

Inside Dairy

April 2019

Your levy in action

MINING FOR INFORMATION

Farm Gauge yields nuggets



Pasture 
potential
tips

FARMERS' FORUM:
YOUR FUTURE

Mythbusting
BCS gain

DairyNZ 



over the fence...

Welcome to the April issue of *Inside Dairy*.

Thank you to the 1794 of you who gave feedback in February on the Biosecurity Response Levy for *Mycoplasma bovis*. Sixty-one percent of farmers were supportive of DairyNZ managing the levy and increasing the maximum rate to 3.9 cents per kilogram of milksolids per year. Paying back our proportion of the response costs will likely come into effect on or after June 1, 2019. We're making a recommendation to MPI with your feedback. By the time you read this, we'll have let you know, or be very close to letting you know, which approach we'll be taking.

This month's *Inside Dairy* focuses on helping you prepare well for the new season. Waikato contract milkers Marc and Nia Jones share their experience of using DairyNZ's Farm Gauge tool, which has helped them to assess their strengths and weaknesses, then form action plans to 'plug the gaps'.

Also in this issue, find out how to give your heifers a head start going into winter, learn about making well-informed culling decisions, and get the details on Farmers' Forum 2019.

You may have spotted *The Vision is Clear* 'Pledge and Win' campaign for World Water Day throughout March. We received some inspiring entries, from farmers and non-farmers. It's great to see the conversation happening. See the article on page 15.

Finally, I want to acknowledge the tragic events that took place in Christchurch last month. This is devastating for everyone in New Zealand, and especially our Muslim and Canterbury communities. Our hearts go out to the victims and their families and friends. Diversity, particularly on South Island farms, is something I value hugely about our dairy sector. Having people from so many backgrounds and nations enriches us and makes us stronger.

As always, please email me if you have any thoughts, feedback or questions – tim.mackle@ceo.dairynz.co.nz

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On the cover: Tokoroa-based contract milkers Nia (left, with baby Etta) and Marc Jones (far right) catch up over Farm Gauge with their mentor, George Moss.

TAKE 5... TIPS FOR FARMERS

1. Test your BCS skills

Can you body condition score cows at the DairyNZ standard? Test yourself using our new interactive online courses. Visit dairynz.co.nz/BCS to see if you're as good as you think – and get tips to improve.

2. Vet your dry-off approach



It's time to think about drying off and reducing the use of antibiotics. Talk to your vet about dry cow therapy and teat sealants to decide which approach will work best on your farm. Learn more about antibiotic use at dairynz.co.nz/antibiotics

3. Happy cows, clean roads

Cows must be stood off green feed before they're transported, but it's also important they don't leave hungry. The solution is to provide dry feed, such as silage or hay, and water. This will keep them content, without contributing to effluent on our roads –

dairynz.co.nz/transporting-stock

4. Health and safety 'pause and plan'



Pause: what safety gear, tools and/or vehicles should you use?

Pause: for unexpected hazards – what's the best way forward?

Plan: get tools/vehicle training, plan steep on-farm routes, secure loads, use H&S checklists/inductions, monitor staff wellbeing.

Learn more at dairynz.co.nz/healthandsafety

5. Know the science?

Read our latest *Technical Series* issue to learn about the science behind feeding plantain to cows/reducing nitrogen (N), how riparian management benefits our waterways and why N surplus could be a better farm performance indicator. Read your copy posted out this month, or visit dairynz.co.nz/techseries

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We appreciate your feedback

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FINDING GOLD IN FARM GAUGE





When Marc and Nia Jones first used Farm Gauge, they felt like they'd struck gold. Here was a simple online tool that could not only help them to assess their strengths and weaknesses, but also inspire them to become more successful farmers. *Inside Dairy* caught up with the contract milkers for an honest assessment of Farm Gauge, and how it's led to them connecting with a local mentor.

At the entrance to Marc and Nia Jones's South Waikato farmhouse, a flag with a fiery Welsh dragon gives away their origins.

Marc and Nia, who met at school in Llanrwst, North Wales, first came to New Zealand on their 'big OE' in 2009. Nia grew up on a 200-cow dairy farm and Marc's background was in sheep and beef farming. Their enthusiasm for New Zealand dairying was ignited when Marc spent part of his trip working on a Tokoroa farm owned by Margaret and the late Ian Elliott, while Nia travelled.

Marc and Nia went home in 2011, and for the next five years worked as dairy managers in Scotland and contract milkers in North Wales before returning to New Zealand for good.

"We'd fallen in love with the country and always wanted to come back. In 2016 we decided it was now or never. We worked in Southland during the 2016/17 season and were fortunate to get a job offer to manage the farm for the Elliots," says Nia.

The couple are about to start their second season contract milking on the 270-hectare (ha) farm, and they're going from strength to strength.

As Nia and Marc Jones head into their second season contract milking, DairyNZ's Farm Gauge is helping them to go from strength to strength.



"Farm Gauge has helped us focus on the areas of our business where we needed to upskill."



Between them, Marc and Nia hold the future of their farm, thanks to Farm Gauge and the farmer mentor it has connected them with.



A better focus on their farm enables the couple to balance work and family life more effectively too.

Finding the gaps – and plugging them

Marc and Nia are passionate about becoming better farmers and DairyNZ’s online Farm Gauge tool has helped them clarify exactly where they need to grow.

“Farm Gauge has brought huge value to our business,” says Marc. “The first time we used it I thought we’d found gold. We’ve used it to find our weaknesses and understand our strengths. I don’t know why you wouldn’t use it.”

By using Farm Gauge, the couple identified they had a gap

when it came to understanding environmental regulations and council requirements. Another weakness Farm Gauge identified was strategy.

“We needed clarity about where we’re going, defining our goals and pinning down how to achieve them,” says Nia. “Farm Gauge has helped us focus on the areas of our business where we needed to upskill.”

Farm Gauge has inspired Marc and Nia to make changes and they’ve used it subsequently to measure progress.

"We realised that we probably hadn't been as honest with our answers as we might have been the first time around," says Nia.

"It doesn't take too long to complete – about 10 to 15 minutes, depending on how long you want to think about each question – but the most important thing is to be honest with your answers. If you want to develop, you need to find the gaps and work on those weaknesses, otherwise you aren't going to learn anything."

'You don't know what you don't know'

DairyNZ's Dairy Connect manager Kate Robinson introduced the couple to George Moss, a farmer in their area, who's given them some excellent strategic advice and mentored them along the way.

"Like a lot of farmers, you don't know what you don't know," says George. "Farm Gauge is a very powerful tool that helps farmers identify what they don't know, whereas other tools assume you already know where the gaps are. It's a tool that allows for continuous improvement on-farm."

George invited Marc to a partner farm day which involved a discussion about greenhouse gases, and he's since spent time with Marc and Nia helping them with their environmental planning. Together, they've worked through the effects of the Waikato's Healthy Rivers plan changes and the future implications of nitrogen loss and nitrogen efficiency.

"This is an area that's moving and changing all the time and farmers, particularly the next generation of farmers, who are more receptive to change, need to understand what's going to be expected of them in future," says George.

Continuous improvement

Farm Gauge has also identified positives. For example, Marc and Nia's highest score was in the 'people' section. "This is something we take pride in – it's a real focus," says Nia. "We have a big farm and we really need our team around us."

Even though they scored well in some areas, Marc says you have to put this into context. The Joneses scored highly when it came to their races, but they still felt there was a weakness in the system, particularly on the corners.

"On this farm there's some quite big-angled corners and quite often the cows stood there, so the ground was getting pugged and lameness was increasing," says Nia.

In a novel approach, Marc decided to put some artificial grass on the corners.

"I discussed it with our sharemilker Sarah Elliott, who agreed to fund it, so I looked online and bought about three tennis courts' worth to lay on the corners.



