

AUGUST / SEPTEMBER 2014

Real Farmer

FOR EVERYTHING FARMING AND FAMILY

Genetics' role
pushes dairy
potential further

Benchmarks help
push profit into
family farm

Join the Scam
Savvy crusade

Governing
their future

From the CEO

Spring is almost here, and for many in our farming communities it heralds one of the busiest times of the year with calving and lambing likely to be well underway already.



Reading may not be high on the agenda for some, but it's worth taking a look at this issue of Real Farmer as it's crammed full of great information covering a wide variety of topics.

Our cover story features Takaka dairy farmers Tony and Kathy Reilly. The pair of have a wealth of political and governance experience between

them, as well as four dairy farms and a delicatessen in Takaka. They talk about the importance of the equity partnerships they are involved in and how success happens if partners share the same objectives. They also give an insight into how they have got to where they are and how they plan to handle change in the future.

Another farming venture, this time a sheep and beef farm in North Canterbury, is also featured in this issue. Duncan and Tina Mackintosh of Whiterock Mains give an overview of their operation which they run in partnership with Neil and Katherine Mackintosh. They also talk about their rodeo bull breeding programme and their rodeo event management company "8 Seconds Bull Riding" and how it fits with their farming life.

Other topics covered in this issue include dairy genetics. Dairy herd improvement through genetics can be a powerful tool to improve on-farm productivity and profitability, and in this issue we take a look at the dairy genetics industry and the key factors which can increase herd value.

Still on dairying and animal health and nutrition articles feature information on body score condition pre and post calving, and caring for your calves and cows at calving. We also find out more about scams which can leave you out of pocket and how to avoid them with advice from BNZ Security and Fraud Co-ordinator Bronwyn Goot, and opinion editorials tackle issues around voting in the up-coming election and employers' obligations to their staff.

I hope the spring weather is kind and you can take a break to enjoy a good read in this issue of Real Farmer.

Neal Shaw, Group Chief Executive

Upcoming Events

7 September

Father's Day

28 September

Daylight Saving begins

27 October

Labour Day

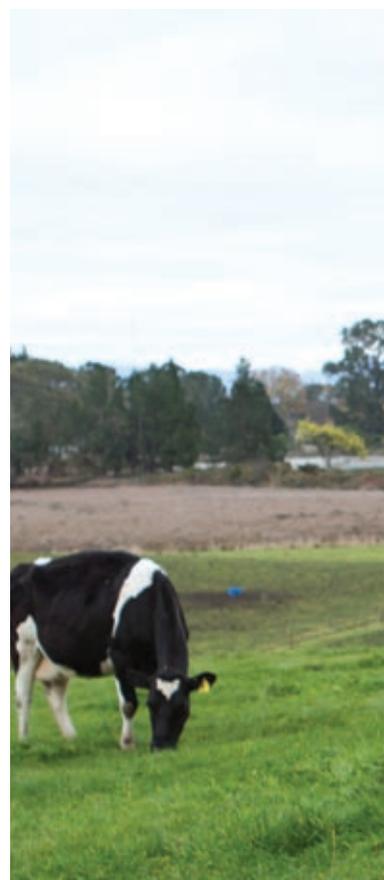
3 November

Marlborough Anniversary

7-8 November

Marlborough Show

A&P Showgrounds, Blenheim



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FRONT PAGE PHOTO:

Clockwise from left: Tony Reilly, Deanna Pomeroy-Bryne, John Bryne, Stewart Watson, Alice Reilly and Kathy Reilly

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Governing their future

Life's too short not to have a little bit of magic every day—one of the themes in business and life of Takaka dairy farmers Tony and Kathy Reilly. BY KATE TAYLOR



With a wealth of political and governance experience between them, as well as four dairy farms (three in equity partnerships), Tony and Kathy have also recently opened a delicatessen in Takaka. "The success of equity partnerships is having partners that are aligned with the same objectives," Tony says, "the two other partners in the delicatessen have similar goals and aspirations, even though the business is different to dairy farming. Being in retail locally in our own community is a new opportunity for us—it's like creating a little bit of magic in there every day. In one respect, we're right at the beginning of the food chain in terms of primary production and here, we're producing fine foods for daily consumption from local products, and that's satisfying."

Tony and Kathy are proud of their long farming histories. They are currently the fourth generation of Tony's family on their property near Takaka while Kathy's family were farming pioneers in Golden Bay too. "We have owned land in this area since the 1850s. This is one of the original farms—in the early days it was sheep and pigs as well as dairy but it's more dairy in later years. We're not corporate—it's owned by the same family that negotiated with the Maori and we still have the documentation to show we paid a fair price. It's the same family that cut the land out of the bush and is still doing that job as highly efficiently and productively as it can. There are largely still family farms in the district."

"In one respect, we're right at the beginning of the food chain in terms of primary production and here, we're producing fine foods for daily consumption from local products, and that's satisfying."

Tony says the length of time the family has been farming the same land shows real sustainability and includes newer initiatives such as being part of the Clean Streams Accord. "We have planted more than 2,000 locally-sourced native plants on the banks of the Motupipi River that runs through the property, hand in hand with the local branch of Forest and Bird. It's a true collaboration and again, something we're very proud of."

The home farm near Takaka in Golden Bay is 87ha (effective) with contract milkers Joe and Maria McBride milking 290 cows for a target 123,000kg/MS this season. The farm is k-line irrigated and PKE is fed in troughs at the cowshed, with fodder beet fed through the winter months on the run-off blocks. Calving has started on the 30th of July with no inductions or Controlled Internal Drug Release (CIDR) used since 1999. "We have had a bull, Reilly's Might, in the LIC Premier Sire national team for two years with more than 300,000 inseminations."

The couple has interest in three other equity partnerships in Takaka and Southland. The two



other Takaka farms are in partnership with three other families milking 600 cows in total. The Southland venture is a 700 cow self-contained equity partnership with contract milkers.

It has been 32 years since Tony and Kathy started their partnership on the home farm. It has been a time of huge growth for both of them—especially in terms of agri-politics and governance.

Tony has a Bachelor of Agricultural Commerce from Lincoln University. After working as a computer programmer he worked as a farm advisor for MAF in Masterton and then Gisborne, where he was dealing mostly with hill country stations when support structures (subsidies) were being removed from agriculture. There was substantial financial pressure on every owner; Kathy says it was an early grounding in the realities of agribusiness. "They were tough times, the difficulties farming couples were having with the realities of the changes. It was a good background for us to start a business, a sobering background. However it has paid a significant part in how we have structured ourselves financially so we can have a robust balance sheet," Kathy says.

In 1995, Tony was awarded a Nuffield Scholarship. He went to the UK for eight months and took Kathy and the family to Europe for part of that. His study topic looked at some of the social and environmental outcomes from GATT agreement (General Agreement on Tariffs and Trade).

That experience opened a whole raft of new opportunities for the Reillys, especially politically. Tony stood for the board of Tasman Milk and later became Chairman. As well as being a director of the NZ Dairy Board, he was involved with the merger with Kiwi Dairy and remained on its board leading up to and during the formation of Fonterra. "I'm proud of where Fonterra now stands on the international stage. While it has had its issues, I am still, both as a dairy farmer and as a New Zealander, very proud of it. When I see how well respected Fonterra is in the market place, it has been a wonderful achievement."

Once Fonterra had been formed, Tony stood back from its governance and turned his attention to a successful bid to get on the board of Ravensdown Fertiliser in 2004. "It has been great to watch the company grow and evolve particularly in the

ABOVE: Tony and Kathy Reilly with their daughter Alice (centre) and her partner Stewart Watson (back)

BELOW: The home farm near Takaka in Golden Bay is 87ha (effective) milking 290 cows

OPPOSITE: Tony and Kathy on their farm

environmental space in the past couple of years."

Tony is also a director of Landcorp, local lines distribution company Network Tasman, Co-operative Business NZ and a number of other companies. He has been on school Boards of Trustees and regional Council committees including the Outstanding Natural Landscapes



Committee and the Freshwater and Land Advisory Group for the Takaka Catchment.

Before Tony went overseas with his Nuffield Scholarship, Kathy worked in the sales team for Livestock Improvement. She was director of the local vet club and farmer co-operative, the Rural Service Centre, of which her grandfather was one of the founding directors. "We've had nice continuity in terms of continuing governance tradition," she says. "Tony has been involved in the community in roles to the very large extent that his father used to do as well. That's a consequence

of rural life; you step up and follow the example set for you by your parents. I spent 15 years with the co-op and was chairman for the last seven of those.”

The couple stepped out of the cowshed and out of practical day-to-day farming when they travelled with Tony’s Nuffield Scholarship. “Tony had been an enthusiastic, committed dairy farmer for years. I wasn’t as ready to give up as Tony was, but I was lucky to have my art career to fall back on. If I hadn’t had that to divert my enthusiasm into then I would have driven the Farm Manager nuts.”

“Living in Golden Bay means being part of an interesting community with a ‘very rich tapestry’.”

Seriously though, the couple say stepping away completely was a big part success of employing farm managers. “There are so many different ways of doing the same job. You have to be prepared for people to do things differently,” Tony says. “We’re not in the market for new staff very often, which is something else we’re proud of. We’re also keen to support young staff. We’ve had two managers go on to buy their own dairy properties. It’s really encouraging seeing young people progress through the industry.”

