

Inside Dairy

September 2019

Your levy in action

SOUTH ISLAND

SPECIAL
EDITION

▶ ON TOP OF THE CROP

Looking after the
cows and land

TIPS FOR
MANAGING A
SURPLUS

HOW THE LEVY'S AT
WORK IN YOUR REGION

MAKING MAX PROFIT 
FROM HOMEGROWN FEED

DairyNZ 



over the fence...

Welcome to this South Island special edition of *Inside Dairy*, focusing on pasture renewal and cropping.

Choosing the best approach to cropping and pasture renewal isn't just about meeting a feed deficit and generating profit. It's also about achieving top animal welfare standards and keeping environment impacts to a minimum.

In this edition, with content especially created for farmers in the South Island, we hear from third-generation Southland farmers Ewen and Diane Mathieson. They discuss what successful winter grazing looks like, and how understanding farm soils, planning ahead and managing their crops well helps to keep their cows in top shape.

Check out examples of how the levy is being put to work in your region (page 9), how to maximise profit from your homegrown feed (page 10), and how to use DairyNZ's InCalf Fertility Focus Report to spot clues around heat detection performance (page 21).

We also explore (pages 12-13) three game-changing environmental projects – including the Hinds and Selwyn Project, and Aparima Community Environment Project – that could redefine how we tackle the environmental opportunity ahead of us.

Speaking of which, the Ministry for the Environment's *Essential Freshwater* package is being released soon and will be open for consultation. Although DairyNZ will be analysing and assessing the proposals to make a submission on your behalf, I encourage you to familiarise yourself with the details.

As you'll no doubt have heard, the Biosecurity Response Levy for *Mycoplasma bovis* is collected via your dairy processor from September 1, 2019. For the 2019/20 year, the levy has been set at 2.9c/kg MS. See page 22 for details, including how to contact us if you have questions.

Finally, our AGM and latest round of board elections will take place at Newstead, Hamilton, next month. I'm looking forward to seeing many of you there. Applications for our Board of Directors close on September 5. We're sorry to be replacing Ben Allomes, who is stepping down. We have two positions for farmer directors available and voting begins from mid-September. See page 18 for more information.

Please don't hesitate to drop me a line if you have any feedback
– 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 circulated among all New Zealand dairy farmers and sector organisations and professionals.

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On the cover: Southland dairy farmers Ewen and Diane Mathieson's successful cropping involves many factors, including a change in cropping practices relative to shelter, the class of stock that's been wintered-on, and the risks associated with wintering.

TAKE 5... TIPS FOR FARMERS

1. September Tech Series

Check out the latest *Tech Series* magazine for an indepth analysis of fodder beet's effect on the cow's liver, and what farmers should focus on for a lower environmental footprint. We also look at plant-breeding advances to improve ryegrass hybrid vigour, and future dairy workplaces. Available with this *Inside Dairy* and at dairynz.co.nz/techseries



2. Track lame cows

Lameness prevention is critical to cow welfare, not to mention the bottom line. To reduce lameness, you must first understand the nature and scale of the problem. This is where DairyNZ's Healthy Hoof app comes in. It allows you to easily record lameness information. Check it out at dairynz.co.nz/lameness

3. Pasture renewal

After winter, many pastures have less-than-perfect ryegrass and clover density as a result of treading damage. We recommend over-sowing and under-sowing ryegrass seed into damaged pastures; research has shown this increases dry matter production by one to two tonne/hectare in the first two years after sowing. Learn more at dairynz.co.nz/pasture-renewal

4. Feed the wedge

After balance date, the feed wedge is one of your best tools to help manage pasture. A feed wedge shows your current pasture situation by ranking paddocks based on average pasture cover. It allows you to make proactive decisions to manage a surplus or deficit. Find out how to use it at dairynz.co.nz/feedwedge

5. Pasture Summit field days

Hosted by farmers for farmers, with technical input from dairy sector specialists including DairyNZ. Hear the latest on achieving profitable food production from grass. North Island event, September 19; South Island event, October 2. For info/ to register, email info@pasturesummit.co.nz or visit pasturesummit.co.nz

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We appreciate your feedback

Email insidedairy@dairynz.co.nz or call us on 0800 4 DairyNZ (0800 4 324 7969). Alternatively, post to: Inside Dairy, Private Bag 3221, Hamilton 3240. For information on DairyNZ visit dairynz.co.nz.

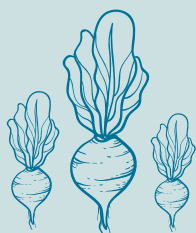


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Diane and Ewen Mathieson have their pasture and cropping management well in hand.



DIGGING DEEP FOR TOP CROPS AND COWS



"NOT ONLY DOES SOIL AFFECT THE HEALTH OF THE CROP, IT CAN ALSO AFFECT THE HEALTH OF THE ANIMALS THAT FEED ON IT."

— For third-generation Southland farmers Ewen and Diane Mathieson, successful winter grazing is all about understanding the farm's soils, planning ahead and managing crops well to keep the cows in top shape. —

The Mathieson family farms in Longwood, west of Riverton, on a farm established by Ewen's grandparents in 1947 with 27 sheep and seven cows. Ewen was born and bred on the property. With his farm team of four and a couple of casuals, he's continuing a family tradition of caring for the animals, country and environment.

For South Island farmers who winter stock on-farm, like Ewen and Diane, the priority is to keep cows well-fed during the cold, wet times when pasture growth is low. Accordingly, the couple pay a great deal of attention to establishing and managing their crops to keep the cows well-fed. Ewen says successful cropping involves many factors, from paddock selection and establishing the crops, to grazing management.

Doing the groundwork

The Mathiesons' planning process starts 18 months before planting, when they identify suitable areas for planting crops. It's important to understand the farm's soil profile before plants go into the ground, says Ewen.



"WE DO OUR BEST TO LIMIT SOIL DAMAGE AS MUCH AS POSSIBLE BY REGULARLY MOVING THE BREAK FENCE, BACK FENCING AND USING PORTABLE TROUGHS."



"We have four physiographic zones, with two different soil types. Some of these areas have strong denitrification and other areas have risks associated with phosphorus and sediment loss, so it's important for us to understand the strengths and weaknesses of each soil type. Not only does soil affect the health of the crop, it can also affect the health of the animals that feed on it. These considerations have an impact on where we decide to plant," he says.

Every year, the Mathiesons carry out soil tests to assess overall trends. Before planting a crop, they dig deeper on four specific areas of the farm to see what nutrients are available and if fertiliser is required to achieve best results. They use effluent on 190 hectares (ha) of the farm – a significant cost saving, as this means a lot less fertiliser is needed on those paddocks.

"We also run a one-, two- or three-year crop rotation, so some paddocks may be cropped only once every 10 to 12 years, and others may be cropped twice during the same period," says Ewen.

Ewen, Diane and the team plant 25ha of fodder beet in November, then 20ha of kale and swedes in early December.

Risk assessment

Over the years, the Mathiesons have changed their cropping practices relative to shelter, the class of stock that's been wintered-on, and the risks associated with wintering. This is in line with DairyNZ's best practice guidelines, which encourage farmers to ensure stock are well cared for, and that damage to soil and runoff to waterways is eliminated as much as possible.

"We assess the areas of risk and, on slopes or in critical source areas for example, we either leave buffer zones or leave them uncultivated to reduce the risk of runoff during bad weather," says Ewen.

