

RealFarmer

FOR EVERYTHING FARMING AND FAMILY

APRIL / MAY 2019

A penchant
for history and
quality breeding



Kiwi hops put
magic in brews
around the world

Goats a positive
pathway for next
generation farmer



From the Group CEO

Welcome to this edition of Real Farmer, where we once again showcase a diverse mix of farming operations from all over New Zealand.

Firstly we head to the top of the South Island, to Motueka where the McGlashen family can claim five generations of hop growing, and today are one of the country's largest hop operations, owning Mac Hops. But it's not an industry for the faint-hearted according to the Brent McGlashen who shares his hop growing story with us.

Next we head to the Waikato to find out about a lesser known dairy industry—dairy goats. With the Dairy Goat Co-operative based in Hamilton, the region has become a hub for dairy goat milking, with more than 70 farmers supplying the business. One young pair looking to join these suppliers is Sam Juby and Floris Melis who are enthusiastic about the road ahead in what they see as an exciting industry with a bright future.

Back in the South Island and we join Nick and Penny France at their Okawa Poll Hereford Stud near Mt Somers in Mid Canterbury. This June marks the historic 50th sale for the stud with over three generations involved since Penny's grandfather, Bill Morrow, founded the stud in 1954. The Frances' passion for their stock remains as they prepare for this milestone.

Happy reading and we hope you enjoy meeting our Real Farmers.

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RealFarmer

FOR EVERYTHING FARMING AND FAMILY

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ON THE COVER:
Nick and Penny France from Mt Somers Okawa Poll Hereford Stud

Contents

APRIL / MAY 2019



Interest

- 2** A penchant for history and quality breeding
- 7** Kiwi hops put magic in brews around the world
- 21** Goats a positive pathway for next generation farmer

Technical

- 11** The importance of starch
- 13** Summer shows the need for a food security policy
- 14** Brown Marmorated Stink Bug (BMSB)
- 25** Seven on-farm biosecurity intervention points
- 45** Common sense doesn't work
- 47** Protect your farm from fire
- 49** Look for the FeedSafeNZ logo for the best quality feed
- 51** New tool for faring within limits
- 54** Mitigating mud this winter
- 57** Iodine deficiency in sheep
- 59** New rates keep billing simple
- 67** Water quality on farms and lifestyle blocks
- 69** Quiet time on property market

Card

- 17** Keeping your dairy lane on track
ACL
- 63** Mid Canterbury's premium butchery
Netherby Butchers
- 65** Your local specialist ATV dealer
Ashburton Can Am

In Season

- 35** Cooperia the insidious appetite killer

A penchant for history and quality breeding



IMAGE: Nick France

Celebrating more than 50 years in the bull breeding business, Mt Somers' Okawa Poll Hereford Stud remains wholly committed to producing bulls that perform under commercial conditions producing well-grown, easy-care, profitable offspring.

WORDS & IMAGES BY ANNIE STUDHOLME

Nick and Penny France will put up 55 quality Hereford bulls at this year's June Okawa Stud sale. It marks the historic 50th sale for the stud, tracing back three generations. While much has changed since those early beginnings when Penny's grandfather, Bill Morrow, founded the stud in 1954, the family's penchant for the breed has never diminished.

Nick and Penny are the latest generation to run the iconic property. Having met at school and got together at University, the duo initially had careers in other fields outside agriculture. Penny trained as a nurse, while Nick did accountancy, before both doing post-graduate qualifications in agribusiness at Lincoln University. They then headed off travelling overseas. With a combined love of the outdoors and dreams



of going farming, they later returned to New Zealand working on farms in Southland and Canterbury. "Having done the business stuff first, we had to work our way from the bottom up, getting that practical experience," explains Nick.

In 2011, the opportunity came up for the Frances' to return to Okawa, Penny's home farm, and two years later they purchased the farming company outright from Penny's parents, David and Rosemary Morrow. They have since moved into the homestead with

ABOVE: Nick and Penny France are the latest generation to run the iconic Mt Somers property
BELOW: Mt Somers' Hereford Stud remains wholly committed to producing bulls that perform under commercial conditions producing well-grown, easy-care, profitable offspring

their four children Blaise (10), Sylvie (9) and twins Jack and Violet (7).

Consisting of 800 hectares, rising from 500m above sea level, Okawa lies in the mid-Canterbury foothills, south of Mt Somers. It has an annual average rainfall of 1,000mls, and receives several seasonal snowfalls each season.

Looking back, the first five years have been a steep learning curve for the pair, but they are super optimistic about the future. At the start they had little work-life balance, but over time they've managed to sort that out too. "We have had all the variables thrown at us in the first five years and now we have the contingencies in place, and we know what to do, and when. You are always going to get those seasonal challenges, but nothing is insurmountable. We are always looking for new ways to fine-tune our operation," says Penny.

Over the decades, Okawa has built an enviable reputation as one of the country's leading Hereford studs, running a herd of 300 poll Hereford cows. Although the Hereford stud is an integral part of their farming business, Nick says the real strength of the stud lies in two-thirds of their income coming from sheep, not the stud cattle, which creates commercial pressure and a commercial reality just like their clients.

In addition to stud cows, Okawa runs a composite Romney flock of 4,500 ewes and 1,200 hoggets. They lamb in late-September, with the ewe flock averaging 159% this year from mating through to tailing. The composite hoggets are also mated, lambing at around 100%. Lambs are finished on the place, with 30-40 per cent going straight from mum to the works.

"The stud cattle have to work in with lamb finishing, hogget mating, and all the commercial realities you have of a high production farm. We run a high stocking





ABOVE: They are trying to breed a commercial bull for the high country as that's where most of their clients are from

BELOW: Over the past two decades Penny's parents have worked tirelessly planting and fencing off a number of springs to keep cattle out, creating wetlands on their property to protect important water sources and permanent waterways

rate of 12 stock units per hectare, using a low-cost grass-based system, maximising production from our old pastures and the stud cattle are a key tool in that. The cows are the bottom rung on the stock class ladder," explains Nick.

"We are trying to breed a commercial bull for the high country as that's where most of our clients are from, so it's about creating that commercial pressure. If the cows don't have the constitution to handle the pressure, then they're gone. Mob pressure is always the best way to test constitution out."

Over Spring and Summer, the cattle follow the ewes and lambs around the farm, tidying up pasture to ensure there is quality regrowth for ewes and lambs, or in January, for weaned lambs. During cooler months, the cattle are wintered in big mobs on steeper country to clean up the hill, sustaining the commercial pressures, while still being expected to wean a 250kg calf in early March.

Adhering to the same core values established back in the 1970s when his father-in-law took over the stud, Nick says the aim of their breeding programme at Okawa is to breed well-fleshed, active commercial bulls with a strong constitution with improving carcass performance.

The old days of having grass that is a foot tall and animals carry three inches of fat are long gone. As a 19-year-old, David Morrow worked in the stud industry in Australia showing cattle. On his return, he vowed never to show cattle again. "It was then that he decided to commercialise it; that was a huge turning point for the stud," explains Nick.

From that point on Okawa's focus has been on producing a productive cow herd with

sound commercial attributes—calving ease, moderate birth weights, high growth rates, good temperaments, structural soundness, constitution and milking abilities—which naturally converts to breeding a strong line of bulls that people want.

Nick firmly believes the main reason people continue to come back to Okawa year after year is for the stud's maternal strength. "We strongly believe that cow performance is very important and continually cull on Breedplan figures, constitution, easy care characteristics and eye appeal. I am trying to grow out animals that will last 12 years, so we give young cows every chance, but we don't mess around when it comes to culling."

All heifers are mated for two cycles to calve as two-year-olds, while the cows are mated

for three cycles. Any found to be empty at pregnancy testing in March are culled. By them mating all their heifers, he says they're able to test the animal's fertility, fecundity and maturity. It is also a great way to accelerate the rate of genetic gain.

"Mating is a culling tool for inclusion in the cow herd. We have plenty of time to grow them out so we are doing it as cheaply as possible and we still calve at 96% and wean mid-March at weights of 200–240kg. The key performance indicator is at next year's weaning as a second-calver. Did she get in calf, raise a good calf, and is she a condition score 6 or 7?"

Those cows that are still producing a good calf at 10 years plus in the high country can make our clients a lot of money, and it's no different here, adds Penny.

They sell about 100 yearling and two-year-old bulls into the dairy industry each spring. Bull calves are wintered in one mob of up to 140 head until 400-day weights are taken in October, when they are cut back to about 70 until 600-day weights taken at the end of February and run in the same mob until sale day.

Since taking over, the France's have built the stud back up to 300 cows. While they have continued to maintain that maternal strength which the stud's renowned for, they have focused on adding more grunt into carcass strength.

"It is a fine balancing act. We are after Landrover performance, not a Ferrari with all the bells and whistles. We have to produce something that is going to last and perform to our clients' conditions."

The Frances' are eagerly awaiting the first progeny to go through the ring by Grassmere Gallant 9 at this year's sale.



Purchased for \$42,000.00 as a rising two-year-old bull from Chris and Amanda Jeffries at Grassmere Herefords in Cheviot in 2016, he proved to be the most expensive beef stud bull bought that year.

To date, Nick and Penny have been thrilled with the results, with potentially 30 sons to go under the hammer. Not only does Grassmere Gallant 9 have all the muscling and carcass attributes of a stud sire, but he has really good structure, a bit more frame and overall size than other Gallant bulls.

"It's easy to make a little bull look meaty, but he's got scope and athleticism and still expresses a hell of a lot of muscle. He matches up well with our more moderate maternal lines adding more grunt! His sons are shaping up similarly, so they should make excellent sires to put across the typical moderate-framed cows of most commercial beef herds," says Nick.

Besides New Zealand-bred bulls such as Grassmere Gallant 9, Beechwood Fast Round 580, Limehills Starter 6062, Okawa Major 2008 and Okawa Shultz 5016, the Frances' are also involved in a group jointly trialing overseas genetics. "Overseas there are better carcass attributes, but the New Zealand herd is very commercial and our environment and grass systems are unique."

Penny says their aim is to New Zealandise these genetics so particularly the females stack up when the commercial mob pressure comes on up a river valley against the Southern Alps. Because of their herd size, they can experiment and if the bull turns out to be no good, then they needn't retain any of the progeny.

Nick says locally there seems to be a big push back to the Herefords, as black cow herds look to regain the 10-15 per cent gain from hybrid vigour first cross cows can deliver.

"There is a lot of commercial power in a first cross whiteface cow and their performance is hard to beat. We are getting a lot of inquiry as people move back to this while we find our large high-country clients continue to demand the hardiness, moderate cows with maternal strength and great temperament that the Hereford delivers."

Maintaining strong relationships with their clients remains really important, with some having bought from all 49 sales to date. Nick spends time each autumn catching up with clients, seeing what they want, while at the same time monitoring the industry. "Seeing our bulls performing well for other people is hugely satisfying. We have regular clients whom we hope get value for money. We often get comments regarding the soundness and longevity of our bulls. They go home knowing the animal will last the distance."

Their staff are an equally critical part of their whole farming operation, says Penny. "We love them. We put a lot of time into developing their knowledge, skills, confidence and management ability so they can go on to be capable farm managers and



farm owners. It's about being a good person; they are not just a labour unit, they are the future of our industry. Why wouldn't you want to support them?"

They use a team approach, giving their staff of two full-timers plus students at key times, full disclosure of their financial accounts, management information and stud data. Staff are also involved in most of the decision making.

"We are treating them how we would want to be treated," adds Nick. It not only helps to foster absolute loyalty and trust from their staff, but they get that buy in. "They know why we are doing things and they can see the commercial benefits. Sometimes we get challenged on things and we have to justify why we do what we do, and that's good for us too."

Over the past two decades Penny's parents have worked tirelessly planting and fencing off a number of springs to keep cattle out, creating wetlands on their property to protect important water sources and permanent waterways. It started with planting natives, flax or cabbage trees along laneways and in corners and grew from there.

ABOVE: Nick & Penny put a lot of time into developing & supporting their staff
TOP: The aim at Okawa is to breed well-fleshed, active commercial bulls with a strong constitution with improving carcass performance

They've got great satisfaction out of it, and it's work Penny and Nick want to see continue.

"That environmental work is really important to us and we are happy to put our own money into doing it, but we can only go as fast as we can maintain them," says Penny. "You can't just plant them and walk away. It can take years to get them established. You have to take care of the weeds before you can move onto the next one." They've recently gazetted off another wetland area and planted more than 6,000 plants, and they hope it will be the first of many to come.

When they are not busy farming, Penny is heavily involved in the local Mt Somers Springburn Home and School committee, Methven Pony Club and local hockey club, while Nick loves his dog trials, regularly heading to Hawaii to teach the local paniolos (cowboys) training heading dogs.

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Kiwi hops put magic in brews around the world



It is very easy to think of beer as simply a hazy combination of water, malt and barley, but that would be leaving out the quiet heart of a good brew—the hops.

WORDS BY RICHARD RENNIE, IMAGES BY DAVID LETSCHE



As an ingredient the flower cones are often unappreciated by consumers when it comes to understanding what makes a beer so appealing. But hops play a vital role not only in giving every brew its unique taste profile, but also in creating a vital niche sector within New Zealand's increasingly varied farming landscape.

A Motueka family can claim five generations of hop growing in the country's hop "sweet spot" where rainfall, sunshine hours and soils all blend into the picturesque landscape that belies the sector's highly sought-after product. The crop is niche in every respect, with a specific use for flavouring beer, and only capable of being grown within the 35–55 degree latitude location.

The McGlashen family own Mac Hops, growing on one of the country's largest hop operations over 110ha. They have recently significantly increased their operation by converting 80ha into a hop orchard.

More than doubling the size of their operation reflects the family's experience and confidence in a sector that has recently begun attracting new operators, drawn by the global respect and demand New Zealand sourced hops are increasingly held in.

But Brent McGlashen cautions it is not a sector for the faint hearted.

Like any orchard or growing operation, it has the usual climatic challenges, with last year's wet weather knocking young hop plant production back by almost 40%. It was a year Brent says he was glad to shut the door on.

But hop operations are also highly capital intensive, with expensive hop harvesting equipment and driers often topping \$1.0 million, along with the purchase of quality land and erecting structures for hops to grow upon. "You can easily sink several million dollars into an operation, and you do have a couple of years before you start to hit full production."

Hop harvesting is a delicate game requiring rapid picking, separation and drying of the hop cones before they start to wilt and lose their quality.

The McGlashens supply their crop to New Zealand Hops, the Nelson based co-operative that traces its roots back to 1939, about 70 years after the crop was first grown here. Crops received by NZ Hops are pelletised and packaged for both local and overseas export trade.

Growing hops is not something unique to New Zealand, with countries like the United States boasting enormous 20,000ha plus



ABOVE: The McGlashen family own Mac Hops, growing on one of the country's largest hop operations over 110ha

LEFT: As an ingredient the flower cones are often unappreciated by consumers when it comes to understanding what makes a beer so appealing

plantations that dwarf this country's 400ha area generating about 750 tonnes.

But New Zealand production is now growing after years of static harvests, with about 1,100 tonnes expected this year and 1,400 tonnes in the 2020 harvest. And size has not proven a disadvantage on the world stage.

Brent says the United States market in particular has gained a taste for the variety and purity of New Zealand sourced hops.

The hops "frontal and fruity" flavours that resonate most strongly on the tongue rather than the back of the drinker's throat are proving popular in that country.

Here in New Zealand, per capita consumption of beer has declined from a whopping 150 litres in the days of the 6 o'clock swill of the sixties to today's 62 litres a head. This puts New Zealand 32nd on the world beer consumption rankings, about equal with Australia and Canada, but below United Kingdom and Germany.

However, drinkers here have become more sophisticated, riding the wave of new craft brews that has made the "high strength" (5% plus alcohol) section lift by as much as 34% in an overall beer market declining by about 1.5% a year.