Succession is a huge issue in all aspects of New Zealand farming and it’s no different for



the Reillys. They have two sons—Ben is an Air New Zealand captain and Dan works for the Fire Service as an emergency call dispatcher in Christchurch. Daughter Alice attended Lincoln University, worked for Ravensdown and is now Farm Manager for one of the family’s equity partnerships in Takaka.

The family is into its fourth year of holding a formal annual succession planning meeting involving



the three children and their partners. Minutes are taken and reports delivered on all aspects of the business. “Part of that communication is making sure the children understand what the intergenerational assets are that can’t be sold off. And they’ve surprised us by wanting to add other assets they consider to be intergenerational. They may not farm here but they have emotional ties to the place. We have obviously passed on our enthusiasm for the dairy industry, even though our two sons aren’t involved in it. They were quite young when we stepped out of the cow shed but still have a really good understanding of how it works. They have good business sense and a pride in what we do.”

ABOVE: Tony and Kathy amongst their stream planting
BELOW LEFT: Cows from one of the four dairy farms Tony and Kathy are a part of

“The industry has spent huge money on new technologies that are improving environmental management practices, and on direct activities like stream planting. But urban people have no idea of what we do. The media is not our ally,” Tony says. “Farmers by nature are people who generally get on with it and don’t find a pedestal to get on to tell everyone about the good work they are doing. Rural publications are good at telling some of those stories but they don’t make it to urban communities.

“Living in Golden Bay means being part of an interesting community with a ‘very rich tapestry,’” says Kathy. “Golden Bay has a high density of recent immigration and we were apparently one of the polling booths at the last election with the highest turnout of green votes. We have an intellectual and stimulated population in Golden Bay. I often feel if we can farm under their critical gaze here in Golden Bay, and farm to their satisfaction, then we should be able to do it anywhere in the country. I feel confident we are meeting that scrutiny.”

Kathy says there is also a high density of artists in the area and she often finds herself in the middle of debate which sets care for the environment versus farming, but taking the time to communicate can prove that we share more opinions than we disagree on. “I am fortunate to have the opportunity to make statements in my artwork—I can show my pride in the dairy industry and how I feel we are contributing to the economy.” They had started stating food producer rather than dairy farmer as their ‘occupation’, she says. “The industry needs to work collectively to turn that around.”

“We can change the perception of dairy farmers—we’re at the life stage where this is our industry. We might not be milking the cows every day but there is political work to be done.”

While succession is one issue for the future, the widening gulf of understanding between rural and urban people is of concern to the Reillys. “There have been large changes on dairy farms in the past generation and that hasn’t been well communicated to urban people. Yes, there are one or two dairy farmers not up to scratch and they are letting the team down.”

Kathy Reilly had always promised herself she would go back to her art so when her youngest child left home, that's exactly what she did. With a background in graphic design and commercial art (magazine layouts and newspaper ads) she wanted to work for herself doing her own art. The painter/printmaker believes she has stayed largely true to that.

She began with pen and ink drawings of colonial and historic architecture and has a collection of about 50 drawings from throughout New Zealand. "Then I moved onto painting. I want my art to say something rather than just be decorative. I did stray into decorative art—tea cup paintings (portraits of antique china teacups) and was waylaid with that for a few years. I woke up one day and realised people were calling me the tea cup lady. I'm not sure what they call me now," she laughs.

"My passion is etching on zinc plate—a very traditional method that Rembrandt and other early masters used."

As a painter and printmaker, Kathy creates portraits, surreal paintings and etchings. "My passion is etching on zinc plate—a very traditional method that Rembrandt and other early masters used. The process is fascinating—a highly technical as well as creative process. When you etch the plate with the nitric acid it's like doing chemistry." Kathy has her own press for her printing work, which is a beautifully-engineered piece of machinery made especially for her.

Her latest body of work has recently been on display at Art Expo Nelson and she is also part of an exhibition currently at Bowen House at Parliament—work from an artists' residency at the Lighthouse Keeper's House at the end of Farewell Spit. She is a member of the Central Print Council of Aotearoa NZ and the local Arts Council. "I am also a member Eco Artists NZ—that means donating a percentage of sales to an environmental cause of your choice every year. I did an artists' residency at Lochmara Lodge in the Marlborough Sounds and donated to their breeding programme for



ABOVE: Kathy with some of her beautiful artwork
BELOW: Kathy in her studio



the native parrot, Kakariki. I have made an etching of those... I have quite a few New Zealand bird etchings."

Kathy aims for three or four joint exhibitions around the country each year and her work can be found in galleries throughout New Zealand and Australia. "I really enjoy collaborating with other Golden Bay artists, and have been involved in many group shows. It's good to be operating as a community rather than an individual. I love the synergy and strength you get from doing things cooperatively. I get a real buzz out of that.

"We extend that ideal to our equity partnerships with the dairy farms as well. It's more than a business. It's an exciting life adventure."

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Keeping a clock on the hours

For anyone considering a job in the farming sector it would seem the stars have aligned.

NEAL SHAW, GROUP CEO

Highly positive growth prospects in most provinces, improved working conditions and an increasingly progressive approach to employment have made the dairy sector in particular a good place to look.

Anyone with the prerequisite ability to work hard, save, and learn a lot could not go wrong over the coming years. This year's Mystery Creek Fielddays placed a big emphasis upon staff, skills and opportunity and even the Prime Minister was putting his stamp of approval on a sector he said was far more "high" tech than low these days. For anyone employing staff in the dairy sector in particular there are a couple of key obligations and requirements that have become more critical in the past year, and are likely to remain so for the new season.

The highest profile obligation in the news has been around paying the minimum wage to staff at all times through the ups and downs of the dairy season. The tendency for employers to "seasonally average" wages based on the quieter times balancing the longer busy days simply won't stand up to Ministry of Business Innovation and Employment (MBIE) inspector scrutiny. Starting in Southland last season MBIE labour inspectors began a concerted crack down on dairy sector employers and farm worker hours, looking for periods when farm workers have been paid below the minimum wage of \$14.25 an hour, at any time.

Almost a year after the inspections started, South Island dairy farm employers can give themselves a pat on the back – their Northern counterparts in Waikato, Taranaki and Bay of Plenty recorded the highest number of breaches in the Employment Relations Act and the Holidays Act.

Forty four farms were visited nationally over the past season from December to April this year and 31 breached the rules around holidays and minimum pay, with over half being in the North Island. One farm employer has to pay a \$6,000 fine for breaching the act, and several other cases remain open.

As an employer it is critical to keep accurate time and wage records. This may require an update of employment contracts and farm manual to record and employee's obligation to comply with this request.

Paying the minimum wage may sound simple, but it gets more complex when employees are on a salary. An accurate weekly record of hours worked is essential to ensure that in those busy periods of 12 hour days that minimum of \$14.25 an hour is still being met—it is not acceptable to say it is being balanced by the quiet days in June or July.

Keeping accurate time and wage records will

also help protect employers from breaching the Holidays Act—with holidays being based off time worked, an accurate record will ensure they are duly taken in a timely manner.

MBIE has made it clear that after the breaches detected over the past year there are still plenty of farmers that can expect a visit from inspectors in the new season. However there is also another phase to upcoming inspections which will include a focus on employing migrant workers. Canterbury is doubly under the spotlight here, thanks to breaches of employment in Christchurch over migrant workers' conditions and pay—migrant workers also play a big part in the hinterland working on many dairy farms. Breaching conditions around immigration and employment can pull in fines ranging from \$10,000 for individuals to \$20,000 for companies.

In May the blurry issue of including workers' accommodation into salaries was cleared up by MBIE, with minimum wage calculations continuing to include accommodation allowances in weekly or fortnightly pays.

A quick way to calculate if workers are still being paid the minimum then is to add the annual salary to the accommodation allowance, and divide by 26 if paid fortnightly, then divide again by the minimum wage of \$14.25, to deliver the maximum hours a worker can work in a fortnight, without falling below the minimum wage figure. It's easily calculated, but makes good record keeping and agreement with your employee more critical than ever, or that extra pay that may be required may seem small against a hefty MBIE fine.

BELOW: Neal Shaw, Group CEO





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Take care of your calves and cows

The calving season is a busy time of year for dairy farmers. The seasonal calving pattern of the majority of dairy farms dictates that many cows will calve within six weeks of the start of calving. BY IAN HODGE, VETERINARIAN, VETENT RIVERSIDE, ASHBURTON

In fact most herds will now have over 70% of the herd pregnant within the first six weeks of the mating period. Although some cows that get in calf within this period do not calve for various reasons, when we add first calving heifers and carry over cows in to the mix it is easy to see that this makes for a busy time.

Calving represents the start of the next wave of improved genetic merit in to the herd and our heifer replacement calves need to be well looked after. The cows also need to be well looked after if they are to repeat the cycle and get back in calf within the first six weeks of the next mating period starting in October.

Calves should ideally be collected twice daily. Even though this represents more work, research has shown that by collecting calves twice daily and milking the cow within 12 hours of the birth of the calf the risk of calf diseases and mastitis can be reduced. Collected calves should be taken to warm, dry housing and fed fresh colostrum from normal healthy cows. Calves require 2–4 litres of colostrum within 10 hours of birth. Remember the three Q's of colostrum which are quantity, quality, quickly. You should test the immunoglobulin level of the calves that have had colostrum to check the transfer of immunoglobulins is successful. This is the key

to preventing major calf diseases within the first month or so of life.

