over the fence...

We hope you’ve had a successful calving season, despite the tough winter conditions which have arrived this year.

It’s been a challenging calving season for many, but there has been some good news for farmers, with recent lifts in the GDT auction prices - let’s hope it continues! Another positive has also emerged, with our dairy farmers sharpening their systems and reducing costs through this sustained low milk price period.

While the milk price will continue to keep pressure on farmers, the industry’s performance in cost-cutting on-farm means break-even costs have been reduced. Based on this, we revised our break-even milk income required for the average farmer in 2016/17 to $5.05 per kg MS, compared to $5.25 per kg MS last season.

I want to acknowledge the tremendous effort farmers have made to cut costs further and also the continued resilience you have shown.

Tactics campaign

DairyNZ’s Tactics campaign continues to support farmers through field days underway in September and October. These Tactics for Spring events will help farmers extract maximum value from their pasture.

We have been promoting the ‘pasture first’ message, as our research shows pasture drives in excess of 85 percent profit for most farms at a $7.00/kg MS milk price and 98 percent at a $4.00 milk price. So it makes sense to get our focus clearly set on managing this important feed source well.

While increasing revenue is important, it’s even more important to keep hold of as much of it as possible. This means running a tight budget.

Following on from the huge interest in this area last year, farms with a low cost of production have revealed their 2016/17 budgets – enabling other farmers to improve their own business, by comparing themselves. You can find out some of the common actions these dairy farmers are taking on pg 17 of this issue or visit dairynz.co.nz/tactics.

We believe sharing information will continue to help you get through the low milk price cycle.

I welcome your feedback. Feel free to email me at tim.mackle@ceo.dairynz.co.nz.

Tim Mackle
Chief executive
DairyNZ

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Grass roots approach to lifting repro performance

17 Top farmers share their secrets
DairyNZ has lifted the lid on the budgets of some of New Zealand’s top dairy farmers.
TAKE 5...

1. Tactics for Spring events
DairyNZ’s Tactics for Spring events will help sharpen your focus on pasture this spring. These events will provide grazing management tips and tactics, cropping information and ways to get the whole team behind pasture management.
dairynz.co.nz/tactics

2. Don’t forget development
It’s a busy time of year on-farm but there’s also a lot happening off-farm too. There’s plenty of discussion groups and development opportunities for you and your farm team – from mid-calving catch-ups through to governance development. dairynz.co.nz/events

3. New research backs fertility BV
New research indicates that high fertility BV heifers reach puberty earlier than low fertility BV animals. The biology of puberty is similar to post-calving anoestrus, and so researchers are excited that breeding for fertility could reduce the need for CIDRs. Final results are still to come.
dairynz.co.nz/animal-model

4. Budgets for 2016/17 online now
Dairy farmers from Southland, Taranaki and Lower North Island are the latest to share their 2016/17 budgets. Income and expenses are all detailed, right down to how much is being spent on races, water supply and electricity. dairynz.co.nz/tactics

5. Rain, snow, sunshine...
Whether you’re managing too much rainfall or snow, there’s advice to help manage paddocks, pasture and animals on the DairyNZ website. dairynz.co.nz/adverse-events

We appreciate your feedback
Email insidedairy@dairynz.co.nz or call us on 0800 4 DairyNZ (0800 4 324 7969). Alternatively, post to: Inside Dairy, Private Bag 3221, Hamilton 3240. For information on DairyNZ visit dairynz.co.nz.
Getting the Basics Right Lifts Repro Numbers

The DairyNZ InCalf programme is designed to help New Zealand dairy farmers lift their herd’s reproductive performance.

In fact, many farmers have already used InCalf to improve their herd’s six-week in-calf rate.

Three farmers are profiled in this issue. Each farmer has a different set of opportunities, priorities and options available.

All three farms are at different levels in their reproduction journey but have common features:

• all are working with InCalf trained advisors to identify and implement the best options
• herd reproduction is part of a whole farm systems approach
• this includes a strong focus on pasture growth and utilisation, using the Spring Rotation Planner and regular body condition score monitoring.