Ralph Bungard, Brewers' Guild board member and owner of renowned Three Boys Brewery says the growth of craft breweries has a parallel in the coffee industry in New Zealand. Multiple small operators are taking their passion commercial, often on a small regional scale.

"This is in a country with the population of Melbourne. But New Zealand is now a major tourist destination, and beer is often a big part of people's decision to come here."

Such growth at home and abroad has been a Godsend for the likes of the McGlashens. Over a decade ago the industry was in the doldrums, with purchases dominated by a few large breweries, putting greater emphasis upon volume of supply rather than quality.

"But we now not only have more breweries seeking out quality hops for their brews, but we also have a larger home brewing market, meaning we have several hundred clients all wanting different hop types."



Hop growers have learnt to take an almost tactical approach to their crop, growing several different varieties that help not only meet market demand for taste variety, but also mean reliance upon any one variety that may be susceptible to weather, or pests is reduced. "So, when you talk about a good year or a bad year, it depends very much upon which variety you are talking about."

This year is proving to be an almost uniformly good one, despite the dry weather experienced leading up to harvest. It is a welcome contrast after last year when the region received over 600mm through the summer period.

"That was very tough, we had 50ha of young plants and they really did not like the conditions. This year is looking far more positive."

With harvest in late February, Brent was confident in getting the 50-60 workers needed for the labour-intensive work of picking the hops, and the family have managed to dodge the labour crises facing some in the horticultural sector.

"We have workers who will come back year in year out, who enjoy doing the job and often bring friends along. If you look after them, pay them well they will come back."

The diversity of crops and jobs those crops generate in the region mean it is quite possible to make a living as a seasonal orchard worker, moving from harvesting to pruning to maintenance in the course of the year.

Brent attributes the hop sector's long time, world leading alliance with Plant and Food (formerly HortResearch) to helping New Zealand keep ahead of overseas competitors when offering innovative market led varieties that brewers seek.

New Zealand Hops has worked with Plant and Food Research for over 50 years on a plant breeding programme, headed up by Dr Ron Beatson and based at Riwaka.

New hop varieties, pest control initiatives and environmental sustainability have all been priorities in a programme now emulated by other growing countries around the world.

ABOVE: New hop varieties, pest control initiatives and environmental sustainability have all been priorities in their programme

ABOVE LEFT: The family have managed to dodge the labour crises facing some in the horticultural sector.

BELOW: They only focus on those hops that are truly unique and produce that 'WOW' factor

BELOW LEFT: New Zealand is ahead of overseas competitors when offering innovative market led varieties that brewers seek

The result has been varieties protected by Plant Variety Rights unable to be found anywhere else in the world, and proudly named with distinctive Maori and New Zealand names including Wai-iti, Moutere, Kohatu and Pacific Jade.

"That work and co-operation means we have been very careful about the varieties we develop, ensuring we don't flood the market with numerous varieties that could confuse the brewing clients. We only focus on those hops that are truly unique and produce that 'WOW' factor," says Brent.



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FUEL

The importance of starch

One of the New Zealand dairy industry's strengths is its ability to grow relatively cheap grass, which makes up the bulk of our cows diet. However, if we breakdown the components of what is in our grass, this is not a complete nor balanced diet and is often missing minerals, traces, vitamins, as well as starch. ARTICLE & IMAGE SUPPLIED BY RUMINATE



Why is starch important? A cow's rumen has billions of microbes that break down pasture in utilisable parts that the cow can then use, these are called volatile fatty acids (VFAs). Therefore, when a cow has more microbes it can utilise feed more effectively, resulting in a higher level of energy. The main driver to make more microbes is carbohydrate. Pasture is around 5% soluble sugars and is less than 0.5% starch, making pasture extremely low in this essential dietary component.

Pasture can also be high in crude protein, this mainly occurs during the spring and early summer months and then again in autumn, although high urea use and irrigation mean we are often over-feeding protein.

Crude protein from pasture is a rumen degradable nitrogen source (a building block for microbes making VFAs). Too much protein in the rumen, means the microbes can't keep up, which produces ammonium in the rumen, this is absorbed through the rumen wall into the blood and removed from the animal via the kidneys. As a result, a large amount of nitrogen (now in the form of urea) in the urine of cattle primarily fed pasture is created. This is an expensive energy process for the cow, using critical energy that is required to make milk, and get/maintain a pregnancy.

The milk quality results can indicate how much rumen degradable nitrogen is in the diet. High rumen degradable nitrogen is indicated with a milk urea and nitrogen (MUN) that is greater than 30. The sweet spot for MUN is between 20 and 30, this is dependent on the total diet composition. A low MUN (less than 20) may indicate that there is not enough dietary protein. Furthermore, the addition of starch into the diet can be used to manipulate milk quality. Increases in the amount of protein in the milk can be achieved with the addition of starch. Balancing the diet with starch has the ability to have environmental benefits. By utilising dietary protein with rumen microbes, there will be less dietary protein which is unutilised and ends up wasted in the form of urine and faeces. We often see 'piss patches', which are a result of there being a large amount of urea in the urine. In some pastures where cows simply don't have enough energy to deal with the available protein, the pasture has actually been burnt out. This is a visual example of the result of there not being enough energy in the diet for microbes to deal with the high crude protein in our ryegrass pastures. One aspect of mitigating the detrimental effect of nitrogen on the environment would

be trying to balance the carbohydrate and protein supply in the rumen.

In order to utilise the crude protein in pasture and provide plenty of energy for rumen microbes, supplying a source of starch in the diet is essential. Starchy feeds include the likes of barley, wheat and maize. An interesting comparison of feed can be made, where instead of making buying decisions purely on a dry matter (DM) basis, but also on how much starch the feed has.

The benefits of incorporating a source of starch into the diet include better body condition scores throughout the season, better holding of milk production at the peak of the season and better reproductive results to name a few.

The trick to feeding starch is to feed it safely. Whilst starch is great for rumen microbes it is in fact so good that they produce significant volumes of VFAs. This is great if the cow can absorb them, although it is often accompanied by a drop in rumen pH, reducing rumen function and resulting in acidosis.

Talk to your Ruralco Representative to discuss how you can safely include starch into your cows diet and enjoy the benefits without the risk.



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01. MONITORING

After your initial conversation with our experienced team, we install our data logging equipment. The logger captures temperatures required such as water going to and from the cooler, milk leaving the cooler, and the milk in the silo. An onsite assessment of your cooler size and water flow will also be carried out.

04. IMPROVEMENTS

Based on our visual presentation and provided options we will carry out improvements to your cooling system. These can be passive systems such as water or cooler alterations, through to significant upgrades such as chilling options.



02. ANALYSIS

After the monitoring period is completed, data is returned, analysed and then formatted into a visual presentation (no spreadsheets here).

03. RECOMMENDATIONS

Once we have your visual presentation done, we will present you with options best suited for your situation based on our findings. Generally a minimum of two options are available.

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Summer shows the need for a food security policy

Summer was challenging for the horticulture industry, with drought conditions—which were particularly severe in the Nelson/Tasman region—and biosecurity risks in Auckland with finds of Queensland fruit flies and *Bactrocera facialis* fruit flies in different parts of our biggest population centre.

WORDS AND IMAGE SUPPLIED BY HORTICULTURE NEW ZEALAND CHIEF EXECUTIVE MIKE CHAPMAN



IMAGE: Parched Jerusalem artichokes on the Waimea Plains

Both these situations reiterate the need for a food security policy. The drought conditions will have impact the availability of vegetables in winter, with planting delayed due to restrictions on water use.

The biosecurity issues in Auckland were still being addressed at the time of writing. But it is worth noting that 10 big produce distributors are located within a 3.5km radius in Mt Wellington, South Auckland. The estimated volume of produce

passing through that area is 60 percent of New Zealand's domestic consumption and 80 percent of Auckland's consumption.

So, if restrictions are placed on transport of produce, then there is likely to be a noticeable shortage of healthy, fresh food.

It is an ongoing battle to get people to understand that plants need water to live and irrigation ensures consistent food supply at times when there is no rain. It is not a free-for-all, there are rules and allocations to ensure enough water to go around.

Growers understand the need to grow within environmental limits and have been working closely on planning with regional councils for

years. In producing healthy food, it is imperative to demonstrate environmental values, as that is what consumers are demanding.

Nelson's fires and the dry conditions across the country have highlighted the need for water storage; for plants, animals and people. With many rivers at dangerously low levels, fruit and vegetable growers run the risk of having no water. Unlike animals, trees and vines cannot be moved to another area where water is more plentiful. If food producing plants die, it can take many years for a grower to get back into production. It is imperative there is sufficient water to keep plants growing and producing high quality, healthy food.

Many of the opponents of water storage and irrigation believe that excess water—according to NIWA that is 80% of the rainfall—should just flow out to sea. More preference is given to activities such as jet boating, than to the ability for us to grow food to feed New Zealand.

Advocates for sensible water storage for the benefit of all interested parties are seen as not having regard for the environment. The irony is, water storage can enable the environment to be protected, river flows to be maintained, and for healthy food to be grown. Unless there is a marked change in attitudes, we could face a food supply crisis. The time for change is now, and it requires urban and rural New Zealand to unite to make good use of the 80 percent of our rainfall that we do not use.

For example, on 29 January 2019 it was a hot day all around New Zealand. On that one day, Auckland used 524 million litres of water. That 524 million litres is equivalent to the amount of water 10,500 hectares of horticultural land would have used for one day of irrigation. There are just 120,000 hectares of land growing fruit and vegetables in New Zealand and not all of that land is irrigated.

Land is only irrigated when water is needed. Whereas, urban supply is consumed on a daily basis and the greatest user of water is urban New Zealand. As our population grows, we will need much more water for urban New Zealand. So both urban and rural New Zealand have a common interest in making sure we undertake water storage for people and plants to live.

The security of our food chain needs to be considered in all the big picture policy and law changes made by local and central government. There will be more challenging summers, and winters, and we need to be sure we can feed New Zealanders with locally grown, healthy food.

Brown Marmorated Stink Bug (BMSB)

Over the past few months there has been a lot of activity around BMSB, including a number of identifications of BMSB which have found their way into homes, gardens and businesses. The number of bugs being intercepted at the border is increasing all the time, and Steve Gilbert, MPI's Director of Border Clearance says that by February this year, there had been nearly double the number of live finds compared with 2017/18.

WORDS AND IMAGE SUPPLIED BY FAR

Risk

In New Zealand, BMSB poses a significant risk to horticulture and maize crops, as well as to plants in home gardens and public spaces. It feeds on around 300 different plants, is hard to kill and spreads quickly. Over winter, it enters houses and is difficult to remove, releasing a foul smell when disturbed.

BMSB could enter New Zealand via many pathways, from a cargo ship to a tourist's suitcase. A 2012 MPI analysis identified the key BMSB risk period to be from mid-September to the end of April. This timeframe aligns with the habits of BMSB in the Northern Hemisphere countries where infertile adults overwinter indoors and in manufactured goods, increasing the chances of them hitchhiking into New Zealand.

Tools for use in a response

BMSB is very difficult to manage and eradicate, so along with a number of other plant based industries, we are already considering which tools to use in a response. Unfortunately there's no silver bullet and a response would be complex and need the support of the whole country. FAR is an observer to the BMSB Government Industry Agreement (GIA) and BMSB Council. Once the seed and grain industry has formally signed its own, agreement we will become full members of this group (see information at the end of this article).

The BMSB Council is coordinating New Zealand research activities and reviewing studies overseas to increase our options in the event of an incursion. A few of these management tools include;

Samurai wasp biocontrol

In August 2018, the samurai wasp biological control agent was pre-approved by the Environmental Protection Authority (EPA) to be released into New Zealand in the event of a BMSB incursion. However, there are restrictions on its use (it can only be released at the site of the incursion and it cannot be reared here in New Zealand). The BMSB Council is currently looking at the

best options for importing this biocontrol agent, including approvals to hold it in New Zealand in containment (the wasp can survive several months), or hold it overseas ready for importation. Each of these options will have costs associated so the risk/benefit is being considered.

BMSB in maize

The following bullet points, based on information from 'corn crops' in the USA, provide some ideas of how BMSB might behave and affect New Zealand maize crops:

- Developing ears appear to be the main attraction in field corn;
- Feeding damage results in shrivelled kernels. This damage is not usually evident immediately upon visual inspection;
- The pest appears to spend a lot of time in wooded areas or hedgerows and then move into the outside edges of crops;
- Chemical control of BMSB can be challenging, especially as crops gain height.

Chemical control

The chemical options we have available are very limited and further complicated by the EPA review of various chemicals. Bifenthrin is currently able to be used in a response situation but spraying would be very targeted and it is likely that fruit or vegetables from any treated crops would need to be destroyed. Under the GIA Council a project is underway to consider approvals for other chemical options, both for response and long term management.

Traps

A range of BMSB traps are available, however they vary in the distance they are able to attract BMSB from. Some will draw the bug close, but not necessarily into the trap. There are two trapping projects currently underway in NZ, one by MPI and another by Plant and Food Research. These will act as surveillance but will also help us to determine the best practice for trapping in an incursion.

Netting

The Council is currently conducting a literature review on the effect of exclusion netting. This will take into account the cost of this measure and its likely impact on beneficial insects. If it seems a viable option, trials may be undertaken.

Other potential tools

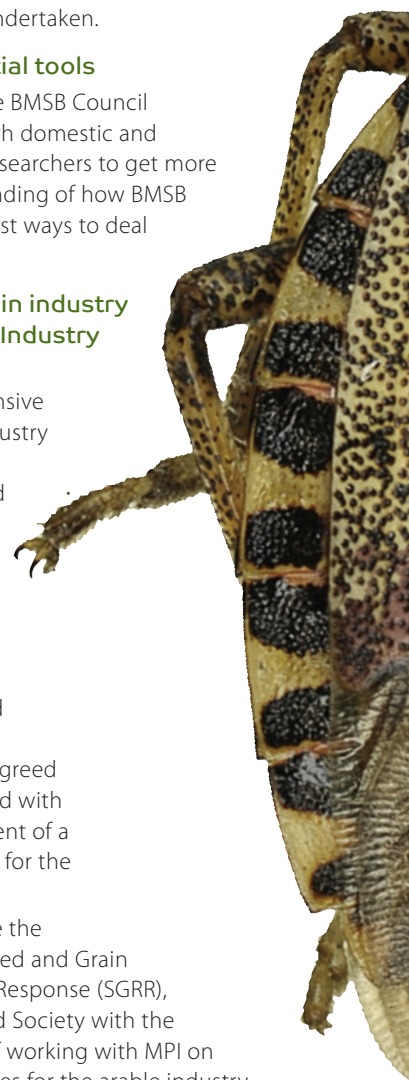
Members of the BMSB Council are working with domestic and international researchers to get more of an understanding of how BMSB acts and the best ways to deal with it.

Seed and grain industry Government Industry Agreement

Following extensive grower and industry consultation in 2018, Federated Farmers Arable, Flour Millers Association, FAR, the New Zealand Grain and Seed Trade Association and United Wheat Growers have agreed to move forward with the establishment of a GIA Agreement for the arable industry.

This will involve the formation of Seed and Grain Readiness and Response (SGRR), an Incorporated Society with the sole purpose of working with MPI on biosecurity issues for the arable industry. Each of the organisations listed above will have a director on SGRR.

The process is complex, but as an industry, we hope to have a working GIA agreement by the middle of this year.





You can help

Our best chance of eradicating BMSB is if we find it early—be vigilant, keep an eye out and report anything suspicious.