The calf pens should not be overstocked, no more than 20 calves per pen, and they must be warm, dry and draught free at floor level. Calves should have access to fresh water, meal and hay from day one.

Hygiene with calf rearing is important. Some infectious diseases of calves can be transferred from the cows and the cow shed to the calf pens. Bikes, boots and leggings must always be cleaned before entering the calf pens. A disinfectant foot bath available for all to use (including the bobby calf truck driver) is important. Utensils used to feed calves must always be washed in very hot water and disinfected before use.

After calving, cows can become victims of many nasty problems. Almost all cows will lose condition as they approach calving and their appetites will be at a low point. In fact many cow's immune systems are severely compromised at the point of calving. This can make them more susceptible to diseases. The sudden onset of milk production combined with disrupted appetites can lead to metabolic diseases. For these reasons correct management of the cows before they calve is important. Ensuring the risk of milk fever is reduced by

good metabolic disease management and ensuring the diet remains as energy dense as possible will help reduce the impact of diseases around calving.

As cows calve they should be carefully monitored for retained placenta, mastitis, digestion problems and generalised sickness. These problems can quickly become life threatening in these vulnerable cows. It is an extremely good idea to have weekly visits from your dairy veterinarian. Preventive visits designed to detect and treat any diseases sooner rather than later will pay dividends in terms of getting these cows back in calf sooner. By having your herd's health optimised in this way you will maximise the chances of having a high three week submission rate and six week in-calf rate.

Minimising the incidence and the impact of diseases in cows and calves through well planned strategic veterinary interventions and using good veterinary advice will have a very favourable effect on your farm profitability.

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Genetics' role pushes dairy potential further

The advantage of dairying that appeals to many recent converts from dry stock farms is the almost instant feedback loop daily milk collection brings. A glance at the docket gives a dashboard look at herd performance, and over a week will soon give an insight to its production trend. BY RICHARD RENNIE

While this "instant" indicator is handy and highlights just how good the paddock/weather/feed was the day before, genetics are the less immediate, but equally important driver sitting behind the economic success of any dairy herd. This "nature" part of the nature-nurture equation has been cultivated over the past 70 years in the NZ dairy industry.

Expansive record keeping of ancestry coupled with individual cow herd testing has become one pillar of the industry's on-going productivity gains, matched with the second pillar of improvements in forage types over the same period.

Dr Jeremy Bryant, head of NZ Animal Evaluation Limited (NZAEL) at DairyNZ acknowledges genetic improvement can sometimes slip into the background and go unnoticed.

However the numbers to support genetics' "worth" are convincing.

Work by Dr Bryant and NZAEL indicates that over a 10 year period, genetic improvement in an average Jersey herd has contributed to an extra 23kg milk solids a cow (2.3kgMS a year increase). Over the 10 year period, the 23kg of extra milk solids has been fuelled by an increase in demand for another 160kg dry matter.

Cumulatively the gains represent an additional \$257,730 of profit for an average herd over the 10 years.

Of course potential gain is one thing, achieving it is another.

Dr Bryant says the most powerful and rapid means of assuming quality genetics within a herd is to target the highest Breeding Worth (BW) bulls available that have been proven in NZ.

Research work has shown that home turf performance by daughters of sires is a critical element when seeking quality genetics for NZ's largely pasture based systems. While overseas sires may look good on overseas proofs, they are not necessarily good indicators of how profitable daughters of those sires will perform in NZ's relatively unique pastoral dairying system.

"Those overseas genetics are still valuable however. They enhance genetic diversity and contribute to individual trait improvement."

Good genetics and good fertility go hand in hand, and without acceptable levels of fertility it is more difficult to generate a team of high BW heifer replacements.

Dr Bryant points to DairyNZ tools available through the InCalf programme to assess a herd's reproductive performance. The Fertility Focus report provides an excellent snapshot of overall herd reproductive performance, including key indicators of empty rates, six week in calf rates and three week submission rates.

Factors affecting these issues may be directly related to management, for example cows needing to be at Body Condition Score (BCS) 5 prior to calving.

NZAEL is assessing the incorporation of BCS into the national BW index, helping develop a cow that is not "fat" but capable of holding her BCS better over the spring period right through to late lactation to enable more days in milk, and achieving BCS 5 by calving.

Using bulls with a high positive breeding value for fertility over the long run may also play a role in improving those benchmark performance indicators.

Economic values estimated by DairyNZ funded NZAEL show every 1% increase in cows in a herd calving within 42 days from the start of calving is worth \$7.18 per cow/year. For an average Canterbury herd of 800 cows that is about \$5,700.

Geneticist and breeding consultant Dr Dave Hayman of Liberty Genetics cautions farmers against looking to breeding alone to lift their herd's reproductive performance.

"Genetic selection for fertility is still a very slow process. Farmers do not need the false hope they can lift poorly performing fertility history in their herd through genetics – it is not going to happen quickly, and fertility within a herd is still largely determined by management."

Typically Dr Hayman maintains selecting for high Breeding Worth (BW) will produce steady fertility gains in most herds.

"However you can still fine tune your herd to most production systems with some genetic focus."

Cow "capacity" is one area higher producing farmers may choose to look when wanting to lift per head production, and not covered in BW calculations.

Ultimately a cow's potential will be enhanced by her capacity between her front legs, impacting on

her capacity between her rear legs.

As cows are challenged to produce more, greater pressure goes on them through their frame and vital organs like lungs and heart.

Choosing bulls with favourable capacity traits will push towards a cow capable of greater dry matter intake, blood flow and ultimately milk production potential.

Other areas will include udder conformation, as increased milk volumes demand stronger ligaments and muscle formation to hold the udder together.

In high producing herds often found in Canterbury, and as more farmers have to focus on lifting per cow production under nutrient caps, such "traits other than production" may become more topical.

However Dr Hayman acknowledges that for many farmers' genetics remains a complex issue easy to overlook in a busy farming calendar.

"I advise farmers to sit down with a representative they have confidence in, who can explain things clearly, and who has sufficient experience to assess the credibility and reliability of various samples of data that are used in AB sire marketing."

Craig Trotter of Vetlife Centre for Dairy Excellence in Geraldine believes the forthcoming nutrient restrictions may, in a round-about fashion, unlock more of the genetic potential many herds harbour.

The possibility of lowered stocking rates and changes in feed type could result in a lower incidence of animal health problems including lameness and mastitis, and cows that become more capable of achieving their full genetic potential.

"It could be that the nutrient restrictions may not see such a significant drop in total herd production if the lower stocking rates enable that genetic potential contained within individual cows to come through, with those cows performing better on a per head basis."

Craig welcomes research underway at present through Lincoln University and AgResearch to determine cow nitrogen use efficiency that could ultimately help breed cows with a lower environmental footprint.

Meantime farmers' efforts to improve body condition score through better feed levels will continue to play the biggest part to ensure not only do those cows stay fertile to pass their performance genetics on, but they recognise their production potential within their own lifetime.

LEFT ABOVE: Liberty Genetics Friesian Bagworth FG Esteem Fluke

LEFT BELOW: Liberty Genetics Friesian Marchel Fire Macca

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International brand with a local flavour

Milligans has long been a familiar name within the farming sector, especially when it comes to the supplying of high quality milk replacements. **BY ANITA BODY**



It is little wonder they are leaders in their field given the business has almost 120 years of production experience.

The business originally started in 1896 operating a flour mill and has now grown into one of New Zealand's leading suppliers and manufacturers of animal nutrition products, food ingredients and consumer food products.

Milligans Food Group's subsidiary Milligans Feeds has been manufacturing and supplying high quality, top performing animal protein milk replacers for infant animals for the past 25 years. Their milk replacers are one of the leading product brands stocked by major agriculture retailers throughout New Zealand, including ATS, with their range of Calf Milk Replacers (CMR) recognised as a premium quality milk replacer. These are specially formulated for calves aged from as early as day four, and are made from a nutritionally balanced blend of milk powders and selected vitamins and minerals. The milk replacer range is not limited to calves—there's also a range of Multi Milk Replacers which are suitable for lambs, fawns, cria, foals, kids, piglets, kittens and pups.



Quality product is highly valued by Milligans and to ensure this, all products are regularly tested both internally and externally through recognised industry laboratories.

As well as providing calves, and other livestock, with a milk replacement which they thrive on, farmers also like the product because it is easy to mix and stock take to it straight away.

The company has a wide range of animal nutrition products including milk and whey proteins and grain based feeds. Milligans can customise mixes in conjunction with their nutritionists and customers' specific requirements utilising grain, proteins and dairy products. Milligans' head office, storage warehouses and manufacturing plants are situated in Oamaru and service the South Island and international markets. The company has a distribution centre and sales team in Auckland which services the North Island and Pacific Islands. These manufacturing plants are MPI Dairy registered to ensure all products are made to the highest standards of quality and food safety.

A wide variety of specialised food products are manufactured, blended and packed on-site then marketed across New Zealand, Australia, USA and Asia using the company's product brands. These include Specialty Cheeses,

KiwiMass, Milligans Performance Proteins, Granny Faye's, Frosty Boy, Eclipse, Milligans Eclipse, and Eclipse Dairy Products. Milligans' own products include Milk Powders, Cheese, Cheese Sauce, Butter, Milk Fat, Milk Protein, Whey Protein, Casein, Ice Cream, Syrups, Flour, Bakery Products and Mayonnaise.