Wairarapa farmer Wilfred van Beek with vet Adrian Evans.
FOR WILFRED VAN BEEK, GETTING THE BASICS RIGHT IN A SIMPLE GRASS-FED SYSTEM HAS MADE HERD REPRODUCTION OUTCOMES SUCCESSFUL AND, MOST IMPORTANTLY, REPEATABLE.

Wilfred is 29 percent sharemilking on 155ha near Greytown, Wairarapa, and in a relatively short time has pushed the property into the top tier of six-week in-calf figures, achieving 75 percent last season over a 10-week mating span.

But he came to the property five years ago when the reproductive performance was not looking good. “The six-week in-calf rate was around 57 percent and the empty rate was up at 24 percent.”

Those figures had earlier prompted farm owner James Smallwood to get onboard with the DairyNZ InCalf programme, launched then by certified advisor Adrian Evans, of South Wairarapa Vets.

Adrian says InCalf enabled him to sit down with farmer clients and realistically assess reproductive performance with set benchmarks. The 78 percent six-week in-calf target was a simple one and did not give any room to hide or disguise performance.

“And James was onboard as an early adopter of it,” says Adrian.

The initial focus was on the “low hanging fruit” that, once picked, can provide gains even within that season’s fertility performance.

That included boosting bull power post-artificial breeding (AB) and improving the staff’s ability to detect heats, through better training and attending DairyNZ heat detection workshops before the mating season started.

“After only a couple of seasons we had lifted the six-week figure to the mid-60s,” says James.

Tasked with lifting performance further

That coincided with Wilfred taking over. He entered with some of the initial work done, but Adrian says his task to improve reproduction outcomes even further was helped by having a boss who was “completely onboard” with the InCalf objectives.

After some poor success synchronising part of the herd in his first season, Wilfred decided to step back and look harder at what could be addressed. “One of the things that was not great was the young stock. They were coming in a bit light as first calvers, body condition score (BCS) was not where it needed to be.”

He started to manage them more closely on the farm’s run-off. “That mainly involved feeding them better and also putting essential minerals into them.”

That included a copper bullet and a long-acting selenium dose in January as yearlings, and again before mating as rising two-
Tactics for lifting herd repro figures

**Bull power** – check the numbers of bulls against herd size for optimal ratio post-AB.

**Staff skills** – ensure all staff involved in heat detection know what to look for.

**Young stock** – don’t forget them, keep an eye on weight gains, BCS and health from weaning onwards.

**BCS at drying off** – resist the urge to milk too long, focus on BCS 4.5 at drying off, as a minimum.

**Optimise planned start of calving date** – to match grass growth to grass intake, minimise supplements required while still fully feeding the herd in the run up to mating.

**Take advantage of InCalf** – it’s a low cost, well-structured programme for lifting herd reproduction success with clear benchmarks. Visit dairynz.co.nz/incalf.

Grass key to in-calf success

Wilfred views his six-week in-calf success as an outcome of his overall focus on growing more grass all year round and matching supply to demand as close as possible, with 16.5t DM harvested per hectare per year.

“There probably are farms with higher in-calf rates out there, but the challenge for me is to match that supply and demand, and achieve that high in-calf rate as efficiently as you can with pasture.”

“"You need to know your staff have the ability to detect heats consistently, it is just too much pressure on you as the boss."
MAKING THE SHIFT FROM GOOD TO GREAT

BRAD AND LAURA MORTON ARE RELATIVE NEWCOMERS TO THE DAIRY INDUSTRY, NOW IN THEIR SIXTH SEASON 50:50 SHAREMILKING 780 HIGH-PRODUCING FRIESIAN AND FRIESIAN-CROSS COWS ON A 198HA FARM IN OAMARU.