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0800 80 99 66

or search 'brown marmorated stink bug' on their website
www.mpi.govt.nz

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ABOVE: ACL have invested in new technologies to maintain their high standard of workmanship
LEFT: Laneways can be built from scratch or rebuilt

Ashburton Contracting Limited offers a wide range of contracting solutions for farmers. They specialise in dairy laneways, tanker tracks, underpasses, effluent ponds, land clearing and fencing services. Laneways can be built from scratch or rebuilt and while ACL has its own quarry they are not tied to a specific aggregate and happy to source and supply a specific product based on the customers requirements. Project Operations Manager Warren McKenzie and his staff will also advise on products when giving a quote "there's a subtle difference between products and depending on cow traffic various options can be used in different areas of the laneway and that can often help with costs." According to Warren with the very wet weather over last season it really pays to have laneways in good condition and a little investment can go a long way. "We've had lots of customers who were very happy with the quality of our job and final finished surface on the tracks and especially when it came to the very wet spring months they thought our workmanship really paid off." The team also focuses on lane maintenance by removing the higher edges on tracks and this can assist with drainage which keeps the track in better condition. "At the end of the day it's about giving the herd the best surface to walk on and hopefully reducing numbers of lame animals."

ACL has been working with rural clients for over twenty years and when it comes to local knowledge and expertise they are most certainly the leaders of the pack. Warren and Project Manager Dave Rowlands have over 40 years expertise between them and are proud of

their experienced staff, "all our rural operators come from a farming background and are often ex farmers or farmers sons" Warren says. "For us it's a real point of difference, we know our team are top notch – they know the weather, the conditions and often the people." Cattle underpasses are another area of expertise for Warren and his team and they have completed over 30 underpasses in the district. ACL manage the entire build of the underpass from organising consent and permits, construction, final Council sign off and road sealing. Dave is a civil engineer by trade and is qualified to design and build effluent ponds to exact specifications. They have also invested in new technologies to maintain their high standard of workmanship, using GPS technology and hydrovac excavators to minimise drilling and digging issues around existing services. Their latest sophisticated piece of plant is a precision laser leveller that uses a laser guided blade to specify any gradient requirement and is ideal for working with feed or silage pads and dairy shed floors.

With ever increasing on farm health and safety requirements ACL is dedicated to the highest standards of risk management and both Warren and Dave believe this is a critical point of difference when liability is at stake. "We can offer peace of mind to clients, we always make

a point of identifying hazards on farm and have a very comprehensive system in place to identify risks and mitigate them plus a huge network of resources available if something does happen," Dave explains.

An additional advantage of the wide range of services provided by ACL is jobs involving a number of operators can all be completed by ACL. Their sealing and hotmix and concrete products can be completed at the same time which offers convenience to clients as well as streamlining costs on a large job. For example tanker entranceways can be sealed at the same time as laneway and track work. In terms of cost effectiveness ACL are very clear on the transparency of their costings and spend a lot of time working with customers on their budgets and expectations. "We are very open and honest with what we do and with us there are no surprises," they are happy to provide weekly cost breakdowns to clients and go over final charges with customers. While works are in progress the team always tries to work in with the schedules of the farm and ensure the minimum of disruption for customers. It is this dedication to customer service that ACL has many repeat customers and occasionally even ends up employing ex customers and family members. ACL is also very proud of the many community projects it has supported over the years "the farmers are a great bunch of people and at the end of the day we are local people doing local work for locals and that's what counts."



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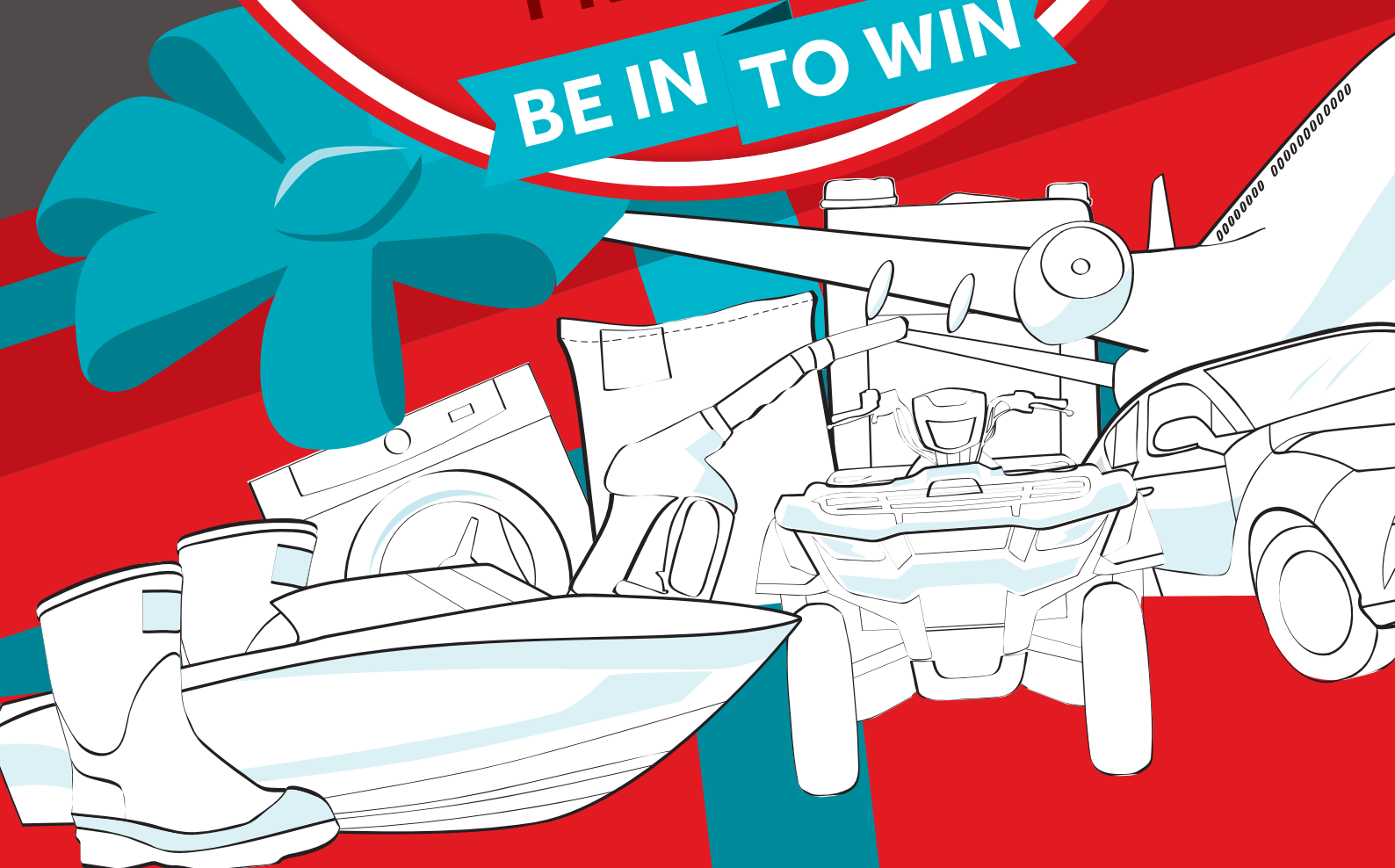
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IMAGE: Twenty-six year old Dairy Goat Farmer Sam Juby

Goats a positive pathway for next generation farmer

For a 26 year old Sam Juby has done much with her life, and her biggest challenge yet awaits as she kick-starts her own goat farming operation in the Waikato this season.

WORDS & IMAGES BY RICHARD RENNIE

Sam is no stranger to the inquisitive, intelligent animals. She has a family history well founded in New Zealand's highly successful dairy goat industry, with parents Simon and Melissa long established as goat farmers near Orini, North Waikato.

Much of Sam's and her sibling's childhood was spent helping Mum and Dad on the expanding operation that today runs 1,350 head and is often used for field days and discussion groups for established and new entrant goat farmers.

Her parents started dairy goat farming after moving up from a sheep and beef property in Piopio, in the King Country, and the busy operation provided plenty of work through school holidays for the family.

It is an experience she not only happily recalls, but one that has her well positioned in her latest venture with her business partner Floris Melis.

The pair took over the combined 46ha operation late last year near Cambridge, with a view to start milking from this coming winter supplying to the Dairy Goat Co-operative.

The property has had milking goats on it before, but Sam and Floris have had a busy summer and autumn getting the leased farm back into shape for the intensive kidding period that kicks off in June.

The 40 aside rapid exit milking shed is almost in order, goat sheds are being prepped and there is maize well established to be harvested for silage feed through autumn-winter.

They have been knocking back the gorse patches on the hillier country and tidying up the property's fences as the June 1 start date starts to loom now they are well into the new year.

In the meantime they have been busy purchasing young does from other goat farmers around the region as the foundation for the milking herd that will initially comprise of 700 head.



With the Dairy Goat Co-operative based in Hamilton, Waikato has become a hub for dairy goat milking, with 72 farmers now supplying the low profile business that has been quietly building its markets in high value infant milk powders over the past two decades. For Sam and Floris entry to the co-operative included buying into it and purchasing shares to match their intended production. They have also purchased the dairy shed, plant, and other buildings on the property, and lease some smaller blocks nearby to supplement their grass supply. Experience on her parent's farm, and help from them means they have played and continue to play a valuable role in her efforts to set up her own operation.

Their close attention to kid rearing, one of the most challenging aspects of getting a good start for goats, has been aided a heavy emphasis on regular weighing, ensuring daily weight gain targets are met, with birth, weaning, mating and kidding weights ultimately all closely monitored.

The benefits Sam's parents have found from close monitoring has resulted in does being up to 10kg heavier than they were in earlier years. That linked back to heavier and healthier birthweights, a weaning weight

minimum of 16–17kg and mating weights of 40kg by February 1.

ABOVE: When it comes to grazing goats, the operation is an indoor "cut and carry" one, with the entire feed diet being brought to the goats' sheds and distributed via a conveyor feed system to them

Close attention to cleanliness and feeding routine has also done much to help reduce disease issues in kids which can have a devastating effect upon ongoing health and ultimately growth rates.

Sam also embarked on overseas travels that took her to Europe for nine months where she worked on different goat farms. She says the inquisitive friendly animals and of course their small stature make a goat farm's work environment a relaxed, fun place to be for much of the year.

"The most intensive time is around kidding, when you have about 80% of the does kid in the first 10 days. It also differs from your typical dairy cow farm in that you expect to have multiple births with twins, and even triplets sometimes."

The risk of disease spread means the kids are fed a powder formulation through to weaning, and the quality milk powder forms a significant part of the business's costs.



ABOVE: Sam is no stranger to the inquisitive, intelligent animals. She has a family history well founded in New Zealand's highly successful dairy goat industry

When it comes to grazing goats, the operation is an indoor "cut and carry" one, with the entire feed diet being brought to the goats' sheds and distributed via a conveyor feed system to them.

Holding goats indoors reduces the risk of parasite worm infestations, given they are not grazing open pasture with its worm burdens ingested at ground level.

They are also averse to rain and one look into their shed confirms they are happy, lively and content with their herd mates on the dry sawdust covered facility.

If rearing the kids using powder formula is one part of the operation's major expenses, the other is the need to harvest the herd's feed and deliver it promptly to them at the sheds.

Sam's tractor is well set up with a front mounted mower and forage trailer and that will run as frequently as three times a day delivering high quality pasture blend to its hungry clients.

"They do like a variety in their feed, other than just ryegrass and clover. They enjoy plantain, and for winter feed they will have grass silage, and we aim to feed maize silage out over early lactation."

This season has proven a bumper one for Waikato maize crops, with most looking to yield 25t dry matter a hectare, and Sam's 1.5 ha crop is no exception.

The fledgling herd Sam and Floris have nurtured from kids comprises of does from other farmers around the Waikato.

Dairy goats typically go to the buck in February, but some farmers can, and do use artificial breeding to select genetics. The main aim for many is to lift the valuable protein content of the herd.

"It is possible to lift your goat herd numbers relatively quickly. They are milking at one year old, and gestation is only five months, with most having multiple births."

Typically disease issues among dairy goats are relatively few. The biggest headache for dairy goat farmers is CAE (caprine arthritis-encephalitis) caused by a virus and can develop when goats are under stress which results in them having hard udders and stiff joints. It is a disease without any cure, and its elimination is a key focus of a collective effort by the dairy goat industry.

Sam and Floris have plenty to fill their days between summer and the first crop of kids in early winter, and Sam is confident between them they will meet that looming biological deadline.

"Kidding is typically the most intensive time of the year, you have lots of multiples (births) and need to be around to help any does that need it."

Typically, young goats will produce 80–90kg milk solids a year, with older goats producing up to 120kg milk solids a year. The goats earn their weight in what they return, with farmers being paid about \$18 a kg milk solids. Sam says she would welcome the opportunity to lease any more land that may come up to harvest grass and crop from as they work towards lifting their herd's per head production and ultimately herd numbers.

Meantime she and Floris are looking forward to seeing their summer's hard work start to pay off as they join the ranks of a new

Farm Details.

FARMERS:

Samantha Juby and Floris Melis

LOCATION:

Pukemoremore, Cambridge Waikato

SIZE:

46ha combined area

CONTOUR:

Rolling to flat

HERD SIZE:

700

FARM DAIRY:

40 aside rapid exit design

SUPPLY COMPANY:

Dairy Goat Co-operative

GRAZING SYSTEM:

Cut and carry

EXPECTED PRODUCTION:

70,000kg Milk solids

generation of young goat farmers keen to make their mark on the land.

Why goats milk?

Anyone who is farming goats will happily talk about their inquisitive, friendly nature, but all goat farmers also have solid economic reasons for choosing these interesting animals.

The Dairy Goat Co-operative has maintained a low profile over past years, quietly building up an international reputation for delivering high quality, high value goats' milk while also building up farmer numbers back home, to now total 72.

In Hamilton the Dairy Goat Co-operative has a state of the art purpose built plant for the processing of fresh goats' milk into high value formula.

Formed in 1984 from the amalgamation of several goat milk co-operatives the company has established high value markets in 27 countries around the world.

Goat's milk has gained popularity as a substitute for cow's milk, with its oligosaccharides similar in structure to human milk oligosaccharides, and at levels 10 times higher than cows' milk.

As an infant formula base, goat's milk only requires the addition of small amounts of two amino acids to deliver the essential and semi-essential amino acids needed for infants.

In contrast, cow's milk can require the addition of lactose and fatty acids, vitamins



and iron, along with additional processing steps to remove and replace fat and protein elements. Goat's milk formulas also do not require the addition of vegetable oils, retaining goat milk fat that is more readily absorbed by infants.

The Dairy Goat Co-operative has also developed technology to reduce damage to the fragile fat molecules in their product, and as a result remove the "goat" smell that can accompany products with damaged fat molecules in it.