Demand for many of these products has grown, especially in Asian markets which are still recognised as the greatest growing milk markets in the world. Milligans has responded to this and supplies raw ingredients to manufacturers, and also the finished product thanks to their brand new blending facility.

Many of the Milligans high protein concentrate feeds are marketed in the USA under the brand Milipro, with other brands being marketed in Asia and North America.



ABOVE: Milligans Food Group Ltd Head Office
MAIN IMAGE: Milligans Café & Store in Oamaru
BELOW LEFT: Milligans Milk Replacer

Closer to home, the company's latest development is the Milligans Café and Store situated in a heritage building close to their headquarters in Oamaru. Milligans Café and Store has a dedicated team who bring great service combined with tasty food and drinks. The kitchen uses ingredients from local suppliers and producers and drinks are largely sourced from quality New Zealand manufacturers, brewers and wineries. Wherever possible organic produce is used and the store is stocked with many Milligans' products.

While the business has clearly grown and expanded to meet a wide variety of needs, quality still remains the main priority for Milligans, whether its dairy food products intended for national and international markets or animal nutrition destined for your farm gate.



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Tel 03 434 1113
inquiries@milligans.co.nz
www.milligans.co.nz



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Thoughts from across the rivers

While people in some countries are dying for the right to vote, many people here don't bother voting. BY ELE LUDEMANN

That isn't a reason to make voting compulsory. If we're free to vote we must be free to not vote.

However, disengagement from the democratic process shown by the gradual but steady lowering in the numbers of voters and a much steeper decline in the number of people who belong to political parties is cause for concern.

While voter participation is dropping throughout the country, the decline is slower in rural and provincial electorates.

There is some comfort in that because as the rural population declines as a proportion of the country's, it is vitally important we take every opportunity to use what influence we have.

Voting is important, however, there is much more to participation in the democratic process than popping in to a polling booth once every three years.

I have suggested, mostly in jest, that we should have to have a comprehension test before we can vote. But I accept if we're free to vote we're also free to vote in ignorance. That doesn't mean we should and I'm sure

one of the reasons for disengagement from the political process is that people don't understand it and the issues.

When we have so many calls on our time, it is harder to keep informed and we rural people should be very grateful that organisations like Federated Farmers and Rural Women do keep abreast of the issues and lobby on our behalf.

Unlike unions, some of which are affiliated to political parties, and all of which appear to be biased to the left, Federated Farmers and Rural Women aren't politically aligned and they're stronger for that.

We need representation that can work with the government, whatever its colour, to get the best outcome for farmers and the wider rural community. That's a two-way street. We need them to work for us and they need our support to do it.

That goes for political parties too.

A few decades ago most farmers would have been members of a political party, and the majority of them would have belonged to National.

As the party's southern regional chair I wear my colours on my sleeve and I mean that

literally—my wardrobe is full of blue clothes. That means people often talk to me about politics and ask why bother belonging to a party.

My answer is it's a community service. The party is a voluntary organisation made up of volunteers who want to make a positive difference to their communities and the country.

In the build-up to next month's election the media will focus on what makes good headlines even though what influences most voters are the major issues—the economy, education, health, law and order and welfare.

Of those the economy is most important because if it's not growing none of the other first world services we expect are sustainable. That's why it's important to vote, and vote wisely next month.

Ele Ludemann
homepaddock.wordpress.com



Benchmarks help push profit into family farm



As sheep get chased further into the foothills and high country of Canterbury by dairy and dairy support, a Rangiora farming family are taking a progressive, positive approach to ensuring their sheep operation remains a viable, profitable business option.

BY RICHARD RENNIE

Duncan and Tina Mackintosh farm White Rock Mains in a partnership with Duncan's brother Neil and his wife Katherine. Duncan, Tina and Neil are all involved in the day to day operations, with Neil overseeing machinery and maintenance work while Tina and Duncan run the stock side of the operation.

The farm has experienced some significant shifts under Tina and Duncan's stock management in recent years.

This has included farewell to their commercial beef herd, injecting some fresh sheep genetics, and boosting seasonal cash flow by taking in dairy grazers and wintering cows for eight to ten weeks over winter.

Two years ago they did some serious analysis of their beef cattle returns through Farmax, and found them wanting.

"They were not really performing profitably enough, and we increased the number of dairy replacements as grazers," Duncan says.

They now run 200 yearling heifers and 60 rising two year olds, and over winter carry 400 dairy cows wintered on kale. Next year they intend to lift the numbers of rising two year olds to 200.

The move has cemented some known cash flow over the year and fills a valuable gap in the winter particularly. Typically winters are wet and cold, and stock numbers have been kept at a minimum.

"It was sad to see the beefies go, but as far as trying to budget, it is good to have that cashflow to do that with."



White Rock Mains became a FarmIQ property in 2010, a decision prompted by a desire to better understand where profitable opportunities lay that only good base data and on-going monitoring would reveal. The Electronic ID requirement for livestock under FarmIQ meant the programme was ideally suited to the Mackintoshes' aims.

"We collected a lot of scanning data on our two flock system, and it was not long before we realised a breed change was necessary". They had been running Corriedales initially and using the Landcorp Lamb Supreme genetics over them and their ewe progeny, and breeding from them over a number of years with replacement hoggets.

The introduction of Landcorp's maternal "Landmark" line resulted in a solid increase in lambing percentages, with the genetics pushing that to 130–140%, compared to earlier rates of 100–120%.

"We have not completely nailed the fertility yet, there is still potential there to come up further. We are making good progress however increasing weaning and post weaning growth rates in the lambs."

Monitoring using the EID tags and FarmIQ techniques has established some key progress indicators to know if the Mackintoshes' were on track with lamb weights. They determined they needed a 46kg ewe hogget pre-mating to achieve their 120% scanning target they set.

OPPOSITE PAGE: Duncan and Tina Mackintosh with their children Casey (6) and Peyton (4)

ABOVE: The introduction of Landcorp's maternal "Landmark" line injected some fresh sheep genetics and resulted in a solid increase in lambing percentages

BELOW: The Mackintoshes' now run 200 yearling heifers and 60 rising two year olds

With regular weighing at key periods they also now have data on daily growth rates. This year they achieved 45.8kg against the 46kg target, against previous years' averages of 39–42kg, and are now eagerly awaiting scanning data to see their fertility targets confirmed.

Duncan and Tina are highly satisfied with the Landcorp genetics and the ability to meet their targets of 150% lambing for the ewes, and 100% for the hoggets.

"We feel as long as we are buying the best rams we will hit these targets, and Landcorp stock are proven against that company's huge stock population base." Duncan says having the "nature" side of the stock equation better tuned has them also focusing on the "nurture" or feed aspects to maximise the genetics' full potential. EID and drafting by weight enables a close analysis and selection of ewes by weight and body condition.

"Sheep are prioritised based on their body condition score (BCS) at critical periods, which are post weaning, six weeks pre-mating and at scanning. The first two periods are essentially for getting those ewes back in lamb, and the third is to ensure she is capable of producing a good lamb at a good birth weight."

Lighter ewes will be pulled out for preferential feeding to put the weight on. "It is not so much about giving or growing more feed, but about giving it to those that need it most at certain periods." Mating hoggets is not always typical through the region, and comes with its own risks.

"It can be done well, or horribly. We have developed some clear indicators for them, and now know where they sit on their growth curve, with that 46kg target at mating being critical, but you still have to keep up with that curve after that too."



While the Mackintoshs' are relishing the mild winter experienced to date in mid-July, it has come after a particularly unusual and challenging autumn that made hitting growth targets an extra challenge.

"We had relentless rain, up to 180mm in one hit, and it just made things that much tougher when you were trying to get weight on sheep for mating."

However the discipline of the FarmIQ programme, and the information the EID tags provide means there are fewer surprises about where stock are heading weight wise.

"There is nowhere to hide, you have the numbers and the data, and you are forced to review and really look hard at your performance."

The Mackintoshs' see their monitoring and analysis as part of a shift that is happening across the sheep sector as farmers learn to be sharper, and more analytical about their business.

Their experience in dealing with dairy farmers through their grazing operation means they have also been exposed to a sector they see as being very aware of benchmarks and performance indicators.

Tina observes that as a group, dairy farmers notice where they can sharpen up on certain aspects of their business, benefitting by having a rapid feedback loop in their milk docket.

"For sheep operators it is a long time between drinks, which is probably a reason why it pays to take a leaf out of dairy farmers' book and have some key performance benchmarks to see how you are going."

Located only 20 minutes from Rangiora, the family are used to being asked if they would consider dairy conversion.

"We are pretty happy though with what we are doing. There are operators who are doing well with sheep, and only a small lift in lamb prices would see them match dairy returns. To go dairying would also require a significant change in lifestyle and investment."



ABOVE: Sailor the bull
BELOW: The business boosts seasonal cash flow by taking in dairy grazers and wintering cows on kale

Farm Details: White Rock Mains

Location:
20 minutes north west of Rangiora.

Size:
1050ha flats and down country
200-400m above sea level.

Rainfall:
750mm a year, cold winters, summer safe.

Stock numbers:
3400 mixed age breeding ewes comprising Focus Genetics Lamb Supreme and Landmark ewes.
900 ewe hoggets.
400 dairy cows wintered,
60 rising one year dairy heifers grazed
60 rising two year dairy heifers grazed.
200 mixed age rodeo bulls and fattening cattle.

Different beef for rodeo circuit

The Mackintosh family may have sold their beef herd, but their commitment to beef remains, albeit a very different type of beef.