George Moss (right): "Farm Gauge is a very powerful tool that helps farmers identify what they don't know."



No prizes for guessing which side Marc and Nia will be supporting at this year's Rugby World Cup.

FARM FACTS

OWNER: Margaret Elliott

CONTRACT MILKERS: Marc and Nia Jones

LOCATION: Tokoroa, South Waikato

FARM SIZE: 270ha

HERD SIZE: 970 Friesian-cross

PRODUCTION (KG MS): 421,000kg MS in 2017-18.
(Up eight percent so far this season.)

“I looked online and bought about three tennis courts’ worth (of artificial grass) to lay on the corners.”



“We’ve just started recording lameness, so it will be interesting to compare the results next year. But the cows are definitely moving around the corners more easily.”

A guide for governance

When the Joneses first completed Farm Gauge 2018 (as part of a pilot group that helped to test the tool), they discussed the results with Sarah Elliott, their sharemilker.

“We showed Sarah the scores on everything and it’s these reference points that have been useful in our relationship with her and the farm owners. But the biggest conversation we’ve had with Sarah is to identify the more strategic things that might be outside our brief in terms of decision-making,” says Marc.

“We feel that our Farm Gauge reports could form the basis for a twice-yearly meeting with Sarah and Margaret (the farm owner) for ‘big picture’ planning. We can have a good holistic look at the farm and go into detail on every aspect.”

Marc and Nia also plan to use Farm Gauge as an annual or twice-annual reference point with their team of three.

“We may have different views to theirs. There’s so many different topics, so the more views the better,” says Marc.

Give it a go

Marc and Nia are now strong advocates for Farm Gauge and Dairy Connect and they encourage other farmers to take five minutes to check them out online.

“Farm Gauge is such a quick and simple tool. It identifies your knowledge gaps and you can also redo it as many times as necessary to evaluate and benchmark against yourself (or others if you are happy to share),” says Nia.

Marc and Nia’s top tips

1. Use Farm Gauge to select which business areas to prioritise.
2. Use Dairy Connect to get support from an experienced farmer.
3. Share the results with everyone involved in your business.



Just days before we went to print with this issue of Inside Dairy, Marc and Nia won the Waikato Share Farmer of the Year competition at the New Zealand Dairy Industry Awards.



Go to dairynz.co.nz/ID-april-2019 to see our video interview with Marc and Nia.

Marc says it's also a great tool to complete with your team, advisers and farm owners.

"Everyone has different views and opinions of how things are going, so completing it together will give a fair overview of your performance and the farm system. Dairy Connect is also a very valuable service – you can use local people to help you increase your knowledge where it's needed."

Words: Christine Hartley Photos: Paul Sutherland



Farm Gauge in brief

Use Farm Gauge to find out where your time and resources are best invested. Answer 10 to 20 multi-choice questions to determine how well you're doing. Then choose a focus area and look at the options to lift performance. There are eight categories, ranging from health, safety and wellbeing, to infrastructure, the environment, strategy, feed, financial, herd and people. Visit dairynz.co.nz/farm-gauge



Dairy Connect in brief

Dairy Connect is a service available to all farmers: owners, sharemilkers, managers, contract milkers and farm assistants. If you're thinking of trying something new on-farm or are facing challenges and want support from another farmer with experience, Dairy Connect will team you up. Further details at dairynz.co.nz/dairy-connect



"Dairy connect is great. We have met so many people who have helped us with various areas of our business and to develop our knowledge and business skills."

Competing in the modern game

New Zealand has long been a dominant player in the global dairy market – but the game is changing, writes DairyNZ principal economist Graeme Doole.



The competitiveness of New Zealand's dairy farming businesses is vital to our sector's future success. Understanding who we're competing with, and on what measures, helps to guide decision-making and investment by individual farmers, the sector and the government.

We've historically focused on our financial competitiveness with overseas dairy producers. Recent analysis shows that, at a country level, New Zealand continues to hold a strong position in that arena. But we need to look beyond the averages, and benchmark against the production cost of 'new' milk coming out of large American dairies, expansion in Ireland, and Western Europe. We must also watch for growth from Eastern Europe and South America. Research five years ago showed the best American and Irish producers were getting close to our average cost of production – with higher debt in New Zealand constraining profitability. It's time to revisit these analyses.

New zones of competition

Financials don't tell us the whole picture. Measures such as greenhouse gas intensity (carbon dioxide equivalent per kilogram of milksolids), animal welfare standards, food waste and nutritional quality are going to be new zones of competition with other dairy producers and alternative products. These measures are being driven by consumer demand and competition from alternative products like plant milks.

DairyNZ is working hard with *Dairy Tomorrow* partners to collect credible data on these measures, and we'll be reporting back to farmers and the public. This data will allow DairyNZ and farmers to see how we compare as a sector, and as individual farms, against our competition. This insight will influence DairyNZ's levy investment and provide insights for farmers on where to focus their attention.

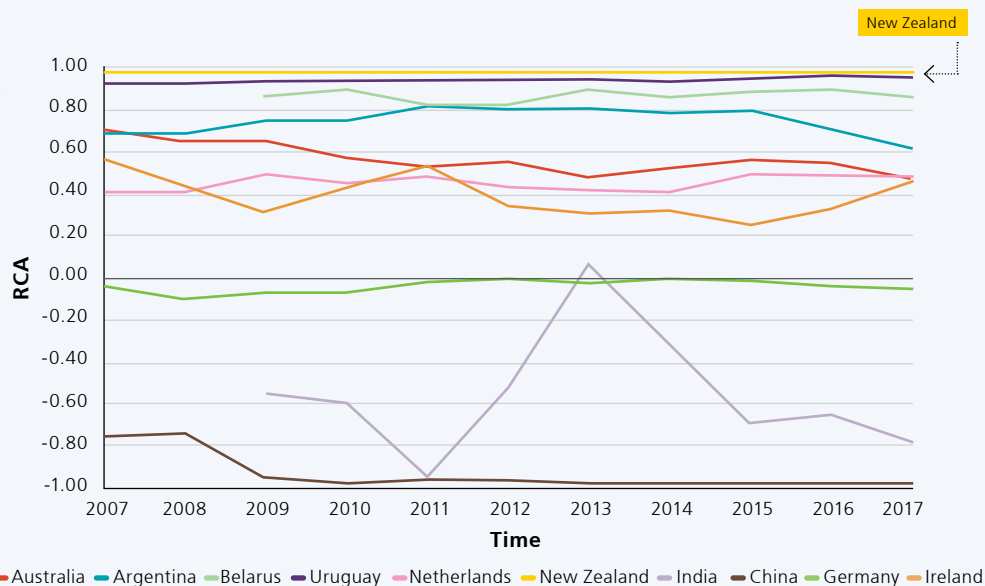
How is competitiveness measured?

Economists typically use an index called 'Symmetric Revealed Comparative Advantage' (RCA) to measure a nation's competitiveness in global markets, as revealed by trade flows. According to the RCA, New Zealand achieves a high level of competitiveness for milk powder, butter and cheese. For example, for milk powder, New Zealand consistently maintains a RCA level close to one, the highest level possible.

Our success in export markets stems from two factors. Firstly, we enjoy a low cost of production relative to our overseas competitors. Secondly, dairying has a high profitability compared to other land uses in New Zealand, which leads to dairy products being a large proportion of New Zealand's exports.

RCA for a sample of dairy-producing nations

RCA is computed as the ratio of a nation's export share in one product category, with the share of global exports consisting of that product. A value closer to 1 signifies a stronger comparative advantage, while a value closer to -1 indicates a comparative disadvantage.



Farmers on the front foot

DairyNZ’s Farm Gauge consistently identifies three areas of opportunity for dairy farmers: finance, environment and people management. We talk to three farmers about how each is focusing on one of these areas.