"We do our best to limit soil damage as much as possible by regularly moving the break fence, back fencing and using portable troughs."

The weather dictates how many times a day the animals are shifted – it could be as many as three times in bad weather. If necessary, the Mathiesons add in extra baleage, straw or hay to keep the cows' rumens functioning optimally.

"This creates warmth and comfort for the animal, so we get

Ewen says effective pasture and cropping management isn't just about producing more milk: environmental and animal welfare concerns mean market access is also at stake.



EWEN AND DIANE'S TOP TIPS



It isn't always about producing more milk.



Understand why we need to change, whether it's for animal welfare or environmental reasons. Our market access depends upon it.



To quote Socrates: "The secret of change is to focus all of your energy not on fighting the old, but building the new."

The family farm in Longwood was established in 1947 by Ewen's grandparents, who started with only 27 sheep and seven cows.



Checking soil and pasture quality. Ewen and Diane's priority is to keep their cows well-fed during the cold, wet times when pasture growth is low.



Ewen knuckles down to some nutrient management paperwork.

to see what sort of lying times we're getting to gauge if they're comfortable and that there isn't too much mud. They don't like to lie down on a surface that's too wet," says Ewen.

"There's nothing more enjoyable than seeing animals lying down and chewing their cuds. That's when they're relaxed and comfortable. At the end of the day, how our animals perform is critical to our farm wellbeing. We love to see happy, contented animals."

Changes to pasture

The farm's pastures are ryegrass/white clover but, this year, the Mathiesons are looking at incorporating different grass species (fescue, chicory, plantain and other varieties of clover) into their pasture mix, to better manage the rapidly changing environmental extremes that are becoming a challenge.

Taking stock of animal care

Ewen and Diane are applying some strategic thinking to their wintering practices. They've become more focused on animal performance, relative to running stock numbers, by reducing the

stocking rate and looking at the calves they rear.

"Our whole system is based on acknowledging the fact that animals have feelings and rights and that animal welfare is the heart of any farming business," says Ewen.

"We're looking at ways we can eliminate bobby calves from our system by using sexed semen as it becomes a more viable option. But at the moment, we calve 890 cows, of which 190 are bobbies. We rear 245 replacement heifers and the balance are beefies and bulls, which we sell locally."

Environmental focus – on and off the farm

One of the Mathiesons' aims is to create a sustainable farm business that will perform comfortably at a high level without adverse environmental impacts. This interest is replicated off-farm too – Ewen is involved with two local catchment groups at Pourakino and Colac Bay/Orepuki.

The catchment groups are working to increase awareness of water quality issues and the farming policies outlined in *Southland's Water and Land Plan*. Information is communicated to farmers, the community, and Environment Southland.

"Initially, it was about farmer advocacy in our local community and working on submissions to the *Southland Water and Land Plan*. But, since then, we've progressed to the on-farm space, with actions that focus on wintering, fertiliser management, planting and pest control," explains Ewen.

"One of the key things the catchment groups have done is develop a relationship with our local rūnanga, who've got a plant nursery up and operating commercially and are doing planting in the catchment as well. The nursery is in Colac Bay and thousands of plants are grown each year and used in restoration projects."

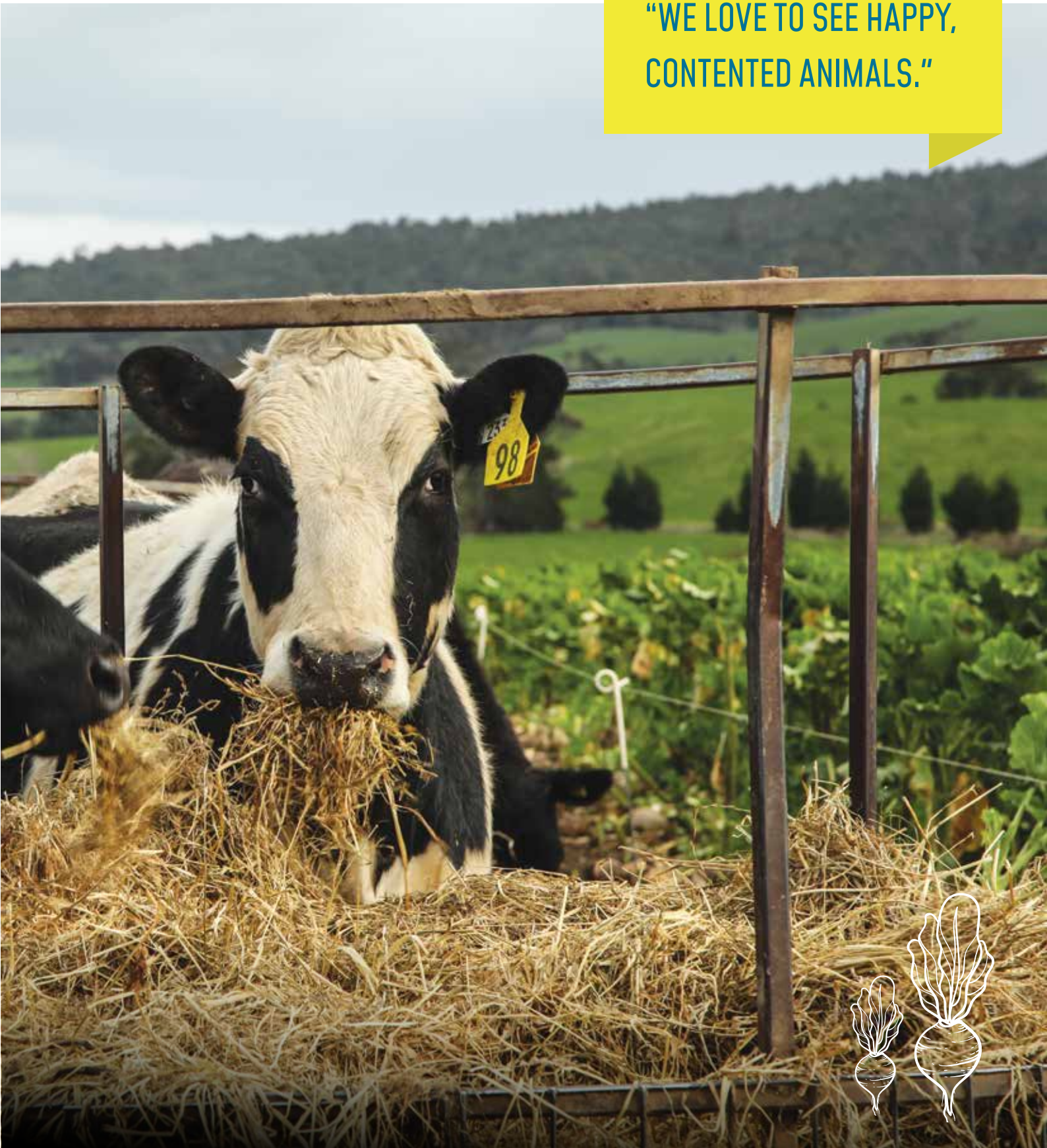
Ewen also participates in the Aparima Community Engagement Project, which represents six local catchment groups looking at ways to improve land management practices to benefit the environment and local communities.

Thriving Southland

In partnership with Great South (formerly Venture Southland), the Ministry for Primary Industries, Landcare Trust and other farming groups, Ewen is helping to lead a cross-sector project called Thriving Southland to help farmers understand the

changes they'll need to make in future. This project supports and enhances the catchment group model by looking at farmer wellness, financial systems, greenhouse gases, carbon emissions and the adoption of new techniques, methods and practices in response to change.