Brad started building his herd while studying at Lincoln University, where he completed a Bachelor of Commerce and Agriculture. He began lower-order sharemilking in Taranaki, where he continued to grow his herd and at 23, he took the plunge to go 50:50 sharemilking.

At present, the herd’s 64 percent six-week in-calf rate is sitting around the New Zealand national average. Brad and his farm team, FarmRight consultant Nathan Shirley and his veterinarian Luke Smyth of the Veterinary Centre in Oamaru, are working hard to lift his herd’s reproductive performance.

Positive attitude

Luke says Brad is a young, positive and energetic sharemilker. “He’s really engaged about wanting to make positive improvements to his six-week in-calf rate and he listens to advice.”

Much focus has been placed on identifying the underlying causes of non-cycling cows and managing cow body condition and nutrition over the whole season to improve cow health and herd reproductive performance.

Body condition scoring (BCS) is carried out by the Veterinary Centre on a regular basis to ensure the herd is achieving DairyNZ BCS targets.

Brad says that BCS in April determines the strategic dry-off of any light cows. The cows are wintered in BCS groups and are condition scored over winter to ensure they’re on track to reach a 5.0 target pre-calving.

“We usually condition score pre-mating, about September 10, to ensure cows are on a rising plane leading to mating.”

In previous seasons, Brad has used CIDR and prostaglandin programmes in non-cycling cows, but last season he chose to use nil intervention. Non-cycling cows were instead run with Hereford bulls.

While this helped reduce breeding costs significantly, it was associated with a 5 percent drop in the herd’s six-week in-calf rate. For the coming season, Brad will strategically use CIDRs in any non-cycling cows to get more cows in calf to artificial breeding (AB). This will create greater income streams from cows.

FARMER PROFILE

Brad Morton
Oamaru, North Otago
50:50 sharemilker
198ha
780 cows
Six-week in-calf rate: 64 percent (2015/16)
Production: 524kg MS/cow / 2010kg MS/ha
having more days in milk the following season and animal sales.

“This year we have sold the bottom 15 percent of our herd based on age, breeding worth, production worth and calving date, and replaced them with high producing, superior young cows to help grow our asset quality at a faster rate,” says Brad.

“In a low payout year when cows are cheaper, the margin to change over from poorer animals to top quality efficient animals is minimal, so it makes financial sense to undertake this process.

“So it shows we're committed long-term to the dairy industry and maximising the returns from our asset, not only for us as sharemilkers, but also for our farm owners.”

Planning and reviewing herd mating performance

In addition to body condition scoring, three strategic visits are carried out a year with Luke to plan and then review the herd’s mating performance.

At the end of August, mating management is discussed with the farm team and a plan developed. Early pregnancy tests of the herd occurs in late January, with all pregnancies foetal aged using Infivet to accurately measure six-week in-calf rate.

Recheck cows are rescanned six weeks after bull removal. In June, a debrief to assess the season and the herd's overall herd reproductive performance occurs and goals are set for next season.

Pre-mating methods

On September 5, more than 45 days pre-mating, all cows that have calved are tail painted.

Any cow calving after this date is tail painted another colour. This creates two mating groups: “early” and “late” calvers. This allows non-cycling cows to be identified early.

The herd is metrichecked in two batches, at the end of August and at the end of September, to identify any cows with uterine infections following calving.

Pre-calving and pre-mating blood tests are used to monitor the herd’s trace element and metabolic status.

Mating programme

The farm’s milking shed is a twin pit which makes heat detection and drafting extremely challenging, so the team has used Kmars and tail paint in combination to reduce the chances of missing cows on heat.

This coming season Brad plans to use electronic heat detectors instead of Kmars.

The entire herd is inseminated with nominated LIC bulls for six weeks. Bulls chosen have traits of high production, good udder conformation and above-average breeding fertility.

In week seven, short gestation Hereford semen is used followed by natural mating with Hereford bulls for three weeks.