ABOVE: The inquisitive friendly nature of goats and of course their small stature make a goat farm's work environment a relaxed, fun place to be

BELOW: Sam's tractor is well set up with a front mounted mower and forage trailer and that will run as frequently as three times a day delivering high quality pasture blend to its hungry clients

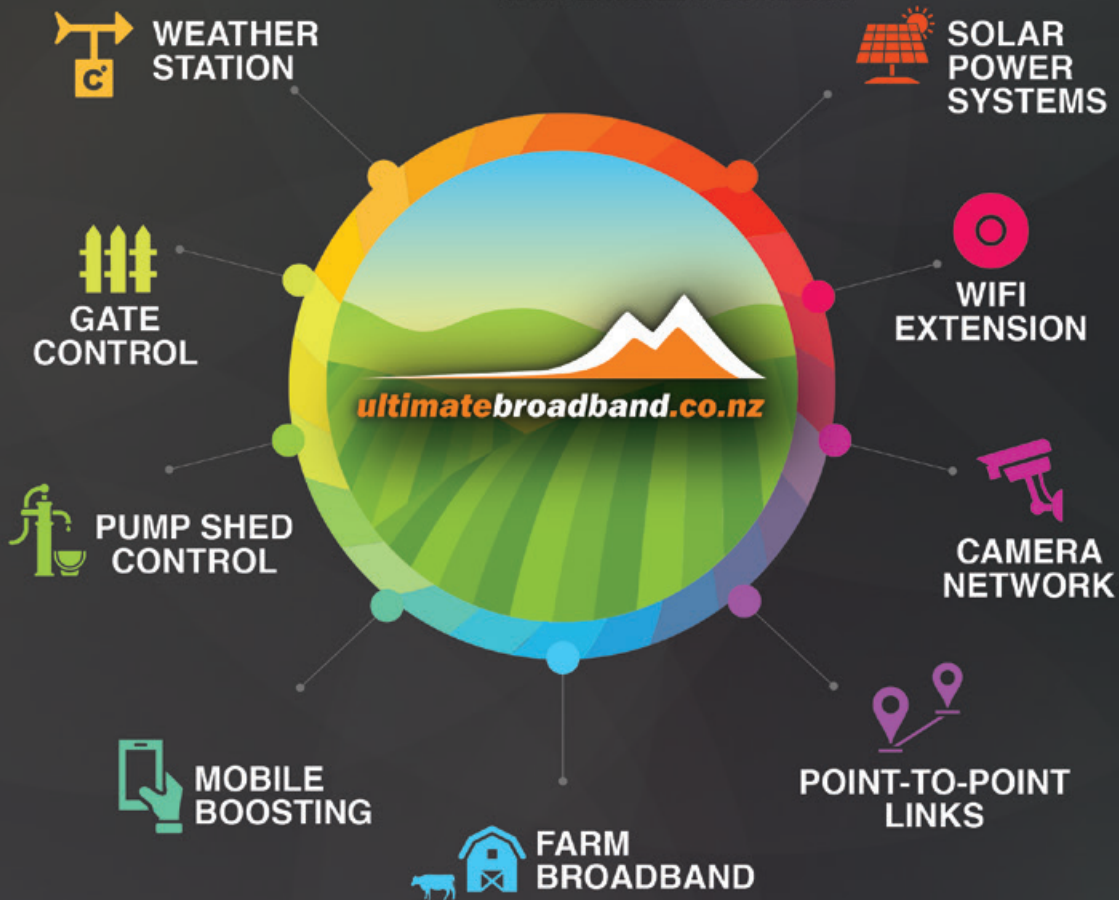
For parents seeking a sustainably produced formula for their infant, the co-operative has also developed technology that does not require the formula to be modified by the addition of vegetable oils that can include palm oil.



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Seven on-farm biosecurity intervention points

WORDS AND IMAGE SUPPLIED BY BEEF AND LAMB NZ



IMAGE: There are a number of diseases carried by livestock that can affect humans. These include leptospirosis and salmonella which can be debilitating

“This will give you a picture of what diseases you could be potentially bringing onto your farm.”

Upon arrival, animals should be kept in a quarantine area for between seven and 14 days. This gives time for animal health treatments to be administered and illnesses to become apparent. Quarantine areas should be fallowed between uses.

All cattle and deer movements should be recorded through NAIT and sheep should be accompanied by their Animal Status Declaration forms.

Within farms, paper or electronic records of mob movements can be invaluable in an incursion as it can show that one mob has had no contact with another.

Halliday says farmers should work with their vet to develop a structured animal health plan around standard animal health treatments and procedures. If there are animal health problems that vet should be the first person contacted but where there is serious concern about a disease, weed or pest, the Ministry for Primary Industries should be contacted on 0800 809966.

Feed and water can be a source of contamination. Water can carry mucus, faeces and dead animals and washed-out flood gates can provide access for the neighbour's livestock or wild animals.

“While water is a low risk it's still a risk and is another reason to be fencing off waterways.”

To minimise the risk with bought-in feed, farmers should be asking questions about where it was grown, what weeds were in the paddock and if possible, visit the paddock.

Pests such as possums, mice, rats and deer are all vectors for diseases such as TB or leptospirosis. Halliday encourages farmers to keep pest populations down by poisoning, trapping or shooting.

Most importantly, Halliday says farmers need to stay alert to anything on their farm that is out of the ordinary. Early identification of any weed, pest or disease is critical for its control and farmers should not hesitate to contact MPI if they have any concerns.

The Foot and Mouth outbreak in the UK in 2000 was a lesson as 60 farms were affected by the time authorities were alerted.

REMEMBER: *If you have any concerns about a weed, a pest or a disease on your farm, call MPI on 0800 809966.*

- 1 Livestock movements
- 2 Animal health management
- 3 People and equipment
- 4 Feed and water
- 5 Pest control
- 6 Animal waste and carcase management
- 7 Shared knowledge and understanding

Biosecurity is a key challenge facing the farming sector but the adoption of simple management practices can go a long way towards helping farmers protect their businesses.

Several of management practices are outlined and discussed in a Beef + Lamb New Zealand (B+LNZ) podcast featuring Will Halliday, Senior Advisor for Biosecurity and Animal Welfare with B+LNZ.

In the podcast, Halliday talks about the seven on-farm intervention points, these being livestock movements, animal health management, people and equipment, feed and water, pest control, animal waste and carcase management and shared knowledge and understanding.

He says biosecurity is a lot more about M.bovis and Foot and Mouth. It is also about protecting the farm from common diseases such as BVD, drench resistance, facial eczema, weeds such as velvetleaf and Chilean needlegress and the myriad of pests that can cause production losses.

Good biosecurity means getting everyone working on or visiting the farm involved in biosecurity practices which are more than simply a box-ticking exercise. It's about incorporating biosecurity into everyday farm management.

Halliday says the one practice that farmers can adopt immediately is to buy two fish-bins, scrubbing brushes and disinfectant (such as Virkon) and place one at the woolshed and one at cattle yards and encourage people to scrub their boots before and after going onto the farm. Mud can transmit diseases such as Johnes, so it should be standard practice to hose down vehicles before and after visiting other farms.

Farm service providers and visitors should be given a designated place to park on the farm, preferably well away from livestock.

Halliday says there is a big difference between cleaning and disinfecting and it is not possible to disinfect mud. Clothing and equipment should be cleaned before disinfectant is used.

There are a number of diseases carried by livestock that can affect humans. These include leptospirosis and salmonella which can be debilitating. Washing hands with hot soapy water before and after handling livestock or dirty equipment is a simple but effective way to protect against these diseases.

When buying livestock, Halliday encourages farmers to do their homework and find out where the animals have come from and their animal health history.

“Ask whether they have been vaccinated, if they are Facial Eczema tolerant and what animal health treatments they have received.

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Mark Waddell owner of Rolleston Engineering Supplies brings with him twenty years of experience to benefit customers.

Rolleston Engineering Supplies opened its doors in March 2016 and since then local manufacturers, engineers, mechanics, builders and DIY customers are realising the convenience of a locally based engineering supplies store. Rolleston Engineering Supplies stock a large range of trade tools and engineering supplies. Some of the brands stocked include Teng tools, Powerbuilt, King Tony, CRC, Evacut, Sutton, Makita, Metabo, CM Trailer, Shell, Blu-mol, Strata Welding, and many more.

Rolleston Engineering Supplies is a family owned and operated business. They offer a personal friendly service and are more flexible than corporate stores to ensure they exceed their customers' expectations. Mark Waddell, owner of Rolleston Engineering Supplies has over twenty years in the industry and brings a wealth of knowledge to the business. Mark believes there is a real need for an engineering supplies store in Rolleston due to the growth in the Selwyn district. Rolleston Engineering Supplies is located in the Izone Business Hub at the top end of Izone drive opposite Moffat Industries.



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Rural^{CO}
OBSESSED WITH AGRICULTURE

FARM
SUPPLIES

30% MORE FREE!

6.5L AT 5L PRICE = 1.5L FREE



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\$1015.00
INC GST

SAVE
\$63.40



EASY TO APPLY POUR-ON

- Double active combination delivering full Abamectin and Levamisole doses
- Highly effective against *Cooperia spp*
- Delays the development of resistance to both actives
- Broad spectrum combination for control of endectocide resistant strains including inhibited L4 stage larvae

Ideal for young cattle and dairy cows after dry-off

ACTIVE INGREDIENT CONCENTRATION: 10 g/L abamectin, 200 g/L levamisole

DOSE RATE: 1mL / 20kg. Cost to dose 250kg cow: **\$1.70 +GST**

WITHHOLDING PERIODS: Meat: 42 days Milk: 42 days

Contact Ruralco 0800 787 256. Terms and Conditions of the offer are available in store.
*Better compared to TUX Biscuits. #Best compared to TUX™

Cooperia the insidious appetite killer

ARTICLE SUPPLIED BY:



FARM SUPPLIES



Anyone with young dairy or beef cattle will know that internal parasites can impact productivity and growth rates, with autumn being a key period of concern.

It is the time of year when internal worm species are on the rise with Cooperia species being particularly prevalent. In New Zealand, many drenches are ineffective against this species of worm, so it's important to consider how to drench your younger cattle over 60kg bodyweight using the best protection available.

The main impact a Cooperia infestation is likely to have on productivity is a reduction in appetite. Changes in grazing behaviour

have been demonstrated in scientific studies where naturally infected animals spent less time grazing than non-infected herd mates. There is some scientific and much anecdotal evidence that left unchecked Cooperia can lead to lost production and clinical disease such as scouring and ill thrift.

One of the reasons for the prominence of Cooperia is the widespread development of drench resistance to the endectocide, ML or 'mectin' family (i.e. abamectin, doramectin, eprinomectin etc.).

Fortunately levamisole is still highly effective against this worm. However by itself levamisole will provide limited protection against some other production-limiting worm species.

Using a combination of levamisole, together with a potent ML such as abamectin will therefore offer your young cattle protection from all the important internal production-limiting worms.

To combat both the high worm challenge and Cooperia resistance, a combination drench such as Outlaw Pour-on is extremely effective. Both levamisole and abamectin target intestinal parasites with levamisole also targeting ML resistant Cooperia and abamectin taking care of the Ostertagia which can evade the short-acting levamisole component by burrowing into the stomach wall.

Outlaw Pour-on combination is ideally suited for easy application and offers young cattle over 60kg bodyweight protection from the major internal, production-limiting parasites including ML-resistant Cooperia species.

Outlaw Pour On features:

- Convenient low volume pour-on easy to apply formulation.
- Double active combination delivering full abamectin and levamisole doses
- Highly effective against Cooperia spp resistant to the endectocides (ML Resistant)
- Ideal for young cattle over 60kg bodyweight and dairy cows after dry-off.

Dose Rate

1mL/20kg Bodyweight

Withholding Period

Meat and milk 42days

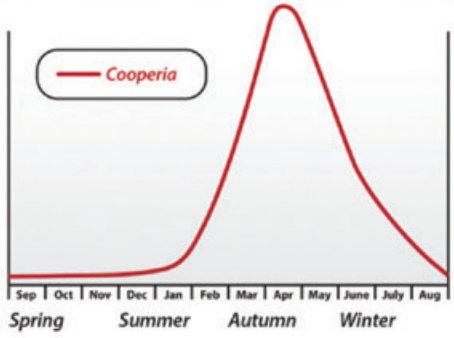
Pack Sizes

2.5L & 6.5L backpacks

For more information on Outlaw, talk to your local RuralCo representative or visit your RuralCo store.

Outlaw is registered under the ACVM Act 1997.

Seasonal Prevalence of Cooperia Species in untreated New Zealand Cattle (schematic)



FARM SUPPLIES

Receive a Victorinox Fish Fillet Knife with leather sheath when you purchase a Cydectin® Pour-On 17L drum!



PLUS, go into the draw to

win a Te Pari Revolution Drench Gun

WHAT'S IN THE DRUM THAT MAKES IT WORK HARDER?

17LT DRUM
\$1819.00

Moxidectin, the most potent macrocyclic lactone (mectin)

Made in NZ to Zoetis global quality standards

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Rainfast

Kills biting and sucking lice



Proven formulation: with ingredients to help absorption, spreadability and efficacy.

NZ trial work

Ongoing protection against worms

4.2KGS ↑

99%

35 DAYS*

NIL WHP

Convenience: Nil meat, milk and bobby calf withholding periods

Effective: 99% kill against *Ostertagia*²

Recyclable in Agrecovery scheme: more sustainable for the planet



1. Murphy, A. The effect of treatment with moxidectin, a long acting endectocide, on milk production in lactating dairy cows World Buiatrics Congress, 1998. 2. Leathwick, D.M. Miller, C.M. Efficacy of oral, injectable and pour-on formulations of moxidectin against gastrointestinal nematodes in cattle in New Zealand. Veterinary Parasitology, 2012. * against *Ostertagia ostertagi*. Zoetis New Zealand Limited, Tel: 0800 650 277; www.zoetis.co.nz. CYDECTIN is a registered trademark of Zoetis. ACVM No. A6203.

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| MARKING TYPE <input type="checkbox"/> LaserPlus | MALE TAG | | FEMALE TAG | |
|--|----------|--------|------------|--------|
| | SIZE | COLOUR | SIZE | COLOUR |

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The **BOLDEST, BLACKEST, EASIEST-TO-READ** livestock identification

DAIRY CULL—NAIT TAGS BEST ADVICE!

Use an FDX low cost Replacement Tag to comply your dairy culls

NAIT NUMBER

BRIGHT COLOURS



QUANTITY REQUIRED:

Cattle tags, white only

PLEASE TICK ONE

Defaults to Cattle and FDX unless otherwise specified

HDX High performance FDX Low cost

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DEER Allows movement to slaughter



BRIGHT COLOURS

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IDENTIFIER

- Applies all Allflex panel tags
- EID compatible
- Dramatically reduces the chance of ripped ears

SAFETY EAR TAG REMOVAL KNIFE

Fast, safe removal of any unwanted plastic tags

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| 1 | | 19 | | 37 | | 55 | | 73 | | 91 | | 109 | | 127 | | 145 | | 163 | | 181 | | 199 | |
| 2 | | 20 | | 38 | | 56 | | 74 | | 92 | | 110 | | 128 | | 146 | | 164 | | 182 | | 200 | |
| 3 | | 21 | | 39 | | 57 | | 75 | | 93 | | 111 | | 129 | | 147 | | 165 | | 183 | | 201 | |
| 4 | | 22 | | 40 | | 58 | | 76 | | 94 | | 112 | | 130 | | 148 | | 166 | | 184 | | 202 | |
| 5 | | 23 | | 41 | | 59 | | 77 | | 95 | | 113 | | 131 | | 149 | | 167 | | 185 | | 203 | |
| 6 | | 24 | | 42 | | 60 | | 78 | | 96 | | 114 | | 132 | | 150 | | 168 | | 186 | | 204 | |
| 7 | | 25 | | 43 | | 61 | | 79 | | 97 | | 115 | | 133 | | 151 | | 169 | | 187 | | 205 | |
| 8 | | 26 | | 44 | | 62 | | 80 | | 98 | | 116 | | 134 | | 152 | | 170 | | 188 | | 206 | |
| 9 | | 27 | | 45 | | 63 | | 81 | | 99 | | 117 | | 135 | | 153 | | 171 | | 189 | | 207 | |
| 10 | | 28 | | 46 | | 64 | | 82 | | 100 | | 118 | | 136 | | 154 | | 172 | | 190 | | 208 | |
| 11 | | 29 | | 47 | | 65 | | 83 | | 101 | | 119 | | 137 | | 155 | | 173 | | 191 | | 209 | |
| 12 | | 30 | | 48 | | 66 | | 84 | | 102 | | 120 | | 138 | | 156 | | 174 | | 192 | | 210 | |
| 13 | | 31 | | 49 | | 67 | | 85 | | 103 | | 121 | | 139 | | 157 | | 175 | | 193 | | 211 | |
| 14 | | 32 | | 50 | | 68 | | 86 | | 104 | | 122 | | 140 | | 158 | | 176 | | 194 | | 212 | |
| 15 | | 33 | | 51 | | 69 | | 87 | | 105 | | 123 | | 141 | | 159 | | 177 | | 195 | | 213 | |
| 16 | | 34 | | 52 | | 70 | | 88 | | 106 | | 124 | | 142 | | 160 | | 178 | | 196 | | 214 | |
| 17 | | 35 | | 53 | | 71 | | 89 | | 107 | | 125 | | 143 | | 161 | | 179 | | 197 | | 215 | |
| 18 | | 36 | | 54 | | 72 | | 90 | | 108 | | 126 | | 144 | | 162 | | 180 | | 198 | | 216 | |