“WE LOVE TO SEE HAPPY,
CONTENTED ANIMALS.”





Ewen: "We use about 60 cubic metres of sawdust each year for the calving pad. This helps minimise damage to pasture and gives us a very cow- and people-friendly environment."



The Mathiesons believe good pasture and cropping management means putting your finger on the root of where the challenges lie.



Ewen and Diane Mathieson: "If we want consumers to eat the food we produce, best-practice behaviour on-farm is important."

FARM FACTS

OWNERS: Ewen and Diane Mathieson
LOCATION: Riverton, Southland
FARM SIZE: 320ha effective milking platform (plus 260ha sheep)
HERD SIZE: 890 Friesian-Jersey-Swedish Red (three-way cross)
SYSTEM: 3
STOCKING RATE: 2.8
PRODUCTION: 400,000kg MS/yr

Managing public perception

Ewen believes some farmers have yet to make the connection between their on-farm practices and the consumers who buy dairy products in the supermarket.

"It's important to understand that what we do on-farm is being judged all the time. Our clean, green image has significant export value and our overseas markets will continue to challenge us in this space. If we want consumers to eat the food we produce, best-practice behaviour on-farm is important. The image we project needs to match reality."

Southland's future challenges

Ewen believes there are still challenges ahead when it comes to winter grazing management. Changing from the current system, where brassicas are the cheapest way of taking summer feed surpluses into winter, is going to require some thought, he says.

"Our capital value has been built around the present system, so how we transition into something different that still protects

our ability to produce and maintain capital value is going to be one of our biggest challenges.

"We also have to bear in mind that if we make changes to our systems, we have to ensure it doesn't have a significant impact on nutrient loss and carbon emissions. At the same time, we also have to remain profitable and competitive, otherwise there will be an economic impact on our rural communities."

Words: Christine Hartley Photos: James Jubb

For more information about wintering visit dairynz.co.nz/wintering

Read our lead stories on cropping and pasture renewal in other regions – check out the Upper North Island and Lower North Island editions of this month's *Inside Dairy* at dairynz.co.nz/insidedairy-september2019

Investing in your region

► Check out these examples of how DairyNZ's been investing your levy in the South Island region.

About **1200** school children

visited a dairy farm in this region over the past year as part of our School Farm Visit Programme (nationally, 5200). This programme is supported by many volunteer dairy farmers.

Visit dairynz.co.nz/schoolfarmvisit for details.



There are **134**

Dairy Environment Leaders

in the South Island region (297 nationwide). Supported by DairyNZ, these farmers work to achieve better outcomes for the environment and farming and are active in our communities.

Visit dairynz.co.nz/DEL



119 support farmers

in the South Island region (nationally, 479) are sharing their experience with other farmers as part of DairyNZ's Dairy Connect programme.

Visit dairynz.co.nz/dairyconnect for details.

DairyNZ supports dozens of **partner farms** nationwide, including research, demonstration and monitor farms (dairynz.co.nz/about-us). In the South Island, these include Lincoln University Research Farm (dairynz.co.nz/LUDF) and Ashley Deane, Lincoln University Dairy Farm and the Southern Dairy Hub (dairynz.co.nz/SDH). We also have numerous monitor farms across Southland, Canterbury and the West Coast.

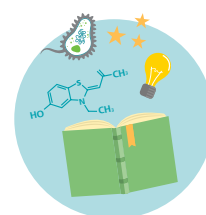


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DairyNZ scholarships

(from a total of 55 nationwide) were awarded to outstanding students from the South Island region this year. These scholarships are given to bright young Kiwis studying dairy-related degrees.

Learn more at dairynz.co.nz/scholarships



We put **your voice** directly into sector policy, by working closely with regional councils (Environment Canterbury, Otago Regional Council, Environment Southland), farmers and other regulatory authorities on your behalf. Our focus on regional and national projects and plan changes ensures decisions are based on good science and farmers are represented at the decision-making table.



We hosted **193** discussion groups (833 nationwide) and dozens of business progression groups and other farmer-focused events across the

South Island over the past year. We also worked with farmers, rural professionals and local government on two South Island regional plans.

Visit dairynz.co.nz/events and dairynz.co.nz/regional-priorities



A guide to maximising profit from your homegrown feed

How do you grow more feed at home and increase your chances of higher profit? DairyNZ feed specialist Maitland Manning walks us through the steps.



For New Zealand dairy farmers, the number-one driver of profit is homegrown feed eaten. Twelve years of DairyBase data shows us that every extra tonne of homegrown dry matter (DM) eaten per hectare (ha) is worth \$300 per ha in operating profit.

To increase your farm's potential profit, you need to increase your homegrown feed eaten, increase your homegrown feed grown, or both. In this article we'll focus on the options to increase homegrown feed grown:

- Improve pasture DM production through pasture renewal.
- Use crops to fill feed deficits (summer or winter) when pastures don't grow.

Why?

Both these options cost time and money, so you'll need to give them careful consideration. When deciding whether to renew pasture or plant crops, ask yourself 'why?' Is it to:

- fix underlying causes of low pasture production?
- shift a surplus from spring to summer?
- fill a feed gap in summer or winter?
- use forages to meet environment goals?

How?

If you've decided you need to improve pasture DM production through pasture renewal, or use crops to fill feed deficits, it's time to make a plan.

1. Select paddocks

Use pasture records* to assess which paddocks to crop or renew, based on one of the following:

- Paddocks with lowest annual pasture yield.
- Paddocks with least number of grazings, averaged by size.
- Paddock soil fertility and cropping history.
- Distance from the farm dairy, if planning to graze with milking cows.

*If records are unavailable, use DairyNZ's Pasture Condition Score Tool – dairynz.co.nz/pasture-tool

2. Manage a feed deficit

Think about how you'll manage a potential spring feed pinch with paddocks taken out of the rotation to re-grass or plant into crops. Get some tips at dairynz.co.nz/feed-budgets



3. Pick the right mix

Consider pasture and crop options that best meet your 'why?' – see next page.

Check that your mix of homegrown feeds meets the nutritional requirements of your cows (milking or dry) – go to dairynz.co.nz/nutrition

4. Choose an establishment method

The method you select will depend on your answer to the 'why?' but it'll be one of these:

- Oversow – less expensive, quicker to graze than direct drilling or cultivation, but can have poorer yield.
- Direct drilling – less expensive, less time-consuming, less nitrogen leaching, retains soil moisture and quicker to graze than cultivation, but can have poorer yield if not done well.
- Cultivation – gives the most consistent results through weed and pest control, reduces compaction, and offers good soil coverage of seed; but is expensive, slower to graze and can lead to higher nitrogen leaching.



WHAT ARE YOUR OPTIONS FOR GROWING MORE FEED ON THE MILKING PLATFORM?