Finance

Northland dairy farmer Will Tye and his wife Marianne have owned and run a 250-hectare (ha) dairy farm at Awanui, near Kaitaia, since 2015. Will’s been managing their farm finances since around 2013, checking in with his accountant at the end of each season.

“I use [software packages] ‘Xero’ and ‘Figured’,” says Will. “We’re also planning to use DairyBase more in the next few years to compare ourselves with top performers around our area.”

Cashflow and capability

Cashflow figures help the Tyes to predict what their financial situation’s going to be and to manage their overdraft more effectively.

“We know how much profit we’ve got for the end of the season and that tells us how much development or debt repayment we can do on the farm,” says Will. “I also report bi-monthly every GST period to the bank. Our goal there is to be a customer that our bank wants to have. Showing them we’re financially in control of our business really helps with that.”

It also means the couple can be proactive around unexpected change.

“When the milk payout went down twice earlier this year, it put us from having a surplus and doing quite a lot of development, to having a zero bank balance and doing very little development. If we had pushed forward and spent that money on development, we’d have put ourselves well into overdraft – that’s the power good financial management can give you.”

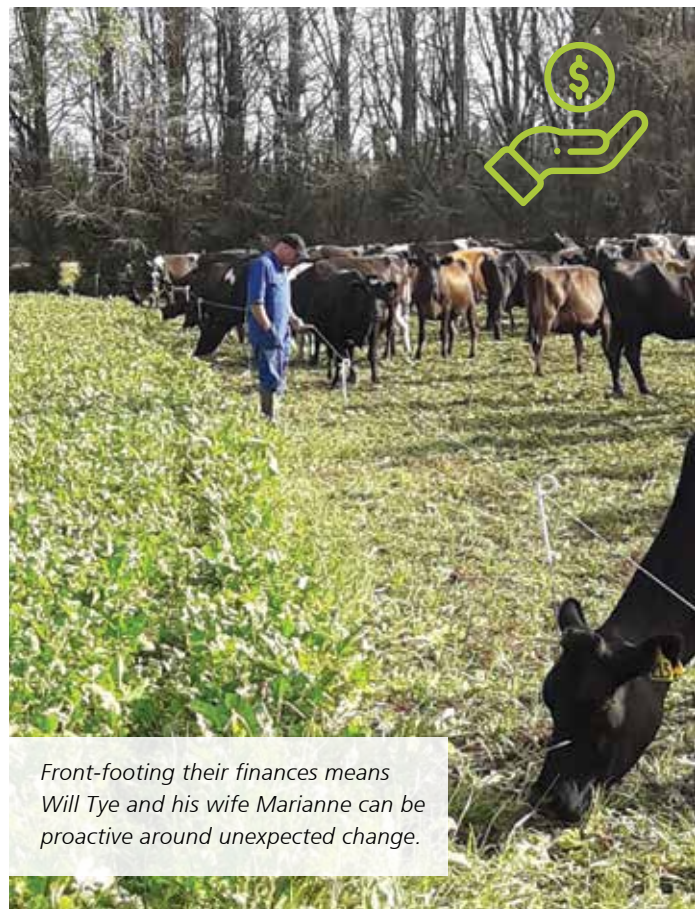
A cluster of goals

Will and Marianne attended a DairyNZ ‘Mark & Measure’ event several years ago and are aiming to go to another one later this year.

“It showed us the importance of goal setting, making goals together as husband and wife, not just having a goal but writing it down, and thinking about the ways we’re going to get there.”

More recently, Will’s become involved in DairyNZ’s Northland-based Extension 350 project.

“We’ve been in the ‘Far North cluster’ since June 2018. It’s really focused us and we’ve got a lot of benefit out of it,



Front-footing their finances means Will Tye and his wife Marianne can be proactive around unexpected change.

“You’ve got to be organised, otherwise you’re not going to be able to grow – you can’t afford to be ‘financially blind’.”

including advice from our mentor farmer, Dave Gray.”

Will also talks to other successful farmers locally and beyond.

“We try to tie up with high performers and swap knowledge.”

Will and Marianne’s long-term goals are to buy another farm and have a \$3.00 cost structure with a 10 percent return on assets.

“You’ve got to be organised, otherwise you’re not going to be able to grow – you can’t afford to be ‘financially blind’.”



Phil Wilson carries out flax planting around a gully pond on his farm, helped by his elder son Murdoch (4).

Environment

Otago farmer Phil Wilson and his wife Becky own and operate an 800-cow, 213-ha (effective) dairy farm near Oamaru. Inspired by Phil's father and Becky's parents, the couple are committed to continually improving their farm's productivity and environment, "so we and our team can remain proud of it".

"We are lucky that we took on a farm that was already well-set-up and farmed by previous sharemilkers and Becky's parents."

Phil believes being proactive is the only way to go, so farmers can stay ahead of compliance requirements and protect their property's environment – and it can be a moneysaver. Public perception of dairying and its reputation is also important, he says.

"We've got the Alps to Ocean (A2O) cycle trail running alongside us – so we've got plenty of non-farmers looking over our fences."

Tools on tap

Phil uses his own spreadsheets and maintenance schedules to monitor things and keep his efforts on track, plus he welcomes Fonterra's regular audits. Other tools he uses are Google Docs and weather and soil moisture apps. Phil also keeps an eye on irrigator performance using Irrigation NZ's bucket test (details at dairynz.co.nz/bucket-test).

Share it with the group

Phil values advice from consultants, DairyNZ staff, council staff, other farmers and community groups and he attended DairyNZ's Dairy Environment Leaders' Forum last year – "that prompted lots of ideas". He's also a member of a vet trial group of farmers and a local catchment group that manages the health of nearby Awamoko creek. Recently Phil, Anna Dyer from Fonterra and DairyNZ's Justin Kitto also met to discuss ways to improve drainage around Karaka creek, which is a tributary of the Awamoko.

"We've got the Alps to Ocean (A2O) cycle trail running alongside us – so we've got plenty of non-farmers looking over our fences."

"To be sustainable, we can't keep farming the way it was done. It's baby steps, getting people to understand the effects of farming systems and why compliance is important. We shouldn't need to be told what to do: it's up to us as farmers to lead the way."

Making a change

Environmental efforts so far carried out by Phil and his team on-farm include:

- creating and carrying out a riparian planting plan, improving drainage and putting in sediment traps
- fencing to manage runoff risk and reduce stock access to waterways (all the farm's waterways are now fenced off)
- planting better pasture mixes and retiring land to minimise nitrogen-leaching
- addressing irrigation runoff and irrigation inefficiencies (new valves on irrigator pivots; improving irrigator maintenance schedules; using moisture probes to identify when best to irrigate)
- winter-grazing his cows on neighbouring properties
- investing in effluent management (irrigators' global positioning systems (GPS); diluting effluent applications).

People management

Te Aroha-based farmer Craig Durbin manages four Waikato farms and 13 staff for FarmRight, which oversees the management of farms owned by the New Zealand Super Fund. Craig says that pre-FarmRight, his previous management style in earlier roles on smaller, individually owned farms, left a lot to be desired.

“Back then, the little things really used to annoy me. I used to bark orders at staff. I didn’t recruit properly either.”

He also tried to be ‘everybody’s mate’, instead of focusing on being a leader, he says.

Listen and learn

At FarmRight, Craig’s goals are to do the right thing as an employer, keep staff health, safety and wellbeing on track, get the right people on board, and support them to grow their skills and dairying careers.

“My motto now is ‘communication is the key to all success’. I make sure I’m around for my staff as much as possible and I listen to them and help them sort out what training they need.