It was a love of rodeo riding that had Duncan and Tina set out with a rodeo event organising business in 2009 that incorporated sourcing and supplying bulls for events around the South Island through their company 8 Seconds Bull Riding.

However there were a few risks in sourcing bulls of unknown parentage, including the "mad and bad" factor some came with. That usually meant plenty of damage inflicted to rails, yards and gates.

This was sometimes the attitude they got in bulls of unknown pedigree, supplied from around the South Island.

"And just because they were mad and bad, it did not mean they were necessarily very good at bucking, and they would take a long time to settle in."

Almost like a rogue professional league player, there were bulls that lacked the aptitude, heart and character true bucking rodeo bulls bring with them.

The couple had successfully run the Rangiora and Hanmer Springs rodeos, until the 2010 earthquake wrecked the Rangiora venue.

The need to source good reliable bulls for their events saw Duncan and Tina decide to purchase some suitable cows and start sourcing semen from the United States where rodeo riding is a huge arena sport.

It is also the source for fully certified "American bucking bull" breed, essentially a hybrid of Brahmin, beef breeds and other mixed types.

"The genetic pool in New Zealand is small for the right sort of bulls, and we decided it was up to us to build up our own stock of good quality, well suited bulls," says Tina.





ABOVE: The Mackintosh family on farm
BELOW: Action at the Rangiora Rodeo

They now have calves on the ground with the US genetics in them, and have more coming this spring. However acquiring the genetics has not proven a simple shopping exercise.

The couple have had to win the confidence of US breeders who are happy to take their prized bulls off the rodeo circuit for three months and put them into quarantine.

"Of course not everyone can or would do that, and we have had to earn their trust in the process." They are looking forward to travelling to Las Vegas in October for the PBR World Finals where bull

riders and breeders will gather and are hoping to expand their breeder network.

The Mackintoshs have a breeding programme any beef breeder can relate to, firstly by identifying quality female stock early on to breed from.

"It's just the same as for any stud, you have to have good maternal stock to ultimately deliver good bulls."

Determining the best female stock involves bucking them out, given the traits are relatively strongly inherited.

The heifers are fitted with a bucking dummy apparatus attached when they are released into an arena.

"We video them and then analyse their action for spin, buck, intensity and kick over a six second period.

"We might find we get a line of heifers for instance that show a good tendency to spin. That increases the degree of difficulty for riders, which they like."

The heifers may be bucked up to three times to select breeders, while the bulls will get a run as yearlings and two year olds and are not placed in a rodeo until they are three years old.

Tina says with Rangiora out of action, the Hanmer event is becoming more and more popular every year and she enjoys seeing the responses from people who may not have witnessed a rodeo event before.

"They come away realising the bulls are just as much the heroes of the event."

For Tina and Duncan the pleasure is also as much in helping build the NZ rodeo scene up with quality stock.

"We have always said we wanted to create bucking bulls that lift NZ cowboys' ability to ride, so many have to go overseas first through Australia and then the States."

They are looking forward to the prospect of the exciting Professional Bull Riders NZ Cup event arriving in Christchurch come November, providing them the chance to showcase their bulls to a worldwide audience via ESPN sports channel.

"It's the Gran Prix event for bull riding, with the best riders from around the world here for the first time, and we'll be looking forward to seeing how our bulls stack up."



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PROVIDED BY EXXON MOBIL



The company develops the Outlook annually to assess future trends in energy supply, demand and technology to help guide its long-term investments.

The latest version, Outlook for Energy: A View to 2040, was released on 12 December 2013.

"This Outlook underpins our business strategy," said Andrew McNaught, Country Manager of Mobil Oil New Zealand, a subsidiary of ExxonMobil. "It provides a window to the future and we use this to help guide where we make our investments."

"Over the next five years, ExxonMobil expects to invest almost \$200 billion (US\$185b) in energy projects around the world. Much of this investment is in the form of adding new sources of supply to the market, which will be necessary to ensure the world has sufficient supplies for the next generation and the generation after that."

"So it's critical that we take an objective and data-driven approach to ensure that we have the most accurate picture of energy trends."

According to the latest Outlook, global transportation energy demand increases by more than 40% between 2010 and 2040, with growth coming almost entirely from commercial transportation.

The world's personal vehicle fleet—cars, SUVs and small pickup trucks—will double between 2010 and 2040, from more than 800 million to more than 1.6 billion vehicles, but the energy consumed actually plateaus fairly soon and begins a gradual decline.

This is because car buyers will turn to smaller, lighter vehicles and technologies will improve fuel efficiency.

The growth in commercial transportation demand is driven by projected increases in economic activity – and the associated increased movement of goods and freight.

As a result we will see dramatic growth for commercial road, rail, air and marine transport. However, it's heavy duty vehicle demand – freight trucks of all sizes, buses, emergency vehicles and work trucks – that sees the largest growth. Rising by 65%, it will account for 40% of all transportation fuel demand by 2040.

Transportation demand varies across different regions of the world, with the strongest growth in Asia Pacific. By about 2015, transportation demand in Asia Pacific will exceed that of North America.

"The fuel efficiencies that will be curtailing growth in light-duty fuel consumption will also have a profound effect on energy demand for heavy vehicles over the next 30 years," said Andrew.

"These efficiency changes have technological and non-technological components, such as logistics, road congestion and truck sizes."

"We believe that technological improvements will appear first in the developed OECD countries and then migrate to the developing countries."

"Over the next 15 years many technologies available today will see greater penetration into the transport fleets with the introduction of fuel economy and emission-reduction standards

in different regions. These include engine improvements like turbo-compounding, higher pressure cylinders/fuel injection, improved aerodynamic deflectors and other resistance enhancements such as low rolling resistance tyres. "In the second 15 years we expect to see more advanced engines, hybridisation and intelligent vehicle technologies as well as continued penetration of body improvements bringing the total efficiency over the outlook up by nearly 50% [47%]."

Andrew said that the Outlook also highlighted how operating inefficiencies would drive up fuel use in the heavy-duty vehicle sector over the next 30 years.

"These inefficiencies include increased road congestion, lower-density cargo, and the increasing share of deliveries made directly to the consumer, mostly as a result of goods bought via the internet," he said.

"However, the global heavy duty fuel demand growth rate between 2010 and 2040 would have been double if it were not for the significant energy efficiency improvements."

The projected transportation growth will drive an expected 25% increase in demand for oil. This will be met through technology advances that enable deep-water oil production and development of oil sands and tight oil.

"The commercial transport growth will result in diesel demand growing faster than any other transportation fuel and most of that growth is here in Asia Pacific," said Andrew.

"As a result, over the past five years ExxonMobil has invested almost \$2 billion to increase its ultra-low-sulfur diesel (ULS) refining capacity."

"That's adding over 120 thousand barrels per day (kbd) of ULS diesel capacity here in the Asia Pacific region with projects at our refineries in Thailand (60kbd) and Singapore (62kbd)."

"Here in New Zealand we have invested more than \$70 million over the past six years improving the safety, reliability and viability of our fuel supply facilities."

He said ExxonMobil's refineries and import terminals across the Asia Pacific operated as one regional supply network.

"Our unique array of logistical options evolve according to the trends identified in our long-term Outlook," he said. "This helps to cement our position as a proven reliable fuel supplier to the market."



For more information contact Don Joseph on 0800 RURAL NZ (787 256).

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The Invercargill Licensing Trust was founded some 70 years ago and has progressively grown to where it now operates 25 businesses in the hospitality industry including hotels, motels, restaurants, bars and retail liquor outlets primarily in Invercargill, along with a motel property in both Dunedin and Christchurch.

Through its success and profitability, the Trust provides ongoing benefits for the people of Invercargill by returning a share of its profits to the community. The Invercargill Licensing Trust, along with the ILT Foundation, are major funders of community projects in Invercargill. Collectively they provide donations and grants totalling around \$10 million a year to over 300 organisations. These range from developments such as the ILT Stadium Southland and the Velodrome, to helping grass-roots projects such as supplying interactive electronic whiteboards for local schools along with swimming lessons for primary school children at the Learner's swimming pool at Splash Palace which was also funded by the Trust.

The Trust's mandate is to provide quality accommodation, food, beverage and



entertainment facilities for the people of Invercargill and to the visiting public. Invercargill accommodation facilities include the inner city Kelvin Hotel, the Ascot Park Hotel, the Balmoral Lodge Motel and the Homestead Villa Motel. The Trust also offers accommodation in Dunedin with the Cable Court Motel and in Christchurch with the Ashford Motor Lodge. There is always something happening in the friendly south with events such as the Burt Munro Weekend, the Bluff Oyster Festival, the Tour of Southland and the bi-annual Waimumu Southern Field Days which will next be held in February 2016.

No stay in Invercargill would be complete without a great dining out experience. Again the Trust is able to offer a variety of options ranging from the well known brands such as the Lonestar and Cobb & Co restaurants to a wonderful Irish Pub called Waxy O'Shea's. Other restaurants include

entertainment facilities for the people of Invercargill and to the visiting public.

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The Saucy Chef in the north of city and the Thar & Feather in the south along with inner city eateries including the Speights Ale House and The Kiln.

If you prefer to have a drink at home, supplies can be purchased from a variety of the Trust's liquor outlets which include; Centre Point and South City Liquorland or Collingwood and Southland Super Liquor outlets which are scattered around the city or from its more boutique styled bottle stores including Windsor Wines and East End Liquor.