Short gestation non-keeper LIC semen is used for the final fortnight of mating, until around New Year, to bring any late conceiving cow’s calving dates forward. Effectively this gives Brad and his team a 10-11 week calving from a 12-week mating period.

Heifers are all artificially inseminated following a double shot Prostaglandin synchrony programme. This achieves a tight calving spread 10 days before the main herd.

“Well grown young stock are the key to a successful heifer synchronisation programme and we achieved a 2 percent empty rate in our heifers this season.”

VET RECOMMENDATIONS

- Strategic body condition scoring starting in the autumn and through winter ensures cows are managed and fed to reach a BCS target of 5 by calving.
- Careful springer and colostrum cow management and monitoring prevents excessive post-calving body condition loss.
- Use an animal health plan that targets prevention of spring diseases that impact on reproduction (e.g. metritis, metabolic’s and mastitis).
- Have a focus on management tools to increase natural cycling activity in cows. Trace element status is checked, the herd is metrichecked in batches. Monitor feed intakes to match feed demand, consider once-a-day milking or preferential treatment of light cows.
- Apply tail paint 35 days before the planned start of mating to track cycling rate against DairyNZ KPIs and intervene early, if required.

TACTICS FOR LIFTING HERD REPRO FIGURES

- **Get good advice** – Brad says guidance from his vet Luke Smyth and consultant Nathan Shirley helps to challenge his thinking.

- **Strategic wintering** – specific wintering mobs to maintain feed intakes ensure cows are in top condition.

- **Using the Spring Rotation Planner** – the rotation is three to five days longer than balance date to eliminate climate fluctuations that have an impact on grass growth. From October, never faster than a 24-day round and from February onwards, round is pushed out to reduce supplement usage. Fodder beet is fed from the start of April.

- **Fertilisers** – uses ProGibb and urea strategically to ensure no feed deficits leading up to mating.
Grass roots approach to lifting repro performance

Hauraki farmer Murray Laing has literally taken a grass roots approach to getting his herd’s reproductive performance on track.

While not quite an overnight success, seeking out good advice, adopting some simple principles and sticking to them year in, year out is starting to pay dividends.

Murray’s 395 cow herd has been on the property for four years. But his management input was limited early on due to his commitments with another property near Maramarua, other interests and living one hour north at Karaka.

He is the first to admit management by remote control can be a challenge. Aspects that require almost day-to-day decision-making at critical times of the year were easily missed when trying to run the farm from a distance.

“I had a contract milker on who was very reliable and trustworthy, two things I value highly. However, I could see he also needed some guidance, particularly when I looked at our empty rates and six-week in-calf figures,” says Murray.

The numbers were “not pretty”, recording 24 percent empty rates and a 2013 six-week in-calf rate of 40 percent, falling short of that year’s national average of 67 percent and the national target of 78 percent.

Murray could see the problems causing those poor figures unfolding straight after calving, then compounding through the season.

“We did not have enough control over our spring pasture quality post-calving. The cows were not held tightly enough on that first round to graze down evenly to ensure good quality pasture re-growth for that second round. They needed that good quality, high energy pasture there to help them start cycling again for mating.”
Seeking veterinary advice

Murray sought advice from his veterinarians at Franklin Vets in Kopu. Together, they undertook a programme to help, by doing a farm walk and pasture assessment with the contract milker once a month.

“That did help, we dropped our empty rate from 24 percent to 13 percent by getting better quality grass into them early in the season and ensuring cows reached body condition targets, but I thought we could do better again.”

The next season he also enlisted the advice of Josh Firth from advisory business Dairy Direct to work twice-a-week with his manager. Josh’s first advice was to increase the farm’s stocking rate.

“We had been running about 350 cows on the 130ha, but the advice was to up that to 395, which I did,” says Murray. “This meant more mouths to control that pasture growth, keeping the quality more consistent through the whole season, dropping paddocks out for silage and just focusing on better rotational management.”

Managing grazing area

Over winter they used the Spring Rotation Planner recommended by DairyNZ to manage grazing area and Josh helped calculate grazing areas twice-a-week to keep things on track.