FRONT PAGE TOTAL



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| 217 | | 285 | | 353 | | 421 | | 489 | | 557 | | 625 | | 693 | | 761 | | 829 | | 867 | | 935 | |
| 218 | | 286 | | 354 | | 422 | | 490 | | 558 | | 626 | | 694 | | 762 | | 830 | | 868 | | 936 | |
| 219 | | 287 | | 355 | | 423 | | 491 | | 559 | | 627 | | 695 | | 763 | | 831 | | 869 | | 937 | |
| 220 | | 288 | | 356 | | 424 | | 492 | | 560 | | 628 | | 696 | | 764 | | 832 | | 870 | | 938 | |
| 221 | | 289 | | 357 | | 425 | | 493 | | 561 | | 629 | | 697 | | 765 | | 833 | | 871 | | 939 | |
| 222 | | 290 | | 358 | | 426 | | 494 | | 562 | | 630 | | 698 | | 766 | | 834 | | 872 | | 940 | |
| 223 | | 291 | | 359 | | 427 | | 495 | | 563 | | 631 | | 699 | | 767 | | 835 | | 873 | | 941 | |
| 224 | | 292 | | 360 | | 428 | | 496 | | 564 | | 632 | | 700 | | 768 | | 836 | | 874 | | 942 | |
| 225 | | 293 | | 361 | | 429 | | 497 | | 565 | | 633 | | 701 | | 769 | | 837 | | 875 | | 943 | |
| 226 | | 294 | | 362 | | 430 | | 498 | | 566 | | 634 | | 702 | | 770 | | 838 | | 876 | | 944 | |
| 227 | | 295 | | 363 | | 431 | | 499 | | 567 | | 635 | | 703 | | 771 | | 839 | | 877 | | 945 | |
| 228 | | 296 | | 364 | | 432 | | 500 | | 568 | | 636 | | 704 | | 772 | | 840 | | 878 | | 946 | |
| 229 | | 297 | | 365 | | 433 | | 501 | | 569 | | 637 | | 705 | | 773 | | 841 | | 879 | | 947 | |
| 230 | | 298 | | 366 | | 434 | | 502 | | 570 | | 638 | | 706 | | 774 | | 842 | | 880 | | 948 | |
| 231 | | 299 | | 367 | | 435 | | 503 | | 571 | | 639 | | 707 | | 775 | | 843 | | 881 | | 949 | |
| 232 | | 300 | | 368 | | 436 | | 504 | | 572 | | 640 | | 708 | | 776 | | 844 | | 882 | | 950 | |
| 233 | | 301 | | 369 | | 437 | | 505 | | 573 | | 641 | | 709 | | 777 | | 845 | | 883 | | 951 | |
| 234 | | 302 | | 370 | | 438 | | 506 | | 574 | | 642 | | 710 | | 778 | | 856 | | 884 | | 952 | |
| 235 | | 303 | | 371 | | 439 | | 507 | | 575 | | 643 | | 711 | | 779 | | 847 | | 885 | | 953 | |
| 236 | | 304 | | 372 | | 440 | | 508 | | 576 | | 644 | | 712 | | 780 | | 848 | | 886 | | 954 | |
| 237 | | 305 | | 373 | | 441 | | 509 | | 577 | | 645 | | 713 | | 781 | | 849 | | 887 | | 955 | |
| 238 | | 306 | | 374 | | 442 | | 510 | | 578 | | 646 | | 714 | | 782 | | 850 | | 888 | | 956 | |
| 239 | | 307 | | 375 | | 443 | | 511 | | 579 | | 647 | | 715 | | 783 | | 851 | | 889 | | 957 | |
| 240 | | 308 | | 376 | | 444 | | 512 | | 580 | | 648 | | 716 | | 784 | | 852 | | 890 | | 958 | |
| 241 | | 309 | | 377 | | 445 | | 513 | | 581 | | 649 | | 717 | | 785 | | 823 | | 891 | | 959 | |
| 242 | | 310 | | 378 | | 446 | | 514 | | 582 | | 650 | | 718 | | 786 | | 824 | | 892 | | 960 | |
| 243 | | 311 | | 379 | | 447 | | 515 | | 583 | | 651 | | 719 | | 787 | | 825 | | 893 | | 961 | |
| 244 | | 312 | | 380 | | 448 | | 516 | | 584 | | 652 | | 720 | | 788 | | 826 | | 894 | | 962 | |
| 245 | | 313 | | 381 | | 449 | | 517 | | 585 | | 653 | | 721 | | 789 | | 827 | | 895 | | 963 | |
| 246 | | 314 | | 382 | | 450 | | 518 | | 586 | | 654 | | 722 | | 790 | | 828 | | 896 | | 964 | |
| 247 | | 315 | | 383 | | 451 | | 519 | | 587 | | 655 | | 723 | | 791 | | 829 | | 897 | | 965 | |
| 248 | | 316 | | 384 | | 452 | | 520 | | 588 | | 656 | | 724 | | 792 | | 830 | | 898 | | 966 | |
| 249 | | 317 | | 385 | | 453 | | 521 | | 589 | | 657 | | 725 | | 793 | | 831 | | 899 | | 967 | |
| 250 | | 318 | | 386 | | 454 | | 522 | | 590 | | 658 | | 726 | | 794 | | 832 | | 900 | | 968 | |
| 251 | | 319 | | 387 | | 455 | | 523 | | 591 | | 659 | | 727 | | 795 | | 833 | | 901 | | 969 | |
| 252 | | 320 | | 388 | | 456 | | 524 | | 592 | | 660 | | 728 | | 796 | | 834 | | 902 | | 970 | |
| 253 | | 321 | | 389 | | 457 | | 525 | | 593 | | 661 | | 729 | | 797 | | 835 | | 903 | | 971 | |
| 254 | | 322 | | 390 | | 458 | | 526 | | 594 | | 662 | | 730 | | 798 | | 836 | | 904 | | 972 | |
| 255 | | 323 | | 391 | | 459 | | 527 | | 595 | | 663 | | 731 | | 799 | | 837 | | 905 | | 973 | |
| 256 | | 324 | | 392 | | 460 | | 528 | | 596 | | 664 | | 732 | | 800 | | 838 | | 906 | | 974 | |
| 257 | | 325 | | 393 | | 461 | | 529 | | 597 | | 665 | | 733 | | 801 | | 839 | | 907 | | 975 | |
| 258 | | 326 | | 394 | | 462 | | 530 | | 598 | | 666 | | 734 | | 802 | | 840 | | 908 | | 976 | |
| 259 | | 327 | | 395 | | 463 | | 531 | | 599 | | 667 | | 735 | | 803 | | 841 | | 909 | | 977 | |
| 260 | | 328 | | 396 | | 464 | | 532 | | 600 | | 668 | | 736 | | 804 | | 842 | | 910 | | 978 | |
| 261 | | 329 | | 397 | | 465 | | 533 | | 601 | | 669 | | 737 | | 805 | | 843 | | 911 | | 979 | |
| 262 | | 330 | | 398 | | 466 | | 534 | | 602 | | 670 | | 738 | | 806 | | 844 | | 912 | | 980 | |
| 263 | | 331 | | 399 | | 467 | | 535 | | 603 | | 671 | | 739 | | 807 | | 845 | | 913 | | 981 | |
| 264 | | 332 | | 400 | | 468 | | 536 | | 604 | | 672 | | 740 | | 808 | | 846 | | 914 | | 983 | |
| 265 | | 333 | | 401 | | 469 | | 537 | | 605 | | 673 | | 741 | | 809 | | 847 | | 915 | | 984 | |
| 266 | | 334 | | 402 | | 470 | | 538 | | 606 | | 674 | | 742 | | 810 | | 848 | | 916 | | 985 | |
| 267 | | 335 | | 403 | | 471 | | 539 | | 607 | | 675 | | 743 | | 811 | | 849 | | 917 | | 986 | |
| 268 | | 336 | | 404 | | 472 | | 540 | | 608 | | 676 | | 744 | | 812 | | 850 | | 918 | | 987 | |
| 269 | | 337 | | 405 | | 473 | | 541 | | 609 | | 677 | | 745 | | 813 | | 851 | | 919 | | 988 | |
| 270 | | 338 | | 406 | | 474 | | 542 | | 610 | | 678 | | 746 | | 814 | | 852 | | 920 | | 989 | |
| 271 | | 339 | | 407 | | 475 | | 543 | | 611 | | 679 | | 747 | | 815 | | 853 | | 921 | | 990 | |
| 272 | | 340 | | 408 | | 476 | | 544 | | 612 | | 680 | | 748 | | 816 | | 854 | | 922 | | 991 | |
| 273 | | 341 | | 409 | | 477 | | 545 | | 613 | | 681 | | 749 | | 817 | | 855 | | 923 | | 992 | |
| 274 | | 342 | | 410 | | 478 | | 546 | | 614 | | 682 | | 750 | | 818 | | 856 | | 924 | | 993 | |
| 275 | | 343 | | 411 | | 479 | | 547 | | 615 | | 683 | | 751 | | 819 | | 857 | | 925 | | 994 | |
| 276 | | 344 | | 412 | | 480 | | 548 | | 616 | | 684 | | 752 | | 820 | | 858 | | 926 | | 995 | |
| 277 | | 345 | | 413 | | 481 | | 549 | | 617 | | 685 | | 753 | | 821 | | 859 | | 927 | | 996 | |
| 278 | | 346 | | 414 | | 482 | | 550 | | 618 | | 686 | | 754 | | 822 | | 860 | | 928 | | 997 | |
| 279 | | 347 | | 415 | | 483 | | 551 | | 619 | | 687 | | 755 | | 823 | | 861 | | 929 | | 998 | |
| 280 | | 348 | | 416 | | 484 | | 552 | | 620 | | 688 | | 756 | | 824 | | 862 | | 930 | | 999 | |
| 281 | | 349 | | 417 | | 485 | | 553 | | 621 | | 689 | | 757 | | 825 | | 863 | | 931 | | 1000 | |
| 282 | | 350 | | 418 | | 486 | | 554 | | 622 | | 690 | | 758 | | 826 | | 864 | | 932 | | | |
| 283 | | 351 | | 419 | | 487 | | 555 | | 623 | | 691 | | 759 | | 827 | | 865 | | 933 | | | |
| 284 | | 352 | | 420 | | 488 | | 556 | | 624 | | 692 | | 760 | | 828 | | 866 | | 934 | | | |

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BONUS POUR ON GUN (WORTH \$50)
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Mectin Pour On

For the treatment and control of internal and external parasites of Cattle.
Contains: abamectin. Dosage: cattle 1ml/20kg. Nil milk withholding, rainfast.

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Getting the mineral balance right to improve your mating

If you are serious about addressing *metabolic issues, poor milk production and a reduction in the involuntary culling of cows*, it's time to give serious consideration to the use of Bell-Booth's intensive course of minerals and trace elements, the IntenSE range.



IntenSE240 delivering big results on a big Canterbury dairy holding

When you milk 6,200 cows and your goal is to produce three million milksolids in a season, getting your trace element program right the first time, is critical.

With a farm policy of: **1.** no CIDRs; **2.** five weeks AI; **3.** five weeks of the bull; **4. operating costs at \$3.39/cow**; the animal health program of choice on this corporate needs to be formulated with the right ingredients, at the right levels, to get the right outcomes.

For the last five seasons the contract milker and farm managers on this large, family-owned corporate have implemented an **IntenSE240 program**. The easily-dissolved, IntenSE-powder product is dosed-daily via waterlines during the lactation period. The staff on this farming group love simple & easy systems; they find no bother adding IntenSE240 to the waterline, it's just part of the daily routine. The farm's owner has a straightforward policy when it comes to expected outcomes: *"If you expect cows to perform close to 500kg milksolids, you need the support of a good trace element and mineral program and IntenSE is formulated to support these goals. The results speak for themselves"*:

Farm 1

1,850 cows
6 week in-calf rate: 77%
Empty rate: 9.5%

Farm manager Barry recognises the value of a cow in good condition and is confident that the IntenSE program has contributed towards this objective. Barry says *"The staff and I strive to do the best and the IntenSE program is part of the strategy. Our blood test results come back great and we know going into mating the cows are primed and ready. We only have the odd case of metabolic issues and somatic cell counts sit below 200,000 all season"*.

Farm 2

2,600 cows
6-week in-calf rate: 72%
Empty rate: 12%

Farm manager Mark is pleased with the outcomes from his IntenSE240 program. *"Large herds have some additional challenges when it comes to getting cows in-calf and with Canterbury average empty rate for spring 2016 mating around 18-20%, for us to secure a 72% 6-week in-calf rate and a 12% empty-rate we're really pleased with the results"*.

Farm 3

1,750 cows
6-week in-calf rate: 80%
Empty rate: 6%

Contract milker Chris says *"Blood test levels are never low and thanks to excellent mineral levels from IntenSE240 I don't need to boost animals with injections which saves so much time, energy and money. I don't use many metabolic recovery treatments and I didn't even need to call the vet in. I have even had the opportunity to do some voluntary culling so I can sell any late-calvers. I believe if I do the little things right, the big things look after themselves"*.

Start the programme before drying off to get the results.



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Strip grazing without mains power

FARM SUPPLIES



Whether you're strip grazing to maximise feed utilisation of seasonal forage crops through direct grazing, or to keep quality in your pasture and improve yield, it just got easier and more convenient.

Whether you're strip grazing to maximise feed utilisation of seasonal forage crops through direct grazing, or to keep quality in your pasture and improve yield, it just got easier and more convenient.

Stafix by Datamars has upgraded its portable solar energisers, significantly improving portability and power on the fence, taking the hassle out of strip grazing in areas without mains power.

Keeping quality in your pasture.

Regular and controlled strip grazing using a portable fencing system and a Stafix solar energiser is an effective way to maintain grass at the high growth tillering stage - fresh, lush pasture with high protein and

energy levels. When grazed and rested for the right amount of time, optimum conditions for grass growth are maintained with plants producing leafy shoots from the base.

Maximising feed utilisation of forage crops.

Crops like turnips, kale, sorghum etc are cheap to establish and useful for filling feed deficits during cold or dry months where grass growth slows or stops completely. Direct grazing of such crops using portable electric fencing powered with a Stafix solar energiser eliminates the costs and time associated with harvesting and feeding out. And, importantly, animal waste is returned directly to the land.

Small and mighty.

The new compact size (the result of smarter, more efficient electronics) and an ergonomically weighted handle make the new Stafix solar energisers easy to move around the farm.

In addition to putting more voltage on the fence, they're simpler and more intuitive to use too. Fitting and replacing the battery

is fail-safe and fence leads can be clipped away when transporting from one paddock to another.

Plus multiple mounting configurations make it easy to attach to Y-post, T-post or wood.

An in-built battery management system ensures the new Stafix solar energiser will continue to work for 3 weeks without sunlight and the status of the battery is clearly visible on a battery status indicator. This means that the energiser is extremely low-maintenance and will need little interference other than the usual routine checks of the fence.

The small and mighty new S80 and S150 Stafix solar energisers are available from your local Ruralco store, or for more information talk to your Ruralco Representative.

