

Inside Dairy

August 2018

Your levy in action

PUTTING PASTURE FIRST

Smart approach nets
multiple gains



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**Whaanau-centred
approach**

Supporting people, stock
and growth rates

DairyNZ 



over the fence...

Our lead story this month makes for inspiring reading – it’s another real-life validation of the good grass management developed at Ruakura Research Centre 50 years ago.

The Watson family, which farms in the Waikato-King Country, has reverted to putting pasture first, as prescribed by Ruakura’s scientists back in the 1960s. The Watsons also make use of today’s science through the likes of tools developed by DairyNZ for farmers: body condition scoring, the Spring Rotation Planner and participating in Tiller Talk.

You’ll find plenty of other solid pasture advice in the subsequent pages, so we hope this issue of *Inside Dairy* will be a go-to resource for farmers wanting the best over the spring season.

It brings me to the clear appreciation that being part of New Zealand dairying means being on the winning team. The hard work and careful thinking on our farms, backed by farm and business advice, and science, is what makes our small country a globally-competitive champion – and all without the subsidies paid out to farmers in many other countries.

On page 15, you’ll find information about *Mycoplasma bovis*. There are details about the Ministry for Primary Industries’ spring surveillance programme, which has the support of all dairy companies, as well as recommendations on service bulls. I urge everyone to read this.

Finally, I’d like to add that this month we open the nominations process for a new farmer-elected director on DairyNZ’s Board of Directors. It is an opportunity for a dairy farmer to bring their governance and leadership experience to our board and I encourage you all to consider yourselves or any other farmers who might be well-suited to this role. Check out our website for info – dairynz.co.nz/agm

I’m always keen to hear your feedback, so please email me at tim.mackle@ceo.dairynz.co.nz

Tim Mackle
Chief executive
DairyNZ



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

ISSN 1179-4909

DNZ03-195



On the cover: Eastern Waikato and King Country farmer Ben Watson has his sights set on growing more grass and reducing his family business' reliance on imported supplements.

TAKE 5... TIPS FOR FARMERS

1. Steps to minimise lameness

Get to the root cause of cow lameness and switch from treatment to prevention, using DairyNZ's 'Healthy Hoof' app. Launched at the end of July, the app makes tracking cows' lameness easy from start to finish, including ongoing monitoring, saving time and money too. Download free from the App Store or Google Play.



2. Grazing weaned calves

Considering keeping your weaned calves on-farm or grazing them elsewhere? First, weigh up your rearing options and methods, your available resources and time, and your skillset. Then calculate the financial impact of keeping your weaned stock on the milking platform. Check out dairynz.co.nz/heifers



3. Animal evaluation now more search-a-bull

We've made some changes to our bull search tool to make it quicker than ever to find the best bulls for your herd. Filter by breed or A2 status; and set minimum thresholds for Breeding Worth (BW), as well as other traits of your choice.

Visit dairynz.co.nz/animalevaluation

4. Magnesium tips

Magnesium supplementation is an important tool to help prevent metabolic issues. Supplementing with magnesium will reduce the risk of milk fever and grass staggers (grass tetany). Find out more about spring magnesium requirements and using magnesium supplements effectively – dairynz.co.nz/magnesium

5. Disbudding done right

As calves arrive it's important to think about disbudding. It's best to remove horn buds before six weeks of age. Use local anaesthetic to numb the horn bud for several hours, and use an anti-inflammatory as well, to provide longer-term pain relief. Learn more at dairynz.co.nz/disbudding



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We appreciate your feedback

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GRASS TAKES DAIRY BUSINESS BACK TO FUTURE



Farming on the Watson properties has become simpler and easier to replicate in recent years. That's thanks to Ben and Tim Watson's decision to re-focus their three North Island farm businesses on growing more grass and reducing their reliance on imported supplements.





Ben Watson (centre) works on the Spring Rotation Planner for his 80ha Walton farm, with manager Czar Cagasan and farm assistant Frank Riffo.

“Our farms are very tough contour, where most people wouldn’t milk cows.”



» FARM FACTS

Watson Family

LOCATION: Eastern Waikato and King Country

FARM SIZE: Walton 1 – 80ha, Walton 2 – 178ha, Piopio – 860ha (440ha dairy)

HERD SIZE: Walton 1 – 240, Walton 2 – 550, Piopio – 1000

PRODUCTION: Walton 1 – 65,000-80,000, Walton 2 – 145,000-200,000, Piopio – target 280,000 (historic 320,000-370,000)

In the past, many farmers have relied on feed supplements over periods of low pasture growth. However, that can be a complex and costly solution, which is why Waikato-King Country farmers Ben and Tim Watson have turned their attention back to pasture, adding a few modern tweaks and tools along the way.

For Ben, it’s been a journey back to the grass-based principles New Zealand dairying was founded upon. For his dad Tim, it’s a reassuring endorsement that the basics of good grass management, developed at the Ruakura Research Centre in the 1960s, are still sound today.

The Watson farm business comprises three dairy units, two in eastern Waikato near Walton and a larger dairy and beef unit near Piopio in the King Country. Despite the regional differences, each property has shared in a re-focus on pasture and profitability over the past five years.

On the bigger Piopio property, the Watsons have lowered their milking herd from 1400 to 1000 cows. They’ve also dropped from 700 to 550 cows at one of the Walton farms. The farms are stocked at a relatively low rate of 2.95 Jersey cows/hectare (cows/ha) in Walton, and 2.3 Jersey cows/ha in Piopio, which sits at 400 metres above sea level.

“Our farms are very tough contour, where most people wouldn’t milk cows,” says Ben, who’s managing equity partner of the family business. “Making milk isn’t easy here, so supplements add another

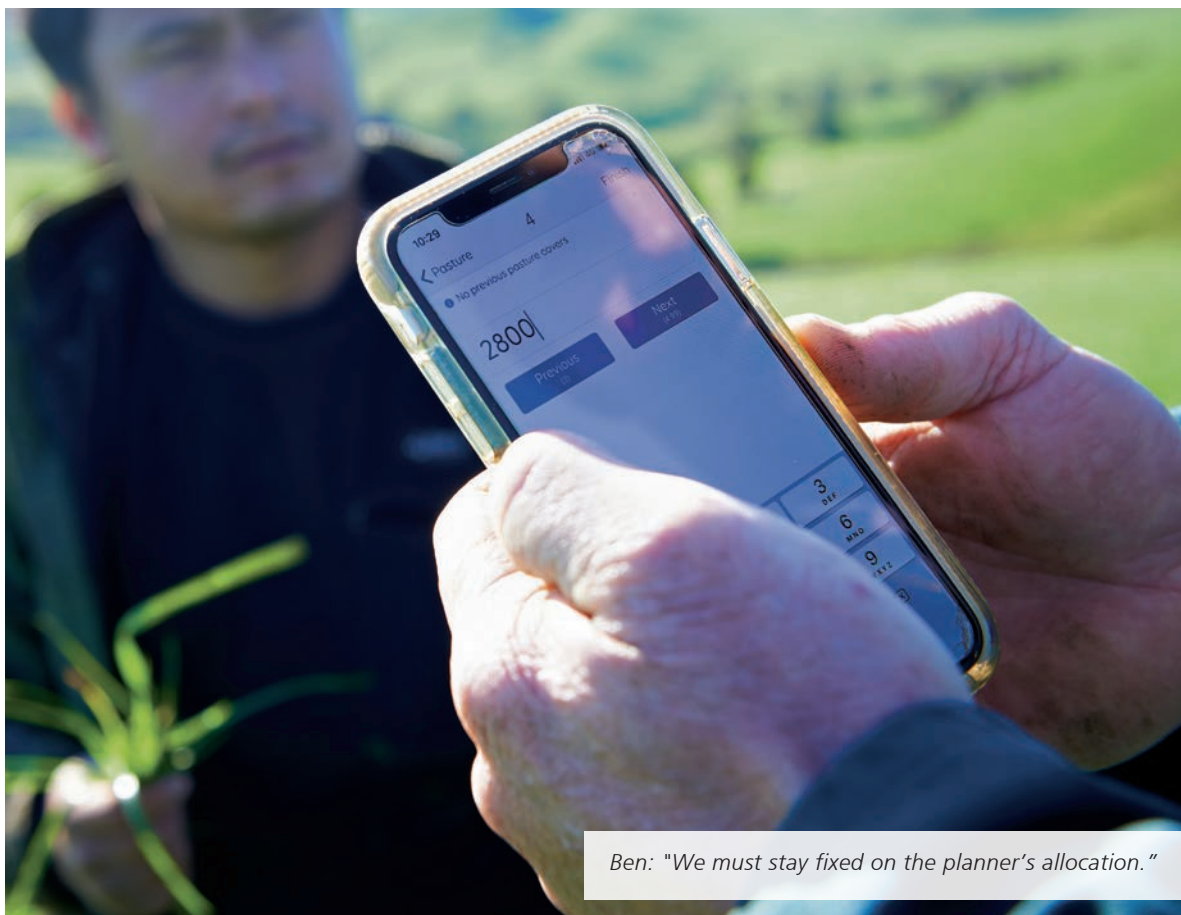
variable and are almost always marginal during lactation.”