The Invercargill Licensing Trust looks forward to hosting you on your next visit south. For more details please visit www.ilt.co.nz.

Feeding to the MAX



Cows across the district have wintered fairly well this dry period, with many cows reaching target Body Condition Score (BCS) of 5 to 5.5.

PROVIDED BY CRAIG TROTTER, CENTRE FOR DAIRY EXCELLENCE

Though wet in areas typically around the hills, there may be issues with feed quantities for any late calving cows. We have not had any significant extreme weather event such as extended periods of snowfall etc.; fingers crossed, this will continue as we quickly move into peak calving. As a result, pasture covers on the platform are in very good order which will play an important part in transition feeding this calving.

As we all witness on farm, immediately pre and post calving cows go through an incredible metabolic change in a very short period of time, their demand for feed energy and protein increases dramatically. A 450kg cow producing 2kg MS/day requires at least 200 MJME/day and a diet crude protein of at least 16% to satisfy her requirements. Typically, in the first few of weeks post calving, a cow's feed intake is short of her overall demand hence a further requirement to have cows in good condition so that they utilise a proportion of this body tissue for production. This is a standard attribute of the modern dairy cow of the 2000's, they are programmed to utilise BCS 'off their back' during the spring to fulfil production requirements.

Our goals as producers is to minimise the length of time they are in a state of BCS loss and its magnitude, i.e. no more than six weeks post calving and less than one unit of BCS between calving and mating. The importance of ensuring that cows are at a BCS of 5 cannot be overstated.

We know that cows with a BCS of 5 at calving will cycle by 8–10 days earlier than cows at a BCS of 4 therefore having the opportunity to get in calf earlier as well as potentially reduce costs such as lower Controlled Internal Drug Release (CIDR) usage, AI and reduced endometritis in the herd. Furthermore, cows at

BCS of 3 or 4 at calving produce around 30 and 12.5 less kg MS respectively through the season than cows calving at BCS 5; more hassle, more cost, less production, less personal fulfilment and satisfaction.

Secondary to ensuring cows are at a BCS of 5 is doing our best of keeping them there after calving. We need to ensure cows are fed as well as possible through the spring to minimise BCS loss, maximise milk production and minimise losses in potential reproductive performance (**Table 1**).

The supplementation of Magnesium (Mg) is also vital in the late winter/spring period. There is considerable research evidence that clinical milk fever can reduce milk production by around 14% and sub-clinical hypocalcaemia around 7% with around 5% of cows on many properties getting clinical milk fever and a third of cows potentially suffering sub-clinically; all in all, a costly exercise.

The greatest tool to prevent milk fever issues is the supplementation of magnesium (Mg) pre and post calving, as the availability of Mg is essential for the availability of calcium post-calving. The general aim of the game is to provide around 20g (variation due to performance targets) of actual Mg per cow per day.

Mg on farm usually comes in three forms:

- Magnesium oxide (MgO) which contains around 50% actual Mg.
- Magnesium chloride (MgCl₂) which contains around 12% actual Mg.
- Magnesium sulphate (MgSO₄²⁻) which contains around 10% actual Mg.

Using a combination of MgO (pasture spreading or mixed into meal) and either MgCl₂ or MgSO₄²⁻ (Dosatron) is recommended to reduce palatability issues and ensure adequate intake through the spring. Typical application rates of MgO onto pasture are around 80g which supplies 20g Mg (assuming at least 50% blown away and not consumed by the cows of which 50% is Mg). Because MgCl₂ or MgSO₄²⁻ are relatively low in available Mg, application rates need to be at around 50g (MgCl₂) or 60g (MgSO₄²⁻) per cow per day through the dosatron to supply 5g of actual Mg to the cows. It is recommended not to exceed around 80g of

either chloride or sulphate per cow per day to prevent taint of the water potentially reducing voluntary intake.

Post calving, a cow loses somewhere in the vicinity of 30–40g of calcium per day through milk production. The majority of this calcium is provided through mobilisation of bone storage but supplementation of lime flour is important to ensure calcium intakes are maintained to assist in the availability of calcium and replenishment of those stores over time. Typical rates of supplementation are dusting at a rate of 100-150g limeflour per day to colostrums and then decreasing this to milkers as the spring progresses. Of course it is important that lime flour is not offered to pre-calving cows.

Another very important point to consider when we discuss nutrition requirements and issues around calving time is cow wastage and disease incidence on farm. The spring of course is a busy time of the year and on many farms, recording of data or incidence goes out the window. Take the time to put a plan in place to make records of the incidence of milk fever, cow losses, retained foetal membranes, and calving difficulties. In days gone by, excuses for not recording data such as these may have been acceptable but with cows costing at a minimum of \$2,200 each, losing 4–5% on a 1,000 cow farm equates to \$88,000 to \$110,000 and that's just the capital cost of course. Not to mention losses in MS production through the season (say 325kg MS average if they die in the spring @\$7/kg MS = \$91,000-\$113,750 plus additional rearing costs for replacement heifers etc.) Some losses are to be expected (1–2%) but many do not record these losses nor is incidence of diseases through the spring, perhaps there an underlying issue on farm causing these losses, if it is not measured, it of course cannot be managed. Cow wastage exceeding 3% should not be tolerated. In addition, retained foetal membranes, and metabolic disease incidence exceeding 5% should start ringing the alarm bells on farm and it will be time to speak to a vet or advisor around such matters.

Through taking the time to plan ahead of methods and information recording prior to the start of calving will ensure that year on year gains can be made in minimising potential and ongoing issues through the spring. This will of course benefit man and beast alike in ensuring that a negligible number of issues develop on farm and there is a structure in place to deal with any issues as they arise. This will in turn minimise stress and ill health and maximise efficiency, in both animal and dairy team performance.

Table 1. The impact of body condition score loss in early lactation on potential reproductive performance (From Incalf, DairyNZ)

MEAN HERD BCS LOSS	PROBABLE DECREASE IN 6 WEEK IN-CALF RATE (%)	PROBABLE INCREASE IN EMPTY RATE (%)
LESS THAN 0.5	-	-
0.5 - 0.75	-2	1
0.75 - 1	-3	2
1 - 1.25	-4	3
1.25 - 1.5	-5	4
MORE THAN 1.5	-6	5



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Join the Scam Savvy crusade

Contrary to belief, scammers target people of all backgrounds, ages and income levels. Senior citizens are particularly vulnerable, but those who think they're too clever to fall for a scam often take risks that scammers quickly take advantage of.

BY BRONWYN GOOT, BNZ SECURITY & FRAUD CO-ORDINATOR

However, scams are very difficult to detect. What they offer looks genuine and appears to meet your needs or desires. But they're artfully designed to trick you into giving away your money or personal information.

They often promise great prizes, true love or easy money. However, before they deliver on any of these promises, they'll often provide you with plausible reasons to send money, provide your credit card number, or supply your bank account details. Many scammers also entice their victims by posing as legitimate companies or organisations and approach out of the blue with seemingly ordinary requests. And then they'll take your money.

A request or offer might be a scam if:

- You don't know the sender;
- You receive an email or letter addressed to 'My Dear' or a similar generic greeting;
- The message contains grammatical or spelling errors;
- You're contacted by a bank you don't have an account with;
- You're urged to visit a website to update your bank details or fill in a form with personal information;
- You're advised to act fast to claim money or another prize in a lottery or competition that you didn't enter;
- You inherit money or possessions from someone you've never heard of;
- You receive a request from a stranger who needs your help (usually to send money);
- You've befriended someone on a dating website and they ask you to send them money so they can pay debts or come and visit you.

Tips for protecting your money

Keep bank cards and money in sight (and preferably in your possession at all times). Cover your PIN when using ATMs and EFTPOS. Be wary of anyone trying to look over your shoulder when withdrawing cash or making purchases.

If you receive a phone call and are unsure about the validity of the caller, ask for their name and let them know you'll call them back. Then dial the organisation's listed number (e.g. BNZ's listed number is 0800 ASK BNZ [0800 275 269]) and ask to be transferred to the person you spoke with.

That way you can be sure you're speaking with a genuine staff member from a legitimate organisation.

Always make time to review your bank and credit card statements. If you spot anything out of the ordinary, contact your bank immediately.

If you're planning a business trip or holiday, advise your bank of your travel itinerary and provide an emergency contact number.

Keeping your personal information safe

PINs and passwords are highly confidential and belong to you and you alone. It's important you do not write them down.

Your bank will never ask you to disclose your PIN number.

Avoid putting mail containing bank or personal information in the rubbish. Shred or burn it if possible.

Try not to use repetitive or sequential numbers when selecting a PIN number (e.g. 1234 or 4444) and never use your date of birth—it's one of the first numbers a scammer will try.

Stay safe online

Select strong passwords (use alpha-numeric and special characters and a mix of upper and lower case letters).

Only use trusted and secure websites by looking for https:// at the beginning of the web address bar and the padlock icon in your browser window.

Avoid clicking on links embedded within emails that appear to be from your bank or a government department. Contact the organisation via their listed number to confirm the email is legitimate. Links and attachments in scam emails often contain harmful viruses and malware that give scammers access to your computer, where they can access your personal information and attempt to steal your money. Take care when sending money to companies or individuals you've met (or have been communicating with) online - particularly if you've never transacted with them before.

What's hot right now?

