ) of radiation inception seeing 1.6 tonnes of dry matter per hectare (DM/h) according to DairyNZ.

For every kilogram of maize silage DM your herd gets 10.3 MJ of metabolic energy, and for every kg of maize grain DM, your herd gets 13.6 MJ of metabolic energy.

That nutritional value makes it a vital crop for feed supply, and it all starts out with ensuring your soils are ready to grow a good hybrid option, Ryan says.

"Making sure you undertake soil testing on the paddocks you are going to seed, and make sure you have used the right nutrients in preparation for the crop," he says.

"It's important to talk to your TSR to decide on what variety you want – there are a lot of really strong hybrid options available, and you have a range of maturity options to suit your farm system. Traditionally, you want to be sowing your maize around the end of October, but you can lock in your seed order now."

**For more information on how maize can work in your farming system, contact your local Farm Source TSR.**

# Digital Dairy Diary

## adding third party access

Recording your farm's data for use across all your reports has never been simpler, with the Digital Dairy Diary growing in reputation for being easy to use and to help with reporting processes.

You can easily add third party access for your team, which means staff can fill in data such as animal treatments, effluent and fertiliser applications. You can also give access to accountants, farm advisors and vets and any other key people involved in the business. This allows the app and resulting data to be utilised across the whole business.

The farm owner can determine what access the third party has and the timeframe they're granted access.

### To add third party access

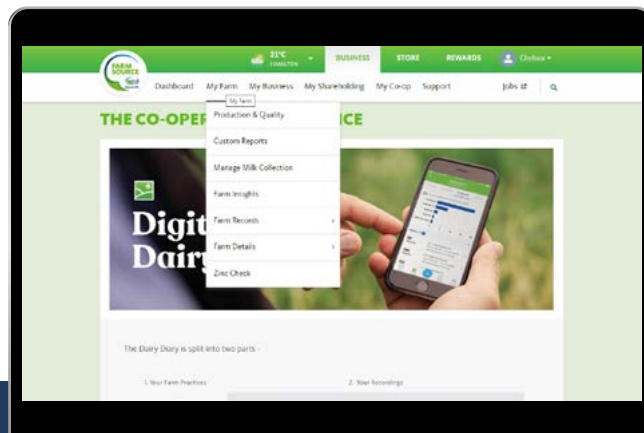
#### you will need:

1. Your computer
2. Your Farm Source Account login
3. The username of the person you wish to add OR, if the person you are adding does not have an account, their name, email and mobile phone number.

Overall, with all the data being stored in the one app, in real time, and without the flurry of paperwork and needing to enter information into different portals for different reports, the Digital Dairy Diary can be used efficiently and easily, and simplify all reporting and recording, from your phone or laptop, with ease.

As the hardcopy Digital Dairy Diary gets phased out, now is the time to try out the app for yourself and see how helpful it really is.

**For those who have not switched to the Digital Dairy Diary yet, chat to your local Farm Source team or your Area Manager who can talk you through downloading the app and gaining access to the range of How To guides to learn to use this time-saving tool.**



### How to add third party access

1. Log in to the Farm Source website
2. Navigate to the 'business' section
3. Hover over the 'My Farm' section, then hover over 'Farm Details' in the drop down
4. Select 'Staff & 3rd Party Access'
5. If the person you are adding already has an account, click 'add a new person' and enter their username and farm role
6. If the person you are adding does not have a Farm Source account, select 'add new user' and enter their details
7. Select the farm you wish to give access to by ticking check box
8. Select the level of access you want to give to this user and click 'continue'
9. Select how long you would like the user to have access, you can select indefinitely, select a specific season or create your own timeframe
10. Click continue, you will be taken to a summary page. Review the information and press complete – the user will be added to the farm within 10 minutes, and can then use their own log in on the website and Dairy Diary app to view the farms information.



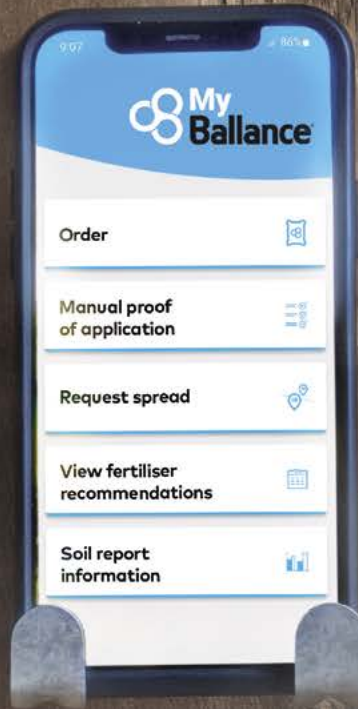
For a complete how-to guide scan the QR code or visit [nzfarmsource.co.nz/business/dairy-diary](https://nzfarmsource.co.nz/business/dairy-diary)



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sharpest  
tool in  
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# Taking the guesswork out of mastitis with DairySmart

The dairy industry continues to grapple with logistics when it comes to drying off. The push away from whole herd dry cow therapy is being made, however, as an industry, we are now heavily reliant on SCC data to make drying-off decisions, because there has been no practical substitute available. What if there was a better way?

The gold standard approach of culturing a large number of milk samples while retaining cost-effectiveness, efficiency and practicality has, until now, just been a dream.

DairySmart have combined both science and technology to take the guesswork out of mastitis diagnostics. Whole herd culture-based screening, rapid on-farm mastitis diagnostics and sale/purchase cow screening are now available to identify which bacteria each cow has. In combination with expertise in mastitis management, this is leading to significant gains in milk quality for a number of farms in Canterbury already.

Developed by farmers, for farmers – Chris Brook, Founder of DairySmart and with over 20 years of experience in dairy farming, took it upon himself to solve the practical issues with traditional mastitis diagnostics after a heart-breaking season on the farm a few years ago. Getting accurate culture results back in a timely manner, and being able to process a large number of samples in a timely manner while retaining cost-effectiveness were hurdles that were not easy to overcome.

Chris Brook said “We’ve invented a wand with RFID technology to read a cows EID and write it onto a milk sample, so there is no human data entry errors. It’s all cloud-based and our Jupiter device is a machine learning algorithm that can identify the species on the plate and give that to you in real time.”

Ben Davison, previously Vet & Director of Rangiora Vet Centre, said “I’ve seen the change DairySmart system can make on one of my clients. But it’s not only the change of results he’s achieved with mastitis, but the engagement within his team with everything around mastitis

through using DairySmart that is a real shift in the way Mastitis is managed on-farm.”

The DairySmart approach to mastitis is a game-changer – know the bacteria your cows have, find and treat the right cows while using less antimicrobials overall, and get results back when you need them.

**DairySmart is leading the way into future for mastitis management. Find out more at [dairysmart.co.nz](http://dairysmart.co.nz)**



# Efficiency and quality

## – a top focus for the

## RFSAM team

Reduce time in the dairy shed, reduce stress and increase efficiencies – all while maintaining the production of high quality milk, with an on-farm visit from your local Regional Food Safety and Assurance Manager (RFSAM).

The RFSAM team now offer a service where they walk through practices in the farm and work with the farmer to find ways to lift efficiencies and suggest small changes to shape bigger, positive impacts for the farming team – whether its reducing time in the dairy shed, reducing stress, or creating cost efficiencies, says Lower South Island RFSAM Danny Simmonds.

“We are all about supporting the farmers with on-farm efficiency and milk quality. The two go hand in hand. We visit the farm, observe a milking, and talk through processes. From there, we create a report to work through with the farmer and they can decide whether they want to make any changes or not,” Danny says.