“We have weekly staff meetings and daily management system meetings. I retain staff by recognising what they do – we have a board where we write up who’s done something outstanding. For anything that needs attention, we write up a ‘counter measures sheet’: what the problem is, how we’ll fix it and what date will it be fixed by. I’m also open with my team about my own failings, so they can be open about theirs. Every mistake’s an opportunity.”

Meaningful motivation

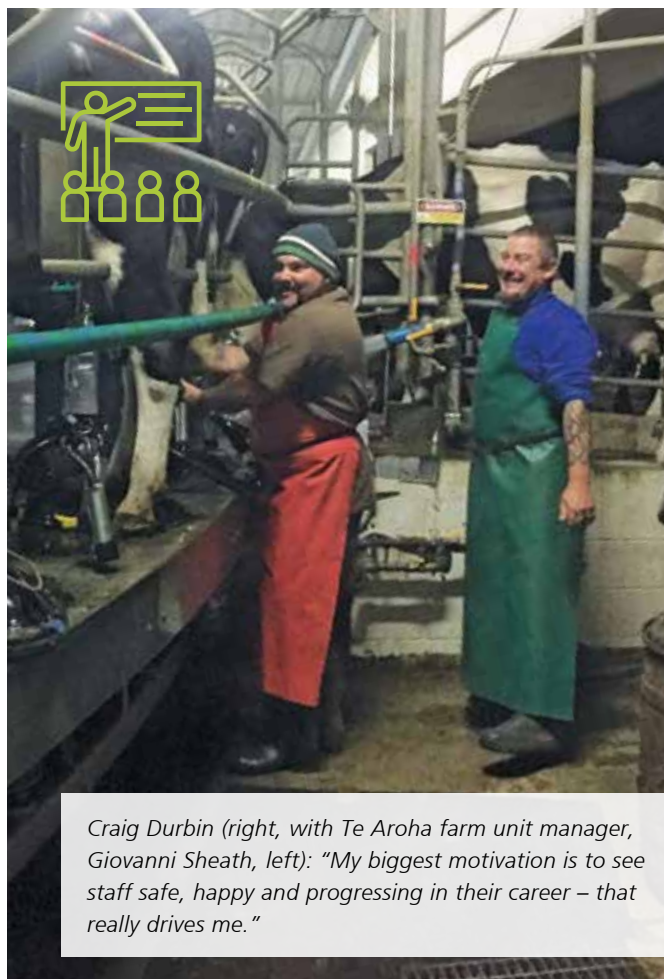
“My biggest motivation is to see staff safe, happy and progressing in their career – that really drives me,” says Craig, who asks his staff every day “what would stop us going home safe?”.

He also focuses on his team’s work/life balance, taking them to twilight golf, the races and fishing whenever the chance arises: and they appreciate it.

“I’ve got a staff member who said to me the other day, ‘I don’t want another job, I want to stay here’. I said, ‘sweet as, man!’.”

Although FarmRight use its own internal consultant, DairyNZ consulting officer (CO) Euan lock has also been involved with

“I’ve got a staff member who said to me the other day, ‘I don’t want another job, I want to stay here’. I said, ‘sweet as, man!’.”



Craig Durbin (right, with Te Aroha farm unit manager, Giovanni Sheath, left): “My biggest motivation is to see staff safe, happy and progressing in their career – that really drives me.”

Craig through discussion groups over the years. Euan describes him as “one of the outstanding staff managers” he’s seen, reaching the finals of the Ministry for Primary Industries’ Good Employer Awards last year.

“Farmers like Craig are an important part of ensuring dairying’s overall reputation, as well as encouraging more people to see dairying as a great opportunity.”

Check out Farm Gauge



Farm Gauge is DairyNZ’s farmer self-assessment tool. It’s available online at dairynz.co.nz/farm-gauge



Planning for 10-year resilience

DairyNZ's Paul Bird outlines how dairy farmers can better prepare themselves to cope with volatility caused by milk prices, climate, interest rates, debt levels and other ups and downs.



It's currently costing the average dairy farmer approximately \$4.75 to produce one kilogram of milksolids (kg MS) before interest, drawings and capital investment.

This means many farming businesses would have little room to move, apart from increasing their borrowings, if milk prices drop or there's a drought or poor spring. Focusing on a 'stretch target' for your operating expenses will help you avoid this situation.

How to use stretch targets

Let's use \$4.11/kg MS as an operating expenses stretch target. If revenue is approximately \$6.40 (milk \$6/kg MS plus stock revenue \$0.40), then targeting operating expenses at \$4.11 will generate an operating profit of \$2.00/kg MS or more. That's an extra \$130,000 profit for the average-sized farm, which can be used for debt reduction, other investments and drawings.

DairyNZ's budget case study farmers (check out dairynz.co.nz/budget-case-studies) are also producing milk at a similar cost structure to the sector's top 10 percent. This cost structure is a key success factor creating a resilient business.

Pasture management

One of the biggest factors related to low operating expenses/kg MS is 'pasture eaten'. The graph below indicates

a strong correlation between operating profit/hectare (/ha) and pasture and crop eaten/ha. The slope of the line indicates there's an extra \$300 profit for each extra tonne of pasture and crop eaten.

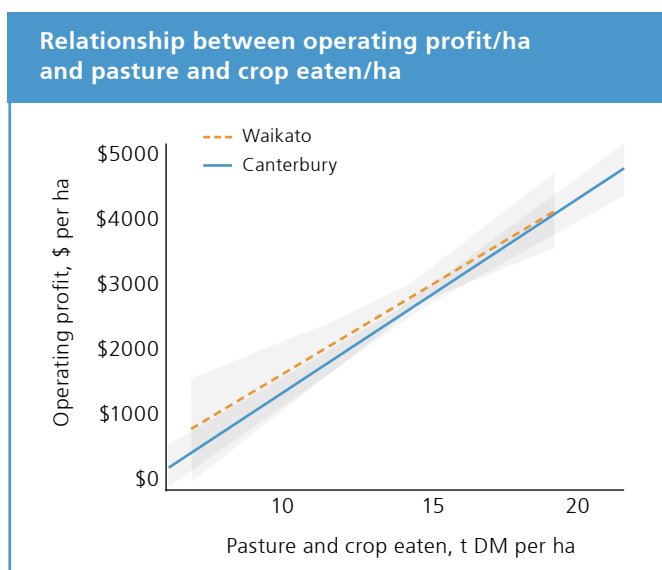
Supplements/intensification

Low cost/kg MS doesn't necessarily mean low levels of supplements. Some farmers have very profitable high-supplement systems. However, multi-year analysis by DairyNZ's Mark Neal, and Massey University analysis, showed that increased supplement use over the last 12 years hasn't led to higher returns; on average, at best, some farmers have just broken even. That's because, for every \$1.00 spent on supplements, an extra \$0.50 to \$0.60 has been spent on other related costs, such as extra labour, feeding systems and machinery.

Thinking about change

Achieving a \$4.11 cost structure when you're currently closer to \$5.00 can be achieved over time. It's a good idea though to first analyse your business thoroughly. Using DairyBase and getting advice from accountants and farm advisers can also help.

Aiming for a pasture-based, low-supplement system (90 percent grazing) and maximising pasture utilisation is another useful approach. It's easier to maintain a lower cost structure. It's also more in line with the New Zealand story of superb milk from grazed pasture.



Want to fully understand the performance of your business?

Consider getting your accounts into DairyBase –

dairynz.co.nz/dairybase

Key points

1. An operating expenses 'stretch target' creates extra profit to manage volatility.
2. Increased grazed pasture is a key factor in dropping costs/kg MS.
3. Better pasture utilisation reduces reliance on supplements and avoids the costs of intensification.

Reaching their pasture potential

Northland dairy farmers Don and Kirsten Watson have set an ambitious pasture and crop eaten target – and they're on track to hit it.