They also added 100kg/ha of sulphur-urea fertiliser mix on June 1 and again towards the end of July after the first round.

“This helped keep the grass growing through the late winter-spring period, and growing quality feed. This meant less supplements were required to keep the cows well-fed,” says Murray.

The empty rate dropped from 13 percent to 12 percent, and the six-week in-calf rate lifted to 51 percent. The benefits included boosting production to 124,000kg MS from 109,000kg MS.

He also attributes some of the success to farm assistant Stephen Keating who worked with his contract milker at the time.

“The contract milker was very good at putting the advice from Josh into practice, keeping electric fences up and where they needed to be to control spring grazing.”

Mating plan established

Last year Murray also engaged vet Tim Batchelor early on in the season, formulating a mating plan that would hit other key points impacting on herd fertility.

“We did a big push on cow body condition score (BCS), really focusing on reaching BCS targets and avoiding loss of BCS between calving and mating, and making the most out of that better grass quality they were now growing,” says Tim.

Mineral supplements were added to the water system to also improve herd health.

“In the coming mating season, we will also be focusing on ensuring accurate and effective heat detection which had been lacking, with cows either missed or mis-detected in the past,” says Tim.

“Another tool we will use to improve the herd’s three-week submission rate to nearer the 90 percent target is by improving the timing of CIDR use.”

Typically the herd has used 30 CIDRs and the number has held steady. But use and timing will be bought forward to catch cows that aren’t cycling prior to planned start of mating.

“This will allow us to get the most out of the CIDR investment by maximising the days in milk those CIDRs will deliver by cows calving earlier next spring.”

Building on progress

Going forward, Murray now has a new contract milker and Tim is looking forward to building on the positive progress made, which included lifting the six-week in-calf rate to 54 percent for 2015/16 season.

“I am looking forward to working with Hamish (the new contract milker). We are planning on regular BCS scoring sessions through the season, and ensuring we have good skills around heat identifications at mating time,” says Tim.

“This next season we will be aiming to continue the forward progress. The goal is to bring us closer to the national average six-week in-calf rate of 65 percent.”

TACTICS FOR LIFTING HERD REPRO FIGURES

Good advice – recognising the issue and seeking help from people skilled in pasture management and animal health.

Feed management – using the Spring Rotation Planner to ensure a 90-day winter round is adhered to.

Feed utilisation – growing more quality grass that is managed tightly, with sufficient herd numbers to eat it to an even residual level.

Feed growth maintenance – timely applications of sulphur and nitrogen inputs to ensure quality later winter-early spring growth of high energy grass.

Skills upgrade – to ensure heats are detected and recorded correctly.

Body condition score – monitor more closely post-calving. Room for even greater monitoring through lactation.
Fertility key in a profitable national herd

The value that can be gained by having cows in-calf and calving early, means fertility is a key trait to consider as the industry strives for a more profitable and efficient national herd.

Fertility problems come with a high price tag – interventions, repeated inseminations, lost days in milk and ultimately removal from the herd.

The national breeding objective is to breed cows that are more efficient converters of feed into profit. So how is the industry tracking?

**Genetic potential**

Genetic improvement as a whole is currently worth around $9/cow/year and although a good proportion of that is delivered in the form of more efficient milk production, functional traits which drive cow survival have a key role to play too.

Fertility is one of eight traits identified as having measurable economic impact on a dairy business. The remaining traits include protein, fat, volume, liveweight, somatic cell count, body condition score and longevity.

To help farmers achieve balanced genetic gain across these traits, NZAEL (New Zealand Animal Evaluation Ltd) produce the bull and cow selection index for breeding worth (BW).

Fertility was incorporated into BW in 2002 and, since then, fertility genetics within the national herd have increased by around 0.1 per year. These gains illustrate the value BW is creating, as before 2002 the genetic fertility of the national herd was in decline.