I WANT TO INCREASE PASTURE YIELDS



SELECT PASTURE SPECIES

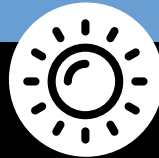


Choose the right species or mix. Here are some options:

- Ryegrass
- Clover
- Plantain
- Chicory in sward
- Cocksfoot
- Tall fescue
- Kikuyu

Find out about the individual qualities of each at dairynz.co.nz/feed

I WANT TO FILL A SUMMER FEED DEFICIT



SELECT SUMMER CROP



Choose a crop that meets your farm system needs for feed supply and demand. Some common choices are:

- Maize silage
- Summer turnips
- Plantain
- Chicory

Find out about the individual qualities of each at dairynz.co.nz/crops

I WANT TO FILL AN AUTUMN/WINTER FEED DEFICIT



SELECT WINTER CROP



Choose a crop that meets your farm system needs for feed supply and demand. Some common choices are:

- Fodder beet
- Kale
- Swedes

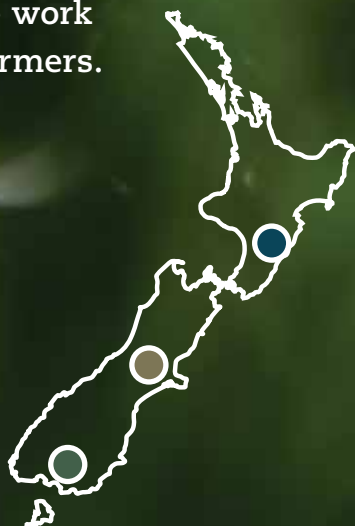
Find out about the individual qualities of each at dairynz.co.nz/wintering

Your decisions will depend on your region, climate and soil. For more information, go to dairynz.co.nz/feed and dairynz.co.nz/crops. We recommend you talk with your local agronomist for regionally specific advice.

United, we're fast- tracking change



Through a collective approach between dairy farmers, regional councils and dairy sector partners, methods for improving the environment are quickly being adopted across New Zealand. These three DairyNZ-led projects build on existing research and the work being done by farmers.



TARARUA PLANTAIN PROJECT

PLANTAIN RESEARCH COULD BE A GAME-CHANGER FOR DAIRY FARMERS.

About the project

Many dairy farmers in Tararua District are facing a massive challenge right now. Under Horizons Regional Council's *One Plan*, they're required to reduce their nitrogen (N) leaching by an average of 60 percent.

Plantain is set to play a key role in the solution. Recent DairyNZ research has found New Zealand-bred plantain cultivars reduce soil N concentration from cows' urine patches. This allows plants to utilise a greater proportion of N, which reduces N leaching by an estimated five to 30 percent, depending on soil type and the quantity of plantain in the cows' diet.

Based on these findings, Tararua dairy farmers have initiated the seven-year Tararua Plantain Project, managed by DairyNZ. Scientists from DairyNZ and partner organisations are helping farmers to make plantain work in their systems, aiming to reduce N loss while maintaining farm profit.

DairyNZ and Ministry for Primary Industries (through its Sustainable Farming Fund) are majority funders. It's also supported by Horizons Regional Council, AgResearch, Agricom, and Fonterra.

Farmer action

Paddock-scale monitoring is underway on eight farms. Water quality monitoring and modelling will be carried out as the farmers incorporate plantain into their systems. Results will be shared with farmers and the local community, showing the potential for, and actual improvements achieved from, plantain.

HINDS AND SELWYN PROJECT

**INSPIRING HIGH-PERFORMANCE,
LOW-FOOTPRINT FARMS.**

About the project

The Hinds and Selwyn Project, funded by DairyNZ, is helping local farmers to meet nitrogen (N) loss limits and maintain profitable businesses under the *Canterbury Land and Water Regional Plan*.

DairyNZ is working alongside a group of farmers to help them identify the most appropriate solutions, considering their production systems and goals.

The information gleaned from these farms is providing a range of examples and options for other farmers to consider.

Farmer action

DairyNZ has worked closely with 30 partner farms since the project started in September 2018, and we'll work with another 20 in year two.

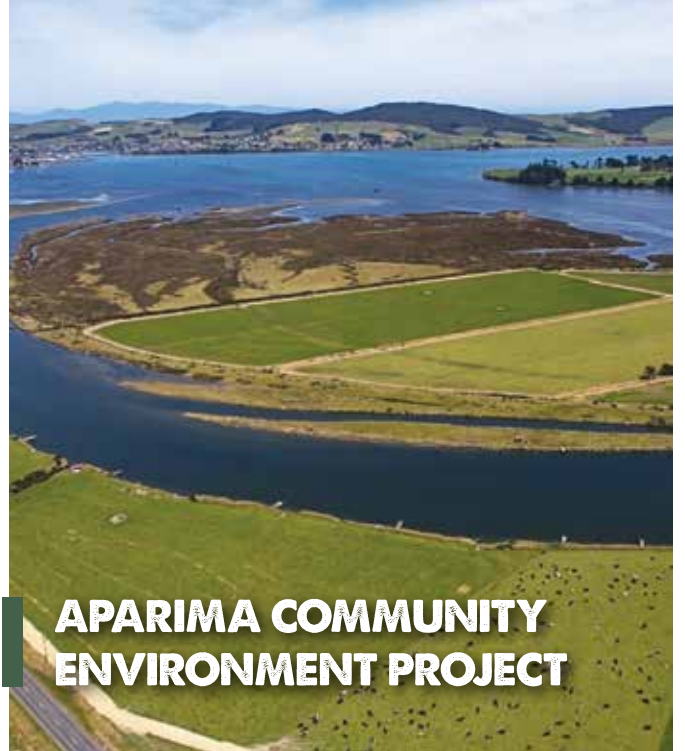
The main changes farmers have made to reduce their environmental footprint are:

- improved irrigation efficiency and effluent management
- lower N use (from more efficient use of fertiliser)
- increased use of feeds with lower N content
- using catch crops to capture available N during winter months.

Using plantain is also a common feature among the partner farmers, but the way this forage is used varies from farm to farm.



DairyNZ senior developer Phillipa Hedley speaking at the launch of the Hinds and Selwyn Project last year.



APARIMA COMMUNITY ENVIRONMENT PROJECT

LARGE-SCALE INITIATIVE EXPECTED TO HAVE BIG EFFECT ON WATER QUALITY.

About the project

Funded and supported by DairyNZ, a group of Southland farmers have united to tackle water quality issues in the Aparima Catchment. They're encouraging *Good Farming Practice* principles on all 600 properties (of which 218 are dairy farms) in the catchment, aiming to enhance water quality for future generations.

This large-scale project involves farmers, land managers, extension experts (like DairyNZ consulting officers) and scientists. They're working together to identify, implement and track environmental actions across a wide range of farming properties and land uses. Through modelling and monitoring, the actions of every farm plan will be linked to water quality outcomes.

The Aparima Community Environment Project involves six farmer-led catchment groups, Environment Southland, DairyNZ, Beef + Lamb New Zealand, and Fonterra, plus support from other industry groups.

Farmer action

Over the next two years, all landowners in the Aparima Catchment will form a Farm Environment Plan (FEP), with support from DairyNZ. A key focus will be applying *Good Farming Practice* principles for planting and feeding winter crops. This includes taking steps to reduce surface runoff. For example, farmers will choose their crop paddock wisely, identify low-lying areas in the paddock and leave these in grass, or graze through the area quickly to reduce pugging and overland flow of sediment into waterways.

Find out more about these three projects by going to dairynz.co.nz/catchmentprojects

DAIRYNZ'S SOUTH ISLAND TEAM

SNAPSHOT

REGIONS:

Top of the South, West Coast, Canterbury/
North Otago and Southland/South Otago



HUB OFFICE:

Lincoln, near Christchurch



REGIONAL OFFICES:

Invercargill, Greymouth, Timaru

REGIONAL HUB LEADER:

Tony Finch



THE TEAM:

The team includes consulting officers, events and administration staff and Dairy Connect coordinators and is supported by farm business, animal husbandry, policy and regional catchment specialists, plus dedicated staff members supporting the *Mycoplasma bovis* (*M. bovis*) response throughout the south.