Ben estimates his cows under this system would produce an extra 90 to 100 kilograms of milksolids per cow (kg MS/cow) on a flat farm. “Last season, they were the highest Breeding Worth (BW) herd in New Zealand. They’re very efficient converters.”

Supplements not always simple

Ben says the re-focus on growing more pasture at lower stocking rates came after some years of grappling with the rapid increase in feed costs that occurred around 2008, which failed to fall despite the slide in the milk payout that came a few years later.

The supplement they’ve used most has been palm kernel



Ben: "We must stay fixed on the planner's allocation."

expeller (PKE). In the past four seasons, they also grew fodder beet for use during lactation. However, after rediscovering his pasture's potential, they've decided to simplify by concentrating on pasture production and harvest.

"Fodder beet's high dry matter (DM) yield is attractive, but it also has some significant up-front costs to establish. It requires careful weed management and on-farm expertise once it's ready to be fed out," says Ben.

Meantime, they now use nitrogen (N) fertiliser more strategically and apply it by bike spreader rather than by plane.

Ben estimates they're getting a 20 to 30 percent better response from N, with less being lost from the system by correct timing of application, combined with the right round length.

Getting pumped on pasture

When Ben heard about 'Tiller Talk', a DairyNZ initiative to upskill farmers in pasture management, he leapt at the

opportunity to register himself and Tim.

"It was perfect timing as we looked to reduce bought-in feed," says Tim.

A year on, the pair talk confidently about understanding the mechanics of ryegrass growth, particularly in relation to what they call the grass's "battery pack" sitting near the base (the bottom five centimetres where leaves sprout from).

"We re-learned how, if you're on a short round, you'll be grazing only two leaves instead of three," says Tim.

"Doing that means you're reducing potential growth, and continuing to use a shorter round can remove the battery pack of energy used for rapid re-growth after grazing. We've also learned how grazing too hard in summer will have the same effect, really slowing recovery when rain arrives after dry weather."

Tim says being gentler on pasture over dry periods, and running cows off to prevent over-grazing, can result in an additional 1.5 tonnes/ha of grass production in the following 60 days.

Continuing to use a shorter round can remove the 'battery pack' of energy used for rapid regrowth after grazing.

Body condition drives supplement use

Ben says cow condition and pasture cover are still key determinants at drying off. His team of nine full-time and five relief staff use N strategically, and some PKE, to lengthen the round during autumn, with the aim of having a pasture target of at least 2200kg DM/ha average by calving.

"This year due to high late-summer and autumn growth, we found ourselves concentrating heavily on harvesting pasture to low residuals to clean up summer grass and increase regrowth. This came at the expense of normal gains in cow condition," says Ben.

Ben intends to regain this condition during the dry period, and he views cow condition as being essential.

"We're happy to use PKE for dry cows at whatever level required – it's a very efficient cow conditioner," he says.

On each of the Watsons' farms, every cow is condition-scored and the results are downloaded to Minda. At drying off, cows are then drafted into mobs for targeted feeding.

"It's now even more important her body condition score (BCS) is at five by the time a cow starts milking because your ability to fix that or pasture cover issues next season will be limited due to

We aim to get the herd to BCS five, then use the Spring Rotation Planner and stick to it.

the Fat Evaluation Index," says Ben.

The Watson farms also calve slightly later than the district average. This is so they can better-match their pasture growth with demand and not force the need for imported feed.

"We aim to get the herd to BCS five, then use the Spring Rotation Planner (SRP) and stick to it, working on an 80-day round here at Walton and 130 days at Piopio," says Ben.

"Also, we use the expertise of local consultant Katrina Roberts (from Anexa FVC Matamata) to aid us with BCS. That puts checks and balances in place – there's no hiding from reality."

Rotation planner sets pathway to spring

Ben describes DairyNZ's SRP as "our Bible from calving to balance date". The tool is critical for helping the Watsons drive their grass renaissance.

Prior to calving, Ben sits down with his managers to work up each farm's SRP from the DairyNZ website, and he emphasises the need to stick to it. He monitors the rotation twice a week, knowing every extra hectare or day will add up to much more than most staff think, affecting when balance day actually arrives.

"If it's been wet and we're under pressure to increase the area, we'll use supplement tactically, and we'll run cows off after they've had their allocated area. We must stay fixed on the planner's allocation."

Conversely, once balance date is reached and Ben has paddocks lengthening too quickly, he'll open up those areas, juggling residual levels and the need to graze paddocks that don't lend themselves to silage harvesting.

Residuals reinforce planner

Being part of Tiller Talk has also helped the Watsons gain a better understanding of using pasture residual as an indicator of effective grazing management.

"We tend to graze to a slightly lower residual, down to about 1400 to 1450kg DM/ha, looking to harvest as much grass as possible," says Ben.

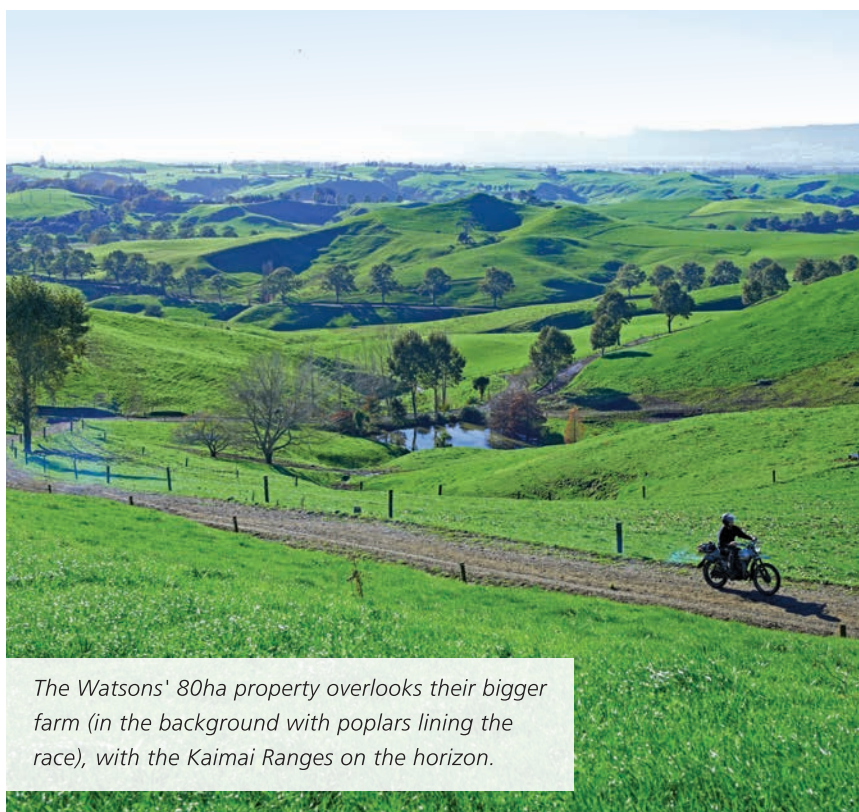
"We don't have the ability to mow our farms to fix poor management, or try to feed cows better. Only about 15 to 20 percent of the farms' areas is easy contour, so the pressure is there to hit the correct residual every time – we don't get a second chance."

The Watsons' cows are now accustomed to going back onto pasture that's already grazed, to get that residual nailed.

"There'll be times when they go back in the morning to the paddock they had the night before, just to clean it up, and be shifted when residual is reached. We'll stick to that residual level regardless," says Ben.

Pasture focus shared

Due to the tough contour of their farms, the Watsons don't carry out plate metering.



The Watsons' 80ha property overlooks their bigger farm (in the background with poplars lining the race), with the Kaimai Ranges on the horizon.

"It's been more a change in approach than a change in system. We're just more focused all the time now on pasture first."

BEN'S TOP TIPS FOR PASTURE MANAGEMENT



1. Never use supplement to feed cows – use it to grow more grass to feed cows.



2. Don't be afraid to stand the cows off when conditions get tough and the alternative is to open up pasture allocation – stick to the SRP's plan!



3. Use N strategically, up to three days in front of cows on a short spring round (21-30 days), or behind the cows on the autumn round (35-50 days) when moisture allows.



Instead, the team records each grazing in the Fonterra dairy diary, and from that Ben can soon see which pastures are performing – and which are not. With the target residual, round length and estimated pre-grazing cover, it's easy to calculate how well they've performed over time.

"We now spend more on grass seed to improve pasture yields and have our own seed drill," says Ben. "We focus on late-heading diploids rather than tetraploids due to our hard contour and summer dry." (Diploid ryegrass has two sets of chromosomes per cell while tetraploid ryegrass has four.)

Ben says the SRP's ability to set clear, measurable grazing goals makes it easier for his staff to follow the pasture-focused programme.

"I feel they're getting a skill not all young farmers have these days. Pasture management knowledge is something they can take with them to their next job or level of responsibility."

Ben's also found it rewarding to see how quickly a pasture-focused feed system can respond to management changes.

"From our first Tiller Talk meeting, we saw our round at home was too fast. We added some supplement to slow it down and we saw the results – it came right in only 10 days."