Putting pasture first is paying off for Don and Kirsten Watson, who peak milk 270 cows on their Kaipara Harbour farm.

When Don and Kirsten bought their South Head dairy farm in 2017, they set a short-term goal to operate a business with farm working expenses under \$4 per kilogram of milksolids. To achieve this, they aimed to reduce their supplement use and increase their pasture and crop eaten to 12 tonnes of dry matter per hectare (t DM/ha) from 8t DM/ha.

To help hone their pasture skills and source local knowledge, the couple joined DairyNZ's Tiller Talk programme (dairynz.co.nz/tillertalk). This provides a forum to share information and get advice on pasture and feed management.

"Because it is a small group of quite knowledgeable and skilled farmers, they add some real value, especially to us, because the Tiller Talk program fits with our farm goals. We don't need to learn everything the hard way through trial and error," says Don.

Their 115 ha (effective) farm is situated on Kaipara Harbour, on young marine clay. Kikuyu typically dominates their summer pasture.

In their first season Don and Kirsten focused on improving paddock contour and drainage, and increasing summer feed quality with clover and crops.

By February this year they were on track for about 11t DM/ha pasture and crop eaten, which has helped reduce their farm working expenses.

What's your potential?

Use DairyNZ's Pasture Potential Tool to compare your own pasture and crop eaten value with similar farms in your area. By calculating a pasture eaten figure, you'll be able to assess whether you're getting the most out of your pasture.

Try the Pasture Potential Tool – dairynz.co.nz/pastureeaten

Don and Kirsten's tips to increase pasture eaten



1. Set goals and monitor improvement

- Make clear goals around pasture eaten and financials.
- Benchmark using DairyBase (dairynz.co.nz/dairybase), the Pasture Potential Tool and/or local farms.

2. Measure, monitor and tweak

- Monitor pasture weekly and use a feed wedge.
- Adjust rotation length to manage average pasture cover.

3. Understand the system

- Know your system.
- Understand feed supply curve and cow demand.
- Use a feed budget.

4. Make incremental gains

- Keep getting the little things right.
- Grow more pasture – adjust rotation, optimise nitrogen, good pasture renewal practice.
- Utilise more pasture – reduce supplement, manage pre-grazing height.

5. Innovate and challenge

- Be confident to try new things.
- Collect and use data to measure and evaluate success.

6. Use advice

- Ask for advice from other farmers.
- Use experts – Don and Kirsten used their Tiller Talk agronomist.

Are your heifers 'rearing' to go?

Heifers are the future of your dairy herd. Give them a head start this winter by making sure your team members (particularly graziers) are on board and ready to deal with issues.

Whether your heifers are staying on-farm or heading to grazing over the coming months, it's important to ensure everything's in place now to give your girls the best growth going into winter to achieve their liveweight targets. Hitting heifer liveweight targets is critical to achieve puberty at 12 to 13 months and be ready for mating at 13 to 15 months. But liveweight gains are typically at their lowest in winter when heifers are heading into feed tighter feed conditions.

Liveweight targets

Ensure your heifers are at or above their liveweight targets going into winter. Set minimum targets they must reach prior to leaving the farm, or agree on targets with your grazier to ensure the heifers start winter healthy and well-grown.

Adverse event plans

Having a plan in place for any adverse events (e.g. flood, snowstorm, or disease outbreak) will ensure your heifers maintain adequate feed intakes, regardless of where they're grazing. Feed budgeting is a useful way to predict feed shortfalls and highlight deviations from expected feed supply that could make it challenging to achieve heifer liveweight targets.

Weigh regularly

Evidence shows that hitting liveweight targets has a lifelong effect on a heifer's productive and reproductive performance, as well as her survivability in the herd. Weighing regularly will pick up any potential issues early, and it's important to take action right away. Recording and monitoring changes in weight gain will make it easier for you to identify animals that slip behind.

Heifer growth rates at a herd level can vary greatly depending on feed supply in different seasons. Some variation is okay but if too many individuals have low weight gain, it can indicate a pending mob issue. Monitor regularly so you can catch up weight gain when needed.



Hitting liveweight targets has a lifelong effect on a heifer's productive and reproductive performance, and survivability in the herd.

Contracts and plans

A good contract will outline actions for unexpected outcomes and how to mitigate the effects of adverse events and extreme climatic events. A good plan also allows you to negotiate periods of excess supply or tight demand, and monitoring provides timely feedback for proactive decision-making and negotiation.

Find out more about contract grazing of dairy heifers at dairynz.co.nz/heifers

Key points

1. Ensure your heifers are achieving liveweight targets prior to winter grazing.
2. Create an adverse event plan so all staff and contractors know what to do.
3. Weigh your heifers regularly so you can pick up on issues early and take action.

MOTIVATING A COUNTRY



DairyNZ-led *The Vision is Clear – let’s improve our waterways* has reached almost all New Zealanders since the movement started late last year.

The Vision is Clear – let’s improve our waterways was launched on November 1, 2018, to encourage New Zealanders to look after their waterways and to raise awareness of what farmers are doing in this space.

During March, we turned the campaign’s attention to World Water Day (March 22). Across radio stations, newspapers and online news channels, we challenged Kiwis to make a pledge – what will you do to look after a waterway near you? Members of the public and farmers rose to the challenge: at the time of going to print with this *Inside Dairy*, people across the country had taken to social media to share their pledge and tag #thevisionisclear, going in the draw to win a \$10,000 cash prize.

Farmers share their vision

Thank you to the many farmers who took part and pledged. We were thrilled to see your photos on social media, showing what you’ve done on your farm to help waterways.

Look out for an article on *The NZ Herald* website about Northland farmer Earle Wright and his work to increase the fish and whitebait populations on his farm. You can also see the video and story about Earle at dairynz.co.nz/thevisionisclear

Continuing the momentum

Through *The Vision is Clear*, we’ll continue educating Kiwis about our country’s waterways and motivating them to play their part. Across a range of media, we’ll be sharing stories about the challenges faced by different waterways and what affects water

quality. We’ll also shine a spotlight on some of the amazing things people are doing to look after our streams, rivers, lakes and beaches.

We all have a role to play, both farmers and non-farmers. The great news is that dairy effluent non-compliance is at an all-time low. Farmers across New Zealand have, in the last 15 years, invested heavily in protecting and supporting waterway health. Our sector has much to be proud of. But we can’t take our eye off the ball – every farmer needs to keep doing their bit.

Useful links

- ➔ Managing effluent is a necessary part of running an efficient dairy system. If you want to know what to do on your farm to improve your waterways, we have tools and resources to help – go to dairynz.co.nz/effluent
- ➔ Check out our award-winning Riparian Planner for guidance on how to plant around waterways in your region – dairynz.co.nz/riparian-planner
- ➔ Learn more about *The Vision is Clear* at thevisionisclear.co.nz



Throughout January and February, *The Vision is Clear*’s ‘*The Clear Favourite*’ campaign ran on *The Hits* radio station. More than 1000 people sent in photos of themselves celebrating waterways. The winner was Sulaing Tapili from Auckland, enjoying summertime at Kai Iwi Lakes.

BY THE NUMBERS

THE VISION IS CLEAR

Visitors to the hub
184,172

Social media engagement
76,597

Print ads
246

Video views
550,097

Articles published
31

Radio ads
53,550

Stock returning from grazing?

If you have animals coming home this autumn after grazing on another farm, here's how to reduce the risk of diseases being spread.

Animals grazing on a different property may have a different health status to animals grazing at home, even if you still own the animals. Health status is determined by the associations animals have with each other, their environment, and how they're managed, rather than by ownership.

Most animal diseases spread through close contact between infected animals and non-infected animals. If animals sourced from different farms are grazing on the same property and have close contact, there's potential for disease to spread. Each source farm is likely to have a different health status.