“We can work with them to reduce their somatic cell counts, and identify ways to reduce risks for mastitis, with a large focus on milking efficiency and how we can shorten those milking times with the same production while increasing milk quality.”

While there have been many successful cases where times in the milking shed have been reduced by 25 minutes or more per milking, so far Danny says his record saving a farmer one hour and 45 minutes per milking – giving the farmer back more than three hours in his day.

“While the average is often about 25-30 minutes a milking, this one was amazing.



It was simple changes with processes, and how the staff were working throughout the dairy shed that helped us to create this change. As you can imagine, he was thrilled.”

Lowering SCC have also proven successful with some farmers noting a drop of between 20,000 to 30,000 quite promptly following an efficiency visit from Danny and going through the report findings.

“And each step of the way, it is up to the farmer to whether they want to make those changes or any change at all. But often once they see how these small changes can add up to a larger difference, they are happy to take our suggestions on board.”

The focus on milk quality also becomes a focus on animal health, with ensuring the milking plant is treating the cow well and not creating stress for the animal.

“It all goes hand in hand. If you have a cow that is stressed, that is being milked too hard by the machinery, then you increase your chances of mastitis and it goes on from there. Our aim is to lessen milking time while ensuring the cows are happy, the staff are happy, and the same amount of milk is produced – everyone is happier to work with that.”

Data gathered for the Farm Insights Reports are also imperative to analysing the current situation on-farm and where

efficiencies can be introduced, and being able to record the positive results as changes are made.

“For some, they milk and farm the same way their grandparents did generations ago and a lot has changed over the years, with new technologies and systems available, as well as basic changes that can be made to be more efficient. We are here to help with those suggestion and leave the choices up to the farmer to decide what they want to do.”

Danny, who has been a RFSAM for more than 11 years, says as with any role it has changed and grown throughout the years.

“Where we were once more regulatory based, now we are about providing a high level of support to the farmers and their on-farm practices. It is a really great positive space to be in, that has also become financially better for the farmers too as with their good results come the bonuses from The Co-operative Difference too,” he says.

“We are here to help, help to save money, to give farmers back time, and to decrease stress for both the farmer and the animals where we can,” Danny says.

**For more information on increasing efficiencies on your farm, contact your Regional Food Safety and Assurance Manager or talk to your local Farm Source team.**

# *Supporting you* **TO CREATE THE BEST QUALITY MILK**

Farm Source is here to support you and your milk quality goals. We have you covered for shed hygiene, udder health, rubberware, personalised milk insights and technical support – give us a call when you need.



**TECHNICAL EXPERTISE  
& ONGOING SUPPORT**



**PERSONALISED  
MILK INSIGHTS**



**TRUSTED VENDOR  
RELATIONSHIPS & PRODUCTS**

Call your local field team or visit [nzfarmsource.co.nz/milkquality](https://nzfarmsource.co.nz/milkquality)

# Simple changes make significant improvements – a farmer's story

Clinical mastitis cases and somatic cell count (SCC) levels have dropped significantly after Central Otago dairy farmer Tim Rivers made small but critical animal health improvements with the help from FIL. This has led to a significant reduction in the use of drugs in the 1,200-cow herd.

It was a case of 'prevention is the best cure' and looking at the long-term gains for Tim, who implemented a variety of changes in the dairy shed and upskilled his staff to tackle the mastitis problem he had been dealing with for years.

This year is the fifth season on Goldenburn Farm for former sheep and beef farmer Tim. Tim purchased the 350 hectare Alexandra land in 2013 and converted it to dairy in 2017.

Going into the 2021/2022 season, Tim made a call to make some serious changes.

Mastitis numbers were high, affecting as much as 30% of the herd (380 cows) and SCC was elevated, sitting at 223,000.

The situation took its toll on the team of five and Tim had also been implementing antibiotic susceptibility testing, which was adding cost and complexity without any real results.

"My team were getting frustrated and we were seeing no improvements," says Tim.

## Small but critical changes

To tackle the issues at hand, Tim decided to reach out to FIL in June 2021. FIL South Island Manager, Mike Robinson, picked up the call and headed out to Goldenburn to assess the team's milking techniques and standard operating procedures (SOPs).

Leading into spring calving, Mike returned and looked at making small but critical changes, keeping the long-term goals front of mind.

"FIL had a good look at our plant and saw how everything was running. Cup alignment needed improvement, so we rectified the issues there and started training the team," says Tim.

A large component of the training was around how to handle freshly calved cows and minimising mastitis in early lactation, recommending the following simple changes.

**Clean gloves for every milking:** Maintain high hygiene standards during milking. This includes wearing clean gloves and washing hands between cows with a bucket of hot water mixed with Antigerms disinfectant.

**Pre-spray with an iodine-based teat spray:** For colostrum cows not contributing to supply, iodine-based teat spray is preferred because of its broad spectrum and faster action. This also starts softening any dirt from the teat.

**Trim tails:** Trimmed tails reduce the transfer of environmental pathogens onto the udder.

## Alcohol wipes:

For freshly calved colostrum cows not contributing to supply, clean each quarter with an individual alcohol wipe, paying particular attention to the teat barrel and teat end. This critical step is often missed.

## Cup alignment:

Make sure cups are hanging squarely under the udder to promote an even milk out.

## Post-spray:

After milking, post spray with an iodine-based teat spray with emollient levels between 12-15% and iodine at a minimum of 3450 ppm of ready-to-use solution. Apply Active Teat Cream to any damaged or cracked teats.

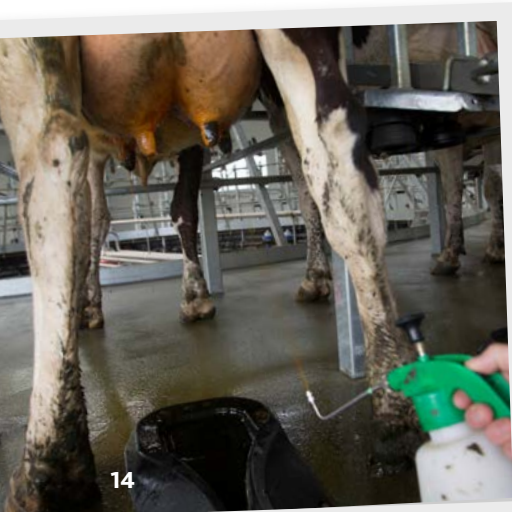
Staph aureus was also present in this herd, so the iodine levels were adjusted to 3450 ppm for most of the season to have more effect on this pathogen.

Mike says when they started working with Tim and his team, they had a very clear goal in mind to reduce mastitis by 50%.

"I knew if they stuck to the calving milking procedures and were patient enough, their mastitis rate would reduce," says Mike.

In Tim's case, his patience has paid off.

"The calving milking plan is gold. Having the FIL team help identify problems and help train and fine tune our team's skills, as well as mentor them around best practice, really got them up to speed and up to the FIL standard," says Tim.



▶ *Tim Rivers, Goldenburn Farm Owner and Pete Copeland, Farm Manager (pictured left to right).*

◀ *Pre-spray freshly calved cows with an iodine-based teat spray to loosen dirt from the teats and follow with an alcohol wipe.*



Tim adds that rather than his staff constantly treating cows, they now have more time to perform other tasks on-farm in the spring when they are usually time poor.

“Our initial reason for working with FIL was actually reliability of products,” says Tim.

The FIL team introduced Iodoshield Active and Active Teat Conditioner early in the process when Mike came on board to help combat the staph aureus within the herd. An older automated teat spray mixer was also upgraded.

“Now you just know the teat spraying is getting done right every day,” Tim says of the new automated teat spray mixer.

However, what Tim found was that the FIL team’s knowledge and expertise would be a big game changer. It was also the beginning of the team taking preventative actions, instead of treating cows for mastitis.