Better use of proven resource

Ben says his shift to a pasture-first focus hasn't so much been a journey from a high-input system to a low one, but more about learning to use his valuable pasture resource smarter and allocate supplement on a tactical basis.

"So, it's been more a change in approach than a change in system. We're just more focused all the time now on pasture first. It has involved a level of re-education for me because, for most of my dairy career, supplements have been a common and easy 'go to' option."

He laughingly talks about the '1990 rule' he tries to follow.

"I joke with my father, Tim, that if farmers only had available what was around in 1990 – no PKE, no meal, no ProGibb, no maize silage – then most farmers would probably make more money. But cows are a lot more efficient now than in 1990, and we then need to make up BCS pre-calving by strategically using some of those options, if need," says Ben.

■ Words: Richard Rennie ■ Photos: Craig Brown



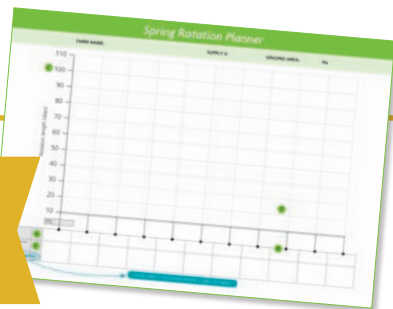
Manage your feed with the SRP

As DairyNZ senior scientist Kevin Macdonald gets set to retire after nearly 50 years' service to the dairy sector, he brings a final reminder on how the Spring Rotation Planner can support farm management and turn feed shortages around.



DairyNZ's Spring Rotation Planner (SRP) was developed in the 1980s from a set of trials by Dr Arnold Bryant and his co-workers, who were studying winter/spring pasture rotation length and milksolids production. It's ingenious in its simplicity: you can use it to plan ahead – or to manage your way out of a feed shortage at calving time.

The SRP assigns a grazing area per day which increases each day from the start of calving until balance date. Initially it's small because all cows are dry, but as the number of cows calved increases, so too does the area's size. The aim is to start at the winter rotation at the start of calving, and time the fastest rotation to take place when pasture growth exceeds herd requirements.



Spring Rotation Planner

- Grazing management in the first two months after calving largely determines production to Christmas.
- The Spring Rotation Planner takes the guesswork out of grazing management in the critical spring period.
- Put a laminated A2 poster on the shed/office wall to help communicate the SRP with your farm team.

dairynz.co.nz/srp

The trials

In the first set of trials, farmlets were managed using a range of rotation lengths over the autumn and winter, so there was a large range in the amount of pasture on each farm at the start of calving (1400 to 2400kg DM/ha). At calving, all farmlets were then managed similarly. The amount of pasture on farmlets in July or August was not consistently related to total lactation production. So, why was this difference in feed on-farm at calving not expressed in a milksolids advantage?

Over the next two years different rotations were superimposed on the different winter rotations. After calving, the rotation lengths were manipulated. At one extreme, the cows were exceptionally well fed (very fast rotation); at the other, feed was rationed (very slow rotation). Bryant and L'Huillier (1986) noted that maintaining a slow rotation returns pasture covers to the target much sooner than a fast rotation during a spring deficit.

The third set of trials identified that the faster the rotation in the late winter/early spring period, the less pasture is grown. That's because ryegrass stores its reserves in the base of the plant which, if frequently depleted, substantially reduces regrowth.

Even though feeding cows more pasture may seem like the right thing to do (fast rotation), it results in lower covers for longer and an extended length of time to balance date – so any feed shortfall should be made up (if required) with conserved feed instead.

Bryant and his co-workers identified four important system-level factors to optimise winter-spring grazing management: two were strategic (calving date and stocking rate) and two were tactical (autumn pasture management and the ideal cover at calving; and area allocated/day during winter and the development of the spring).

Take the guesswork out of grazing management. Check out the Spring Rotation Planner today – dairynz.co.nz/srp

Teaming up on pasture priorities

We know pasture management during calving is a key driver of profit, but with a long list of jobs at calving it's crucial everyone on the team plays their part, as DairyNZ people management specialist Daniel Schmidt explains.



Empowering your team will ensure there are many eyes focused on keeping things right and that everyone knows what to do if things change.

Get everyone on the same page

Take time to talk to your people so they know what your shared goals are around pasture management, why those goals are important and where their role fits in achieving them.

- Ensure staff know what your key indicators are.
- Make sure they know how their actions impact on the rest of the business.
- Talk as a team and individually – and encourage questions.
- Acknowledge and reward staff when they get it right.
- Support and educate staff when they get it wrong.

Get everyone what they need

Now everyone understands where they fit into the 'big picture', here's how you can support your team to carry out their roles and keep the information flow going.

- Match tools and training to individuals' roles and their skills/knowledge gaps.
- Don't just train for the system – show staff how all the systems fit together.
- Identify which parts of the system different staff have control over.

- Ensure staff know when and how to speak up, who else needs to know and what they need to do (if anything).
- Ensure staff know what to look for. For example, are the grazing residuals too high or are they on track? What does 'good' look like?

Get everyone responsive and flexible

Now that your staff can get on with the job when things go to plan, here's how to ensure they can make the right decisions when the unexpected happens. If the weather changes, the cows break out, or the cows haven't quite finished their break, your team needs to know what to do next.

- Do staff understand what's urgent and what can wait?
- When something unexpected happens, talk it over with the team. Whether the outcome was good or bad, everyone can learn from it.
- Include 'what if' scenarios in your regular staff training sessions.

See dairynz.co.nz/people for more information on managing your people.

Find out more about pasture management at dairynz.co.nz/pasture-management and the Spring Rotational Planner at dairynz.co.nz/srp

TOP TIPS FOR TIP TOP PASTURE

Here's what farmers are saying to us:

- Use the *Perennial ryegrass grazing management in spring* guide at dairynz.co.nz/grazing
- Use a plate meter.
- If you're unsure, snap a photo of the paddock and grass/residuals and send it to your manager.
- Get your staff to directly note down residuals in a 'dairy diary' or whiteboard.
- Use a 'traffic light' system on a whiteboard in the farm dairy – green for 'cows can move onto next break'; orange for 'check the paddock'; and red for 'residual is too long – cows go back to finish'.



Spring feeding: striking the balance between pasture and supplements

What's the best way to keep your pasture cover on track this spring? And when is pasture enough, or not enough? DairyNZ feed developer Sally Peel provides some timely advice.



Managing pasture allocation this spring

At this time of year, it's difficult to find the time to monitor average pasture cover (APC). However, keeping a close eye on your cover allows you to determine if there's a shortfall in feed. Regularly assessing your farm's APC every 7 to 14 days will also allow you to get the best value from DairyNZ's Spring Rotation Planner (see article on page eight), by monitoring actual APC against your target APC.

One of the aims of spring feed allocation is to have your APC at its lowest when pasture growth is expected to equal feed demand (balance date).

APC below target?

If your APC is below the target line on the Spring Rotation Planner, the quickest way to get back on track is to hold the rotation length and not speed up until APC is back on target. If you have insufficient feed for your milkers, consider supplementing dry cows and restrict their pasture allocation, or

supplement milkers to achieve a consistent even-grazing residual.

If you're anticipating a feed shortage, consider using nitrogen (see feed matters article on page 20) or, if it's profitable for you, supplements can help to build pasture cover by extending rotation length.

APC above target?

If your APC is above target, you may have the opportunity to speed up your rotation by increasing the area offered to cows, and/or removing supplement while ensuring cows are still grazing to a consistent and even grazing height.

Learn more about average pasture cover at dairynz.co.nz/APC



COMMON QUESTIONS ABOUT SUPPLEMENTS

Q: Will feeding supplements improve reproduction?

A: No, not if cows are at target BCS at calving and are adequately fed on pasture. Pasture is enough if you have enough of it.

Q: If I'm feeding supplements, can I stop doing so during mating?

A: Yes, if the energy supplied by pasture is adequate, there is nothing to fear (both from an in-calf rate or profitability perspective) from reducing or removing supplement during the mating period.

Q: Are there reproductive benefits from feeding a high-starch supplement during early lactation?

A: No, there's no benefit to reproductive performance from feeding a starch-based versus a fibre-based supplement.



Feeding cows: is pasture enough?

Good-quality pasture provides a well-balanced feed for dairy cows, supplying them with energy, protein, lipids, vitamins and minerals. In fact, spring pasture offers enough protein to allow cows to produce up to 2.5 kilograms of milksolids per day (kg MS/day).

It's true that cows fed a total mixed ration (TMR) – a method of feeding by blending many ingredients – will produce more milk than cows grazing pastures. However, most of the difference in milk production is due to the increased dry matter (DM) intake and reduced activity in a TMR system, and not the nutrient composition of the diet. So, if supplements are required for energy, they should be purchased on a basis of cents per megajoules of metabolisable energy (MJ ME).

It's important to remember that the profitability of using supplements depends on both the revenue generated from the purchased feed and how much it costs.

Based on the last 10 years of DairyBase data, the average response to supplements is 80 grams (g) MS/kg DM supplement fed. However, this response will vary depending on how supplements and pasture are managed in the system. If your

cows are grazing high-quality pasture to residuals of 1500 to 1600kg DM/ha, adding supplements to the diet will simply result in cows leaving more pasture in the paddock.