Postal mail scams. They arrive in brightly coloured envelopes and can look very official and intimidating. A recipient only has to reply to one with a cheque or credit card details to claim a



prize, as well as their full contact information, and they then become inundated. In one case, a gentleman received 169 envelopes on one day. It overwhelms people's lives, and they become too scared to stop responding or sending payments. However, positive news is that victims are increasingly finding the courage to share their stories, even though it is hard to do so. Many feel isolated, embarrassed and ashamed, while others are fearful that speaking out about their perpetrator could make their situation worse. Scams have reached epidemic proportions, but the hope is that with more public awareness we will see an improvement in reported figures and, consequently, a reduction.

If you think you've been scammed, talk to your bank and contact your local Police for advice.

For more information on scams visit:

Department of Internal Affairs www.dia.govt.nz
Consumer Affairs
www.consumeraffairs.govt.nz/scams
Report mobile phone (txt) scams to 7726



Educating the public and making them aware of scams is a strong focus for BNZ. Bronwyn Goot, BNZ's security and fraud coordinator, spends much of her time on the road teaching about scams and supporting people who fall victim to them. Her seminars, appropriately named 'Scam Savvy', are aimed at raising awareness in a bid to head off devious criminals.



It's business time.

Infertility is costing many New Zealand dairy farmers hundreds of thousands of dollars annually. With the cost of an empty cow estimated to be about \$2,950 through loss of milk production, the cost of purchasing a replacement, or, grazing costs carrying the cow over to the next season, as well as cost of genetics loss, these factors highlight the need to be proactive when preparing cows for reproduction.

Nutrimol 4n1 is a serious mating product. It contains the same compounds in 'Nutrimol Classic' to increase heat strength and in-calf rates, but now with the addition of more iodine than before, as well as folic acid, vitamins A, D & E and prebiotic to support milk production.

THE ESSENTIALS FOR REPRODUCTION

Nutrimol 4n1 is a naturally chelated nutritional supplement and prebiotic containing a dairy cow's daily allowance of iodine, folic acid, vitamins A, D & E all together in one easy-to-dose liquid product.

Vitamin A promotes the health of mucous membranes, skin health and the growth of body tissues. It reduces the reproductive tract's susceptibility to infection.

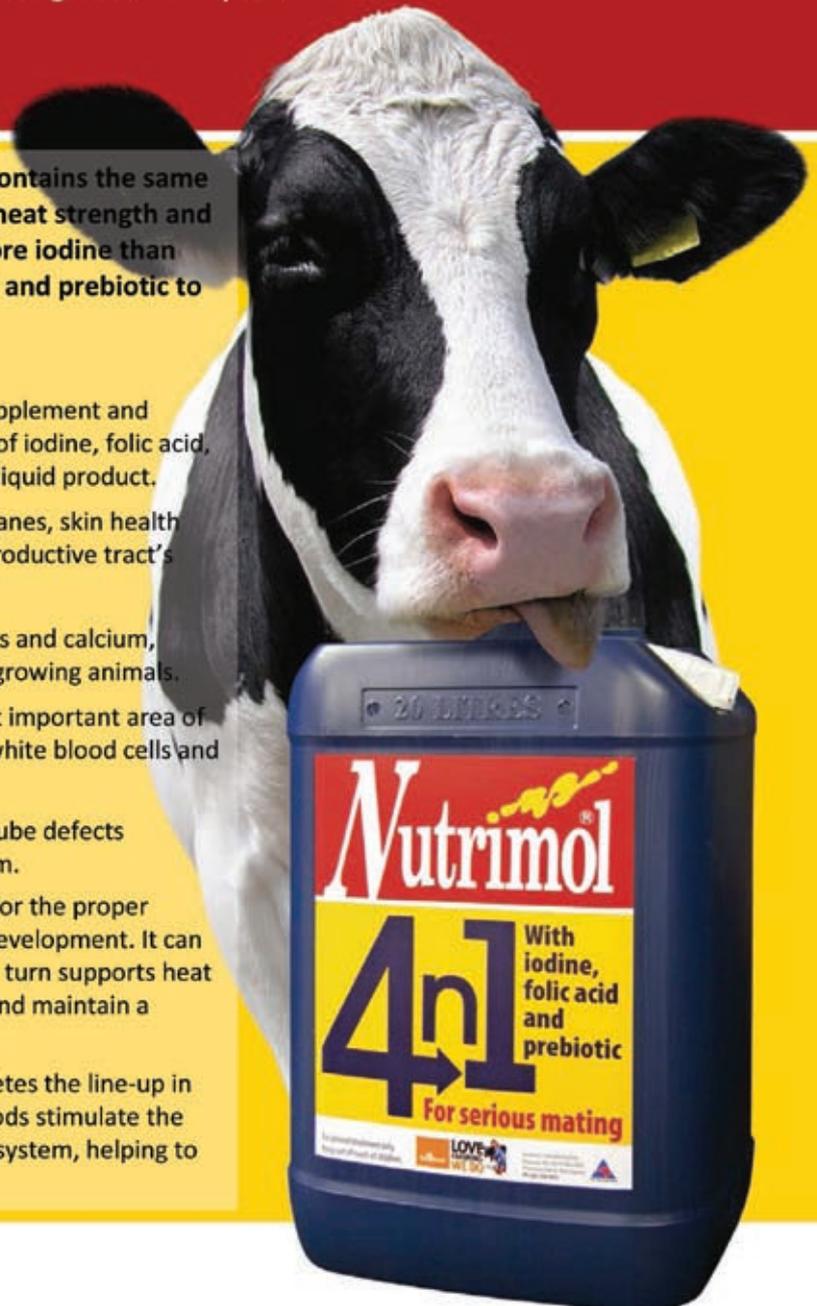
Vitamin D stimulates the absorption of phosphorus and calcium, essential for bone formation, especially in rapidly growing animals.

Vitamin E acts primarily as an antioxidant. Its most important area of function is in the lungs where it protects red and white blood cells and tissue from the effects of oxidation.

Folic Acid (Vitamin B9) reduces the risk of neural tube defects involved in formation of the central nervous system.

Iodine is required on a daily basis and is essential for the proper function of the thyroid gland, foetal survival and development. It can positively impact on hormone production which in turn supports heat detection, the readiness of the cow to 'come up' and maintain a strong heat.

The addition of more **Prebiotic** to Nutrimol completes the line-up in providing food for the 'rumen bugs'. These bug foods stimulate the growth and/or activity of bacteria in the digestive system, helping to assist in feed conversion.





Farming with nitrogen restrictions

There's a new name in town here to boost your nitrogen and reduce your farming footprint. Donaghys N-Boost® is a patented nitrogen booster using world first technology for pasture and selected crops. ARTICLE SUPPLIED BY DONAGHYS

Designed to double your nitrogen response of pasture, increase crops yields, reduce your nitrate leaching and save you money; N-Boost® is a viable scientifically proven option for farming with nitrogen restrictions and allowing you to get the most out of your farm production.

N-Boost® is the original scientifically proven and trusted Donaghys LessN® with the same ingredients and method of application. Donaghys have chosen to re-name the product due to international success of the N-Boost® brand. The N-Boost® brand focusses on 'boosting your nitrogen response' which is what this product has always achieved. Active ingredients include adenine compounds which have the same base unit as cytokinin (plant hormone) and chains of amino acids (oligopeptides) which increase nutrient uptake.

The N-Boost® system (designed for application on pasture) is 40kg/ha of urea dissolved in water with 3L/ha of N-Boost®, typically sprayed at 200L/ha with a conventional boom sprayer or boom jet. Urea can easily be dissolved in water in a free mixing station or by agitating in a spray tank.

Farmers will be aware that a major focus on nitrate leaching and nitrogen caps in the farming industry has arisen. Modelling of a typical 160ha Canterbury dairy farm using the Overseer® nutrient budget software, indicated up to a 15% reduction

in nitrogen leaching from using the N-Boost® system at 40kg/ha of urea compared to 80kg/ha of urea only, without compromising pasture production.

Trials prove the N-Boost® System doubles the nitrogen response of pasture. Results show an average nitrogen response of 24.25kg dry matter per kg of nitrogen applied when using the N-Boost® system compared to 10kg of dry matter per kg of nitrogen applied when using only 40kg/ha of urea. In trials using 80kg/ha of spread urea, the average nitrogen response was 12kg of dry matter per kg of nitrogen applied.

"We have halved our nitrogen use without affecting production. We have noticed a stronger clover content, more even growth and a thicker and denser pasture sward" Matt and Di Ness, Canterbury.

In cropping situations, foliar applications of 3-6L/ha of N-Boost® are applied at specific growth stages to complement standard fertiliser practices. Over 200 replicated trials have been conducted successfully on 19 different crop types such as common South Island crops like kale, turnips and lucerne.

"I used it on my 15 hectares of kale crop during the drought and grew a 16 tonne crop" Harry Meijer, Oxford, Canterbury.

In trials designed to quantify yield improvement, the overall average yield increase for the N-Boost®



ABOVE: Kale trial at Ruapuna, Canterbury using N-Boost®, May 2011

MAIN IMAGE: Pasture and clover growth using the N-Boost® System

treated crops was 10% compared to the untreated crops. Based on mean trial results and a urea price of \$650.00/tonne delivered on farm, dry matter can be grown for as little as 10.7 cents/kg using the N-Boost® System compared to 12.8 cents/kg using solid urea. By using N-Boost®, you'll save money without losing pasture production or quality.