Tim attributes the specific training, making small changes and the use of FIL products to his herd’s teat health improving significantly in the following months, adding that what the team was learning was helping them gain a broader understanding of mastitis management too.

### Patience pays off

That November, Tim saw the SCC drop to 95,000.

More significant improvements in animal health, financial gains and time savings came gradually.

Mastitis cases dropped significantly from treating 380 cows down to 135 cows the following season. That’s a cost saving of around \$49,000.

“I had to look long term if we were to really turn things around,” Tim says.

“Things didn’t happen overnight, but the changes paid off. Having someone like Mike, with his expertise and knowledge was so valuable,” he adds.

Mike is beyond thrilled to see the results on Tim’s farm, saying he knew there would be an impact after the first season but would take two to three seasons to achieve greater results.

“Since Tim and his team have been working with FIL, they have had a cost reduction of 71% in treatments and milk loss,” says Mike. “Good things take time and luckily Tim has a great team on board who implemented changes well.”

“Some problems can take longer to resolve so correct milking procedures and having farm staff trained well is vital,” he adds.

### Looking ahead

Best of all, Tim’s happy with where his farm is at today, as are his team. Going forward, he’s looking at this season with both relief and optimism.

As of February 2023, the herd’s average SCC is sitting at 141,000.

“We are really happy with the results, but there is more work to be done,” concludes Mike, adding that they’d like to see treatments drop to 5% of the herd eventually.

**Need a hand? Call 0508 434 569, visit [www.fil.co.nz](http://www.fil.co.nz) to book an on-farm consultation or or talk to your local Farm Source TSR.**



# Calf wellbeing

## – getting ready for the road

People around the world are increasingly interested in how their food is produced, including the quality of life experienced by the animals who produce it. Lately, we've seen the spotlight shift to the treatment of dairy calves.

We know Fonterra farmers are passionate about calf wellbeing and put a huge amount of effort into giving the best care – whether their calves are on-farm for a long time or just a few days.

When it comes time to leave the home farm, New Zealand law sets some minimum requirements to protect calves during transport. For example, calves can only travel once they are at least 4 full days of age and can only be transported for a maximum of 12 hours.

At the time these regulations were put in place, they were similar to those of other comparable countries around the world.

Recently, we've seen some countries and global dairy competitors make changes to their calf transport requirements. These include increasing the minimum age for transport (10 days in the UK, 28 days in

Germany) and reducing the maximum travel time (8 hours in the UK and EU).

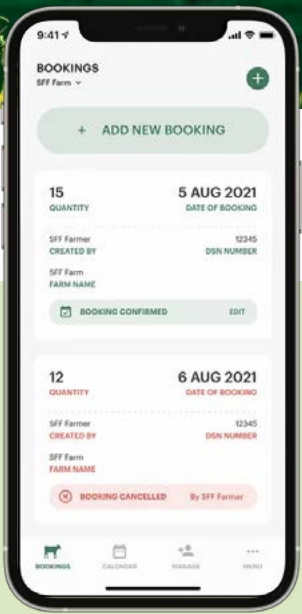
While we're not aware of any major changes to the calf transport requirements here in New Zealand in the short-term, this recent global interest is a good reminder that we have some valuable tools to us protect the wellbeing of calves being transported.

There are lots of tools and resources about calf care and transport available online – including from:

- **NZAgbiz**  
nzagbiz.co.nz/nz/en/animals/calves
- **Dairy NZ**  
dairynz.co.nz/animal/calves
- **MPI**  
mpi.govt.nz/animals/animal-welfare

Speaking with your vet, farm consultant or calf nutrition advisor is another great way to get support.

A relatively new option within the 'calf transport toolbox' are the livestock transport apps. These apps are proving useful for farmers by giving an easier, clearer method of communication with their meat processor and related livestock carriers.



### Silver Fern Farms App

The Silver Fern Farms Calf Booking App is another system that farmers can use to book in their bobby calves for collection, rather than through the traditional ways. The app also allows processing plants to plan and manage capacity.

The Calf Booking App offers a self-service approach for farmers, who can make a booking, manage staff and their access, and see pickup schedules for the region, all in one handy tool. This gives Silver Fern Farms an accurate view of the daily calf processing numbers for the first time ever – a new requirement from MPI.



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# Maximise efficiency in 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 efficiency. Now is an ideal time to check and renew your rubberware. Follow these useful tips to troubleshoot common issues in the dairy shed.

## Avoid cup slip

Poor cluster alignment can lead to cup slip, check the cluster is sitting squarely under the udder during lactation.

Secondly, ensure you are using the right liner mouthpiece size to fit your herd. Skellerup milking liners are available in three mouthpiece sizes to comfortably fit the teats of New Zealand cow breeds to achieve an airtight seal for effective milk out.

## Cluster alignment

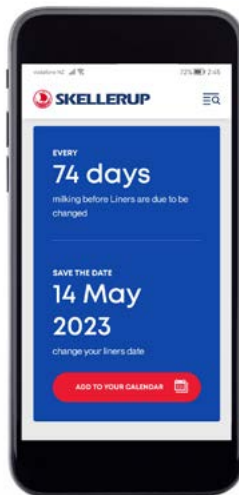
Ensure the cluster weight is evenly distributed across the udder's four quarters. This is essential to provide a stable vacuum around the teat for even, fast, and complete milking.

- Our Technical Specialists often come across connecting hoses that are too long, too short, twisted, or poorly aligned in relation to the cow.
- Check your tubing is the correct length. Tubing should not be so long it sags, or so short that it pulls cluster out of alignment.
- The long air tube should be the same length as the long milk tube.

## 2,500 liner change

DairyNZ recommends changing your liners after 2,500 milkings. Liner shape, tension and inner surface condition deteriorate over time affecting their milking performance. The expectation that liners should last a full season does not consider the growth in farm sizes in recent years.

Skellerup have made it simple for you, check out their Liner Change Calculator to find out when your liners need changing and to set a calendar reminder.



## Distorted liner mouthpieces

After plant washing procedures ensure clusters are removed from the jettors. A measure to safeguard the condition of your liners and prevent cup slip.

## Rubberware care

Avoid rubberware degrading too quickly by following Skellerup recommendations and using approved chemicals. Wash rubberware with a strong, hot alkaline detergent twice weekly to remove milk fat deposits and rinse thoroughly. Regularly check the internal condition of milk tubing for rubber deterioration. For rotary sheds, remember to include the centre of the platform in routine maintenance checks.

For recommendations and expert advice on your rubberware requirements this season, contact your local Farm Source team.





# Trait change to help farmers make confident breeding decisions

A fertility trait change by New Zealand Animal Evaluation Ltd (NZAEL) will provide more accurate information to dairy farmers and artificial breeding companies ahead of the next mating season.

The fertility trait change separates gestation length from fertility and creates a tenth trait to Breeding Worth (BW) – the index used to rank cows and bulls on their ability to efficiently convert feed into profit.

Released by NZAEL – the industry-good animal evaluation entity for dairy animals – the change makes gestation length (GL) a stand-alone trait, so it does not influence fertility estimated breeding value (EBV). It will also ensure farmers have more accurate information to make confident breeding decisions ahead of the next mating season.

“Part of NZAEL’s role is reflecting the fertility of animals as accurately as possible for farmers,” NZAEL manager Andrew Fear says. “Fertility is an important trait for New Zealand dairy herds, given our seasonal pasture-based farm systems. The change is important to farmers, as it means we aren’t unintentionally selecting for gestation length.”

The change separating gestation length from fertility is expected to be permanent.