Gallagher Fencing Deals

FREE BLUETOOTH SPEAKER WITH \$500 SPEND ON GALLAGHER PRODUCTS

FREE REMOTE



MB2800i Energizer
incl. Energizer Controller
[Suitable for 120 Hectares]

\$1,399.00
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FREE REMOTE



M5800i Energizer
incl. Energizer Controller
[Suitable for 240 Hectares]

\$1,699.00
SAVE \$200.10

FREE REMOTE



M10,000i Energizer
incl. Energizer Controller
[Suitable for 240 Hectares]

\$3,199.00
SAVE \$361.50



VALUE PACK

Gate Handle

\$32.90
SAVE \$3.20



Wire Strainer

\$2.30
SAVE \$1.00



Insulated End Strainer

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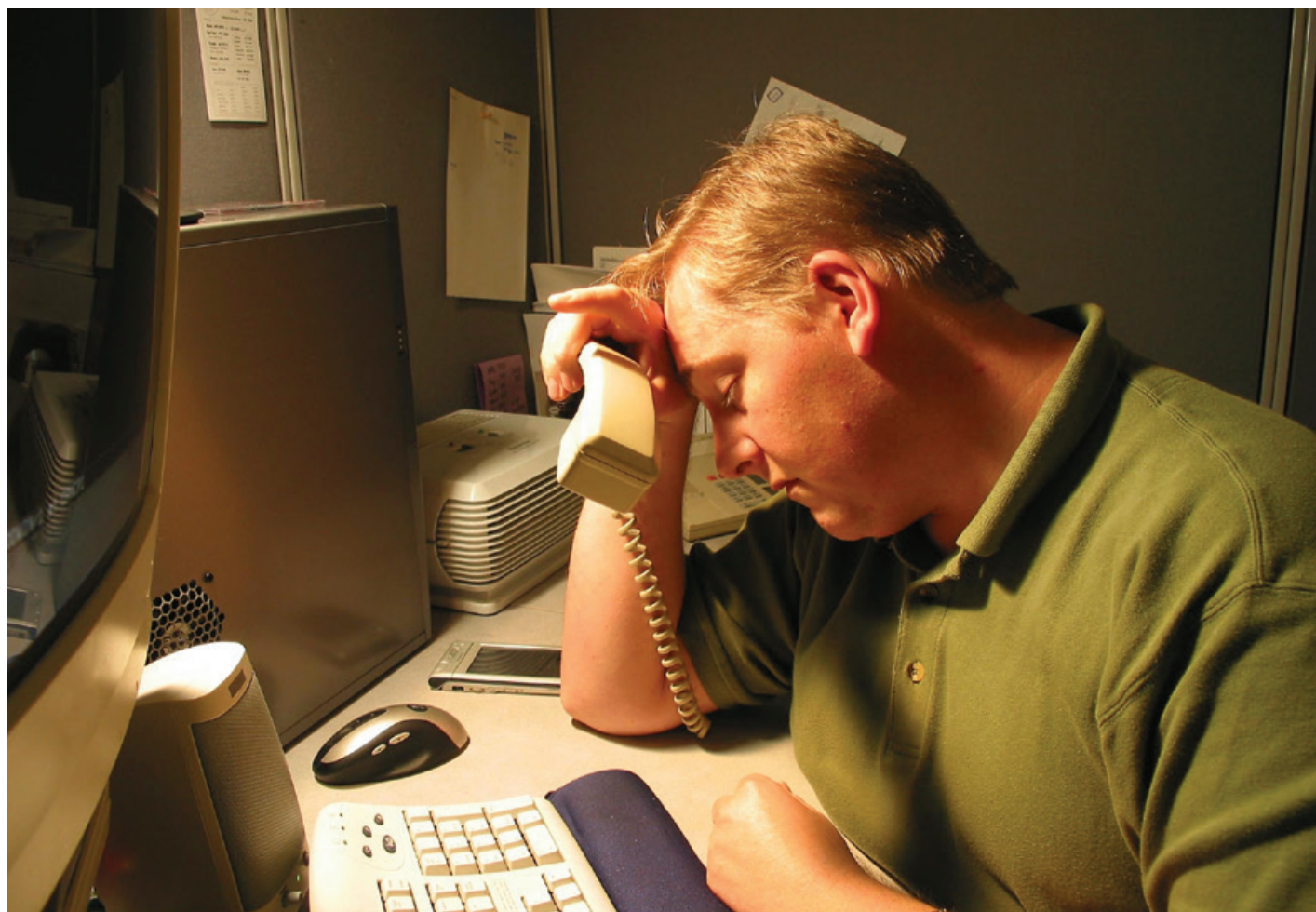
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Common sense doesn't work

Health and Safety has been around for years and in the past we've relied on that old chestnut of "common sense". WORDS BY GREGG PETERS, HEALTH & SAFETY CONSULTANT, ONFARMSAFETY



Sadly common sense just isn't that common, but not because there are a lot of people out there who have no clue, but more because it doesn't actually exist in the first place.

Think about it, everyone has different life experience, different teachings from their parents, different groups of friends and family who influence them and different job experience, so expecting everyone to have enough knowledge about everything to keep them safe is just not going to work. Experiences sometimes result in good results, or painful ones, and so common sense is a learned behaviour and does not just automatically 'happen'.

Enter the Health & Safety At Work Act 2015 which has been upgraded from the previous act in an effort to reduce accidents, reduce workplace deaths and make sure that those than own businesses are aware of what they should be doing to ensure the safety of their staff, why do we have this new legislation? Because common sense wasn't working.

Simply put, if you own a business you need a health and safety plan and if you have staff you REALLY need a health and safety plan.

Relying on common sense doesn't work, putting your head in the sand doesn't work either and neither does thinking "it won't happen to me" or "no one's going to tell me how to run my business", the fact is that if something does happen and you are found liable the subsequent fines imposed may ensure you don't have a business left to run. Having staff increases the risk of an accident within your business and even if you don't have staff having contractors on site will do the same, both create an increased likelihood of something happening and despite several organisations insisting you just need to have good communication and not to worry about documentation I can assure you from personal experience this is not going to cut the mustard if you find yourself on the receiving end of a WorkSafe investigation.

I've worked with dozens of businesses and the two things that comes up regularly are "We've been thinking about it for a couple of years but haven't got around to it" and "It all seems a bit too hard really". A Health and Safety plan doesn't need to be complicated but it does need to be thorough and

IMAGE: Relying on common sense doesn't work, putting your head in the sand doesn't work either and neither does thinking "it won't happen to me"

understood by all in the workplace. Yes there will be some paperwork, yes it will take time to set up, but once in place it should just be a case of doing and gathering evidence of what you say you do.

A generic plan is a good start and better than nothing but you should have a good working system that you can understand and that reflects your business and the way you run it. Your plan needs to be specific to what you do because no two businesses have the same risks or hazards, no two businesses are run the same way.

If you've read this article and your still thinking "Nah, I don't need a plan, I'll just wing it", maybe you'll be ok, maybe one of your staff won't roll your tractor or put your quad bike into a gully or get hurt handling stock, or get poisoned spraying herbicide without a respirator, or fall into the effluent pond and be overcome by methane fumes. Maybe. But what if something like that does happen?



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GIFT & HOMEWARE

Protect your farm from fire

Research shows that certain types of plants can help protect properties from being destroyed by fire. And several New-Zealand farms are now directly benefiting from these findings. WORDS AND IMAGE SUPPLIED BY TIM CURRAN



Lincoln University ecology lecturer Tim Curran and postdoctoral researcher Sarah Wyse, along with Professor George Perry of the University of Auckland, measured the shoot flammability of almost 200 plants as part of a study on the burning ability of various species.

"The plants we measured ranged from species such as poroporo, which did not ignite in any of our tests, through to plants like snow tussock and ponderosa pine, which burned for a long time and at high temperatures," says Dr Curran.

The research findings are being applied to several different farms as part of a wider farming and nature conservation project, co-led by Associate Professor Hannah Buckley, of the Auckland University of Technology, and Professor David Norton, of the University of Canterbury.

"By measuring the flammability of common plant species on a range of farms, we are documenting fire hazards on these properties," says Dr Curran.

"We can then use this information to see how changes in vegetation management might alter fire hazard. For instance, we can assess how the establishment of a shelterbelt of low flammability native species might provide a valuable ecosystem service to a farm."

Shoot flammability is assessed on a device that the team affectionately refers to as their plant barbecue, which allows for standard measurements across species.

Highly flammable plants include gorse, marram grass, silver beech, kanuka, rimu, eucalyptus, and manuka. Common low flammability species are *Coprosma repens*, lowland ribbonwood, five finger, kohekohe, karaka, marbleleaf, wineberry, mahoe, Lombardy poplar, ngaio, tree fuchsia and broadleaf.

The latter can be used to plant green firebreaks to halt fire spread.

"Green firebreaks are strips of low flammability species planted at strategic locations across the landscape to reduce fire

spread by extinguishing embers and the fire front, and also by blocking radiant heat," says Dr Curran.

"Green firebreaks have been widely used throughout the world for fire mitigation, particularly in China which has planted 364,000 km of them."

Fire and Emergency New Zealand maintains a list of plant species that are rated according to their flammability. See www.fireandemergency.nz/at-home/flammability-of-plant-species/.

For early research by Lincoln University and the University of Auckland on shoot flammability of New Zealand species, visit www.publish.csiro.au/wf/wf15047.

IMAGE: Lincoln University PhD student, Azhar Alam, measures the flammability of gorse on the research team's "plant barbecue", which allows for standard measurements across species

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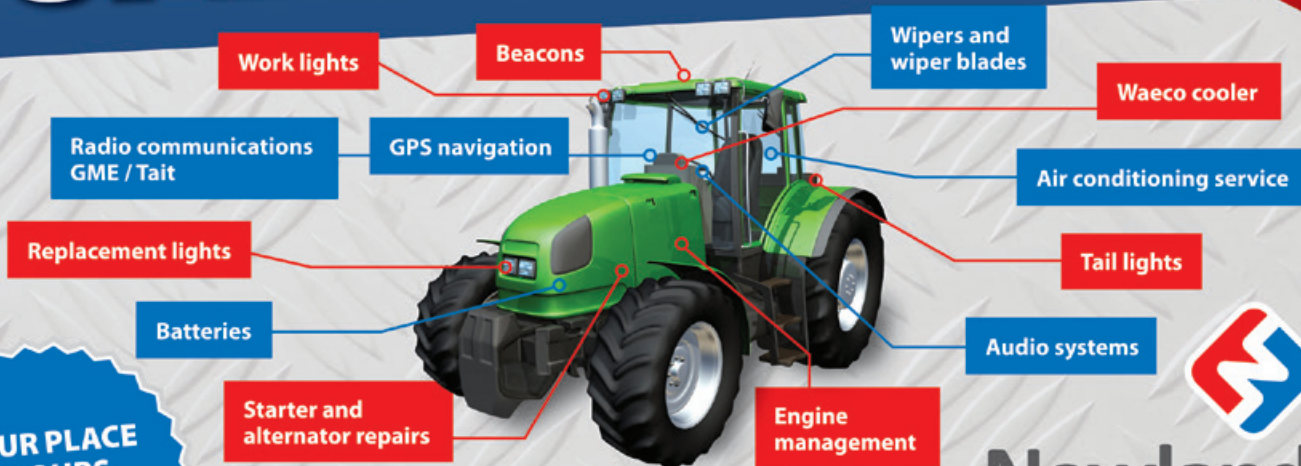
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The animal feed industry is one of those quiet achievers whose everyday activities underpin a great deal of what New Zealand farmers take for granted: that the feed they give to their animals promotes optimum health and wellbeing, maximises output and long-term farm viability, and is of the highest quality.

WORDS & IMAGE SUPPLIED BY MICHAEL BROOKS, EXECUTIVE DIRECTOR, NEW ZEALAND FEED MANUFACTURERS ASSOCIATION.

The New Zealand animal feed industry is a surprisingly small one, with just 30 manufacturing companies producing over 1.1 million metric tonnes of bulk and bagged feed a year (2017). Their feed mills also process a healthy chunk of New Zealand's annual 619,948 metric tonnes of domestic wheat, barley and maize production (2017), making them a truly valuable and important customer for the arable sector.

Poultry, pig, calf and dairy are the major consumers of domestically produced animal feeds, with poultry continuing to show steady growth (chicken is the nation's most popular table protein and Kiwis consume over 1.3 billion eggs per year), and dairy staging a significant comeback after its recovery from depressed milk prices worldwide.

The main type of feed is known as compound feed, i.e. grains that have been

subjected to heat treatment and formed into pellets together with the addition of non-grain ingredients such as vitamins, amino acids and minerals. Blended grains, which are not heat-treated but have added non-grain ingredients, are also an important provider to the dairy sector.

With a lot riding on so few, the New Zealand Feed Manufacturers Association (NZFMA), the industry's governing body, places a huge emphasis on feed quality and in ensuring that animal feeds manufactured in New Zealand are not only made to the highest possible standards but are also packed and stored correctly.

This emphasis was the driving force behind the launch in July 2015 of the NZFMA's production quality accreditation programme known as FeedSafeNZ. This programme is available to NZFMA manufacturing members who pass a stringent, independent annual testing regime that involves a thorough on-site audit of their plant and storage facilities and operations. FeedSafeNZ's annual accreditation audits are carried out byASUREQuality, a company that provides food safety and biosecurity services to the food and primary production sectors worldwide.

The audit analysis requires manufacturers and blenders to meet minimum standards in relation to a comprehensive range of standards ranging from general buildings and grounds to mill machinery, cleaning and sanitation, storage of finished goods, record keeping and production management and pest and vermin control. Only production

sites that meet FeedSafeNZ standards are permitted to use the FeedSafeNZ logo on their packaging and other materials.

Michael Brooks, NZFMA Executive Director, says, "New Zealand has an enviable reputation when it comes to locally manufactured feed, and with the FeedSafeNZ accreditation farmers can be even more reassured that the feed they are purchasing is manufactured to the highest possible standard. FeedSafeNZ helps to eliminate product that can lead to poor animal growth and production, as well as reducing cross-contamination of ingredients from storage or processing."

A second key aim of the FeedSafeNZ programme, he says, is to protect the safety of human food, and with the growing emphasis and awareness of food safety among consumers, the introduction of the FeedSafeNZ accreditation is valuable. Brooks says it is pleasing to see how FeedSafeNZ has been embraced by feed manufacturers nationwide. Accreditation is likely to become mandatory for all NZFMA manufacturers.

For more information about FeedSafeNZ visit the NZFMA website at www.nzfma.org.nz or email the NZFMA on: info@nzfma.org.nz



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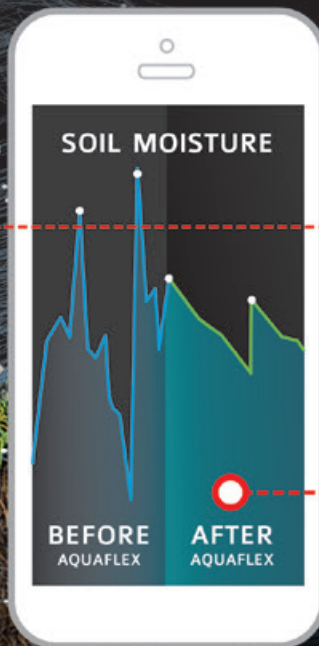
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New tool for farming within limits

Farmers looking to reduce their losses to the environment can use a powerful new tool to make it easier to plan, cost and put in place the mitigations to do the job.

WORDS AND IMAGE SUPPLIED BY BALLANCE AGRI-NUTRIENTS



New rules to improve water quality are coming into force around the country, with rules setting limits on the amounts of contaminants entering fresh water. Farmers face the challenge of increasing their focus on sustainability while remaining productive and maintaining profits. For some reducing losses also presents the opportunity to boost profits. To make it easier for farmers to effectively meet this challenge, Ballance and AgResearch have spent more than 10 years developing MitAgator, a comprehensive, practical, science-based tool that identifies where losses of the four main contaminants to water occur on farms, and then provides the best ways to reduce those losses.