So, what is the cost of providing that supplement?

The cost of feeding supplements depends on the purchase price and method of feeding (e.g. in-shed versus trailer in the paddock). Farmers often overlook the additional costs of feeding supplements, and many use 'margin over feed' as a way of justifying these costs. However, this assumes the only cost of feeding supplements is the feed itself; it ignores other costs such as fuel, repairs and maintenance and labour. International and New Zealand datasets indicate the total cost to the system of feeding supplements is 1.5 to 1.8 times the purchase cost of the feed.

Getting ready for mating

Nutrition is important for getting cows in calf but that doesn't mean feeding supplements pre-mating will improve herd reproduction. Research shows that feeding cows solely on good-quality pasture can achieve reproductive performance rates above industry targets. If there's a prolonged energy deficit, plugging the feed gap can improve reproduction. However, the type of supplement – starch (e.g. barley or grain) compared with fibre (e.g. silage or palm kernel expeller) – makes no difference.

Low DM intake in early lactation is not the major cause of reproductive failure in New Zealand; body condition score (BCS) at calving is more significant. So, rest assured that, if your cows are adequately fed on pasture and you can't justify the cost of supplementary feeds on the basis of increased milk production, this won't affect your herd's reproduction.

What about BCS?

Once a cow has calved, it's very difficult to reduce the loss in BCS. Giving a cow more feed, whether pasture or supplements (or reducing milking frequency to once-a-day), has minimal impact on BCS loss until after four to five weeks of lactation.

Many farmers wrongly believe grazing cows can't eat enough to meet their demand, and that supplements will help improve the energy balance. You must remember that a cow will only eat about 12kg DM/day in the first week post-calving, and its intake will slowly increase to peak at 10 to 12 weeks post-calving. Because milk production peaks earlier, at about six weeks post-calving, all cows will be in a negative energy balance during this period. The extent of the negative energy balance is primarily driven by genetics and BCS at calving, not feed type or amount.

The main determinant of BCS loss after calving is BCS at calving, which is influenced primarily by feed and cow management in late lactation and during the dry and transition periods.



For more information, check out the *Feeding cows in spring* book at dairynz.co.nz/spring

Calling young people for a bright future in dairy



DairyNZ has launched GoDairy.co.nz for young people and career changers interested in pursuing a career in the dairy sector, or who could become interested if they knew more. Share this article with the people you think would benefit from the information – it might just change a life by igniting interest in a career in our vibrant industry.

The dairy sector is screaming out for new talent – we need 50,000 more skilled and passionate people by 2025. That's why DairyNZ is supporting and encouraging motivated and hard-working young people to find their place in our dynamic sector.

There's a world of opportunities at every level. You get to learn new skills, think strategically, be innovative and build great working relationships and friendships along the way.

You'll be at the forefront of dairying's work to produce its best product while taking care of its people, cows and our environment. Plus, working in the dairy sector means you're helping to provide nutrition for people here in New Zealand and around the world.

Why a dairy career could be right for you

You'll gain a great lifestyle and the opportunity to work with people and animals, technology and cutting-edge science. The

"YOU GET TO LEARN NEW SKILLS, THINK STRATEGICALLY, BE INNOVATIVE AND BUILD GREAT WORKING RELATIONSHIPS AND FRIENDSHIPS ALONG THE WAY."

diversity in roles means there's something for everyone. You can work in the fresh air on a dairy farm turning grass into high-value milk, working your way up to be a manager one day, or owning your own farm or business. You may prefer to work as an agri-

business professional, providing strategic advice and support to farmers to help them build their farm businesses.

Perhaps you'll choose to contribute to scientific breakthroughs in the laboratory or in the field, by working as an agri-scientist. We also need research scientists to find answers to important questions. These are just a few of the many roles available.

Find your career: explore GoDairy

DairyNZ's new GoDairy website has the resources and information you need to find your fit in the dairy sector, make a decision and take action.

USE GODAIRY.CO.NZ TO:

- find out how you can make your career in dairy happen
- view profiles on young people achieving success in their careers, giving insights into what it's like working in the dairy sector and the steps they took to get there. This will help you see what it could be like for you in the sector
- find out which school subjects, tertiary study and training will help you to create your career in the dairy sector
- access links to job search sites and information on DairyNZ's awards and scholarships
- get social and network with others in the sector.



Studying for a National Diploma of Agribusiness Management helped Ruth Steeghs achieve her long-term business plan goal of becoming a farm owner with husband Brett.

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PROFILE: DAIRY FARMING

CHLOE MACKLE



Chloe grew up in Auckland and considered herself a total city person. But when someone suggested dairy farming, she decided to get out of her comfort zone and give it a go. She hasn't looked back. Starting on a farm in Southland, she has worked her way up to being a farm manager in Whangarei on a farm with 450 cows.

Chloe is studying with Primary Industry Training Organisation (ITO), acquiring many useful skills, and is currently studying for an agri-business diploma. She loves working with good operators, and says she looks for people who are where she wants to get to in her career and asks them to mentor her.

PROFILE: AGRI-SCIENCE

HOLLY FLAY



Holly's interest in science was sparked at school and she feels science is part of who she is. She knew she wanted to pursue a career in research and development in the dairy sector.

To help her achieve this goal, she studied at Massey University on DairyNZ scholarships for both an undergraduate degree and a Master's degree.

Holly's Master's degree is on the impact of feed efficiency and breed on methane emissions. Holly is currently considering her future career path. She's interested in pursuing a career in greenhouse gas research because she wants to contribute to an area of high importance to the dairy sector and New Zealand.

PROFILE: AGRI-BUSINESS

MATT BENTON

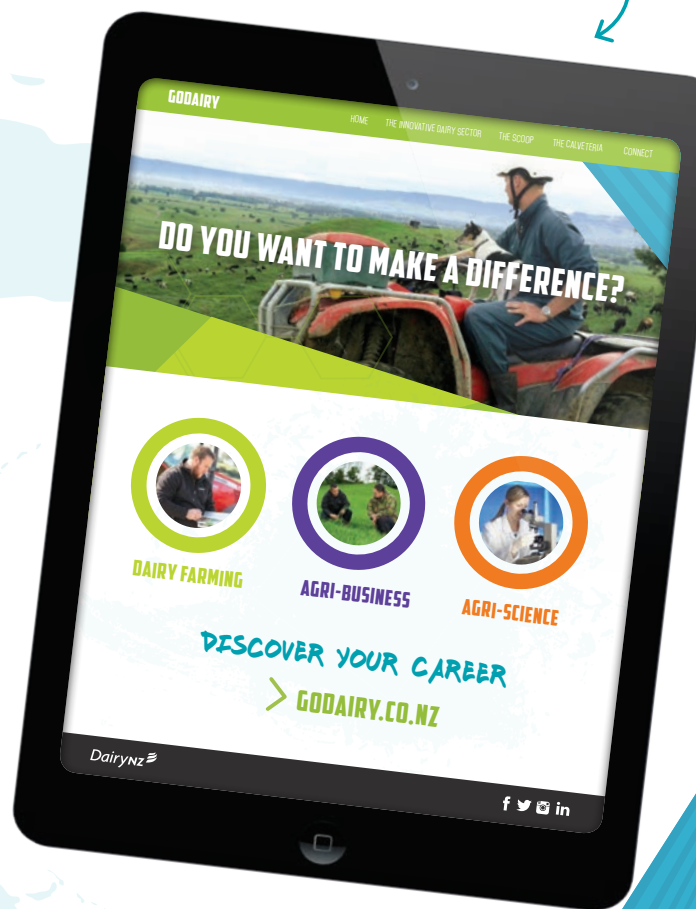


After growing up on a dairy farm, Matt Benton studied for an Honours degree in farm management. He then went overseas and saw farming systems around the world. When he came back to New Zealand, he worked his way up to become a farm consultant, giving farmers advice ranging from farm management decisions to the strategic direction of their business.

Matt says the knowledge gained from practical experience, university and travel has been invaluable in his role, and he's finding it highly rewarding to see the difference his advice is making to the success of farming operations.

DISCOVER YOUR FIT

Take the quiz on the GoDairy website to find your career in the dairy sector. What might suit you best? Dairy farmer? Agri-business professional? Agri-scientist? Maybe you'll do all three throughout your career as you take the skills you learn in one role into your next job.





Tainui Road whaanau: (left to right) Ty and Tamie Wehi (with their children Noah and Abel), Tua Heke and Zaire Mellon, and Greg and Robyn Boswell.

Calving: sustaining a ‘staunch’ team

At Tainui Group Holdings' Tainui Road dairy farm, near Morrinsville, taking a whaanau-centred approach to the calving season ensures everyone in the team is motivated and healthy – and home in time for dinner.

Contract milkers Greg and Robyn Boswell say it’s not just about the staff who work at on the Tainui Road farm – it’s also about the support those people receive from their wives and children. Putting whaanau first is fundamental to keeping everyone positive and working well on the 240 hectare (ha) farm, especially at the busiest time of the year.