**Achieve faster fertility gains**

Choosing high BW bull teams will help achieve balanced genetic gain. To tailor the genetic improvement within a herd, apply secondary selection to individual traits.

Along with breeding worth, NZAEL also produce breeding values for a wide range of individual traits, including fertility, to focus on specific traits. These breeding values identify bulls which meet that second criteria.

Recent research has found that secondary selection on fertility could create more value than initially thought, especially if reproductive performance in the herd is struggling.

DairyNZ, in partnership with Dunedin-based AbacusBio, have delved into the mating and calving records of thousands of herds across the country, looking at the impact sire selection can have on the reproductive performance of the resulting daughters.

The analysis showed that the reproductive performance of a cow was a clear reflection of the fertility rankings of her sires and grand-sires. Daughters of higher ranking fertility bulls are more likely to be those calving within the first six weeks of calving.

**Breeding high fertility cows**

- Fertility was incorporated into BW in 2002 and since then fertility genetics in the national herd have increased by around 0.1 per year.
- Recent research has found that secondary selection on fertility could create more value, especially if herd reproduction performance is struggling.
- Daughters of higher ranking fertility bulls are more likely to calve within the first six weeks.

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**Figure 1: genetic trend for fertility 1990-2015**

This research is part of the Pillars of a Sustainable Dairy System, a seven-year programme looking at lifetime productivity jointly funded by DairyNZ and the Ministry of Business, Innovation and Employment (MBIE) with aligned funding from AgResearch.
Improving heat detection

Detecting cows on heat is critical for a successful herd reproduction programme.

Missing or wrongly identifying cows on heat results in lost revenue each year, through reduced milk production and wasted artificial insemination. DairyNZ team leader – reproduction, Chris Burke, explains.

“When detecting heat, the two mistakes commonly made are missed heats and cows not actually on heat. If heats are missed, the submission rate (SR) of a herd will be low and since SR is the key driver of six-week in-calf rate, then this too will be reduced,” says Chris.

“Conversely, it is not wise to achieve good submission rates by inseminating cows not on heat, as ultimately the herd’s conception rate and the number of cows pregnant will be reduced.”

Accurate heat detection is important to herd reproductive performance and farm profitability.

Use records to evaluate heat detection

A good way to check heat detection skills is the heat detection indicator in the InCalf Fertility Focus Report. Farmers with great heat detection will achieve 95 percent.

If three-week SR is less than 90 percent, heat detection could be a problem. Another cause is an excessive number of non-cyclers before the planned start of mating date.

Signs of heat

A cow is most likely to be on heat if she is standing to be mounted by other cows, tail paint is removed or the heat mount detector has been triggered.

Other signs include mounting other cows, poor milk let down, she is restless and bellowing, mucus around the vulva or mud marks on the flanks.

Record all observed heats. This ensures non-cycling cows can be identified and treated. Heat detection should be considered a high earner, so prioritise the task during artificial breeding (AB), rather than being just another job to do.

Increasing heat detection effectiveness

Most improvements to heat detection involve a change in how things are done.

The best programmes start with careful planning, good observation and the effective use of detection aids. Being able to distinguish and interpret cow behaviour and other signs is critical – so is good record-keeping and training.

Step one

Review heat detection skills on-farm – are they up to scratch? Does everyone involved know exactly what to look for when detecting cows on heat? It’s important that staff responsible for heat detection know what to look for and how to record information.

Step two

Designate one or two experienced people with responsibility for observation. Others may be involved, but should report their observations on a specific form or to the individuals responsible.

Step three

Determine which aids to use. Remember, farmers with the best heat detection results use a combination of observation and heat detection aids. Be prepared to test several combinations to find the most suitable.

Step four

Finally, schedule specific times each day to check cows and regularly monitor the success. This information is critical to spot trends early.