“This is an example of the continuous improvements NZAEL is making,” Andrew says. “It’s important for farmers to make use of this change

now, so they can confidently make good breeding decisions.”

The next fertility trait change is being developed. This will see NZAEL move to a conception-based fertility trait, which means GL won’t influence conception dates to the same degree as the current fertility trait, which is based on calving dates.

“Shorter GL is economically beneficial for farmers,” Andrew says. “For example, it allows more days-in-milk and more time to recover between calving and the start of mating, but its value is lower than that of early conception date. Therefore, both traits should be valued independently when considering an animal’s ranking according to the Breeding Worth (BW) index.”

The change in overall BW will be minimal off the back of the current fertility trait change, but farmers may see a decrease of around 10 BW in bulls on the Ranking of Active Sires (RAS) list.

The NZAEL team and partner experts are working towards releasing the new trait in December 2023.

For more information on NZAEL and its work, visit [dairynz.co.nz/nzael](http://dairynz.co.nz/nzael)



## What is Breeding Worth?

New Zealand Animal Evaluation Ltd (NZAEL) manages the National Breeding Objective to breed dairy cows that can efficiently convert feed into profit. Cows and bulls are ranked on their ability to meet this objective using the index known as Breeding Worth (BW).

There are 10 traits included in BW that have been identified as having a direct economic value to the NZ dairy sector. These traits can be categorised as 'Production efficiency' traits or 'Robustness' traits.

## Production efficiency traits

- Milk protein
- Milk fat yield
- Milk volume
- Liveweight.

## Robustness traits

- Somatic cell
- Fertility
- Gestation length
- Functional survival
- Body condition score
- Udder overall.

# Optimise performance with a commercial transition programme

For over 50 years, scientific and on-farm case studies have supported the importance of a well-executed transition period (three weeks before and after calving) on overall performance.

More recently, cow-wearable technologies have given us a better understanding of why this period is critical to overall performance. A study in 2016 published in the Journal of Dairy Science showed how rumination and feeding behaviours differ between healthy and sick dairy cows during the transition period<sup>1</sup>.

It showed that cows with subclinical ketosis (SCK) spent less time ruminating during pre-calving. Compared with healthy cows, those with SCK and metritis had lower dry matter intake during the pre-calving period and ate less until day 14 and day 20 post calving, respectively.

Nowadays, the same cow-wearable technologies are on many New Zealand

farms and have allowed the interpretation of large data sets, leading to advice on best managing cows post-calving for optimal production and reproductive outcomes. However, much of this analysis is done in hindsight reducing the opportunity to prevent the issues from occurring in the first place. Fortunately, one of the easiest ways to improve rumination and feeding behaviour in the transition period is to introduce a commercially formulated transition product such as NutriMin<sup>®</sup> Springer Cow Balancer.

An independent study by Dairy Australia<sup>2</sup> showed that when using commercially available transition products such as NutriMin Springer Cow Balancer pre-calving, cows experienced 30% less subclinical milk fever, 5% less subclinical ketosis and 5% less retained membranes than those receiving no transition products.

A more recent on-farm case study carried out on a North Canterbury farm by technical expert in ruminant nutrition

Dr Laura Pattie showed the cost benefits of the NutriMin Springer Cow Balancer program. These figures show the significant financial and animal health benefits of implementing a transition program pre-calving and the improvement in 6 weeks in-calf rates (see table 1).

In addition to a well-planned pre-calving program, post-calving protocols such as drenching at-risk cows or cows with a non-specific health alert with 1 Litre of JumpStart<sup>™</sup> can help stimulate appetite and significantly reduce the time taken for rumination to bounce back post-calving (reducing the time spent in negative energy balance).

Proactively managing the transition period (pre-and post-calving) will result in better rumination and feeding behaviour by preventing metabolic diseases such as clinical and subclinical milk fever.

Fortunately, you don't have to have cow-wearable technologies to improve your metabolic, production, and reproductive performance, but you do need sound nutrition advice.

Table 1. Comparison of before and after implementing the NutriMin Springer Cow programme

	Spring 2019	Spring 2020	Differences
Herd size	920	930	
Deaths from milk fever	8 (0.9%)	0 (0%)	- 8 cows
Cow replacement value	\$1800	\$1800	
Clinical cases of milk fever	77 (8.3%)	13 (1.4%)	- 64 cases
Milk price (\$/kgMS)	\$6.50	\$6.50	
Average production (kgMS/cow/year)	475	475	
Total losses from deaths (Cow value + Lost production)	\$39,100	\$0	<b>SAVING \$39,100</b>
Total cost from clinical cases (excl. labour)	\$33,136	\$5,594	<b>SAVING \$27,541</b>
Total cost from subclinical cases (excl. labour)	\$119,119	\$20,111	<b>SAVING \$99,008</b>
Estimated cost of prevention – NutriMin <sup>®</sup> Springer Cow Balancer		\$10,624	
<b>Other Improvements</b>			
Metricure Treatments: 85 less treatments (2019 140 cows treated, 15% of the herd; 2020 55 cows treated, 6% of the herd)		Total Savings – Cost of Prevention \$165,649 - \$10,624 =	<b>TOTAL SAVING \$155,025</b>
Six week in-calf rate improved by 3%			

Contact your Farm Source Representative for more information on how to book a free transition consultation with one of the Nutritech field team.

<sup>1</sup> Rumination and feeding behaviors differ between healthy and sick dairy cows during the transition period. K. Schirmann et al. J. Dairy Sci. 99:9917–9924

<sup>2</sup> Dairy Australia guide to transition feeding 2010.



# Allflex collars prove their *value* for Waikato dairy farm

Installing Allflex collars on his 520 cows just before mating last spring helped Waikato farmer Cameron Bayly achieve a 10% improvement in his herd's six-week in-calf rate.

"We put the collars on the herd on September 20 last year, just 13 days before the start of mating, and our six-week in-calf rate went from averaging about 70-72% to 82%," Cameron says.

More accurate heat detection combined with improved herd health both contributed to the better result.

"Having the collars on the herd also meant I could take some weekends off the farm over mating, without adding any pressure on my staff, and know that we wouldn't miss any cows coming on heat."

Cameron farms 167ha (155ha milking platform) just north of Te Awamutu, milking 560 spring calving cows and

this year, for the first time, another 60 autumn calvers.

He's a second-generation owner of the property and farms opposite his brother Fraser who is running a smaller 200-cow operation, also fitted with Allflex collars.

Cameron's farm is run as a system 4-plus with about 800kg/cow of feed added to the pasture ration, mostly delivered through either an in-shed meal feeding system or mixing wagon to cows on the farm's feed pad.

The 40-aside herringbone cow shed has automatic cup removers and its Protrack® automatic drafting system is linked to the Allflex monitoring software that gathers all cow data for analysis either from a computer in the shed or anytime through an app on his phone.

Cameron says the collars have provided major benefits for his business.

In addition to improved heat detection and better in-calf rates, and less pressure on his team over the mating period, the real-time rumination data from each cow has allowed them to check health much earlier than through observation.

"We've been able to pick up cows that might have a mastitis infection or lameness much faster than before we put the collars on. It's hard to put a dollar value on that, but it's definitely a benefit," he says.

"We have dropped tail painting out of our mating system now too. Our AI technician had never worked in a herd with collars until last year at our place, and he couldn't believe how accurate our heat detection was."

Cameron is so confident of achieving high in-calf rates after his experience last mating that he will drop using bulls to back up his AI programme from next spring.

"That's a big saving in cost, and the other benefits like not having to bring animals on to the farm from outside and reducing the risk to staff from bulls fighting or riding cows on the feed pad."

"We'll just use AI for nine weeks and not have any bulls to tail up the herd."