“Monitoring the hours worked during calving is important,” says Robyn. “It’s all about sustaining the team. We use the same roster throughout calving. Our guys are staunch, but if I see the hours are creeping up, I can say ‘time to go home’ – then Greg and I will finish up.”

Farm assistant Ty Wehi and senior farm assistant Tua Heke log their hours on their phones using an AgriSmart app which Robyn tracks on her computer.

To make calving less stressful, the Boswells have changed their milking regime, milking mixed-age cows morning and night, and the

transition colostrum cows just before lunch. This season the Boswells have 150 first-time calvers being milked once-a-day all year.

“Milking this way means staff hours aren’t pushed to the limit, the health of our livestock is closely monitored and we get better growth rates with the first-time calvers. Plus, everyone gets home in time to eat with their families,” says Robyn.

“One of the things Greg and I treasured when our own children were small was the ability to have breakfast, lunch and dinner with them, and that’s something we foster with the families who work for us.”

Robyn, who handles the calf rearing, says setting up a cow for a long, productive life starts at calving. This year Robyn will rear 150 replacement calves and the rest (Friesian and Hereford bull calves) will be finished on a new rearing facility at Ruakura either for the beef market or for use as service bulls.

TAINUI GROUP HOLDINGS' VALUES

Mahi Tahi (teamwork)

We work as one to deliver great business outcomes.

Manaakitanga (care in our work)

We take care in our work, for each other, our whaanau iwi and community.

Kaitiakitanga (guardianship)

We diligently protect, grow and sustain tribal wealth.

Pono Me Te Tika (honesty and integrity)

We build trust by being honest, open and respectful in everything we do.

Clever calving: Greg and Robyn’s top tips



- Have a planning meeting so the team knows what to expect.
- Clean and disinfect trailers, feeding equipment and calf sheds before calving starts.
- Lay fresh bedding for calves.
- Have a snack jar at the dairy shed so staff never go hungry.
- Keep communicating well so everyone knows what's happening in the team.

Get more great calving advice at dairynz.co.nz/calving

M. bovis: milk testing and bulls

More bulk milk testing will take place across New Zealand in the coming months, as part of the sector's plan to eradicate *Mycoplasma bovis* (*M. bovis*). Also, find out about precautions to take when sourcing service bulls.



Milk testing this spring will help to identify any previously undetected cases of *M. bovis*.

Spring surveillance programme

This spring, all dairy companies are supporting the Ministry for Primary Industries' (MPI) *M. bovis* response by testing every herd supplying milk. With the ultimate aim of eradicating *M. bovis* from New Zealand, this surveillance programme is essential to providing further assurance of previous non-detects. It will help to identify any clusters of disease that have gone undetected so far.

Spring is a busy time of the year, so all testing will be taken as part of the normal milk collection process. You will not be required to do anything additional.

M. bovis can hide in an infected cow, not showing up until weeks or months after the animal has contracted the infection. The spring months are the best time to test for *M. bovis* because infected animals are more likely to shed the bacteria after a stressful period, such as calving and the start of lactation.

If *M. bovis* is not detected in the samples tested, you will

receive an email from your dairy company in early- to mid-November. If the disease is detected, MPI will contact you immediately with information regarding next steps.

Service bulls

As we head closer to the mating period, questions are being raised about service bulls. The highest risk to the spread of *M. bovis* is the movement of infected animals from one herd to another. Bulls that have been in contact with infected cows, and then moved to another herd, are a risk.

The best indicator of whether an animal may be infected is the health status of the herd the animal comes from. When sourcing bulls, it's important that farmers ask the service bull provider for details about the bulls' movement history. Where possible, avoid sourcing bulls that, after being on dairy farms and then returned to the bull farm, and now set to go out to a dairy farm for a second season. Try

to source bulls from a closed herd, or raise your own.

When bulls arrive on-farm they should arrive properly identified and accompanied by details of their movement history. Make sure you let the vendor or agent know that you expect these details. When the bulls arrive, you should hold them separate from the main herd for at least seven days. This will enable you to assess their health status, and carry out any procedures, such as drenching. If you have any concerns about the bulls' health, contact your veterinarian before you mix the bulls with the herd.

In all cases, it is essential for bulls to be properly identified and for National Animal Identification and Tracing (NAIT) records to be completed promptly for all movements.

For more information, visit dairynz.co.nz/mbovis



Fieldays 2018

DairyNZ's site in the Mystery Creek Pavilion focused on what dairy farming might look like in the future.

Future focus at DairyNZ stand

What does the future hold for dairying in New Zealand? Many of you came to share your views on that subject at DairyNZ's Fieldays stand this year, while others sent in photos.

At DairyNZ's main stand in the Pavilion, our team enjoyed many great conversations with farmers and the public about the future of dairy farming. Common themes included opportunities with technology, the importance of environment and animal care, and the challenges of profitability and competitiveness.

Meanwhile, more than 100 farmers expressed their opinions visually by sending in photos for our competition. We displayed these on our big screen over the four days and awarded prizes for the best shots.

DairyNZ was also involved in the Careers and Education Hub and

FIELDAYS 2018 BY THE NUMBERS

- **130,866** people through the gate
- **Biggest day was Friday with 39,410** attending
- **1059** exhibitors across **1400** sites
- **More than 180** Fieldays volunteers involved in making it work

the Health and Wellbeing Hub, while more than 2500 parents and kids visited our education site to meet Rosie the cow and learn about dairying with our interactive learning tools.

A big thanks to those of you who sent us photos or took the time to visit us at Fieldays and share your thoughts and feedback. Get June 12 to 15, 2019 into your diary now!

Some of the winning photos depicting the future of farming (clockwise): Gwerder Farming, Taranaki, putting the environment as the central focus of dairying; Jeanette Boase, Dargaville, stares into the crystal balls and sees a clean, green future; and Renee Burrows, Rotorua, with future farmers Zara and Isla testing the grass quality.



‘Moo-sterious’ links between country and city kids

A recent nationwide DairyNZ education project saw students turn detectives, discovering the similarities and differences between their urban and rural life.

July’s ‘Classified Moostery Challenge’ paired up 150 rural with 150 urban schools and challenged students to work out the name and location of their ‘mystery match’ school and get to know more about each other. It’s the third year the challenge has run in schools as part of DairyNZ’s education programme.

In the challenge, children in Years 4 to 8 (ages 8 to 12) first took part in a photographic scavenger hunt. They took 10 photos of subjects about their way of life – such as how they travel to school and what they do in the evening – and these photos were uploaded to a website so students could compare their lives with those of others throughout New Zealand.

In the second part of the challenge, each school connected with its mystery classroom via a video chat and asked ‘yes’ and ‘no’ questions in a race to identify the other school. Each student was assigned a role in the video chat session and they used Google Maps to pinpoint the other school’s location based on the answers.

Auckland’s Mission Heights Primary School took part in the challenge, paired with Wairere School near Matamata. Mission Heights Primary School teacher Monique Browne says her class loved the challenge and learned a lot, including questioning and map-reading skills.

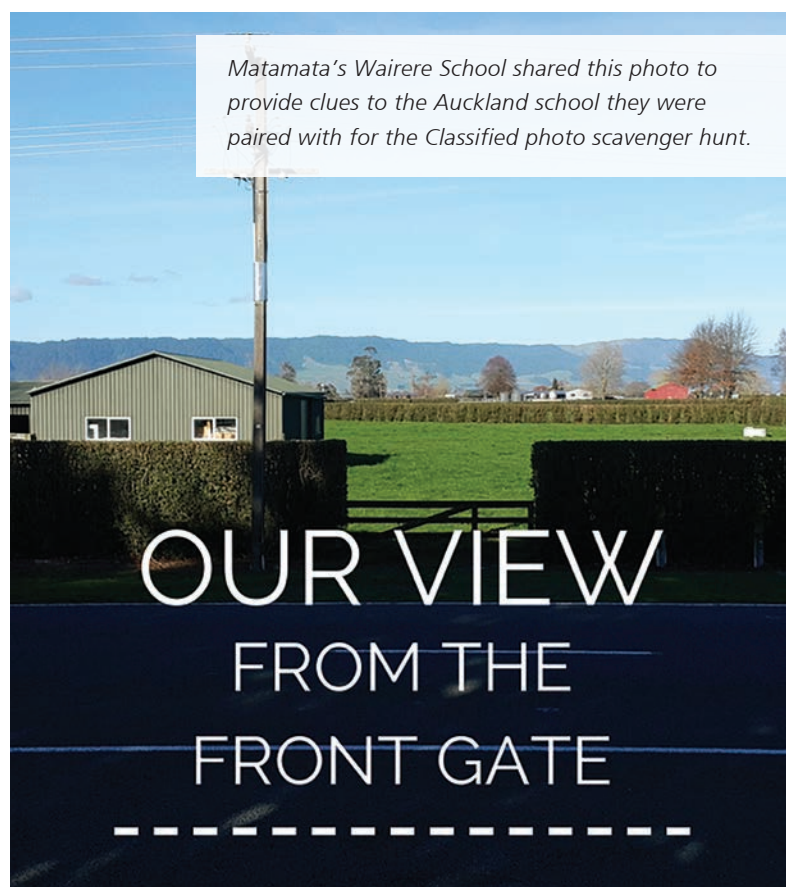
“The collaboration was great and the students in each class had to work as a team. My class found it fascinating because we’re a large city school with about 700 students and we were talking to a rural school with fewer than 50 students. In terms of differences, the rural school had a larger range of ages in their class than ours and there were some differences in lifestyle. But kids are kids everywhere so there was a lot in common as well,” says Monique.