WORKING FOR YOUR REGION

DairyNZ and our team recognises the challenges dairy farmers are facing. Our core goal is to provide them with the support, options and solutions they need so they can evolve and adapt their businesses to meet these challenges while remaining competitive economically.

We've asked our dairy farmers directly about what they consider their regional issues are. In the South Island they revolve around managing the environmental challenges and attracting and retaining good people, while improving their profitability at the same time. DairyNZ's South Island regional plans reflects these priorities.

For example, key regional projects in Southland (Aparima) and Canterbury (Selwyn Hinds) focus on helping farmers to rapidly improve their farming practices across environmental and animal welfare areas in ways that meet regulatory requirements. We also want to ensure that their farms are – and remain – profitable and resilient businesses into the future.

Other key initiatives aim to address the labour challenges evident across the south. In one part of this work, our team is involved with regional catchment-scaled pilot initiatives connecting with schools to raise the awareness of dairying as an attractive career choice. Other approaches range from looking at future workplace designs, through to policy and advocacy work on immigration challenges.

Regionalised financial benchmarking groups are also being rolled out within the Tasman, West Coast, Canterbury/North Otago and Southland/South Otago areas. This benchmarking analysis will be more localised and will identify top benchmarks, in turn helping farmers to identify gaps and opportunities.

M. bovis continues to be a topic of significant concern within hotspots in the south. Farmers with concerns are encouraged to contact the region's dedicated *M. bovis* staff, who can provide support and answer any questions.

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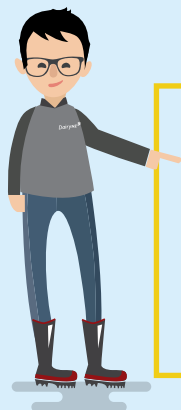
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- Natalia Benquet
- Stuart Moorhouse
- Heather Donaldson
- Alana Hall


Tony Finch
Regional leader
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Consulting officers:

- Lucy Hall
- Guy Michaels
- Nicole E Hammond
- Nathan Nelson
- Leo Pekar



**MORE
INFO**

- Get in touch with DairyNZ's South Island Team – check out page 25 for contact details, or go to dairynz.co.nz/contacts
- Regional plans and projects – get details at dairynz.co.nz/about-us
- Read about our other two regional teams and their work in the Upper North Island and Lower North Island editions of *Inside Dairy* September at dairynz.co.nz/insidedairy-september2019

Surplus survival in the south

Leading into spring, many South Island farmers have had average pasture covers above target. Use these surplus management tips to ensure excessive residuals don't affect your future pasture quality.

Over winter, growth rates were above average, and wet weather and snowfall affected pasture utilisation in many South Island areas. This can make it difficult to achieve optimum pasture residuals in the first grazing rotation post-calving.

Achieving grazing residuals is crucial for future pasture quality and growth. If post-grazing residuals are above target, i.e. 1500 to 1600 kilograms of dry matter (kg DM) or 3.5 centimetres (cm), residual material will decay in the base of the sward. This will affect pasture growth and quality as well as utilisation, which has a knock-on effect on milk production in future rotations.

1 Have confidence in the Spring Rotation Planner (SRP)

Grazing pressure will increase as more cows calve and enter the milking herd. There's a risk that target residuals won't be met due to continued high growth. Remember to remove supplementary feed to maximise pasture utilisation. Check out dairynz.co.nz/srp

2 Be prepared to tidy up paddocks in the next round

If post-grazing residuals of 1500 to 1600kg DM/ha are not met due to wet weather, record and prioritise these paddocks with harder grazing or topping in the next round to limit negative effects for the rest of the season.

3 Bring cows home early

If you can, consider bringing cows home early from winter grazing (but bear in mind any risks of a deficit if future growth slows).

4 Use dry cows to graze the highest-cover paddocks

This will maximise the quality of intake for the milking herd. Careful allocation will prevent overfeeding of dry cows on longer covers, particularly if they're above body condition score (BCS) targets.

5 Delay and/or reduce nitrogen use

If nitrogen is applied when there's already surplus pasture, the surplus will increase. This will lower pasture quality and increase costs associated with managing the surplus, e.g. making silage. Use a feed wedge to forecast potential deficits and delay nitrogen use for then.

6 Drop out some area for silage

Shortening the grazing rotation will ensure post-grazing residuals are being reached, although early spring silage may be lower quality due to a high moisture content and fermentation difficulties. Also, if too much area is dropped out in early spring when growth rates can be variable, it may create a feed deficit.



→ Managing spring surpluses – online info

Download DairyNZ's *Spring Survival Guide* at dairynz.co.nz/spring

Check out *Farmfact 1-38 Surplus management* and DairyNZ's *Technical Series* September 2016 at dairynz.co.nz/late-spring

Get involved in the spring surplus conversations on Facebook pages for the Lincoln University Demonstration Farm (LUDF) and Southern Dairy Hub (SDH):

- [facebook.com/LUDairyFarm](https://www.facebook.com/LUDairyFarm)
- [facebook.com/SouthernDairyHub](https://www.facebook.com/SouthernDairyHub)



DairyNZ's Samantha Tennent meets the herd at Redhead Creamery in Brooten, Minnesota. The family operation milks 206 cows and uses seven percent of the production to make cheese in its on-site cheese plant.

NZ and US dairy: worlds apart?

After visiting dairy farms in America, DairyNZ developer Samantha Tennent shares some insights into the differences and similarities between Kiwi and US dairying.

As well as being a developer in DairyNZ's Animal and Feed Team, I help to share the agricultural message in my side job as a freelance journalist. I was fortunate to receive a journalism award* that took me to Minnesota, America, for a leadership bootcamp and the annual International Federation of Agricultural Journalists (IFAJ) congress in July.

My trip included a visit to three dairy farms – with herd sizes of 400, 9500 and 206 cows, respectively – which showed me the great differences between New Zealand and US dairy farming. On the farms I saw, the cows are kept inside from birth, never stepping on a blade of fresh grass. Since the animals are indoors, there are no fences outside; we drove past miles of farmland and didn't see a single fence.

I learned that US herds are milked year-round. In one day, farmers are checking springers, collecting calves, feeding calves, feeding heifers, detecting heats, artificially inseminating, feeding the herd, milking, spreading effluent and performing many other tasks that, here in New Zealand, we do in seasonal blocks. The herds I saw are on total mixed rations, fed consistently year-round. The cows' feet are on regular trimming schedules, and the animals are given a range of opportunities to get pregnant.

The US Government passed a bill in 2018 to better support its farmers. Farmers are offered a dairy margin recovery programme, like an insurance policy against fluctuating milk prices. Another

bill has been passed to help farmers cover lost trade. Without this protection, many farms wouldn't survive, which would ruin rural communities.

Although the US dairy system is a world away from our pasture-based, seasonal set-up, the challenges their farmers face are close to home. Labour is a consistent theme; farmers struggle to find willing, capable people and they look to imported labour to ease the pressure (although, they also face immigration limitations). Farmers also deal with broadband and rural health care problems. And although US farmers have government support, they're still facing issues with trade and markets. Volatility is confronting. Sound familiar?

Overall, seeing first-hand how US farms operate was a brilliant experience. It was eye-opening to discover that our dairy systems are vastly different, but that we also have much in common in terms of the challenges.