Cameron chose the monthly lease option when he signed on to install the Allflex Monitoring Collars and software. It was slightly more expensive than buying it outright but made sense from a cashflow perspective for him.

**To find out more visit [allflex.co.nz](http://allflex.co.nz) or talk to your local Farm Source team today.**

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*▼ Cameron and Fraser Bayly on their dairy farm just North of Te Awamutu.*



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?

“

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[nzfss.customerservice@fonterra.com](mailto:nzfss.customerservice@fonterra.com)

- **Update herd size and hectares**  
[nzfarmsource.co.nz/herd-size](https://nzfarmsource.co.nz/herd-size)
- **Update personal details**  
Please ensure each individual associated with your farm has up to date information.  
[nzfarmsource.co.nz/my-personal-details](https://nzfarmsource.co.nz/my-personal-details)
- **Update party (business) details**  
[nzfarmsource.co.nz/my-party-details](https://nzfarmsource.co.nz/my-party-details)
- **Update communication preferences**  
[nzfarmsource.co.nz/my-comms-preferences](https://nzfarmsource.co.nz/my-comms-preferences)
- **Make sure Milking Time Windows with MVMS are up to date**  
[nzfarmsource.co.nz/business/my-business/milk-collection](https://nzfarmsource.co.nz/business/my-business/milk-collection)
- **Change of Sharemilker**  
Farm owners need to update the details of everyone who has moved off and onto their farm for the new season. The easiest way to do this is through the online COSM form before the end of this season. Contract Milkers and Sharemilkers can also initiate this form, but it must be actioned by the Farm owner.
- **Complete Farm Dairy Records**  
These must be submitted by 31st May.
- **Move your power**  
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\*Terms and conditions apply.



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## Success Story

### Dave Turns Compliance Into Effluent Management Advancement

Dave previously had consent to discharge, but needed to make some changes for Council compliance.

'We previously had consent to discharge to one of the streams after treatment in the oxidation pond system, but that's all changed now with council compliance. If you're investing in change, you might as well make it worth it and invest in something that will not only futureproof the farm but make the job easier and more efficient on a day-to-day basis.'

See Dave's story here



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**2.44m 8ft**  
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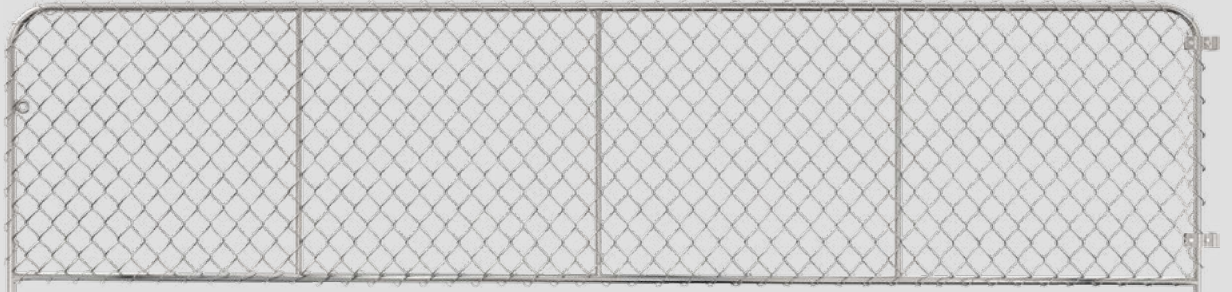
**\$249<sup>99</sup>**

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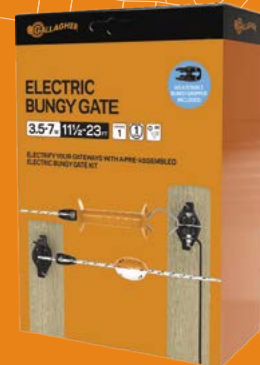
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# Gallagher Ring Top Family

The customer inspired design with wear proof, stomp proof and tangle proof features.



**HEAVY DUTY**

## Electrified Ring Top Post 10 Pack

Ideal for preventing animals getting into high value feed. Fully conductive ring top head and 7mm shaft electrifying the full post, except the insulated handle.

**\$109.99**

264408



**HEAVY DUTY**

## Heavy Duty Ring Top Post 10 Pack

Ideal for hard or stony ground with 7mm shaft

**\$64.99**

**SAVE \$8**

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## Ring Top Post 10 Pack

Super strong design popular for dairy & cattle

850mm

**\$71.99**

**SAVE \$5**

248470

728mm

**\$63.99**

**SAVE \$5**

249571

# Why Weigh?



Traditionally, farmers have assessed their animals' body condition by sight, relying on a wealth of farming knowledge and experience built up over many years. And it's served them well.

But as we continually strive to produce more from less, making decisions based on hard data as opposed to a 'gut feel', is becoming the new normal.

As Gallagher's territory manager for the Tasman and West Coast regions, Ken McMiken sees his fair share of farmers. In fact, he spends most of his time on the road showing farmers how good technology can make farming easier and more profitable.

"Farmers are proud people who back themselves to make good calls," he says. "The good news is farmers now have access to new tools and technology to help them see what's happening beneath the surface."

"Some farmers hesitate to use new technology. They're not sure if it will help them or confuse them, so they stick with pen and paper to record things. Or if they do have the gear, they may not know how to get the most out of it."

"At the same time, these farmers have smart phones and quite capably run apps on them. If they can use a smart phone, they can easily run Gallagher technologies."

"And all our technology syncs up with your phone. Whether its weigh scales, fencing systems or water monitoring, you can literally have decision-making information at your fingertips."

Ken has recently seen first-hand the value regularly measuring and monitoring your animals' performance can deliver to a farm business.

"I'd had an enquiry from a farmer about our TWR1 weigh scale and he was keen to buy it," he says. "As part of the training, I went to his farm to demonstrate how to use the weigh scales, and we ran some of his cattle through the system. Doing a hands-on demo is the only way to learn."

"Everything went well. The HR4 EID Reader automatically scanned the ear tags and recorded each animal's weight and various other stats. There was a dairy assistant on hand to help us, so I also showed him how the system worked. Everything was set up and good to go."

A month later, the farmer called Ken back to do a refresher session with his team. It made sense to weigh the same animals for the follow-up training session. It was an opportunity for Ken to reinforce the correct procedures. He could also demonstrate how to use the weigh scale's comparative stats to assess the animals' progress and use that information to make decisions.

"As the cattle came into the yard, the dairy assistant observed how good they looked. He noted the physical conditioning and the health of their coats," says Ken.

"However, as each animal came through the scales, their current weight was automatically compared to the previous stat. Every number was a minus - they'd all lost weight."

"We were all surprised. But the numbers don't lie - these scales aren't fooled by appearances."

"Now we were confronted with two questions. How did the cattle lose condition, and what's the best course of action now?"

The farmer noted that they'd been pushing the MOB hard lately grazing an area to clean up rough grass. The extra physical exertion coupled with lower quality feed meant the animals were spending more energy than they were banking. The resulting weight loss was inevitable.

Ken was there when they outlined their next course of action.

"Both the farmer and the dairy assistant were clear in their minds - these animals needed to be moved to better pasture to recover the condition they'd lost."

"The accurate, comparative data gathered enabled the farmer to make more informed decisions to protect the health of his animals and bottom line. You can actually put a price on that!"



### W-0 Weigh Scale and 1500kg Load Bars Pack

Everything you need to weigh and display. Record livestock data on your phone.

**\$1519.99** **SAVE \$100**

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### HR4 Hand Held Reader and Data Collector

Predefined data recording and EID scanning.