Meanwhile, Wairere School teacher Karen Catchpole says her students enjoyed competing against another school to see who would be the first to find out where the other class was from.

“The students were amazed at the size of the other school and what it looked like compared to their school,” she says.

DairyNZ external engagement manager Phillipa Adam says the project provides a dynamic and personal way to create empathy and real-world connections between rural and urban children.

“It gives young people an opportunity to better-understand each other’s lifestyle and perspectives. It’s also a fun way for children to learn, through planning, investigating key concepts of geography and working together.”





Farm manager Kate Reed and trustee Kerry Chestnut present trial updates at a Northland Agricultural Research Farm field day.

The real cost: bringing in extra feed

Can we reduce our reliance on imported feed? That's the question those involved in a three-year trial run by the Northland Dairy Development Trust set out to answer. The trial results suggest hidden costs might outweigh production gains.

The trial at Northland Agricultural Research Farm near Dargaville aimed to answer whether we can reduce reliance on imported feed and still maintain profitability and sustainability with a volatile climate and milk price. Completed this year, the trial compared three farmlets with different feed inputs – one with pasture only, one with crops grown on-farm and the other supplementing with palm kernel expeller (PKE).

In the first two years of the study, when costs associated with supplementary feeding and cropping were considered, the pasture-only farm system had similar or better profitability than the system using PKE. The PKE farm was more profitable in the third season, with a prolonged wet period during spring having a greater impact on the grass-only and crop farmlet.

The cropping farm had the lowest profit in all three seasons. Having more than 20 percent of the farm out in crops each year put significant feed pressure on the rest of the farm and led to the full costs of home grown crops being captured. Wet winter and spring conditions also affected both crop production and pasture utilisation on the heavy clay soils.

"There are a lot of hidden costs associated with increasing production through putting more feed into the system."

Former DairyNZ principal scientist Dr John Roche, who supported the trial, says it highlighted the costs associated with increasing production by adding more feed into the system.

"The cost of the marginal milk produced by increasing stocking rate and bringing in extra feed, is very high. That cost is dependent on the response to supplements, but the data would indicate that the response to supplements has to be over 110 grams of milksolids per kilogram of supplement dry matter (g MS/kg DM) and the milk price must be greater than \$6.50/kg Milksolids for that supplementary feed to produce profitable milk," says John, who recently moved

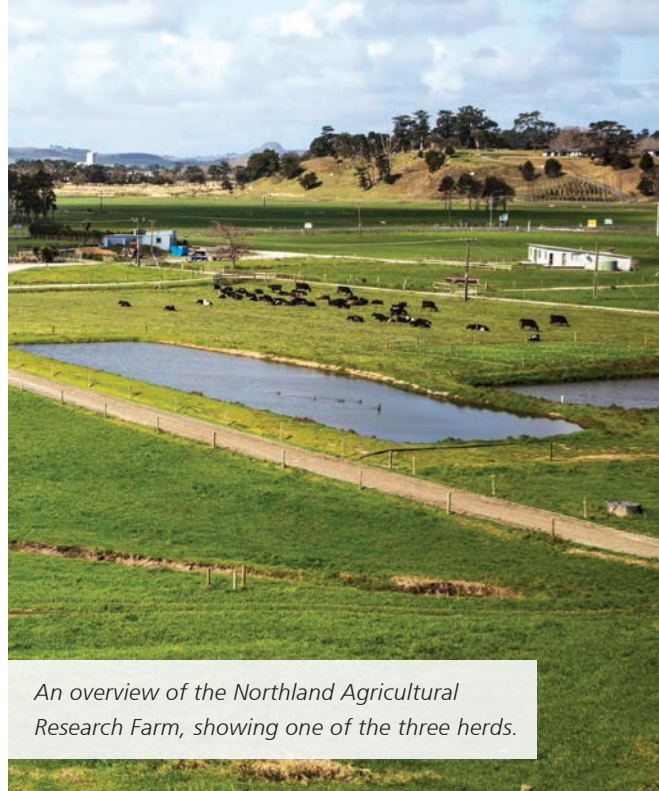
into a role as departmental science advisor for the Ministry for Primary Industries (MPI).

"That wasn't properly understood before we did this experiment, but we've been doing other work at the same time, reviewing farm systems experiments. The same conclusion would be drawn: that the cost of the marginal milk from increasing stocking rate and bringing in feed to produce more milksolids per hectare is very expensive.

"Over all three seasons, the pasture-only farm was close to

Average of the three-year trial/annum

- The pasture-only farmlet (2.6 cows/ha) generated an operating profit of \$2006/ha and production of 909kg MS/ha.
- The cropping farmlet (2.8 cows/ha) generated an operating profit of \$1554/ha and produced 996kg MS/ha.
- The PKE farmlet (2.8 cows/ha) and with 500kg DM PKE/cow, produced \$2281/ha operating profit and 1091kg MS/ha. The average response to PKE was 126g MS/kg DM, with a range from 107 to 147g MS/kg PKE DM.



An overview of the Northland Agricultural Research Farm, showing one of the three herds.

“(This) is a world-class experiment in the region.”

the PKE farm in profit. There are a lot of hidden costs associated with increasing production through putting more feed into the system. This project has allowed us to put some numbers on the less-tangible costs.”

Response to supplements

Supplementary feed did offer a tactical advantage to the higher-stocked herd during the exceptionally wet winter and spring of 2017; however, these results need to be viewed in context. John says the Northland trial had an unusually high milksolids response, especially in the 2017/18 season. The PKE response at the Northland Agricultural Research Farm was 126g MS/kg PKE DM. In comparison, the average response in DairyBase is about 80g MS/kg supplement DM.

“This year’s response was as high as we were going to get. We would very rarely see a response like we saw last year,” says John.

“Also, through good management and better summer growing conditions, we limited the use of supplements to about 500kg DM PKE/cow and produced 1100kg MS/ha on the PKE farmlet during the trial. In comparison, over the preceding three years (prior to commencing this experiment), the farm used more than one tonne of DM/cow of supplement to produce 1154kg MS/ha.”

Farmers’ input

The trial, largely funded by DairyNZ and the Ministry for Primary Industries’ (MPI) Sustainable Farming Fund, was set up by Northland Dairy Development Trust.

The Trust was formed in 2006 to support farmers in securing quality dairy research relevant to Northland. The Trust’s

committee is largely made up of dairy farmers who have input into the research carried out on the Northland Agricultural Research Farm. John says the input of the farmers was invaluable.

“The committee put in a huge amount of time and personal energy and the result is a world-class experiment in the region. It doesn’t matter how busy they are in winter or spring; we have four or five farmers at every one of the fortnightly meetings and quite often we could have 10 or 12,” says John.

A new trial, building on the research from the imported feed trial, will provide information to help farmers manage their feed evaluation index (FEI) in a variable climate.

For more information on the research from Northland Dairy Development Trust visit nddt.nz

FINANCIAL SUMMARY OF THE THREE SYSTEMS OVER THREE YEARS, USING ACTUAL MILK PRICE

	Grass-only farm	Cropping farm	PKE farm
	OPERATING PROFIT: DOLLARS/HECTARE		
2015/16	\$787	\$433	\$733
2016/17	\$2761	\$2300	\$2887
2017/18	\$2470	\$1928	\$3224

→ See full details at nddt.nz

Nitrogen use: tips this spring

Nitrogen fertiliser is a handy tool for increasing feed supply to match animal demand. But how do you get the best response while keeping losses to a minimum? DairyNZ feed developer Sally Peel has some advice.



When it comes to applying nitrogen (N) on-farm, the 'response rate' is measured by the amount of pasture grown in kilograms of dry matter per hectare (kg DM/ha) for every kilogram of N used per hectare (kg N/ha). So, for example, if you apply 30kg N/ha and see an extra 300kg DM/ha of pasture grown, then the response rate is 10kg DM/kg N fertiliser.

What influences the response rate?

Nitrogen fertiliser is a growth multiplier. If conditions are unfavourable for growth, N fertiliser response will be small and slow. The response rate is dependent on:

- the amount of available N in the soil – the greater the deficit, the higher the response
- soil temperature – the warmer the soil, the greater and more immediate the response
- plant growth – the faster the growth, the greater and more immediate the response
- moisture – too much or too little water will lower the response
- rate of N applied per application – there is a diminishing response at high application rates (i.e. apply less than 50kg N/ha per application)
- soil fertility – pastures will respond best to N when all other soil nutrient levels are satisfactory.

Building a bank of knowledge about your own farm is a useful tool to refine the guidelines. Think about your farm's effluent area, soil type (paddocks with higher organic matter have higher N soil supply, require less N fertiliser) and pasture growth curve.

How does N fertiliser contribute to N leaching losses?