A huge thanks to Alltech, IFAJ, the NZ Guild of Agricultural Journalists and Communicators, DairyNZ, the Agricultural and Marketing Research and Development Trust (AGMARDT), Rongotea Lions and my family for supporting me on this adventure.

**The Alltech-International Federation of Agricultural Journalists (IFAJ) Young Leaders in Agricultural Journalism Award.*



Forward-thinking leaders wanted for DairyNZ board

Farmer leaders with a vision for the future of dairying and a desire to influence its direction are encouraged to apply for two roles on DairyNZ’s board.

Dairy farmers have until Thursday, September 5, to get nominations in for DairyNZ’s Board of Directors. This year, elections are taking place for two farmer-elected directors and a Directors Remuneration Committee member.

DairyNZ chairman Jim van der Poel encourages dairy farmers who are strategic thinkers, future-focused and have experience in governance and leadership to consider applying.

“Farmer-elected directors play a really key role on DairyNZ’s board and we are keen to have skilled, forward-thinking dairy leaders join our team,” he says.

"Farmer-elected directors play a really key role on DairyNZ's board."

“So, we are looking for people who understand farm systems, research and development, policy and advocacy. Candidates should also have an understanding and interest in driving *Dairy Tomorrow* and, therefore, a vision of what the future of dairy looks like.”

Jim says candidates must have the best interests of all New Zealand dairy farmers at heart.

All farmers paying a levy on milksolids to DairyNZ are eligible to stand for the Board of Directors and the Directors Remuneration Committee. The DairyNZ board consists of five farmer-elected directors and three board-appointed directors.

Go to dairynz.co.nz/agm for more information on the nomination process.

Farewell to Ben Allomes



Ben Allomes will be stepping down from DairyNZ’s Board of Directors this October.

Ben was elected by levy-payers in 2011, as one of five farmer-elected directors. Since then, the Woodville-based dairy farmer has provided key support around a range of issues, particularly people and talent.

“My wife Nicky and I have got a lot out of dairy and I really wanted to give back and repay that through governance,” says Ben. “It’s been such a great experience. I will miss the diversity of the board and working with them, debating and discussing things.”

“I’ve learnt a great deal through the role, particularly through the width and breadth of DairyNZ. You’re in a unique position to see the things DairyNZ do, and the scope of things the organisation works across still blows my mind. Our sector would be lesser if it weren’t for DairyNZ’s role in so many things.”

After he stands down next month, Ben plans to spend more time with his family, on the farm and looking at new opportunities.

“I am an active relaxer, I don’t sit down for long.”

Terrific tanker on track

Track the Tanker is DairyNZ’s new levy-funded education resource released to teachers in May. It’s taking students along the milk supply chain, from cow to tanker to glass.

The resource is being used in schools from Ahipara in the north, to Pitt Island (on the Chatham Islands) in the south. Its key focus is on maths and social science learning areas.

Activities include children using a protractor to calculate the angle required for each turn tanker driver Tina makes on the farm and at the farm gate. They also use a compass and Google Maps to estimate the tanker’s time and distance to and from the dairy factory.

Other highlights include a series of fun activities, with students working out volume, capacity and weight, then finishing up in round robin teams competing in the ‘Cow Olympics’. Here’s a sample of reactions noted in teachers’ blogs on our DairyNZSchools website:

- “[Our Year 5 and 6] children loved this kit, and as teachers, we found the maths concepts involved were really challenging. They provided a great opportunity for new learning.”
- “Most of the children in my class live on dairy farms, so the

‘grass-to-glass’ process was incredibly relevant and of high interest for them. They LOVED the Cow Olympics!”

- “While we used it mainly as a maths focus, it was a fantastic integrated unit with learning across all areas of the curriculum. It also involved so much teamwork and cooperation and incorporated lots of measurement techniques.”

This last comment comes from a teacher at Waikato’s Tamahere Model Country School, an early adopter of the resource. Its pupils were delighted to see *Track the Tanker* showcased in Rosie’s classroom a few weeks later while visiting National Fielddays at Mystery Creek.

“They became very animated when they saw the kit and were very keen to share what they’d been doing with it in class,” says Karen Sandoy, DairyNZ’s education and community engagement manager. “Judging by the ongoing positive comments being posted each week on our DairyNZ Schools website, *Track the Tanker*’s popularity can only continue to grow.”

Classroom-based activities in full swing.



Three new DairyNZ school resource kits have been released this past year to **1250 teachers**, reaching **40,000 children**. They include **Can it Ice Cream**, released in 2018, which to date has been our most popular resource.



Another kit (released to **250 teachers** in Term 3 of 2019) is *Grassroots* (stories from well-known New Zealanders who have grown up on farms).



Teachers’ guides and other support resources for each kit are available for download at DairyNZSchools.co.nz

Do my cows need more sugar?

Spring pastures are low in soluble sugars, but is adding more sugar to cows' diets a cost-effective solution? DairyNZ senior scientist Jane Kay investigates.



The main energy source for dairy cows comes from the fermentation of carbohydrates in their rumen. These carbohydrates can be divided into two main types: structural and non-structural. Pasture is high in structural carbohydrates, while supplementary feeds such as molasses and cereal grains are high in the non-structural carbohydrates, i.e. soluble sugars and starch.

Carbohydrates

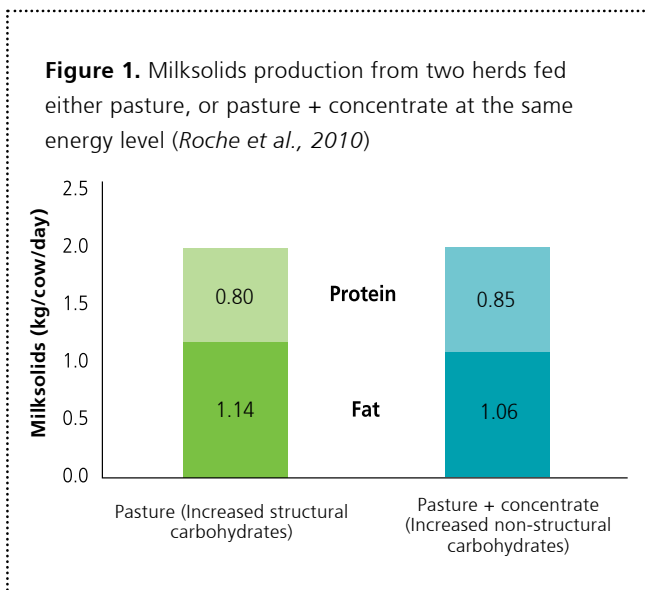
In theory, milk production is maximised when non-structural carbohydrates make up 35 percent of the diet. In a pasture-based system, these non-structural carbohydrates are present only in relatively low levels. However, it's not cost-effective to replace the structural carbohydrates found in pasture with sugar and starch from alternative feeds.

Matching 'building blocks'

This is because plant carbohydrates are made up of the same 'building blocks' of sugar units (like Lego blocks). The only difference between the carbohydrates is how these blocks (or sugar units) are joined together.

Soluble sugars are made up of individual sugar units already pulled apart and ready to use in the rumen. In comparison, starches are made up of sugar units joined together by a simple bond.

"It's not cost-effective to replace the structural carbohydrates found in pasture with sugar and starch from alternative feeds."



The structural carbohydrates found in pastures are made up of the same sugar units, but they're joined together by a different bond to form a more complex structure.