N-Boost® is a tried and trusted product having been scientifically trialled in over 280 pasture and crop trials by over 40 independent universities and organisations. N-Boost® has also been peer reviewed by 4 independent parties including the Fertiliser Quality Council andASUREQuality.

You can find Donaghys N-Boost® in your local ATS store. Further product information can be found on www.donaghys.com or freephone 0800 942 006.

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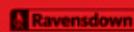


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Trees for every location

Frank Goddert has always had a green thumb. As a kid growing up in Germany, he would go into the forest and bring back Oak seedlings, which he planted in cups in his room. BY LINDA CLARKE

Nearly 40 years on, and over half a world away in Nelson, New Zealand, he is still growing trees. Frank's Trees, which he owns and operates with Kiwi wife Tracy, specialises in growing deciduous ornamental trees from scratch and the nursery has recently expanded to include shrubs.

The German-Kiwi came to New Zealand in 1987 with his parents and learned about root stocks for apple trees while working in the Hawkes Bay. He and Tracey moved to Nelson in 1998 and Frank worked for the established Appleton's Nursery before deciding to go out on his own.

In 2004, and with just 100 trees, he and Tracey started Frank's Trees on Golden Hills Road, about 10 minutes from central Richmond. They have developed their three hectare property to include their family home and plenty of space in which to grow their trees from seed.

Frank says the process from seedling to potted tree takes approximately three to four years and plenty of attention from him and Tracey. Frank's speciality is growing quality trees fit for specific purpose or growing conditions. These are trees that can grow well despite wind, rain or snow; or trees that have upright habits suitable for urban spaces or subdivisions.

For example, there are several specimens of Liquid Amber and depending on your requirements, Frank can suggest the best one for you. Liquid Amber Gumball is a good option for smaller gardens or as an

ornamental tree, while Liquid Amber Worplesdon would suit a driveway or farm entrance.

He has also developed an ornamental pear with an upright form that is proving popular in subdivisions as it won't grow over roads or sections.

Frank's Trees is a wholesale nursery and is open to the public three days a week; Wednesday, Friday and Sunday from 9am–4pm; for the sale of trees and shrubs.

Frank says the work is labour intensive, especially the lifting and potting of bare-root trees, but he and Tracey have grown the business to the point where they employ Andrew and some other seasonal staff who help with the day to day work. This means Frank can spend the odd day pig-hunting or so they can both enjoy being sideline at their sons' rugby games.

At the foot of the Moutere hills, the nursery is surrounded by vineyards and orchards, and customers can wander the rows looking for the perfect specimen.

Frank and Tracey are on hand to lend expert advice. "I get people come into the nursery and they walk down a row with a plan. I like to ask them where



ABOVE: Tracey and Frank Goddert
MAIN IMAGE: The Frank's Trees Nursery

they live so they don't plant something that won't thrive, or be right for that area."

"But I am still learning myself. There are only so many trees in New Zealand as it's very difficult and expensive to import trees, so we are always looking to find different shapes and forms to keep things interesting."

The nursery has paddocks full of trees in different growth stages, with around 4,000 trees from small to large grade in containers and some 15,000 shrubs ready for sale all year round. Frank and Tracey do most of the work, with sons Jake and Flynn helping out in the school holidays and weekends.

Check out Frank's Trees website www.frankstrees.co.nz and their Facebook page for images and information on the plants available.



Frank's Trees
126 Golden Hills Road
RD 1, Richmond

Tel 03 544 9987
frankstrees@xtra.co.nz
www.frankstrees.co.nz

Keep an eye out for the new and improved Supplier Directory

We are busy working on a new version of the supplier directory. With improved and easy to use categories, as well as the discounts right there in the publication, it will be the 'must have' to go with your Ruralco Card.

We will be releasing it soon so keep an eye out for the signal to get in and order yours.



Spark paper bill fee

Spark (formerly Telecom) now charges \$1.50 per paper bill, if you don't wish to pay this you can change to an online bill sent direct to your email. For instructions on how to do this, check the back of your latest bill or visit www.spark.co.nz

Upcoming A&P Shows

Ruralco is going to be at both the Ashburton A&P Show from 31 October–1 November, and the Canterbury A&P Show from 12–14 November. Mark these dates in your diary as we would love to see you there.

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Ruralink Email

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Supplier Awards Winners

The Ruralco Supplier Awards were held on 31 July with many suppliers recognised for their achievements throughout the last year. Keep an eye out when you're in town for the Supplier Award logo which all award winners can use for the next year. To view a list of the 2014 winners, visit www.ruralco.co.nz/supplierawards2014winners



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Thank you to all of you with website logins who responded to our email about keeping your login.

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Rural Women Awards

Entries for the Rural Women Awards 2014 are now open. These awards offer women running small rural businesses the opportunity to boost their profiles and gain recognition for their achievements.

Entries close 5 September so visit www.ruralwomen.org.nz for more information on how to enter and the awards available.



AgFest West Coast

On 4-5 July we attended AgFest on the West Coast along with Ravensdown. It was a great chance to catch up with our cardholders and answer any questions they had about the card.

To see images from the event, check out www.facebook.com/ruralco

Happy Birthday Ruralco



Ruralco celebrates its first birthday

We celebrated our first birthday on 1 July with our ATS and Ravensdown staff getting involved and dressing up in red to mark the special day. In the past year we have launched the Ruralco Card to the Central South Island, Otago/Southland and Nelson/Marlborough regions, and now have over 700 suppliers, and even more branches throughout the South Island. With thousands of new cardholders as well, business is set to continue growing throughout the years to come.

If you haven't already, check out the images of our staff celebrating on www.facebook.com/ruralco



On farm fuel requirements for the new season

As we head into the new season for contracting, or on farm use, fuel will again play a major part in both supply and cost. We are keen to support Ruralco Cardholders in obtaining the best deals for fuel on either bulk or through the card.

If you would like to hear about what we can do for you, or for advice on fuel storage and other requirements contact Don Joseph, Fuel Account Manager, on 0800 RURALNZ (787 256) or don.joseph@ruralco.co.nz.

Remember to check that your storage equipment is in suitable condition and can ensure you have adequate supply.



Crafting a lifetime

The first thing you notice about Nelson jeweller Paul Harris is that his workbench is smack in the middle of his shop.

BY LINDA CLARKE

It's a chance for customers to see a master craftsman in action and some even help make the rings they will wear with love for a lifetime.

Paul and wife Kelly have come a full circle in the jewellery business. They started small, expanded big into retail, but have returned to Paul's roots as a manufacturing jeweller designing, making and selling custom-made jewellery.

Paul says it's a process where he gets to know his customers well and, after 33 years in the business, he likes it that way.

A Dunedin boy at heart, Paul moved to Blenheim as a 17-year-old to a job as an apprentice jeweller with McQueens. He saw it as a good opportunity for a young man, even though a career handling precious stones had not been on his radar.

He loved it, and after finishing his apprenticeship he moved to Nelson and started a store of his own.

The move recently back to boutique jewellery and hand-made pieces has been rewarding; he has customers all around New Zealand and overseas and they have become friends through a very interactive process.

His workshop is in the Grand Mercure Monaco Resort in Stoke, an idyllic setting to buy a ready-made ring or design your own. As well as rings, there are bangles, earrings and other pieces to tempt. Most of Paul's customers come to him through word of mouth—there's no better advertisement than a beautifully-designed, new engagement ring being flashed around!

Diamonds are still the stone of the century and typically Paul starts a consultation by allowing

clients to pick their own diamond. He pre-selects about six stones and gives advice about each one's special characteristics.

Then the design process begins, and distance is not an issue. This can be in person, or by email, and is a combination of the customer's idea and Paul's experienced input.

Paul then makes a mock-up of the ring using sterling silver and sends it out for approval before hand making it in the precious metal.

He has plenty of repeat customers too, engagement rings are followed by wedding rings and, years down the track, rings can be remodelled.

There are no trends in jewellery, he says, and diamonds remain the most popular stone. He has noticed a shift to white gold, from yellow gold, for ring bands. "Styles change, but every work can be a challenge."

The price of custom-made rings is also comparable to rings bought off the shelf in big retail stores. Paul said he could work to budgets, reproduce designs from photographs and cater for personal preferences.

"There are plenty of stores selling jewellery, but not many manufacturing jewellers. And we don't have the overheads and big margins."

He said reworking old jewellery could be interesting. "A lot of people think their gold is



ABOVE: A ring crafted by Paul Harris, the storefront
MAIN IMAGE: Paul Harris busy at work

useless, but I melt it down and so the value of the gold is retained."

It can then be remodelled into a contemporary piece, and its sentimental value is also retained. Paul and Kelly run the store on their own and say feedback from happy customers makes for an enjoyable workplace, where Paul's passion for his craft can run free.

Paul Harris Jewellers can be found online at www.highstreetjewellers.co.nz



Paul Harris Jewellers
6 Point Road
Monaco, Nelson

Tel 03 538 0813
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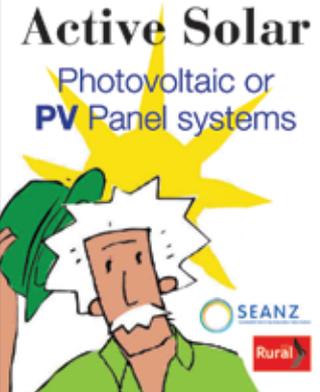
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