Fertiliser's effect on N leaching is mainly through the extra pasture grown and eaten, rather than a large increase in its protein content. This assumes the right amount of fertiliser is applied at the right time and place; otherwise direct loss of fertiliser can occur.

When N is applied at a greater rate than 200kg, the risk of N losses increases at a great rate.

Lowering N surplus and, therefore, N leaching by using less N fertiliser and growing less pasture can match the profitability



Pastures respond most reliably to N fertiliser in late winter and early spring.

of higher N input, with appropriate adjustments for less pasture growth. Choosing another feed source to replace lost pasture still means some additional N is imported onto the farm, despite lower fertiliser N use.

Using N this spring?

Late winter/early spring is the most reliable time for a good response. You'll see a strong milk production response when filling a feed deficit.

Apply N when the soil temperature is higher than 6°C and not saturated. On some soil types, it's better to apply N fertiliser containing sulphate. Consider using sulphate where leaching has occurred or soil temperatures are below 10°C.

In mid-spring, pastures are growing rapidly and the response rate will be high. Silage-making and associated wastage increases the cost of N-boosted grass, but is still cost-effective under good management.

Learn more about soil fertility and seasonal N use at dairynz.co.nz/soil-fertility

Meet the animal and feed team

Armed with the latest research findings, DairyNZ's animal and feed team aims to help farmers improve their pasture and herd performance.



The team focuses on feed and farm systems, and animal performance, linking with other DairyNZ teams as required.

"Each team complements the other by regularly sharing information and support," says DairyNZ senior scientist, Jane Kay. "However, our animal and feed team's main focus is on continuous improvement in farm performance."

"I see our team as a vital link between research and farmers."

Jane says the team's work is underpinned by evidence-based, unbiased research.

"We also use our monitor farms to carry out pasture persistency and re-grassing research. Of course, any information, advice and

support we give includes environmental sustainability at its heart.

"I see our team as a vital link between research and farmers, communicating what we know to farmers to try and promote on-farm change, and ensuring we understand the challenges farmers are facing. We do this by interacting with and listening to farmers and rural professionals, attending DairyNZ and others' farmer events, and talking to schools and community groups. One of our key objectives is to provide 'farmer-focused solutions' that will improve performance on-farm. We also provide practical support – recently several members of our team have been helping out with the *M. bovis* situation."

The team aims to help farmers to improve pasture and herd

performance by supporting on-farm change with projects that focus on increasing the production and utilisation of home-grown feed; making sustainable and profitable feed management decisions; improving reproduction, health and wellbeing of dairy cows; and reducing the environmental footprint. They're also a major contributor to DairyNZ's *Facts & Figures* handbook.

"One farmer who spoke to us said the FeedRight training programme renewed her confidence that a pasture-based system, when managed well, yields top results in terms of production, reproduction and profitability, which is great to hear," says Jane.

The team is also hitting the spot in other areas of support. Te Aroha dairy farmers, Sue and Mark Dyer sing the praises of Tiller Talk, while another farmer says: "I thought I knew a lot, but there's so much I've learnt and re-learnt around the ryegrass life cycle, protecting the plant throughout the season. DairyNZ and the agronomists are doing an awesome job."

To contact the animal and feed team, phone 0800DAIRYNZ, contact your local consulting officer (dairynz.co.nz/CO) or email info@dairynz.co.nz

Check out the *Facts & Figures* booklet at dairynz.co.nz/facts-and-figures



Members of DairyNZ's animal and feed team, plus consulting officer Mark Forsyth, discuss winter milk and autumn calving during a Northland farm visit last year.

New farms share their budgets

The diversity of DairyNZ’s Budget Case Studies means more farmers have access to numbers they can relate to. Find out more about the new case studies now available online.

New farmers from Waikato, Lower North Island and Canterbury have joined existing top performers to share their 2018/19 forecast budgets online as part of DairyNZ’s Budget Case Study project. Most regions are now represented and the 18 farms include a range of operating structures, from businesses with an owner-operator, to those with a sharemilker or contract milker. They also include varying amounts of feed inputs with organic farms and those milking once a day represented.

These farms were all selected because they are top-performing farms with a focus on keeping their costs low. The farms share many common factors and all are focused on farming for the long term, and as part of that, they prioritise taking care of the land, people and cows.

Longer-term goals are essential

Our Budget Case Study farmers regularly review their short- and long-term goals. They surround their business with positive people, sharing information between themselves and everyone dedicated to their farm’s success. A team of professionals (such as farm consultants, accountants and bankers) are used to discuss farm performance and longer-term strategies.

Farm systems are profitable, replicable and simple

Key farm management decisions revolve around profit and long-term vision and goals. The farm needs to stay profitable (and farm systems shouldn’t need to change) regardless of the milk price factor.



New Budget Case Study farmer Alan Davie-Martin, from North Canterbury. Photo: Elise Rutherford Photography

Strong on financial management

Our Budget Case Study farmers generally prepare their own budgets and have full ownership of them. They know how they perform from season to season and against their peers and they:

- practise aggressive debt repayment during higher payout seasons to reduce risk, and
- make adjustments to budgets as the milk price changes, for example, to repair schedules and maintenance or fertiliser expenditure.

Understand underlying principles and science

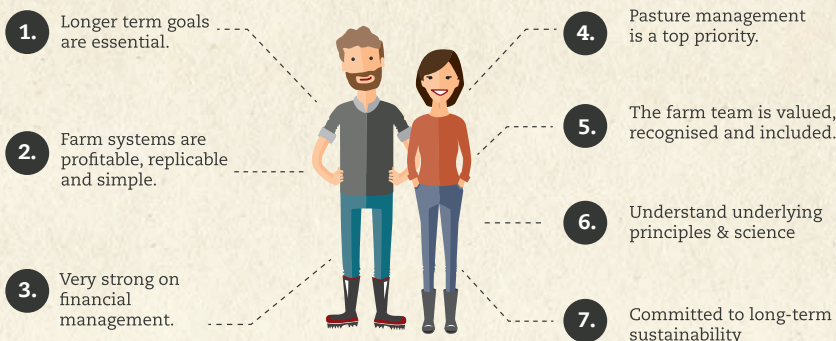
They understand the science and underlying principles behind good farm management. This means when variation occurs in areas such as pasture growth, weather conditions, payout or supplement costs, these farmers can make profitable, sustainable farm management decisions.

Value, recognise and include the farm team

The farm plan is easy to communicate with staff and therefore easy to implement. Our Budget Case Study farmers value their employees, recognise them for their role in the success of the farm and encourage them to take holidays. The farmers make sure staff understand the current financial situation and seek ideas from them on ways to improve the efficiency of the farm. Sharemilkers also have open communication lines with farm owners.

Check out our Budget Case Study farmers at dairynz.co.nz/budget-case-studies

SEVEN SUCCESS FACTORS





Hamilton school wins PM's award

St Paul's Collegiate School in Hamilton has won a Prime Minister's Education Excellence Award for its pioneering agribusiness programme.

The award, 'Excellence in Leading – Atakura Award', recognises the school's success in leading change within the primary industries and education sectors.

With backing from sector partners, including DairyNZ, St Paul's was the first to create a secondary school agribusiness curriculum. The programme is now available to be taught to all Year 12 and 13 students in New Zealand.

"This is a transformational initiative that encourages talented and capable secondary school students into agricultural careers," says DairyNZ industry education facilitator Susan Stokes. "It also contributes to the future of the high-performing agri-sector."

Visit stpauls.school.nz/agribusiness and pmawards.education.govt.nz

Dairying through the 'eyes of a child'

A heart-warming DairyNZ video on dairy farming through the eyes of four-year-old New Zealander Jack Greenan is showing people a side to dairying they often don't see. Jack and his brother Noah live on a farm operated by their parents Olin and Anna. He loves being surrounded by animals and machinery, and helping his father herd the cows and check the calves.

Meanwhile, Olin says he enjoys dairying because it provides plenty of variety and allows him to see his children during the day.

DairyNZ marketing manager Andrew Fraser says the video celebrates farmers' awesome work and the inspiration they provide for their children.

Check out the video at dairynz.co.nz/iloveicecream



Drone winner announced

The winner of DairyNZ's Farm Gauge competition is Norris Peart from Raglan. Norris has won a DJI Phantom 3 drone.

Hundreds of people entered the competition at Mystery Creek Fieldays and the South Island Dairy Event (SIDE) in June.

For more information on Farm Gauge, visit dairynz.co.nz/farmgauge



Farmers encouraged to consider DairyNZ board

Dairy farmers with governance and leadership experience are encouraged to consider a role on DairyNZ's Board of Directors.

This year one farmer-elected director is being elected for the DairyNZ board, with candidate nominations opening on Tuesday, August 21. Final nominations will be accepted until 12 noon Friday, September 14.