Steps to reduce risk

To help minimise the spread of disease:

- separate grazing groups by using double fencing or an empty paddock between them
- stagger your use of yards so different groups come in at different times
- ensure boundary fences are secure
- keep equipment used for treating animals clean and disinfected.

These jobs belong to the person who manages your farm on a day-to-day basis. We've outlined some other key steps you can take in the sections below.

Also, remember to ensure all animals have the correct NAIT tags, are registered in NAIT and that their movements are recorded.

Talk to your grazier

If your stock are away for grazing, have a conversation with the grazier to understand how they manage your animals, and if there have been any animal health issues while your animals are under their care.

Avoid mixing stock during transport

If your animals are being trucked home, make sure they don't pass through other places where animals can mix, such as sale yards. It's also best if they're not sharing the truck with stock from another farm.

Quarantine returning animals

In all cases, DairyNZ recommends you keep returning animals separate to the main herd for at least seven days after arrival. This gives your animals a chance to settle into their new



Mixing stock on the truck can increase the chances of diseases being spread.

environment. It also gives you time to check their health status and, if necessary, undertake any animal health treatments, such as drenching or vaccination.

Find out more about grazing management at dairynz.co.nz/biosecurity-at-grazing

Key points

- Animals grazing away from home could pose a biosecurity risk to your herd when they return.
- Talk to your grazier to understand the biosecurity procedures on the grazing block, and any health issues while your stock were there.
- When animals arrive home, separate them from the main herd for at least seven days.

Economists working for farmers

Did you know your levy funds a team of economists whose job is to help you make more money? We talk to DairyNZ's principal economist Graeme Doole about his team's work, motivation and achievements.



How many people are in your team?

There are five of us in DairyNZ's Economics Team. Our vision is to increase the breadth and depth of economic analysis at DairyNZ, building on the strong foundations already in place.

I believe we're one of the leading applied economics units in Australasia. What makes us different is our high level of industry knowledge and engagement. Everyone in the team has a strong affinity to farming and many of us have ties to the land that go back generations. We're farmer focused. We have a passion for dairy farming and that's a very strong motivator to make a difference.

What areas do you get involved in?

We have many areas of research at DairyNZ, and our team sits across almost all of them. There are many things you can do if you want to improve animal welfare, but some activities cost more than others and this can impact choices made on-farm. Likewise, when we think about things like improving the management of people, production or the environment, cost is central to these aspects as well.

We look at historical data to establish the economic value of the different ways of managing farms or to benchmark performance. Further, we try to understand the potential impact of different innovations by forecasting their impact on New Zealand dairy farms. For example, one recent report we've done looks at what the impact would be on nitrogen leaching and farm profit if plantain was broadly adopted within our pastoral sector.

What achievements are you most proud of?

Our work is broad, but there are a few personal highlights. We put together the annual *DairyNZ Economic Farm Survey*, which provides key information for benchmarking and summarising important changes in the sector.

Also, Mark Neal's recent work displaying a link between pasture eaten and farm profit is a standout for me.

Other work we're doing estimates the cost of environmental regulation, both in the climate and water space. This is important to help regional and national government understand the true



DairyNZ's Economics Team (left to right): Mark Neal, Matthew Newman, Graeme Doole, Rebekah Te Rito (summer intern) and Rachael Davidson.

impact that environmental policies will have on farmers and their farm systems.

I'm keen to see us work more with farmers to understand what leading farmers are doing to reduce their cost of production. Our competitiveness is based on this capacity to produce more from less, especially in a world where our social licence is being challenged.

"We have a passion for dairy farming and that's a very strong motivator to make a difference."

WANT TO KNOW MORE?



- ➔ Contact Graeme Doole with any questions about his team – Graeme.Doole@dairynz.co.nz
- ➔ Read the *DairyNZ Economic Farm Survey* – dairynz.co.nz/economic-survey
- ➔ Get information on the profitability of cows eating more pasture and crop – dairynz.co.nz/how-much

BCS gain: Lactating vs dry cows?

Cows are more efficient at gaining condition while they're lactating than when they're dry, right? Well maybe ... and maybe not, as DairyNZ senior scientist Jane Kay explains.

In theory, it's true that cows use energy more efficiently to gain condition while lactating, as noted by former DairyNZ staff members John Roche and Kevin Macdonald in 2011. However, other variables can influence the actual body condition that is gained.



For example, maintenance energy costs and the energy costs of grazing and walking are substantially greater when cows are lactating than if they were dry. Not only that, lactating cows tend to partition most of the extra energy to milk production and not to body condition.

Offset factors

Although there's evidence that lactating dairy cows require 25 percent fewer megajoules of metabolisable energy (MJ ME) to gain a body condition score (BCS) unit than dry cows, they also require:

- between 10 and 20 percent more energy for maintenance than dry cows

- approximately 2.5 MJ ME for every kilometre (km) walked, which is approximately 10 MJ/day if the average paddock is 1km from the shed and if the cow is milked twice a day.

These additional energy requirements negate much, if not all, of the difference in energetic efficiency for BCS gain.

Another factor offsetting body condition gain in the lactating cow is that they partition only a small proportion of energy eaten towards BCS gain.

Genetic selection priorities over several decades have resulted in a cow that willingly mobilises condition in early lactation to support milk production, and only reluctantly partitions energy to condition score gain in preference to milk production in mid and late lactation.

Rates of BCS gain

Due to all the factors mentioned above, BCS gain per unit of feed eaten is much greater in dry cows. For example, feeding a lactating cow 3kg DM concentrate per day for 100 days during mid or late lactation would increase BCS by approximately 0.12 BCS units.

In comparison, feeding 3kg DM concentrate per day to a dry pregnant cow (for 60 to 100 days pre-calving) would increase BCS by one unit.

Find out more about BCS at dairynz.co.nz/bcs

Myth

Cows are more efficient at gaining condition while they're lactating than when they're dry.



BUSTED

Yes & no

Lactating cows do use energy more efficiently for body condition gain, but dry cows partition more of the energy eaten to BCS gain.



DairyNZ Schools website launched

DairyNZ has launched a new website for teachers, giving them free, curriculum-based learning resources to help children learn about dairy farming.

The new website, called DairyNZ Schools, is part of DairyNZ's in-school education programme. The programme is designed to ensure New Zealand school children get the opportunity to learn about dairying.

Learning resources

The website has learning resources for teachers of children from Year 2 to Year 11. The resources are free to download and teachers can filter resources by year level or subject area.

The learning resources have been developed through DairyNZ's education programme over the past six years. They've been created in partnership with education specialists to ensure they meet the needs of teachers and provide effective learning, as well as being innovative, interesting and fun.

All the resources have a dairy context, meaning children get to find out about the dairy sector while learning about science, maths, geography, economics, problem solving and much more. They get to see the breadth and variety in dairy farming, and the career options available.



Farm visits

All teachers who use the DairyNZ resources can also take children onto a farm to experience dairy farming in real life. A farm visit registration form is included on the website. Once it's been received, DairyNZ works with farmers to organise a local farm for the class to visit.

Over the past seven years, more than 22,000 children (plus teachers and some parents) have visited a dairy farm through DairyNZ's education programme. About 120 volunteer farmers generously donate their time to share the dairy story with schools.

Photo gallery

Teachers and their students also share with DairyNZ their photos and letters created when using the learning resources, or visiting a farm. Their great feedback will feature on the website to inspire other teachers and show how these resources and farm visits provide a memorable experience for everyone involved.

Visit the website at dairynzschools.co.nz

Host a farm visit

DairyNZ's education programme saw more than 4000 children visit a farm last year. We couldn't do it without our volunteer farmers – thank you! Hosting schools is a great chance to share your story with children, parents and teachers and help to inspire future farmers. To register as a host, go to dairynz.co.nz/schoolfarmvisits



Cambridge Middle School students plant a wetland area on Stu and Leah Gillanders' dairy farm near Lake Karapiro, as part of DairyNZ's education programme.