Dairy cow digestion

Luckily, the dairy cow has enzymes in her rumen to break apart the bonds in these carbohydrates, so all the sugar units can be used.

So, even though spring pasture may be low in sugar and starch, there are enough readily digestible carbohydrates in pasture to provide a good energy source for the lactating dairy cow.

If there is enough pasture available for your lactating cows, then pasture is enough.

This is because the structural carbohydrates in good-quality, leafy spring pasture are highly digestible (70 to 85 percent) and can be degraded relatively quickly in the rumen. As a result, they supply similar energy to sugars and starches, so unless the total energy of the diet is increased, feeding supplements high in sugar and starch will not improve production.

It's true that increasing the amount of sugar and starch in the diet of grazing cows will alter milk composition to favour more protein and less fat. However, it won't increase energy generated from the rumen, or total milk solids production – unless the total energy of the diet is increased (see Figure 1 above).

Myth

Increasing the amount of sugar in my cow's diet will improve production and profitability.



BUSTED



The carbohydrates in good quality ryegrass pasture are readily digested and supply the cow with the same energy as sugar or starch.

Maximising mating success

Before mating starts, use your DairyNZ InCalf Fertility Focus Report to review last season's heat detection performance, form a solid plan and save money this season.

A cow that isn't on heat when it's submitted for insemination costs money. It can also be risky if the submitted cow was pregnant from a previous insemination, as another mating could disrupt the pregnancy and cause the cow to lose her calf.

There are two sections of DairyNZ's InCalf Fertility Focus Report that directly relate to heat detection: 'pre-mating heats' and 'heat detection'. But you can also use '3-week submission rate' and 'conception rate' to get an idea of what's been happening on-farm.

Missing heats

➤ Your report's 'heat detection' figure is a good indicator of heat detection sensitivity on-farm. It includes early calved, mature cows. In theory, as these cows calved early enough and were old enough, they should be cycling. How many of those were picked up in the first three weeks of mating?

A report with a low submission rate, low heat detection but high conception rate could be hinting that heats were missed during mating. It's saying the cows that were submitted conceived well, but there were plenty of cows that weren't submitted.

“A cow that isn't on heat when it's submitted for insemination costs money.”

Inventing heats

➤ So, what's going on when your herd has been submitting a lot of cows, but not many of those submitted actually conceived? If your report shows a high submission rate, high heat detection, but low conception rate, that low rate of conception could indicate an issue with 'invented' heats (when someone incorrectly determines a cow is on heat).

A likely cause of invented heats is when people strive to achieve the target for submission rates without understanding the big picture. In other situations, staff are incentivised to hit the target, which can lead them to over-report heat detection (intentionally or not).

Fatigue

➤ The graph shown on detailed reports provides a great visual tool for reproductive performance. If the graph is tracking well for the first three weeks, then dropping off (then increasing again once the bulls have been put in), it's likely there's been some heat detection fatigue. Conversely, if there's a drop-off after insemination/artificial breeding (AI/AB) has finished, bull performance might be the issue.

A final point: your Fertility Focus Report can hint at what's happening on-farm, but it's best to give the information to your vet and advisers so they can help you create a thorough reproduction plan.

For more information and tools, including our InCalf Fertility Focus Report, see dairynz.co.nz/heatdetection and also dairynz.co.nz/incalf

Key points

- Use your DairyNZ InCalf Fertility Focus Report to spot clues around heat detection performance.
- Use the report to work with your vet and advisers on this season's heat detection plan.
- Ensure everyone on-farm understands the importance of selecting the right cows at the right time for mating.

Biosecurity Response Levy – 2.9c from September 1

➔ In February, we consulted with you about the Biosecurity Response Levy which will fund the dairy share of the *Mycoplasma bovis* response.

You told us you wanted the levy to be managed by DairyNZ, and you supported the maximum rate being set at 3.9 cents per kilogram of milksolids per year.

We listened to your feedback (more than 1700 farmers responded) and considered many options when setting the rate for the coming year. We can now confirm that:

- the Biosecurity Response Levy will be effective from September 1, 2019
- the rate will be 2.9 cents per kilogram of milksolids for the first year (until May 31, 2020).

The levy will be administered by your milk supply company. On your milk docket, it will show as 'Biosecurity Response Levy'.

If you have any questions, please contact us at info@dairynz.co.nz or call 0800 4 DAIRYNZ (0800 4 324 7969).

PROTECT
OUR FUTURE.

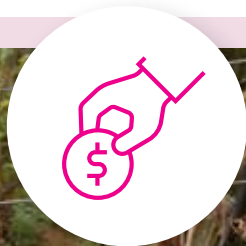
New dairy career progression course

Would you like to take your farming career to the next level? Sign up now to study for the Certificate in Dairy Career Progression.

This 18-week course (being piloted in the Waikato in late 2019) will be provided through DairyNZ's subsidiary, Dairy Training Limited, with support from a course tutor who has a practical farming background.

You'll learn specific financial management, technology and communication skills through practical, interactive and group learning – and trade pen and paper for user-friendly, cloud-based learning and assessment.

Phone or text Greta on **021 646 053**, email greta.baynes@dairytraining.co.nz – or search for 'dairy career progression' at dairytraining.co.nz



Donate a calf to IHC

Want to make a real difference to the lives of people with intellectual disabilities?

Last year, IHC's Calf and Rural Scheme raised \$760,000 through the sale of donated calves. IHC uses those funds to provide residential care, supported living and vocational support for people with an intellectual disability.

IHC needs your support in donating calves again this year. Find out how to register to get your pink ear tags or to make a virtual donation by visiting ihc.org.nz/calf

ihc | Calf & Rural
IN YOUR COMMUNITY Scheme

Repro events – take the team

A series of DairyNZ ReproSmart workshops in September will help your entire farm team brush up on their pre-mating management skills.

Running throughout the South Island, ReproSmart will help farmers at all levels to create and implement a plan to increase in-calf rates. The events will provide practical and tailored training on good heat detection and how to assess a herd’s reproductive performance using DairyNZ’s InCalf Fertility Focus Report.

DairyNZ InCalf developer Samantha Tennent says the ReproSmart events will benefit farmers of all experience levels, and she encourages employers to bring their staff.

“This is a great chance for the whole farm team to develop vital skills. It also provides a good practical grounding and warm-up for the busy mating period. It gets everyone in the right mindset to focus on important mating-related targets,” says Samantha.

“This is a great chance for the whole farm team to develop vital skills.”

“With heat detection in particular, determining which cows to submit for insemination might be one person’s responsibility, but the entire team can contribute. I like to think about heat detection in three parts: plan, observe, and monitor. The

workshops will cover aspects of each of these steps, with a particular focus on reviewing last season’s performance to determine this season’s approach.”

Samantha says the events will also help decisions-makers understand what their Fertility Focus Report numbers mean.

In the meantime, learn about how to maximise mating success by reading our article on page 21 of this issue of *Inside Dairy*.

Event Details

The ReproSmart events are being held in Southland and Otago. Discussion groups in these regions, plus Canterbury, will also include pre-mating management topics in October.

- 8 October – Balclutha
- 8 October – Lumsden
- 9 October – Gore
- 10 October – Winton
- 11 October – Otautau

Visit dairynz.co.nz/events for more information.