The election is an opportunity for a dairy farmer to bring their experience in leadership and governance, sector experience and strategic thinking to the board table. For more information on the nomination process and key dates, visit dairynz.co.nz/agm

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

August events

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
		1	2	3	4	5
6	7	8	8 NORTH WAIKATO Kiwitahi: we'll focus on the host farmers' system and management practices and discuss seasonal issues.		11	12
13	14	15	16 BAY OF PLENTY Katikati: come along to the Forta Leza Country Inn to catch up and share how calving is going.		18	19
20	21 TARANAKI Te Roti/Mangatoki mid-spring catch-up: get off-farm for dinner at the Kaponga Hotel.		23 TARANAKI Skinner Road mid-spring catch-up: grab a meal and chat with other farmers at the Midhirst Tavern.		25	26
27	28 TARANAKI Toko mid-spring catch-up: dinner and discussion at the Toko Tavern.		30	31		

DAIRYNZ.CO.NZ/EVENTS

NORTHLAND

The Northland Dairy Development Trust is launching a new trial – managing the Fat Evaluation Index (FEI) in a variable climate. The FEI has been developed by Fonterra to monitor the likely effect of palm kernel expeller (PKE) feeding on the composition and manufacturing properties of milkfat produced on farm.

For more on the new trial and what FEI means on farm, visit www.nddt.nz

BAY OF PLENTY

DairyNZ's Budget Case Study farmers have added their forecast budgets for 2018/19, including an owner-operated farm business near Edgumbe. Farming on 160 hectares (ha) and milking 570 to 580 Friesian cows on two similar sized milking platforms, the dairy operation is supported by 52ha which provides the majority of winter and young stock grazing.

Find out where they plan to spend their money this season and why at dairynz.co.nz/budgetcasesstudies

WAIKATO

Want to capture extra cash by growing and feeding more pasture? Looking for a second opinion on feed management? Waikato dairy farmers can request a 'Spring Review Visit' from a DairyNZ consulting officer, who can offer input into your spring grazing management plan and, if needed, provide another perspective during calving.

Book a visit now at dairynz.co.nz/feed-visits

TARANAKI

Nicola Bryant has recently joined the Dairy Connect team, DairyNZ's farmer-to-farmer support service, as the Taranaki and Lower North Island coordinator. If you're seeking information about a specific dairying topic or facing challenges and would like to speak to someone with experience, contact Nicola. She'll put you in touch with a support farmer who best suits your situation.

Dairy Connect is available to all farmers: owners, sharemilkers, managers, contract milkers and farm assistants.

Email Nicola at nicola.bryant@dairynz.co.nz or learn more about Dairy Connect at dairynz.co.nz/dairyconnect

LOWER NORTH ISLAND

A hugely successful national once-a-day (OAD) milking conference was held in Palmerston North in June with more than 100 farmers in attendance.

OAD farmers shared their experiences, guest speakers gave insights into wellbeing and team culture, and industry specialists provided updates on the latest OAD milking research.

Much of the resources and research used at the conference can be found at dairynz.co.nz/OAD



Farmers at the national OAD conference in Palmerston North.

TOP OF SOUTH ISLAND/WEST COAST

More than 75 farmers attended DairyNZ's West Coast Dairy Farmers' Conference in Greymouth last month. The regionally-specific conference was the initiative of local consulting officer Angela Leslie, with several guest speakers providing some great insights.

DairyNZ scientist Jane Kay's 'food for thought' session was particularly popular, as was the self-assessment tool Farm Gauge, presented by South Island hub lead Tony Finch.

To try Farm Gauge yourself, go to dairynz.co.nz/farmgauge

CANTERBURY/NORTH OTAGO

As part of DairyNZ's Budget Case Study series, Beechbank Dairies Ltd near Culverden has shared its forecast budget for the 2018/19 season. This System 4 farm milks 540 crossbred cows on 141ha of free-draining, irrigated land, with a 90ha leased support block. Beechbank Dairies Ltd has consistently been in the upper quartile for profitability in the Canterbury region.

Check out where they plan to spend their money this season and why at dairynz.co.nz/budgetcasestudies

SOUTHLAND/SOUTH OTAGO

A 197ha Southland dairy farm has shared its budget online. As part of DairyNZ's Budget Case Study series, owner/operator Tim Driscoll (pictured to the right) has opened his books to share where and why he is spending his money. You can view Tim's 2018/19 forecast budget, which is based on 599 Friesian cows producing 300,000kg of milk solids, at dairynz.co.nz/budgetcasestudies



Upper North Island

Head of Upper North Island	Sharon Morrell	027 492 2907
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Northland

Regional Leader	Sharon Morrell	027 492 2907
Far North	Denise Knop	027 807 9686
Lower Northland	Mark Forsyth	021 242 5719
Whangarei West	Graeme Peter	021 809 569

Waikato

Regional Leader	Wade Bell	027 285 9273
Senior Consulting Officer Lead	Phil Irvine	027 483 9820
South Auckland	Mike Bramley	027 486 4344
Hamilton North	Aaron Traynor	021 245 8055
Matamata/Kereone	Frank Portegys	027 807 9685
Morrinsville/Paeroa	Euan Lock	027 293 4401
Hauraki Plains/Coromandel	Annabelle Smart	021 242 2127
Te Awamutu	Stephen Canton	027 475 0918
Otorohanga	Michael Booth	027 513 7201
South Waikato	Kirsty Dickens	027 483 2205

Bay of Plenty

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

Lower North Island

Head of Lower North Island	Rob Brazendale	021 683 139
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Taranaki

Regional Leader	Sarah Dirks	027 513 7202
South Taranaki	Ryan Orchard	021 246 5663
Central Taranaki	Sarah Payne	027 704 5562
Coastal Taranaki	Anna Arends	021 276 5832
North Taranaki	Lauren McEldowney	027 593 4122

Lower North Island

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

South Island

Head of South Island	Tony Finch	0277 066 183
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Top of South Island/West Coast

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

Canterbury/North Otago

Regional Leader	Virginia Serra	021 932 515
North Canterbury	Virginia Serra	021 932 515
Central Canterbury	Natalia Benquet	021 287 7059
Mid Canterbury	Stuart Moorhouse	027 513 7200
South Canterbury	Erin Christian	021 243 7337
North Otago	Trevor Gee	021 227 6476

Southland/South Otago

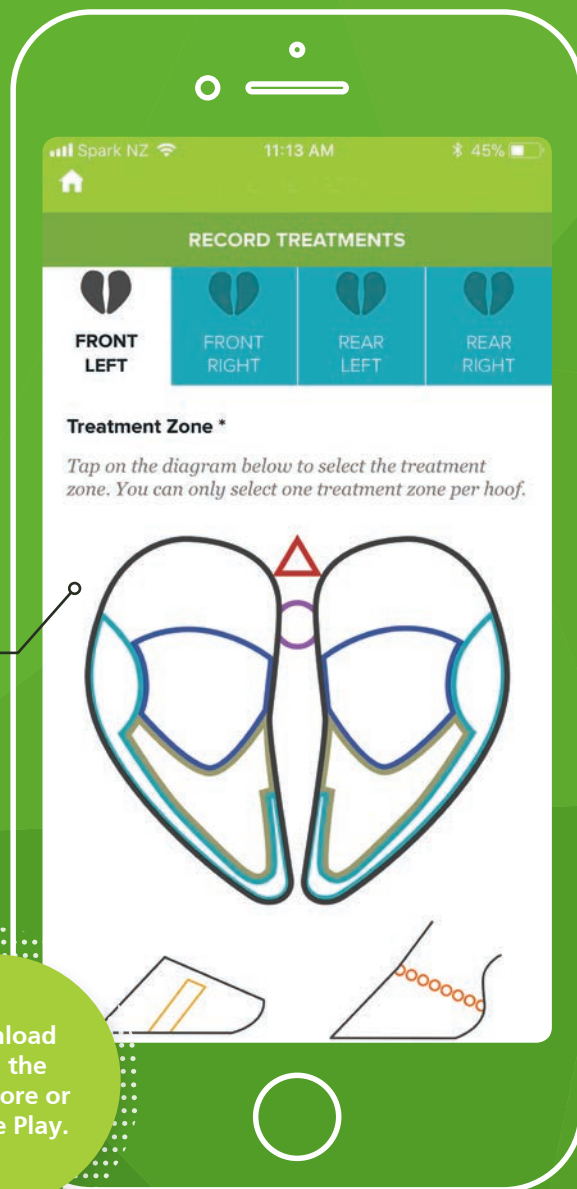
Regional Leader	Richard Kyte	021 246 3166
South/West Otago	Mark Olsen-Vetland	021 615 051
Central and Northern Southland	Nicole E Hammond	021 240 8529
West Otago/North Eastern Southland	Liam Carey	027 474 3258
Eastern Southland	Nathan Nelson	021 225 6931
Western Southland	Leo Pekar	027 211 1389

TIRED OF LAMENESS?

Use the Healthy Hoof app to easily track and understand why cows get lame on your farm.

The Healthy Hoof app helps identify your:

- 1 Current lame cows
- 2 Recurring lame cows
- 3 Lameness type
- 4 Incidence



Download from the App Store or Google Play.

The Healthy Hoof app collects lameness data so you can get to the root cause of your lameness and switch from treatment to prevention – saving time and money.

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YOU DON'T NEED TO BE A LAMENESS EXPERT. DOWNLOAD FROM THE APP STORE OR GOOGLE PLAY.