Culling for Production Worth it

Using production information to assess your herd will make culling decisions clearer – particularly when it comes to detecting early poor performance in younger animals.

Production Worth, or PW, measures a cow's ability to convert feed into profit over its lifetime. It tells us how each cow stacks up against its peers of the same age in the herd, under the same management conditions. PW should be included with other culling criteria, such as empty cows and other management-related decisions.

What PW shows us

Regular herd testing gives us reliable information. Four herd tests spaced correctly throughout the season will produce a good estimate of a lactation curve for the animal and give a reliable indication of her performance.

PW can be used across different breed and age groups. Production potential for younger cows can be highlighted with PW as it's focused predominantly on the first three lactations. This allows farmers to make decisions – whether it should be retained in the herd – when an animal is still young.

There's a high correlation between milksolids and PW but, even if an animal appears to be producing well, it won't necessarily mean it'll have a high PW. PW is about efficiency and profitability; it factors in a cow's production volume, ratio of fat to protein, and liveweight.

Lactation Worth (LW)

LW shows us the current season's performance. It can be influenced by events during the season and should be used in conjunction with PW.

LW becomes more important when a cow is older. That's because the cow's PW is not updated with new herd test information once it reaches eight years of age, but it may be past its prime. LW will provide an indication of this.

Engineering efficiency

The 'engine room' of your herd are the four-to-eight-year-olds, the mixed-age cows. If you apply selection pressure to your herd regularly, your bovine engine room should contain the most efficient cows and the low-ranking younger animals in their peer group may appear on your list for potential culling.

There are debates over whether you should cull a young animal, but if it's at the bottom of its peer group as a two-to-



three-year-old, it's highly likely it's always going to be at the bottom. Culling such cows early ensures the gap between the top and bottom of an age group is very small – and that you're feeding the cows that will give you the most return.

Find out more about PW, LW and other economic values at dairynz.co.nz/economic-values

Key points

Use Production Worth (PW) alongside other culling criteria to:

- measure a cow's ability to convert feed into profit over its lifetime
- reveal a cow's performance against her peer group
- detect early poor performance in younger animals.

Fertility Focus Report gets a refresh

DairyNZ has released version three of the *Incalf Fertility Focus Report*.

This report helps farmers form an accurate picture of their herd's reproductive performance and identify areas to focus on for improvement. It compares your herd against targets based on the performance of the sector's top 25 percent.

DairyNZ has now updated the report to reflect our latest findings about herd repro performance. We have detailed reports coming in from more than 4000 herds and this data has helped us adjust the targets and triggers behind the report.

Access your report through MINDA Live (MINDA Pro will not be updated), Insight or from your vet with Infovet.

Learn more at dairynz.co.nz/reproduction



James Andersen, with mum Courtney, is delighted to meet Rosie.

Public has a hoot at farm open day

About 500 members of the public enjoyed a taste of dairy farming last month when Owl Farm held its annual public open day.

Those who came along to the farm, at St Peter's School in Cambridge, had a chance to pat calves, see cows milked, have a photo with Rosie the Cow, and take a tour of a milk tanker and the wetlands. Free ice creams went down a treat too.

DairyNZ, which is a supporting partner of Owl Farm, had a stand at the event. We spoke to people about dairying careers, our education programme, environmental initiatives and *The Vision is Clear* campaign.

Check out all the photos – dairynz.co.nz/owl-farm

Listen to DairyNZ's new science podcast

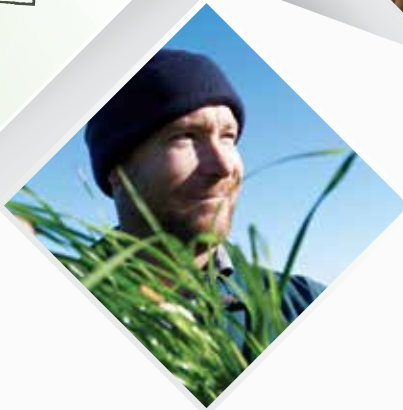
Many farmers have told us they'd like to listen to podcasts from DairyNZ, so we've now created 'Tech Series: Science in Action'.

Our first podcast is all about a promising new tool that increases the capacity of drainage channels to handle flood waters and absorb and transform nutrients.

When you listen to Tech Series podcasts, you'll hear interviews with DairyNZ and external scientists, and articles presented from DairyNZ's *Tech Series* magazine.



We'd love to get your feedback on our first podcast, so please go to dairynz.co.nz/TSpodcast and then send us an email at technicalseries@dairynz.co.nz



April and May 2019

FARMERS' FORUM

FUTURE PERSPECTIVES

▶ LOCAL AND GLOBAL IMPACT

What does the future hold for New Zealand's dairy sector?

Each regional Farmers' Forum offers a unique perspective.

- ▶ Hear from thought-provoking speakers.
- ▶ Gain insight into the latest dairy science for a positive future.
- ▶ Take part in regionally tailored practical workshops.
- ▶ Have a beer with mates.

Inspiring speakers

Timaru and Westport

Guy Ryan – entrepreneur, chief executive and founder of Inspiring Stories, and former Young New Zealander of the Year



What is a movement and transformational change? Hear how Guy Ryan's idea started small and developed into a movement. Be inspired by Guy to focus on what you can control in the dairy sector and the power of young people.

@GuyRyanNZ

Rongotea

Dr Farah Rangikoepa Palmer – NZ Black Ferns rugby team former captain; NZ Rugby Board director; senior lecturer, School of Management, Massey Business School



Hear how Farah's experiences align with farmers' challenges. Farah will talk about opportunities to get others on board and how listening to others and looking after yourself is critical.

@FarahPalmer4

Rotorua

Dr Matt Glenn – chief executive officer of Robotics Plus Limited (RPL)



Matt has a PhD in molecular biology and will talk about developing robotic and automation solutions for the global agri and horticultural industries. His previous roles include head of genomics at Genesis Research Corporation and chief executive of Hill Laboratories.

Stratford and Whangarei

Jamie Fitzgerald – adventurer, member of Institute of Directors



The future of dairy farming is bright, but not without its challenges. Jamie's great stories and messages are around bridging the gap between strategy, leadership and getting the best out of teams. He's walked to the South Pole unaided, rowed 5000km across the Atlantic Ocean and hosts the TV documentaries *First Crossings* and *Intrepid NZ*.
@NZ_Jamie

Science snapshots*

DairyNZ and the wider sector are working hard on the latest science for a positive dairying future. Hear from DairyNZ scientists and sector leaders about what the science means for you.

Science snapshots include:

- GM ryegrass
- lifetime productivity of a transition cow
- FRNL - nitrogen
- fertility herd and breeding worth
- methane
- plantain
- Forage Value Index (FVI)
- pasture persistency
- New Zealand competitiveness.

Practical workshops*

A range of regionally tailored practical workshops are available, from fertility and genetic strategies to the environment and once-a-day milking.

REGISTER NOW

DAIRYNZ.CO.NZ/FARMERSFORUM

Free for levy-paying farmers and their staff.
Attend as many Farmers' Forums as you like.