**\$1259.99** **SAVE \$200**

247783



# FENCING

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#264011

NOW  
**\$3,499<sup>99</sup>**  
SAVE \$767



## Stafix Directional Fault Finder

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**\$174<sup>99</sup>**  
SAVE \$88



## Stafix Mains Energizer 46000W

#262688

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SAVE \$451



## Stafix Solar Energizer S500

#262408

NOW  
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SAVE \$203



## Stafix Mains Energizer 31000W

#264968

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SAVE \$300



## Stafix X18i Unigizer

#247129

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SAVE \$516





# FENCING

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SAVE \$44



## Stafix Prewound Geared Reel with Super 8 Tape 200m

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SAVE \$44



## Stafix Spring Gate White 5 pack

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SAVE \$30



## Stafix Bungy Gate 3.5m - 7m

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SAVE \$6



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SAVE \$13



## Stafix Wood Post Pinlock Insulator 125 pack

#203481

NOW  
**\$57<sup>99</sup>**  
SAVE \$8



## Stafix Y-Post Pinlock Insulator 125 pack

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**\$84<sup>49</sup>**  
SAVE \$22



# GET READY FOR CALVING SEASON

These products and more are available to purchase or order at Farm Source – talk to us about your needs.

## NZAgbiz Novolyte 5kg

#251351



## Country Mile Calf Water Trough 10L

#263079



## Two Bay Portable Calf Shelter

#264505



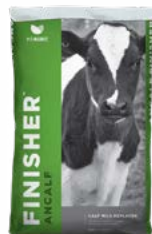
## Stallion Milk Maid 10 Teat Milk Feeder

#207088



## NZAgbiz Ancalf Finisher Calf Milk Replacer 20kg

#251352



## Milk Bar 20 Milk Feeder 120L

#206474



## Milk Bar Mobile 50 Teat Classic Single Axle Milk Feeder 500L

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## Skellerup Peach Teat Threaded Pink

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## Country Mile Calf Pellets 16% 20kg

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FOR HYGIENE**

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WARRANTY**



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## Shoof Mas-D-Tec Mastitis Detector

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## Shoof Mastitis Test Solution 2L

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SAVE \$4

## Shoof Mastitis Test Solution 5L

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SAVE \$5



## Shoof Farmhand Prodder Rechargeable 57cm

#265080

GREAT PRICE  
**\$139<sup>99</sup>**



## Shoof Speedy Feeder 2.5L

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## Shoof Quick Strap Leg Band 5pk

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## Shoof Speedy Calf Drencher Probe Assembly Only

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150MM BATHROOM  
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FARM SOURCE PRICE

**\$149<sup>94</sup>**  
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Not all products are available in all stores, but may be ordered. See in store for product availability. All prices quoted are exclusive to Farm Source members and exclude GST. Pricing valid from 01/05/2023 – 31/05/2023 or while stocks last.

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**BUNNINGS  
TRADE**

Helping business is our trade.



**YOU CAN  
TURN YOUR  
REWARD  
DOLLARS INTO**  
*pretty much*  
**ANYTHING**



## Mangakino farmer John Sargent hit the water this summer with his new Yamaha outboard – thanks to his well earned Farm Source Reward Dollars.

The Sargent family has operated their farm in Mangakino for nearly 50 years, just up the river from the great lake – Taupō. These days, with 1,000 cows to tend to and work having commenced on some new farm infrastructure, time on the boat is welcome respite from work on the farm.

With this past summer approaching, and his aging outboard becoming due for replacement, John reckoned it was time for a new Yamaha. So John turned to the Dream Rewards team to turn his Farm Source Reward Dollars (FS) into just that. Through TrevTerry Marine, he was able to upgrade his outboard to a new 200-horse power 4-stroke Yamaha. John's preference for TrevTerry Marine as his supplier of choice has now also placed them on the Farm Source Rewards supplier list, making it easier for other Farm Source Rewards members to put their FS toward their boating needs.

John tells us that he starts to keep a closer eye on his balance when he really wants something. "They certainly accumulate," he said. "Obviously it's based on what business you put through the Farm Source team, so I've claimed a fair bit over the years."

It's not just the Farm Source Reward Dollars adding up that John's happy about. He also says his experience with his local Farm Source store "has been absolutely brilliant." He adds "you couldn't get better staff. They're all brilliant, I'd give them all a 10/10. Anything that's ever asked of them, you can forget it – it's just done!"

As for the new outboard engine, John reckons it's a game changer. "There's just no comparison" he says, comparing it to the old 2-stroke engine he replaced. "Starting up in the Kinloch marina, there's no more wondering if it's going to start. The 4-stroke is the answer!"

**Ready to dream up your own reward?  
Visit [farmsourcerewards.co.nz](https://farmsourcerewards.co.nz) to find out how easy it is to do more with your Farm Source Reward Dollars or call us on 0800 731 266.**



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360 DAIRY SHED

OVERTROUSER

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Five dollars from every pair of limited edition Pink Band gumboots sold will be donated to Breast Cancer Foundation NZ. Together let's help Aotearoa move two steps closer to zero deaths attributed to this devastating disease. So, dig deep for a pair in pink. Hurry, they go quick!

**Available at your local Farm Source store or  
visit [nzfarmsource.co.nz](http://nzfarmsource.co.nz)**



# New offerings for liquid fertiliser

## options at Farm Source

A new liquid fertiliser is launching at Farm Source, giving farmers more nutrient options for their pasture nutrition.

Blue Pacific Minerals have a range of agricultural liquid fertilisers designed to support increased production while reducing environmental impacts.

An environmental focus is strong for Blue Pacific Minerals, says Blue Pacific Minerals General Manager of Sales and Business Development Mike Prendergast.

“Everything we do, we do to be better for the environment. The AgriFert range is about using a lighter touch but getting great results, while benefitting the environment too. We use ingredients that are as natural as possible across our business as a whole. We are well known for our 100% natural calf feed supplement OptiCalf, for example.”

**“What we have here can work together in harmony and help farmers to stay under those nutrient caps, optimise pasture quality and grow good grass,” says Mike Prendergast.**

“We just want to leave this a better place for the next generation – all our farmers want that.”

Blue Pacific Minerals, and AgriFert that now sit under the umbrella of their brands, have a range of products that can work together in combination to create great pastures.

“We really encourage those farmers who we have not worked with before to take a look at our range and see what works for them. We have sprays with our liquid range, organics, synthetics and variations in between. We are adding tools in your toolbox for great pastures, and great feed.”

“What we have here can work together in harmony and help farmers to stay under those nutrient caps, optimise pasture quality and grow good grass.”

**Chat to your local Farm Source TSR to find out if liquid fertiliser is the right fit for you.**



SOIL HEALTH



PLANT GROWTH & NUTRIENTS



SOIL CONDITIONER



ABIOTIC STRESS

# Managing Wellbeing in times of uncertainty

Dealing with uncertainty, like extreme weather events, unexpected developments or on-farm changes can be challenging and overwhelming. Any time of uncertainty or change can raise our levels of stress and anxiety. It's during these times however that it's more important than ever to focus on healthy behaviours.

We all have the potential to tap into strength and resilience to get through even the most challenging situations.

Here are some tips to help you manage stress and focus on the things you can control when faced with situations where you feel powerless.

## Take care of yourself

Make sure to prioritise looking after yourself during difficult times. This can mean eating nutritious food, focusing on sleep, taking a break, exercising, meditating, or simply relaxing with a good book/TV show. Whatever helps you feel calm and rejuvenated, make sure to do it regularly.

## Focus on what you can control

During stressful times, it's easy to get caught up in unwanted feelings and emotions - helplessness, anger, frustration, upset. However, focusing on what you can control can help you feel more empowered and less stressed.