Heat detection resources

Heat detection info
dairynz.co.nz/heatdetection

InCalf programme

Resources available:
- The InCalf Book
- InCalf herd assessment pack tools (includes tools for heat detection, non-cycling and length of mating)
- Fertility Focus Report
- InCalf advisors
dairynz.co.nz/incalf
As dairy farm incomes dropped, some feared this could ‘knock for six’ the modest gains in six-week in-calf rates nationwide (chart 1). DairyNZ developer Mark Blackwell explains that is not the case. Farmers should seek help to prioritise a plan of action, implement that plan and review results against targets.

In fact, the National Herd Fertility Study (2013) found previous six-week in-calf rates provide the best prediction of the current season’s performance, so little change in six-week in-calf rate was expected – and is exactly what happened.

Interim LIC results show that last season 3223 herds averaged a 66.5 percent actual six-week in-calf rate – the same as 2895 herds in 2014/15 with a 66.8 percent average.

The number of herds with a detailed Fertility Focus Report and an actual six-week in-calf rate increased between seasons (by 328 herds) – indicating that farmers increasingly see value in quality reproductive data.

Even with this data in-hand, why is six-week in-calf rate not increasing at a steady rate in these herds which represent the wide spectrum of performance in New Zealand?

Maintaining performance is one thing, but increasing performance is another.

**Farmer control of herd reproduction**

Early findings from InCalf research in Australia concluded that dairy farmers do have control over the most important fertility factors.

And here in New Zealand, farmers perceive they do have control of those key herd fertility factors, which include heat detection, heifer rearing and body condition score.

The ‘perception of being in control’ may be enough to maintain current levels of herd reproductive performance, however it may be insufficient to make sustained improvements in herd reproductive performance.

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<th>Herds with detailed Fertility Focus reports and their average 6-week in-calf rate</th>
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Lifting in-calf rates takes data, time and control
With the average six-week in-calf rate at 67 percent, it is doubtful many farmers can confidently say ‘yes we are in control of the important herd fertility factors’.

It is likely that consistently high performers have taken more control of these factors through applying a continuous improvement process.

So how can more farmers take control?

InCalf research in Australia found farmers needed more support to bring about real improvement in their herd’s reproductive performance.

They took InCalf to another level, with continuous improvement challenging farmers and advisors to take a flexible but systematic approach towards sustained improvement.

Four InCalf themes underlie this process

- Herd reproduction is multifactorial: a farm systems issue demanding year-round attention.
- You can’t manage if you don’t measure. The InCalf Fertility Focus Report starts the conversation about reproductive performance. It is a big picture overview of a farm’s records and herd performance.
- Improving reproduction is incremental – a step-by-step process that resolves herd-specific issues in key management areas by taking better options over time.
- To get value out of advisors, expect them to apply the continuous improvement process learnt at InCalf advisor training.

To get the most from InCalf, there needs to be commitment to resolving underlying problems through investigating the root cause, not just symptoms.

Benefits of improving herd reproductive performance

Using this process with New Zealand dairy farmers, the National Herd Fertility Study achieved an average 2 percent improvement in six-week in-calf rate, compared to the control group of farmers. Herds with lower performance made the biggest gains.

That improvement was statistically significant and sustained for at least one year after the InCalf intervention ceased.

With improving six-week in-calf rate, more options and benefits arise:

- more early born artificially-bred heifer calves
- more early days in milk
- fewer cows anoestrus and treated
- fewer cows not pregnant at the end of mating
- fewer days total mating duration.

Figure 1: InCalf four-step continuous improvement process

STEP 1
Assess herd reproductive performance

STEP 2
Identify scope for improvement and associated benefits

STEP 3
Consider options for change and select best option(s)

STEP 4
Implement selected management option(s)

REVIEW

Ways to maximise the benefit from Fertility Focus Reports

Run reports about four weeks into mating, after the first scan and after the final scan.

- Check ‘Herd records cross check’ on pg 2 of the report.
- Are your records up to date?

View the report in its entirety, rather than focusing on tiny details.