* Science snapshots and practical workshops will differ from region to region. To find out what's happening at your Farmers' Forum, go to dairynz.co.nz/farmersforum

DairyNZ[®] Farmers' 2019 forum



Whangarei

Wednesday, May 22

Rotorua

Friday, May 24

Stratford

Tuesday, May 14

Westport

Tuesday, May 7

Rongotea

Thursday, May 16

Timaru

Wednesday, April 17

April events

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
1	2	03 LOWER NORTH ISLAND Dairy Women's Network Farm Accommodation Workshop in Fielding: find out about your responsibilities under the Residential Tenancy Act and the Healthy Homes Guarantee Act.				7
8	09 SOUTH WAIKATO Maungatautari-Horahora discussion group: talking about management practices and identifying opportunities and solutions at James and Anna Hicks's property.				13	14
15	16 SOUTHLAND/SOUTH OTAGO Small Herds Discussion Group: Simon Bramer from Hoof Solutions will be speaking about selling their smaller herds dairy farm and branching out in a new direction.			9	20	21
22	23	24	25	26	27	28
29	30 TARANAKI Fraser Road discussion group: come along to Dean Chamberlain's farm to discuss his farm system and management practices, and seasonal topics.					

FOR A FULL LIST OF WHAT'S HAPPENING THIS MONTH, VISIT DAIRYNZ.CO.NZ/EVENTS

NORTHLAND

For the past few months, a panel of farmers, farm consultants and DairyNZ staff (with funding from the Northland Dairy Development Trust) have joined forces to update the *Kikuyu Management Guide*. Many farmers already manage Kikuyu successfully and their experiences are reflected in the new guidelines.

Visit dairynz.co.nz/kikuyu to view or download.

WAIKATO

Lizzy Moore has recently joined the Waikato team as a new consulting officer (CO), replacing Jaimee Morgan as the Hamilton North CO. Jaimee has moved on to the vacant Hauraki region.

Lizzy grew up on the family farm in the Waikato. She and husband Ben now own/lease a 145-hectare dairy farm in Okoroire.

She also has recent experience tutoring animal health and husbandry classes for Dairy Training Ltd. Before that Lizzy worked for 10 years for Primary ITO as a training adviser in the South Waikato and Central Plateau regions.

You can get in touch with Lizzy at

lizzy.moore@dairynz.co.nz



BAY OF PLENTY

Improve the pasture management skills of your farm team – and get more milk in the vat this season – with the Taupo region 'Pasture Plus' events.

These discussion groups, run by Central Plateau consulting officer Colin Grainger-Allen, focus on core pasture skills. They're ideal for managers, herd managers, 2ICs and farm assistants.

The groups are hands-on practical forums. The next event is scheduled for April 30 – full details at

dairynz.co.nz/events

TARANAKI

Dairy Women's Network, with support from DairyNZ, is hosting a free farm accommodation workshop in New Plymouth on April 4.

An excellent panel of guest speakers has been lined up. You'll learn about the Residential Tenancy Act, Healthy Homes Guarantee Act and what your requirements, rights and responsibilities around on-farm accommodation.

You should attend if you supply your staff with accommodation on farm, or if you live in farm housing supplied by your employer. Bring your farming partner/s along. Register now at

dwn.co.nz/event/farm-accommodation-taranaki

DairyNZ consulting officers

LOWER NORTH ISLAND

Another free farm accommodation workshop is coming to Feilding on April 3. Again, it's open to anyone who supplies staff with on farm accommodation or lives in farm housing supplied by their employer.

Learn what your rights and responsibilities are as a farm owner, sharemilker, contract milker or farm employee. Get your questions answered so you can ensure that your employment agreements are fair and reflect the legislation.

Book your spot at

dwn.co.nz/event/farm-accommodation-manawatu

TOP OF THE SOUTH/WEST COAST

Registrations are now open for the DairyNZ Farmers' Forum in Westport on May 7.

Open your mind to future possibilities with science snapshots and interesting perspectives from keynote speakers. Confirmed speakers include Minister of Agriculture Damien O'Connor and entrepreneur Guy Ryan. Regionally tailored workshops will focus on milking efficiency and reproductive performance.

Get the full event details and book your spot now at

dairynz.co.nz/farmersforum

CANTERBURY/NORTH OTAGO

The DairyNZ Farmers' Forum comes to Timaru this month on Wednesday 17 April. It's theme is 'Future perspectives – local and global impact', and it's free for levy-paying farmers and their staff.

Hear thought-provoking speakers and the latest dairy science; select from workshops on people management, environment, and herd fertility. Have a beer with a mate and be part of making an impact locally.

Register now at dairynz.co.nz/farmersforum and be part of what the future holds for New Zealand's dairy sector.

SOUTHLAND/SOUTH OTAGO

This month the Southland team is hosting seven wintering events across the region. Come along to a 'Smart Wintering' event to ensure you and your team have the skills you need for a successful winter on crops and pasture.

Get practical tips to ensure your cows are comfortable, soil loss is reduced, body condition score (BCS) targets are met, feed allocation is right, and that you and your team are working better together.

The sessions are interactive and tailored to experience levels – bring the whole team! Register now at

dairynz.co.nz/smartwintering

Upper North Island – Head: Sharon Morrell 027 492 2907

Northland

Regional Leader	Tareen Ellis	027 499 9021
Far North	Denise Knop	027 807 9686
Lower Northland	Lori Grinter	021 242 5719
Whangarei West	Ryan Baxter	021 809 569

Waikato

Regional Leader	Wilma Foster	027 285 9273
South Auckland	Mike Bramley	027 486 4344
Hamilton North	Lizzy Moore	021 242 2127
Matamata/Kereone	Frank Portegys	027 807 9685
Morrinsville/Te Aroha/Waihi	Euan Lock	027 293 4401
Hauraki Plains/Coromandel/Paeroa	Jaimee Morgan	021 245 8055
Te Awamutu	Stephen Canton	027 475 0918
Otorohanga	Wilma Foster	027 285 9273
South Waikato	Kirsty Dickins	027 483 2205

Bay of Plenty

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

Lower North Island – Head: Rob Brazendale 021 683 139

Taranaki

Regional Leader	Sarah Dirks	027 513 7202
South Taranaki	Nathan Clough	021 246 5663
Central Taranaki	Sarah Dirks	027 513 7202
Coastal Taranaki	Anna Arends	021 276 5832
North Taranaki	Lauren McEldowney	027 593 4122

Lower North Island

Horowhenua/Coastal and Southern Manawatu	Kate Stewart	027 702 3760
Wairarapa/Tararua	Abby Scott	021 244 3428
Hawke's Bay	Gray Beagley	021 286 4346
Northern Manawatu/Wanganui/Woodville	Jo Back	021 222 9023
Central Manawatu/Rangitikei	Richard Greaves	027 244 8016

South Island – Head: Tony Finch 027 706 6183

Top of South Island/West Coast

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

Canterbury/North Otago

Regional Leader	Rachael Russell	027 261 3250
North Canterbury	Amy Chamberlain	027 243 0943
Central Canterbury	Natalia Benquet	021 287 7059
Mid Canterbury	Stuart Moorhouse	027 513 7200
South Canterbury	Heather Donaldson	027 593 4124
North Otago	Anna Hall	021 712 513

Southland/South Otago

Regional Leader	Richard Kyte	021 246 3166
South/West Otago	Lucy Hall	027 524 5890
Central and Northern Southland	Nicole E Hammond	021 240 8529
Eastern Southland	Nathan Nelson	021 225 6931
Western Southland	Leo Pekar	027 211 1389

**FUTURE
PERSPECTIVES**
LOCAL & GLOBAL IMPACT



DairyNZ
Farmers'
forum



FARMERS' FORUM 2019

What's the future of dairying in your region?

Be first to know at your regional Farmers' Forum.

- | | |
|--------------------|-------------------|
| Timaru ▶ April 17 | Westport ▶ May 7 |
| Stratford ▶ May 14 | Rongotea ▶ May 16 |
| Whangarei ▶ May 22 | Rotorua ▶ May 24 |

Finish the day by enjoying a drink with some mates and chewing the cud.

Win a \$100
prezzy card.
Register early
(two weeks before
each forum)

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