If it's helpful to you, list out what you can control, and what you can't control - this may assist you in acknowledging that how you feel now is temporary, and addressing what you can do in the present.

- **Actively manage negative thinking:**

When we are dealing with stressful events our thinking can easily spiral down a negative pathway. Use distraction techniques to help manage negative thinking and remind yourself that this will pass, it is a moment of time in our lives.

- **Reflect and look forward:**

Looking ahead to a time in the future or reminding yourself you will eventually look back on this hard time, can be helpful. Remind yourself of other hard times that you have managed to come through. What helped you get through these times? Focusing on a day at a time, or a few hours at a time is a good strategy if the big picture feels overwhelming.

- **Practice gratitude:**

Instead of focusing on the negative aspects of your situation, try to focus on what you're grateful for. This can be as simple as acknowledging the love and support of your family and friends or the beauty of nature. Practicing gratitude can help shift your focus away from stress and anxiety and towards positivity.

- **Connect with others:**

Reaching out to friends and family can help you feel less alone during a storm or time of isolation. Sharing your feelings and experiences with others can also provide you with different perspectives and solutions to the challenges you're facing.

- **A ten minute phone call, or a text may help:**

Sometimes you need to chat with someone who gets your issues, and who's been there before. Rural Support Trust have local, rural people who know from experience that pressures can mount up. Their service is free and confidential – call 0800 787 254 or contact your local trust online.



# Finalists compete for prestigious

## Dairy Industry Awards

The 30 finalists representing 11 regions in the 2023 New Zealand Dairy Industry Awards have been found.

“It was fantastic to attend the regional dinners and feel the excitement of the wins and see the journey each finalist has taken, both professionally and personally,” says Robin Congdon, NZDIA General Manager.

He observed women featured strongly in the dairy trainee category, with eight of the eleven regions won by females.

“Our finalists are farmers who are excited by the use of technology in the dairy industry and how it will benefit farming in the future.

“They are young, progressive farmers who aren’t afraid of change, are focused on sustainability and hold a deep respect for the environment along with a strong desire to protect it for future generations.”

“Our National finalists come from all walks of life and we have noticed this year that many are keen to be part of the solution regarding bobby calf numbers moving forward.”

The National winners will be announced at a black tie awards dinner at Cordis Hotel in Auckland on Saturday 13th May, after the finalists complete a final round of judging.

The National finalists compete for a total prize pool worth around \$200,000 and the honour of winning either the

2023 New Zealand Share Farmer of the Year, 2023 New Zealand Dairy Manager of the Year or the 2023 New Zealand Dairy Trainee of the Year title.

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.



### NEW ZEALAND SHARE FARMER OF THE YEAR FINALISTS

**Northland:** Matthew & Kortne Snedden, 50% sharemilkers, 550 cows Kerikeri

**Waikato:** Aliesha Broomfield, 50% herd-owning share milker, 245 cows, Te Aroha

**Bay of Plenty:** Cam & Jessica Lea, 50% sharemilkers, 270 & 300 cows, Opotiki

**Central Plateau:** Kevin & Nicole Oppert, contract milkers, 560 cows, Taupo

**Taranaki:** Hayden & Bridget Goble, 20% VOSM equity partners, 565 cows, New Plymouth

**Manawatū:** Hayden McDonald, 50% sharemilker, 345 cows, Palmerston North

**West Coast/Top of the South:** Ricky & Maria Johnson, 50% share milkers, 420 cows, Maruia

**Canterbury/North Otago:** Jonathon & Stacey Hoets, 20% equity partners, 760 cows, Hinds

**Southland/Otago:** Michael & Shahn Smith, 50% sharemilkers, 620 cows, Otautau

### NEW ZEALAND DAIRY MANAGER OF THE YEAR FINALISTS

**Auckland/Hauraki:** Finja Phillips, farm manager, 452 cows, Mangatawhiri

**Waikato:** Sam Dodd, farm manager, 800 cows, Te Awamutu

**Bay of Plenty:** Chihiro Hanyuda, farm manager, 379 cows, Galatea

**Central Plateau:** Mohammad Arifin, farm manager, 1055 cows, Mangakino

**Taranaki:** Blake Cameron, farm manager, 240 cows, Hawera

**Manawatu:** José Hamber, farm manager, 1100 cows, Cheltenham

**Hawke's Bay/Wairarapa:** Alice Gysbertsen, 2IC, 1000 cows, Greytown

**West Coast/Top of the South:** Gurpreet Singh, farm manager, 1050 cows, Cape Foulwind

**Canterbury/North Otago:** Jack Symes, farm manager, 630 cows, Southbridge

**Southland/Otago:** Nicole Barber, farm manager, 800 cows, Tapanui

### NEW ZEALAND DAIRY TRAINEE OF THE YEAR FINALISTS

**Northland:** Bill Hamilton, farm assistant, 395 cows, Titoki

**Auckland/Hauraki:** Rita Jeffrey, 2IC, 309 cows, Patetonga

**Waikato:** Natasha Price, farm assistant/2IC, 280 cows, Kiwitahi

**Bay of Plenty:** Caleb Spence, 2IC, 255 cows, Galatea

**Central Plateau:** Jasmine Hall, farm assistant, 560 cows, Rerewhakaaitu

**Taranaki:** Jacinta Kete, assistant manager, 270 cows, Awatuna

**Manawatū:** Sarah Powell, farm assistant, 600 cows, Longburn

**Hawke's Bay/Wairarapa:** Nicola Bosch, 2IC, 450 cows, West Pahiatua

**West Coast/Top of the South:** Ireland Cain, herd manager, 800 cows, Reefton

**Canterbury/North Otago:** Brayden Johnston, farm assistant, 1450 cows, Oxford

**Southland/Otago:** Ann-Kristin Loferski, herd manager, 960 cows, Heriot

# Regional Field Days

We've been enjoying connecting with farmers across the last few months at Central Districts Field Days, Northland Field Days and the South Island Agricultural Field Days!

"A very cold (only 5 degrees) and wet day here at the South Island Field Days but it didn't deter Fonterra's hardy South Islander's from braving the cold and coming out to see the latest in technology, products, and services on offer. The Fonterra tent was a hit on a day like this with free hot coffees on offer!" says Anna Taylor, Farmer Services Manager, Tasman and Canterbury.



"Great to catch up with a lot of Fonterra farmers and public during the 3 days of Northland Field Days. Great discussions were had ranging from term of supply changes through to how our product was made and distributed to the world. It was a great opportunity to catch up with a lot of people post Cyclone Gabrielle and it was really pleasing to see the resilience and positiveness that was shown after such an event. Just once again highlighted to me the resilience of the rural community to come together, support each other and move forward," says Mike Borrie, Regional Head Northland.