"MitAgator is the first ever software tool to singlehandedly deal with nitrogen, phosphorus, E. coli and sediment losses. The most appropriate mitigations can be targeted to those areas of greatest loss (critical source areas). It comes with around 30 years of independent research into nutrient and sediment loss and E. coli risk built into it," says Ballance Agri-Nutrients Nutrient Dynamics Specialist Jim Risk.

See your farm's critical source areas

"Even though MitAgator brings a lot of complex information together, it's highly

visual, so is easy to understand," says Jim. The software produces a risk map of the farm for each contaminant, showing the critical source areas where most losses occur, which can be targeted for the biggest impact.

"Farmers will probably already know some of these areas, but losses like nitrogen leaching or phosphorus runoff aren't so obvious and vary across a farm. Having risk maps for all the contaminants in one place also allows you to be smarter with your mitigations," says Jim.

To identify critical source areas, MitAgator builds on Overseer farm management data, a detailed digital farm map, contour/elevation data and on-the-ground information about soil types. Powerful algorithms developed from many years of research are behind the risk maps and mitigations. "Ballance can help with the farm map and source the elevation and soil type information," says Jim.

See the best mitigations for each area

For each critical source areas, MitAgator compares the effectiveness and cost of the 24 mitigations currently built into it and selects the most suitable mitigations. Some of the mitigations are cutting edge, having only recently come to light from recent research, but others are more widely known,

such as fencing waterways and riparian planting. Most of the mitigations are suitable for dairy, sheep and beef or deer, but some are tailored to specific farm types such as dairy or deer. Additional mitigations can be added in the future, but this will depend on the outcomes of research into them.

Any existing on-farm mitigations that are yet to be quantified and accounted for in terms of effectiveness can be selected from MitAgator's built-in set of mitigations. This provides information on work already done, which can be used to demonstrate reductions already made.

Mitigation scenarios can be tested by differing approaches. A target can be set based on a desired reduction or available budget, MitAgator will then provide information on mitigation options to reach that target. Alternatively, different combinations of mitigation options can be tried out, to see what they achieve.

After validating the mitigation scenarios for your farm, a Ballance Farm Sustainability Services specialist can integrate MitAgator's risk maps and mitigation scenarios into a comprehensive Farm Environment Plan. This clearly identifies areas or sources of losses across the property and the costs and impacts of potential mitigations, as well as highlighting the good management practices already in place on your farm and identifying the ones that can be worked towards.

MitAgator is operated by Ballance's Farm Sustainability Services Team. To get started, you need a nutrient budget and a digital farm map. Ballance will provide soil maps, an elevation layer and an aerial image of the farm (preferred but not essential). Three options are available: a risk map only, a risk map with scenario analysis, or the full package which includes a farm plan. To find out more, contact your Ruralco Representative.

MitAgator is just one outcome of the Ballance Agri-Nutrients led Clearview Innovations Primary Growth Partnership programme funded by the Ministry for Primary Industries to develop products to increase on-farm productivity and reduce nutrient losses to the environment. The Ministry of Business, Employment and Innovation's Clean Water, Productive Land programme funded development of the algorithms behind MitAgator.

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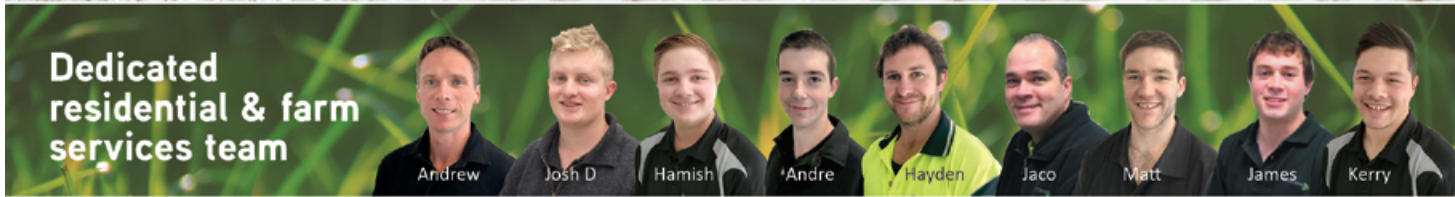
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Mitigating mud this winter

At one time or another most of us have lost a gumboot in the mud.

WORDS & IMAGES SUPPLIED BY NICK TAIT, DAIRYNZ PROJECT LEAD

No matter how well you manage your crop, or pasture, if it's a wet winter it's inevitable there's going to be some mud.

But there are a number of simple things you can do to help keep mud to a minimum, protect your paddocks and keep your cows comfortable.

Many of you are doing a great job to ensure this happens, but we believe it's an area we need to continue improving to ensure we're leading the way in animal care and doing our best for the environment.

So, what should we be focusing on?

One of the easiest ways you can reduce the impact of a wet spell or heavy rain on your paddocks and cows is through focusing your efforts on good grazing management.

This includes back fencing, using portable troughs, staying out of critical source areas (CSAs), adjusting your mob size to the paddock, and grazing paddocks that tend

to get wetter, or have heavier soils, when the conditions are more suitable.

These small changes can make a big impact. A trial at Telford Research Farm found protection of CSAs and strategic grazing management reduced soil and phosphorous loss by a whopping 80 to 90 percent.

Offering thin, long faced breaks rather than blocks is also good practice. This ensures all cows can access crop and limit the amount of damage to soils and increase crop utilisation.

When determining how you will break feed your paddocks, keep in mind that cows find grazing downhill more difficult as the slope interrupts their natural grazing position. If you decide to graze your cows downhill, check utilisation levels, provide cows more time to eat and expect a little more wastage.

It's also important your cows can lie down for at least eight hours a day, so in the event

of a wet spell make sure you have options to ensure they have a suitable surface to lie down. Options include paddocks that have been identified for regressing, drier paddocks, or stand-off pads.

As you all know, wintering cows on crop is complex. There's no one-size-fits-all approach as each of you will have your own set of challenges depending on your region, climate, soil type, topography and shelter.

While the weather is out of our hands, if you prepare, and follow good management practice you'll be in a better position to face whatever this winter has in store.

For more information on how to manage your paddocks and mitigate mud this winter visit dairynz.co.nz/wintering.

Nick Tait is the project lead for DairyNZ's Southern Wintering project



Limit mud by focusing on the basics

Southland farmers Maurice and Suzanne Hanning use a range of tactics to keep mud to a minimum in winter— from back fencing and portable troughs to even selecting smaller cows for their farm.

The couple have been dairy farming near Invercargill since 2011, when they converted the former sheep and beef farm which has been in Maurice's family for close to 150 years.

They selected smaller Kiwi-cross cows for their herd to help protect the soils in their paddocks.

"Instead of making the property suit the animal, we decided to pick animals that suited the property," says Suzanne.

Like most in Southland, they winter cows on crop and this year will have some cows on fodder beet and others on swedes, as well as supplementing with hay, straw and baleage.

Suzanne says while there's "always more than one way to skin a cat", they focus on doing the "basics" well to prevent mud.

Simple things they do to mitigate mud include back fencing, using portable troughs, regularly moving the break fence and providing lots of supplement to ensure cows always have access to feed.

"We usually shift the cows twice a day and use a narrow feed face. If the weather is ratty and horrible, we'll shift more frequently and top up with extra roughage if needed. We find when they're well fed, they're less likely to move up and down the break making more mud and wasting their energy looking for food and more inclined to lay down content and chew their cud."

The couple also keep mobs small to around 120 to 150 cows. They spilt their mobs based on calving date, rather than body condition score, to make it easier for them to determine when they need to go back onto pasture to avoid cows calving on crop.

"We're not perfect by any stretch of the imagination, we simply focus on good management practice," says Suzanne.

She says mitigating mud is a win-win for everyone, the cows, the environment, staff and business.

"It's easier for staff moving the break fence, you minimise feed waste and by limiting damage to your paddocks you're able to

cultivate them and get them back into grass quicker in the spring."

Suzanne says while they don't have a lot of critical source areas (CSA) on farm to manage, they do have a "web" of tile drains which flow to a CSA. The couple have fenced off the area and let the grass grow "rank" to help prevent sediment and phosphorous loss.

Suzanne says they have a range of different soils on farm, "you name it we have it".

They avoid grazing "sensitive soil" types during the winter and Suzanne says farmers should know their soil types to decide what crop and pasture to plant and when to graze or avoid grazing certain paddocks at various times of the year.

"Our cows are the ones who pay our wages. We put them here, it's our responsibility to look after them."

Farm facts:

Bristol Grove Dairies Ltd

- 230ha milking platform
- 100ha runoff
- 640 cows
- 280,000kg/MS per annum

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Iodine deficiency in sheep

Iodine deficiency can affect humans as well as animals. There are certain areas of the world where iodine deficiency is still very common and people are severely affected.

WORDS & IMAGES SUPPLIED BY IAN HODGE, GENERAL MANAGER TECHNICAL SERVICES, VETERINARY ENTERPRISES GROUP.

Attempts to treat iodine deficiency in humans can be traced back to 3000BC when a Chinese emperor successfully treated iodine deficiency with seaweed. Iodine deficiency has generally been found to be more common inland than by the sea. Seawater has a very high concentration of iodine.

In New Zealand iodine deficiency in livestock is more common in the South Island.

Canterbury, Southland and the West Coast are commonly affected. This is related to rainfall and the higher prevalence of brassica crops grown to provide supplementary feed.

Iodine deficiency causes a syndrome which includes goitre. The term goitre refers to enlarged thyroid glands. There are two thyroid glands located in the neck area in animals and humans. In response to a deficiency of iodine these glands enlarge to try and produce more iodine. In sheep, goitre is commonly seen in lambs at birth. Goats seem even more susceptible to goitre than sheep.

Development of iodine deficiency.

Iodine is ingested by sheep as they graze pasture or supplementary feed. The iodine in digested feed travels in the blood stream, and is eventually taken up by the thyroid gland where thyroid hormones are made. The two thyroid hormones are called T4 and T3. T3 is the active version and is responsible for many of the actions of iodine. Thyroid hormones are important for normal metabolism, energy utilisation, protein synthesis, heat production, lung function and oxygen usage and development of foetal brain, heart, lungs and wool follicles. Some feeds can produce products called goitrogens. The term goitrogen literally means "make goitre". The goitrogens can either block the uptake of iodine into the thyroid gland or block the conversion of T4 into the active iodine molecule T3. In New Zealand the more common goitrogen is called thiocyanate which blocks the uptake of iodine into the thyroid gland.

Brassica plants such as kale, cabbage, Brussel sprouts and broccoli all produce thiocyanate goitrogens. Some plants such as swedes and turnips produce an acid which combines with sulphur in the rumen to produce thiocyanates. Ewes grazing goitrogenic feeds can develop either clinical or sub-clinical iodine

deficiency if they are not supplemented with iodine. The ingested goitrogens cross the placenta and prevent the uptake of iodine into the foetal thyroid gland. This is the reason that lambs born to ewes grazing brassicas can be born with goitre.

Lambs born with iodine deficiency syndrome can have very poor survival. Neonatal mortality can be as much as 60% in ewes that have grazed kale pre-lambing. Lambs from affected ewes are

born with goitre, with very little wool cover, and with poor organ development including the lungs, which are unable to carry out normal gas exchange functions.

Sub-clinical iodine deficiency can effect ewe fertility by increasing perinatal lamb mortality and reducing the numbers of twins and triplets.

Diagnosis

Diagnosis of iodine deficiency is achieved by weighing both thyroid glands taken from 20-30 dead lambs. If the ratio of combined thyroid gland weight to lamb bodyweight is increased to a certain point it is diagnostic of goitre and iodine deficiency syndrome. Iodine can be tested in blood samples but this is not reliable from just one test, and the reference ranges for sheep (normal levels) are not clear. Milk may be a better test to evaluate iodine status in sheep. Taking feed samples also has limitations because iodine levels in feed vary throughout the seasons.

Treatment and prevention

Iodine deficiency syndrome is best prevented by strategic supplementation of ewes with iodine.

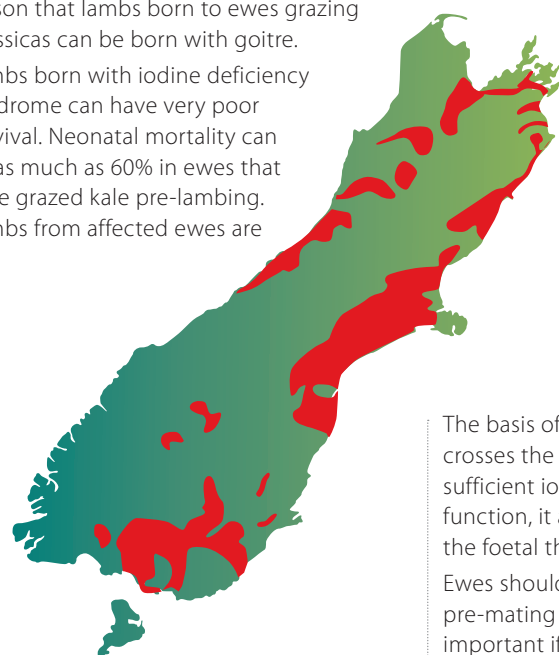


FIG.1: AREAS IN NEW ZEALAND WHERE GOITRE IS SEEN IN SHEEP

The basis of this is that iodine readily crosses the placenta, so as well as providing sufficient iodine for ewe thyroid gland function, it also provides the same iodine for the foetal thyroid gland.

Ewes should be supplemented with iodine pre-mating and pre-lambing. This is very important if any brassicas are to be fed after mating/through winter. Iodine can be supplemented either by using potassium iodide given as a drench, or as an iodised oil product given as an injection. Both are extremely effective at preventing goitre and reducing lamb mortality, and in many cases improving ewe fertility (increasing lambing percentage). Ewes are either drenched with 280mg potassium iodide 8 and 4 weeks prior to lambing, or injected with iodised oil a month before mating and 2 months prior to the start of lambing.

Lambs affected by goitre and iodine deficiency can also be treated with potassium iodide. This has been shown to improve lamb vigour and survival. There are "lamb survival drenches" available and many of these contain high concentrations of iodine.

Importantly selenium is an important part of the conversion of T4 to T3, so ensure selenium levels in sheep are always in the sufficient range.

REFERENCES.

1. *The Sheep. Health, Disease and Production.* West, Bruere and Ridler.
2. *Mineral Nutrition of Livestock.* Suttle.



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New rates keep billing simple

From May this year Ruralco Meridian Energy customers will notice a slight change when it comes to renewing their fixed energy contracts. Up until now, fixed energy contracts have always included a prompt payment discount (PPD), which for Ruralco customers was a minimum of 12%. WORDS BY RICHARD RENNIE

However, some might recall Meridian announcing in the media last year that it is moving away from PPDs because they believe it's unfair that a PPD can negatively impact those who most struggle to pay their bill.

The government's recent electricity price review favours the prohibition of PPDs and has commended Meridian on its stance.

One difference of course is that Ruralco Meridian customers have always had their

PPDs guaranteed, simply by being part of the partnership.

Tracey Gordon, Ruralco Energy Manager says she has had some enquiry from shareholders about what they may now be missing out on



IMAGE: Tracey Gordon, Ruralco Energy Account Manager

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| | |
|---|----------------|
| Amount due on your last bill | \$0.00 |
| Opening balance | \$0.00 |
| Current charges this bill | \$36.61 |
| Total amount due | \$36.61 |
| Discount | -\$0.73 |
| Discounted amount due by 6 March | \$35.88 |

GST on your discounted current charges is \$4.67

since Meridian has made the change. "And the short answer is 'nothing'".

They will simply notice the a PPD no longer appearing on their invoice, as this has been replaced with a new lower electricity rate.

Recognising the value of the Meridian and Ruralco partnership means customers will now receive the benefit of a 2% Meridian Partnership Discount on every invoice.