September events

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
30						1-30 CANTERBURY/NORTH OTAGO Canterbury/North Otago progression group is looking to get Biz Grow groups together for Dunsandel and Ashburton. Contact Catherine Ibell on 021 223 3642 for more details.
2	3 CANTERBURY/NORTH OTAGO Join a Rangiora writing workshop on September 3 or 4 so you can make an effective submission on the Environment Canterbury's <i>Plan Change 7</i> , Waimakariri Zone. Contact Catherine Ibell on 021 223 3642 for more details.				7	
9	10	11	12	13	14	
16	17	18	19 CANTERBURY/NORTH OTAGO The Hurunui discussion group meets to discuss farm systems and farm-related issues on a host farm, 10.45am to 1pm. Venue to be confirmed. Contact Amy Chamberlain on 027 243 0943.		22	
23	24	25 SOUTHLAND/SOUTH OTAGO The Southland progression group is looking to launch Biz Start and Biz Grow groups for the 2019/20 season. Meet at the Salvation Army Community Centre, Winton, 7pm to 9pm.		28	29	

NORTHLAND

What is the vision for dairy farming in Northland? What are its priorities and what does 'good' look like?

Over the last year or so, DairyNZ has led a collaborative project called Plans for Regions, which brought together farmers, rural professionals and local governments. They identified the current and future priorities for each region, including Northland. To find out what DairyNZ and the dairy sector are planning to do in response – including research, development, adoption, communications, and policy work – visit dairynz.co.nz/p4r

WAIKATO

Last year's Pasture Summit conference is being followed up this year with two field days on the farms of each of the two speakers. Hosted by local farmer Pete Morgan, the North Island field day is a chance to look inside Pete's farm gate to find out what makes his dairy business consistently and robustly profitable. With technical input from dairy sector specialists, including DairyNZ, this event will focus on sharing ideas and developments on achieving profitable food production from grass. The North Island field day is in Te Awamutu on September 19.

For info/to register, email info@pasturesummit.co.nz or visit pasturesummit.co.nz

FOR A FULL LIST OF WHAT'S HAPPENING THIS MONTH, VISIT

DAIRYNZ.CO.NZ/EVENTS

BAY OF PLENTY

Keen to see how the top operators are spending their money? Farms around the country, including two owner/operator farms near Edgecumbe and Opotiki, have shared their 2019/20 season forecast budgets.

The Edgecumbe farm business is operating on 160 hectares (effective), milking 570 to 580 Friesian cows, on two similarly sized milking platforms. The low-input Opotiki farm is in its third full season of once-a-day milking, with 270 Jersey-cross cows on 116 hectares (effective).

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



DairyNZ consulting officers

TARANAKI

DairyNZ discussion groups will ramp up again this month after slowing down over calving, with plenty of interesting hosts on the schedule in September.

Discussion groups are available to all dairy farmers, so if you've got new staff or have met some new farmers recently who might not know about these events, point them to dairynz.co.nz/events for more information.

LOWER NI

ReproSmart, a pre-mating workshop in Central Manawatu on September 18, will offer practical and tailored training for the entire farm team.

It'll help you to understand the importance of DairyNZ's InCalf Fertility Focus Report and how it can assist you to create and carry out a plan to increase your in-calf rate. You'll also learn the importance of good heat detection and how to implement a plan for that.

Registrations are essential – sign your team up now at dairynz.co.nz/events

TOP OF SOUTH ISLAND/WEST COAST

"The dairy sector in West Coast and Top of the South is thriving through resilient farm businesses which attract the best available workforce and meet community expectations in caring for their environment and animals."

That's the vision for dairy farming in the Top of South Island and West Coast, identified in the DairyNZ-led collaborative project, Plans for Regions. This project brought together farmers, rural professionals and local governments, identified a set of current and future priorities for each region and set out what to do in response – including research, development, adoption, communications, and policy work. Visit dairynz.co.nz/p4r

CANTERBURY/NORTH OTAGO

Pasture Summit's South Island spring field day will be hosted by 2018 Pasture Summit conference speaker and farmer, Greg Roadley, on his farm in Ashburton. Get an overview of the Roadleys' farm, its business financials, and where the farm sits on costs and profit relative to other farms in the region. There'll also be a farmwalk to view/discuss pasture and the herd; and how to adapt and thrive through the next decade. Dairy sector specialists, including DairyNZ, will also share their insights. The South Island field day is on October 2.

For info/to register, email info@pasturesummit.co.nz or visit pasturesummit.co.nz

Upper North Island – Head: Sharon Morrell 027 492 2907

Northland

Regional Leader	Tareen Ellis	021 242 5719
Far North	Amy Weston	027 288 6460
Lower Northland	Hamish Mathews	027 499 9021
Whangarei West	Ryan Baxter	021 809 569

Waikato

Regional Leader	Wilma Foster	027 246 2147
South Auckland	Mike Bramley	027 486 4344
Hauraki Plains/Coromandel	Jaimee Morgan	021 245 8055
Te Aroha/Waihi	Euan Lock	027 293 4401
Cambridge/Hamilton	Lizzy Moore	021 242 2127
Huntly/Tatuanui	Brigitte Ravera	027 288 1244
Matamata/Kereone	Frank Portegys	027 807 9685
Pirongia	Steve Canton	027 475 0918
Otorohanga/King Country	Denise Knop	027 807 9686
Arapuni	Kirsty Dickens	027 483 2205

Bay of Plenty

Regional Leader	Andrew Reid	027 292 3682
Central Plateau	Colin Grainger-Allen	021 225 8345
Tokoroa	Angela Clarke	027 276 2675
Eastern Bay of Plenty	Ross Bishop	027 563 1785
Central Bay of Plenty	Kevin McKinley	027 288 8238

Lower North Island – Head: Rob Brazendale 021 683 139

Taranaki

Regional Leader	Mark Laurence	027 704 5562
South Taranaki	Nathan Clough	021 246 5663
Central Taranaki	Mark Laurence	027 704 5562
Coastal Taranaki	Mark Laurence	027 704 5562
North Taranaki	Ian Burmeister	027 593 4122

Lower North Island

Horowhenua/Coastal and Southern Manawatu	Kate Stewart	027 702 3760
Wairarapa/Tararua	Rob Brazendale	021 683 139
Hawke's Bay	Gray Beagley	021 286 4346
Northern Manawatu/Wanganui/Woodville	Jo Back	021 222 9023
Central Manawatu/Rangitikei	Richard Greaves	027 244 8016

South Island – Head: Tony Finch 027 706 6183

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	Rachael Russell	027 261 3250
North Canterbury	Amy Chamberlain	027 243 0943
Central Canterbury	Natalia Benquet	021 287 7059
Mid Canterbury	Stuart Moorhouse	027 513 7200
South Canterbury	Heather Donaldson	027 593 4124
North Otago	Alana Hall	027 290 5988

Southland/South Otago

Regional Leader	Tony Finch	027 706 6183
West Otago/Gore	Lucy Hall	027 524 5890
South Otago	Guy Michaels	021 302 034
Central/Northern Southland	Nicole E Hammond	021 240 8529
Eastern Southland	Nathan Nelson	021 225 6931
Western/Central Southland	Leo Pekar	027 211 1389

WANT NEW

IDEAS? INSPIRATION? SOLUTIONS?



Whatever you're facing on the farm, someone else has probably been there, done that.

In September and October, DairyNZ discussion groups will be back in full swing, providing an opportunity for you to gain knowledge and share stories.

Network with other farmers, find solutions and gain confidence – find a DairyNZ discussion group to suit you today.

To see what's available near you, visit
DAIRYNZ.CO.NZ/EVENTS

DairyNZ