# Contacts

## Fonterra Farm Source Head Office

Level 1, 17 Home Straight, Te Rapa,  
Hamilton 3200

## Customer Service Team

nzffs.customerservice@fonterra.com  
Freephone 0800 731 266

## There's a store near you

<b>NORTHLAND</b>	Albany	12 Oteha Valley Road Extension, 09 415 9776
	Dargaville	Edward Street, 09 439 3080
	Helensville	9 Commercial Road, 09 420 8140
	Kaikohe	47-53 Station Road, 09 4052 305
	Kaitiaki	20 North Park Drive, 09 408 6023
	Maungaturoto	Hurndall Street, 09 431 1050
	Ruawai	10 Freyberg Road, 09 439 2244
	Waipapa	State Highway 10, RD2, Kerikeri, 09 407 1375
	Wellsford	37 Port Albert Road, 09 423 8837
	Whangārei	18 Kioreroa Road, 09 430 0050

<b>WAIKATO</b>	Kopu	9 Ngati Maru Highway, 07 867 9056
	Ngatea	59 Orchard Road, 07 867 0003
	Paeroa	4 Taylor Avenue, 07 862 7541
	Pukekohe	239 Manukau Road, 09 237 1176
	Taupiri	Cnr Greenlane & Railway Roads, 07 824 6748
	Te Aroha	9 Lipsey Street, 07 884 9549
	Waiuku	173 Colombo Road, 09 236 5088
	Cambridge	16 Albert Street, 07 827 4622
	Hamilton	115 Norton Road, 07 846 6069
	Matamata	Broadway, 07 888 8149
Morrinsville	178 Thames Street, 07 889 7049	
Ōtorohanga	29 Progress Drive, 07 873 8039	
Putāruru	20 Kensington Street, 07 883 8077	
Te Awamutu	366 Sloane Street, 07 871 4058	
Tokoroa	Chambers Street, 07 886 7933	

<b>BAY OF PLENTY</b>	Edgecumbe	33 Bridge Street, 07 304 9871
	Galatea	Horomanga Road, RD5, Murupara, 07 366 1100
	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	

<b>TARANAKI</b>	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

<b>CENTRAL DISTRICTS</b>	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

<b>CANTERBURY / TASMAN / MARLBOROUGH</b>	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

<b>SOUTHLAND / OTAGO</b>	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

## FARM SOURCE TECHNICAL SALES REPRESENTATIVES

NORTHLAND	Mark Douglas	<b>TECHNICAL SALES MANAGER, 027 704 8429</b>	TARANAKI	Chris Lloyd	<b>Stratford, 027 675 0953</b>
	Zoe Ander	<b>Dargaville, 027 285 7088</b>		Kathryn Milne	<b>Waverley/Hāwera South, 027 540 4754</b>
	Kerrin Luond	<b>Wellsford/Helensville, 027 270 3981</b>		Shaun Morresey	<b>Ōpunake, 027 233 1348</b>
	Fleur Scelly	<b>Waipapa/Kaitaia/Kaikohe, 027 233 1683</b>		Dean Kane	<b>Kaponga, 027 204 4395</b>
	Kim Simpson	<b>Whangārei, 027 285 7094</b>		Chris Price	<b>Hawera, 027 295 9366</b>
Bryant Martin	<b>Whangārei Sth, Maungaturoto, Ruawai, 027 272 2562</b>				
NORTH WAIKATO	Nick Anderson	<b>ASSISTANT TECHNICAL SALES REPRESENTATIVE, 027 405 2654</b>	CENTRAL DISTRICTS	Tony Maas	<b>TECHNICAL SALES MANAGER, 027 801 9639</b>
	Mel Leefe	<b>Pukekohe/Waiuku, 027 240 6377</b>		Vacant	<b>Dannevirke, 027 292 8096</b>
	Jaimin Benton	<b>Ngatea, 027 225 5523</b>		Danielle Harvey	<b>Feilding, 027 807 0409</b>
	Katie Morrison	<b>Kopu/Paeroa, 027 250 4741</b>		Jess Morrison	<b>Wairarapa, 027 263 9373</b>
	Rachael Henderson	<b>Taupiri, 027 478 1421</b>		Mike Kemp	<b>Longburn, 027 617 1797</b>
	Ryan Jackson	<b>Te Aroha/Paeroa, 027 225 5524</b>		Linda Hally	<b>Shannon/Levin, 027 236 4897</b>
	Hayley Benfell	<b>Morrinsville, 027 704 5323</b>		Val Hollister	<b>Pahiatua, 027 221 7623</b>
	Sarah Thomas	<b>Morrinsville, 027 245 7000</b>		Kenny Henderson	<b>Hawkes Bay, 027 318 6981</b>
	Sean Hallett	<b>Te Kauwhata, 021 310 489</b>		Paul Mercer	<b>Marton, 027 356 4117</b>
SOUTH WAIKATO	Kirsty Skinner	<b>TECHNICAL SALES MANAGER, 027 839 4873</b>	CANTERBURY / TASMAN /MARLBOROUGH	Shanelle Wray	<b>TECHNICAL SALES MANAGER, 027 675 4213</b>
	Jarno Sammet	<b>TECHNICAL AG SPECIALIST, 027 494 5433</b>		Bronwyn Gilchrist	<b>Ashburton, 027 453 4358</b>
	Victoria Power	<b>Otorohanga, 027 228 3950</b>		Cristian Zavala Ruiz	<b>Ashburton, 027 555 8976</b>
	Soraya Rowling	<b>Putāruru, 027 704 9664</b>		Vacant	<b>Leeston/Rakaia, 027 687 9464</b>
	Weston Kranenberg	<b>Tokoroa, 027 284 4704</b>		Mark Waldron	<b>Rakaia/Methven, 027 511 4886</b>
	Debbie Thomson	<b>Te Awamutu, 027 492 2957</b>		Rachel Butt	<b>Rangiora, 027 363 6308</b>
	Bri Bonnar	<b>Te Awamutu, 027 233 1675</b>		Vacant	<b>Waimate/Temuka, 027 276 9787</b>
	Nick Anderson	<b>Hamilton, 027 607 5898</b>		Diane Heinz	<b>Ōamaru, 027 220 3790</b>
	Brad Cullen	<b>Cambridge/Matamata, 027 681 1250</b>		Nick Hewitt	<b>Murchison, 022 638 5734</b>
	Rebekah Buchanan	<b>Matamata, 027 458 7527</b>		Kim McNamara	<b>Temuka/Waimate, 027 676 6524</b>
BAY OF PLENTY	Adam Borriello	<b>TECHNICAL SALES MANAGER, 027 248 9279</b>	OTAGO / SOUTHLAND	Jen Kay	<b>Culverden, 027 807 5306</b>
	Derek Gibson	<b>Edgecumbe, 027 483 4395</b>		Alice Cartwright	<b>Methven, 027 313 0138</b>
	Gav Brears	<b>Taupō, 027 226 8348</b>		Jamie Callahan	<b>TECHNICAL SALES MANAGER, 027 405 8184</b>
	Jackson Blake	<b>Te Puke, 027 234 5998</b>		Julia Wyatt	<b>TECHNICAL AG SPECIALIST, 027 449 9393</b>
	Daniel Stoupe	<b>Rotorua, 027 839 2051</b>		Vacant	<b>Gore, 027 809 8368</b>
	Carl Hine	<b>Reporoa/Galatea, 027 807 5330</b>		Ann Callahan	<b>Wyndham, 027 220 3771</b>
TARANAKI	Cliff Duggan	<b>TECHNICAL SALES MANAGER, 027 839 1598</b>	Lindsay Youngman	<b>Otautau, 027 839 9432</b>	
	Neville Giddy	<b>New Plymouth/Waitara, 027 477 2641</b>	Elyse Fletcher	<b>Invercargill, 027 678 0661</b>	
	Andrew Tulloch	<b>Inglewood, 027 224 5137</b>	Lauren MacPherson	<b>Invercargill/Otautau, 027 301 2680</b>	
	Kelsey Vanner	<b>Opunake/Okato, 027 673 2306</b>	Kate Lindsay	<b>Winton, 027 251 9823</b>	
	David Sattler	<b>Eltham/Kaponga, 027 209 9375</b>	Neville Knight	<b>Winton, 027 220 3806</b>	
	Corryn Soothill	<b>Hāwera/Manaia, 027 511 4871</b>	Sean Hallett	<b>Balclutha (Virtual TSR), 027 741 5035</b>	
			Rory Purvis	<b>Balclutha, 027 511 4880</b>	
		Tim Grant	<b>Balclutha/Gore, 027 435 3596</b>		

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