For any Ruralco customers whose fixed energy plans are up for renewal, Meridian has decided to hold them on their current electricity rate until May. They will also continue to receive the PPD until then. If a customer has a year or even two left on their fixed energy plan they will still see the same plan and PPD until that contract expires.

Meridian and Ruralco have an outstanding partnership that extends over 15 years, this is a partnership focussed strongly on our customers and the relationships we hold.

Both Meridian and Ruralco are pleased to confirm that we have extended our partnership together for another three years.

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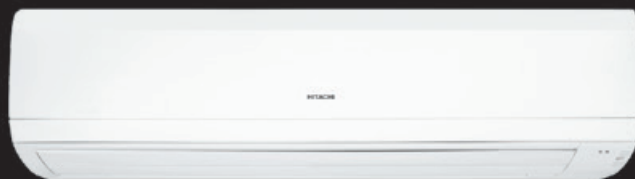
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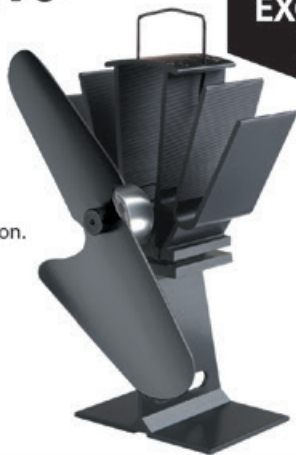


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Mid Canterbury's premium butchery



ABOVE: Netherby Meats also offers a specialist homekill service for customers. Their purpose-built mobile abattoir truck has been in operation since 2005

MAIN IMAGE: Mike Hanson and Stuart Mitchell

Butchery most definitely runs in the blood for Netherby Meats owner Mike Hanson.

WORDS BY NIAMH MCCARTHY, IMAGES SUPPLIED BY RURALCO

A third-generation butcher he is proud to be serving the Ashburton community supplying the finest quality meat and smallgoods as well as providing an expert homekill service to his many rural customers. It all started back in 1945 when Mike's grandfather Bob Batchelor trained as a butcher and opened a shop in Waimate. Mike's father Alistair learned his trade from his father in law and relocated to Ashburton and established his own butchery, Mike's earliest memories are of helping out his father in the shop and naturally he trained as a butcher himself and took over the Netherby store in 2000. "Netherby is a wonderful community and all the operators down here help each other out and it's great that there's been a butcher shop serving the locals for so many decades."

Netherby Meats is proud to stock the very best local products, sheep from Mikes own farm and beef raised down in Wakanui. All the smallgoods are processed on-site from 100% NZ ingredients and made according to recipes handed down from grandfather, father and finally son which is certainly unusual in today's world. "Everything is done here so we have the best quality control possible and we do genuinely put our heart and soul into our products. The best quality NZ ingredients are used and we're very passionate about that, at the end of the day it's about supplying a quality product and we like to stick to that." Mike and the team are obviously onto a winning formula as the list of accolades and awards for their smallgoods is very impressive.

Their Cumberland and Lincolnshire sausages, dry cured bacon and pre-cooked sausages have all won several awards and consequently Mike supplies his premium products far and wide throughout the district. Netherby Meats supply many local schools, fish and chip shops and restaurants as well the meat of the local Four Squares. Their products are stocked from Twizel to Rakaia with even a few shops in Christchurch stocking Mike's tasty high quality products.

Mike and the team at Netherby meats enjoy their rapport with customers, often seeing second and third generations of the same family buying their produce. Mike believes that today consumers want to know where their meat comes from and benefit from their expertise in seeking the right piece of meat for an occasion or special event. Gourmet sausages are very popular at the moment and Netherby Meats is happy to make up a batch to a specific customer recipe. "We enjoy helping our clients if they are after something specific for an event, also we enjoy experimenting with recipes from overseas if our customers want to try something different. We all enjoy producing new flavours and you never stop learning" Mike confirms. They also supply a wide range of condiments and pantry goods to complement their diverse product range.

Netherby Meats also offers a specialist homekill service for customers. Their purpose-built mobile abattoir truck has been in operation since 2005 and visits all areas of Mid Canterbury. "It's a really convenient service for our rural clients,

the animals are slaughtered on-farm and then brought back to our processing facilities where the meat is chilled and hung for a few days. Then the butchery will process the meat. We'll work with the customer in terms of how exactly they want the meat and then it's all labelled and packaged, just like the supermarket. Customers can collect their order or we can deliver it back on farm," Mike explains. They are also registered to process slaughtered animals brought in by customers and also provide an emergency call-out service. Their specially outfitted processing facilities allow for hanging and storing large amounts of animals however during busy periods Mike does encourage his customers to book in well in advance in order to manage the bookings and timeframes of the mobile homekill truck and its planned visit.

Mike manages a large and well-trained staff of 11 including several apprentices who are passionate about learning the trade, he also has one member of staff whose been with the business for over thirty years, "I think it's very important to show the next generation of butchers how we did things and customers can also benefit from our mix of young and old staff." Netherby Meats is also committed to helping out the community whenever they can and Mike's popular sausages are often donated to community events like Mid Canterbury Children's Day, Relay for Life or local scout events. The team is also proud to be a longstanding Ruralco supplier and cardholders can enjoy a 5% discount on the many tasty products on offer, "we've been working with Ruralco a long time and it works well for both parties and there's always great product and value here for Ruralco customers."

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CARD

Your local specialist ATV dealer

Having owned and operated Timaru Can-Am for over 10 years, Ben and Korine Stewart have recently opened an Ashburton store offering the same range of products and services available in Timaru. WORDS BY NIAMH MCCARTHY, IMAGES SUPPLIED BY RURALCO.



"We're the sole Can-Am franchise in Mid and South Canterbury and with a growing customer base here in Ashburton we think the time is right to expand the brand. Can-Am has a long-standing reputation for producing premier quality vehicles and we're excited about having the full range available to our Ashburton customers." The team is also proud to showcase their latest Can-Am product, the Defender HD8 PRO. The Defender is currently NZ's number one selling SSV (side by side vehicle) All-Terrain Vehicle and the new HD8 PRO offers even more for the ATV customer.

The new Defender HD8 PRO package comes with practical accessories to meet consumer needs in New Zealand following extensive feedback from customers. The additional convenience equipment includes brake holding mechanism, sports roofs, flip glass windscreen with wiper kit, rear hitch and tow ball and a clear rear deflect comes standard to improve comfort and functionality, making long working days more enjoyable. The new Defender HD8 PRO also adds significant additional value to the customer. With a price of \$22,173 ex GST (\$1,750 more than the Defender HD8) and a total additional PAC value of \$3,939, the customer can enjoy a vehicle with additional value at a very competitive price.

The entire Can-Am range is competitively priced and Korine explains that their extended warranty and extended service intervals are key cost saving factors to rural customers. "Can-Am offers a 3-year unlimited kms warranty on their ATV/SSVs and also the Defender carries extended service intervals

of 200 hours or 3000 kms meaning that servicing costs are half of what they would normally be for other SSV models. That's definitely worth thinking about before you purchase an SSV." The experienced workshop team at Ashburton Can-Am offers a full maintenance and repair service not only for Can-Am vehicles but for all brands of ATVs. They also offer a convenient on-farm repair service which saves time and adds extra convenience for the customer during busy farming periods. Ruralco customers have the extra advantage of a 5% discount on all maintenance and repair costs.

Having been part of the industry for over ten years, Ben and Korine have seen many changes and are very much aware that health and safety around customer vehicles is of key importance. "We've seen a big push over the last few years toward educating people and making sure staff are safe on farms and that's a reason for the growth in SSVs and the popularity of the Defender model." The Defender offers three different speed keys – maximum of 40 km/ph, maximum of 70 km/ph or finally unlimited speed. This option is ideal for farm owners offering the assurance that vehicles are being operated safely and appropriately.

As well as stocking a comprehensive range of new and used ATVs plus parts and

IMAGE: Can-Am has a long-standing reputation for producing premier quality vehicles and we're excited about having the full range available to our Ashburton customers

accessories, Ashburton Can-Am also offers customers the popular Spyder and Ryker three-wheel sports vehicles. Spydres have become extremely popular for the mature demographic of motorbike riders, who for whatever reason have less mobility and find standard bikes heavy and not as easy to manoeuvre. Can-Am has designed these models for comfort and stability over long touring distances, while still offering the traditional open road thrill of motorcycle riding. According to Korine Can-Am's latest Ryker model is a game changer, offering all the same riding experience as the Spyder but for a fraction of the price, "normally customers would pay in the region of at least \$30,000 for a new three-wheeler but the Ryker is really well priced at \$15,499 inc GST."

Ben, Korine and the team at Ashburton Can-Am look forward to welcoming Ruralco cardholders to their new premises at 724 East Street and also encourage customers to look out for some very competitive Field Day deals over the next few months.



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Water quality on farms and lifestyle blocks

Having your own water supply is a big responsibility. You are responsible for literally the second most important thing to life, after air.

WORDS AND IMAGE SUPPLIED BY AQUA SYNERGY GROUP

This is a moral responsibility on top of the laws that are in place to protect people's health. No-one wants to be the person responsible for the illness of others, or their own family.

There is a lot to think about. What water quality do you need to have safe water at home for you and the family, if you have farms staff, for them too. Then what water quality do you need to think about for your animals, and if you have one, the dairy shed.

There are many different places to get your water from, streams, bores, springs, rain water etc. These all have different risks and different needs.

What is important though, is that you realise exactly how important water is, to your health, your stock's health, and for farmers, your profitability.

While it really is an understudied area, a Agresearch have compiled what is currently known about how drinking water affects cows(1), and the evidence suggests what most of us would consider common sense, better quality water means that cows will drink more, Cows that drink more, eat more and are therefore more productive, whether they are being used for milk or beef.

On a worldwide scale, as far as the human health impacts go: there are 2 statistics which are rather concerning:

1. Unsafe or inadequate water, sanitation, and hygiene cause approximately 3.1 percent of all deaths worldwide, and 3.7 percent of DALYs (disability adjusted life years) worldwide. (2)
2. Unsafe water causes 4 billion cases of diarrhoea each year, and results in 2.2 million deaths, mostly of children under five. This means that 15% of child deaths each year are attributable to diarrhoea—a child dying every 15 seconds. In India alone, the single largest cause of ill health and death among children is diarrhoea, which kills nearly half a million children each year. (3)

IMAGE: What is important, is that you realise exactly how important water is to your health, your stock's health, and for farmers, your profitability

Don't think it can't happen to you just because it hasn't, or that it can't happen in New Zealand. The Havelock North Pt 2 Enquiry is enough to show us that up to 100,000 New Zealanders each year become ill from unsafe drinking water (4)

So now you know how important water quality is, what can you do about it? It takes just three easy steps:

Step 1: Have your water tested! You can't fix it, if you don't know what is wrong

Step 2: Consult a reputable water treatment professional, they will design a system for you and tell you what it will and won't do and how to look after it

Step 3: Maintenance, this is the most important step, you don't expect your car to drive if you don't put petrol in it, and you can't expect a water treatment system to look after itself. Remember, this is more important than your car, it is taking care of your health and business

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EXTRAS

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- Stock crates
- Jockey wheel
- Registration

STANDARD FEATURES

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- New 14" 8 ply tyres - New 14" galvanised spoke wheels - 5 leaf 1000kg springs
- 15mm plywood floor - Trailcom coupling 1 7/8" std - Stop tail indicator lights incl. plug - Std 12 month warranty - WOF supplied - LED lights

TANDEM AXLE TRAILER



FINISH
 • Hot dipped galvanised

STANDARD SIZES

- 2440 X 1225mm ID
- 2440 x 1500mm ID
- 3070 x 1530mm ID

EXTRAS

- Hydraulic over-ride disc brakes
- Stock crates
- Jockey wheel
- Registration

STANDARD FEATURES

- RHS frame and bolt on channel drawbar - New Trailcom 1500kg hubs and stubs
- New 14" 8 ply tyres - New 14" galvanised spoke wheels - 5 leaf 1000kg springs
- 15mm plywood floor - Trailcom coupling 1 7/8" std - Stop tail indicator lights incl. plug - Std 12 month warranty - WOF supplied - LED lights

TANDEM AXLE TRAILER



FINISH
 • Hot dipped galvanised

STANDARD SIZES

- 3600 x 1800mm ID
- 4200 x 2100mm ID
- 4800 x 2400mm ID

EXTRAS

- Hydraulic over-ride disc brakes
- Stock crates
- Jockey wheel
- Registration

STANDARD FEATURES

- RHS frame and bolt on channel drawbar - New Trailcom 1500kg hubs and stubs
- New 14" 8 ply tyres - New 14" galvanised spoke wheels - 5 leaf 1000kg springs
- 15mm plywood floor - Trailcom coupling 1 7/8" std - Stop tail indicator lights incl. plug - Std 12 month warranty - WOF supplied - LED lights

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- 2400 x 1230mm (8x4)
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- Lift out crate
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- Mesh - 75x75x4
- Finish - Hot dipped galv

STANDARD FEATURES

- RHS frame and bolt on channel drawbar - New Trailcom 1500kg hubs and stubs
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Quiet time on property market

A commentary on the rural real estate market is the brief for this column so let's start with the sales activity.

WORDS AND IMAGE SUPPLIED BY PROPERTY BROKERS

The Canterbury market is having one of its least active years, this follows on from two quiet years but has seen a further reduction in activity from those levels. A look back through sales data on the REINZ statistics site reinforces that view.

Previous slowdowns have been relatively brief. This one is prolonged and trigger point to move out of it is not in sight.

A lack of confidence to act, and my thoughts on the reasons for this was the subject of my last column in Real Farmer and since then little has happened to changed this mood. The Government's Tax Working Group has reported back with Capital Gains tax and Environmental taxes as their core recommendations, which will have surprised few people. The Government's official response is still some way off continuing on the uncertainty.

While there has been a lower level of activity in relation to previous years. Some sales that have occurred have held values similar to previous levels. These are usually where strategic buyers have acted. Where there are

no strategic buyers for a particular property, then some softening in value has occurred to achieve a sale or no sale has occurred, with some becoming long-term listings and others withdrawn from the market.

This is a similar story throughout Canterbury. The same challenges exist throughout the country with pockets of stronger activity in some areas that may have not seen the price level increases in land value that other areas have experienced. These may cashflow better to achieve bank funding.

Areas such as the West Coast have little happening. Southland and South Otago have seen increased listings and with sales being made to sheep and beef farmers who are not competing with the dairy industry buyer looking for runoff land. Returns in the sheep and beef sector being achieved will be helping for a cashflow budgeting purposes for banking proposals.

To generate activity sometimes you need to look beyond what is happening locally to see where opportunity may exist, and highlight the opportunity to those who could be interested. With that thought in mind our second venture over the alps was organized. In mid-February Property Brokers hosted a group of possible dairy farm buyers on a visit to the West Coast. We visited four farms that were for sale in two separate locations the Kokatahi/Kowhitirangi area and the Grey Valley.

We also met on the farm with one couple who relocated to Kowhitirangi four years ago and their neighbour who had shifted over the hill a year earlier. They gave an insight into how they have found the move, and the farming lifestyle from contract milkers on intensive large-scale dairy operations employing many staff to owning a 250-cow self-contained unit, being run by themselves or with one employee.

During the visit we met with a Hokitika accountant who provided us with some very useful benchmark information around production, dairy revenue and net operating profit. We also met with the dairy company representative and spoke with local representatives from two banks. All in all, a worthwhile trip and certainly some of the attendees will investigate West Coast farming owning opportunities further. Before Property Brokers agent Willie McLaughlin got home to Westport, he had taken three phone calls inviting him to bring the busload of buyers to their properties. The bush telegraph had been working.

With the harvest now well through and the milking season winding back as we progress into autumn it is time to take stock where we are.

There are many pressure points to deal with and they can be unrelenting at times. Take care out there.



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