- As well as this season’s report, run the last two years as well.
- Look across years to see how things are changing over time.
- Look for star ratings on pg 1, which are described at the bottom.

Read reports from top to bottom.

- Are all records up-to-date, including calving dates, mating, culling and pregnancy test records?
- Refer to the report’s back page for more details, checking for discrepancies in the data.

Interpret your reports with help from trained advisors experienced with Fertility Focus Reports.

- Understand how intermediate reports can become detailed reports as pregnancy test data becomes available.
- Get familiar with the InCalf targets, the star rating system.
- Ask when you need to time pregnancy testing to get the best quality (detailed) report.
- See Fertility Focus User’s Guide at dairynz.co.nz/incalf

Trouble-shooting data issues.

- Seek help from licensed provider representatives and help desks, and trained advisors.

Fertility Focus tips and traps

There are three licensed Fertility Focus Report providers – CRV, LIC and Infovet. Over 600 InCalf trained advisors can assist towards improved herd fertility.

Visit dairynz.co.nz/incalf
Genetic efforts keep Ayrshires top of the game

Ayrshires may only be a small percentage of the national dairy herd but they have been a big part of the Hutchings’ family farm for four generations.

Roger and Jane Hutchings are committed Ayrshire breeders on their 270ha Okahau property, continuing with a breed well-suited to the tough, demanding Northland conditions.

While the herd also comprises 15 percent Friesian/Ayrshire cross breed, Roger is committed to maintaining the Ayrshire bloodline as much as possible.

His herd’s breeding worth (BW) sits on +$7, against the national average for Ayrshire cows of -$44.00. Roger’s highest BW cow is at $96 and described as “freakishly good”.

“A number of the cows are in the $60-$80 range and we are always aiming to improve our herd average.”

The top heifers enter the herd as replacements and the best
“A number of the cows are in the $60-$80 range and we are always aiming to improve our herd average.”

of the bull calves are offered to the artificial insemination (AI) industry.

High numbers of elite replacement heifers allow Roger and Jane to offer up 60 in-calf heifers to the industry each year through their annual heifer sale. This generates extra revenue for their business, while promoting the Ayrshire breed.

Roger acknowledges it can be a tough path for genetic improvement with a breed only comprising 45,000 head nationally. But he has developed some tried and proven practices that work for any herd and any breed.

Bull selection

Bull selection involves a three-pronged approach, including the use of high BW New Zealand-born/proven sires, some New Zealand young bulls and about 30-50 straws of Finnish or Swedish Ayrshire genetics.

The European genetics help introduce some diversity and Finnish Ayrshire breeders have been increasing emphasis on fertility over recent years.

“The key trait is fertility and that is generally not too much of an issue with high index bulls available which range from +1.5% to -3.5%.”

Udder conformation is another trait considered and Roger is “quite selective” on sire use.

“If I have a high producing cow that is on the marginal side with her udder, I will aim to use a sire with good udder breeding values.”

Meanwhile the bottom quarter of the herd will be mated to a beef straw, with Roger and Jane getting a good price for the dairy beef progeny.

To increase the rate of genetic progress, Roger has also used synchronised AI on his top heifers for the past 20-plus years, putting about 100 up each year.

Animal recording

Good record keeping ensures his efforts in sire and dam selection are not wasted by mismatching at calving.

Calves are brass tagged in the paddock, following regular early morning and ‘last thing’ night checks. Almost 80 percent of the herd is also DNA verified for parentage, so the parents of a calf can be double-checked where necessary.

At the other end of a milker’s life, all culling reasons are recorded in MINDA Pro, with non-empty culls usually based on temperament, lameness, somatic cell or udder issues.

Animal management

The focus on genetics, backed by good feeding, means that even allowing for a 10 percent empty rate, Roger still has room to selectively cull an additional 15 percent of the herd.

The majority of these selective ‘culls’ are sold locally to beef producers, as there is a good market for nurse cows, used to rear calves.

Animal measurement

Success of the herd’s performance is measured with 5 double sample (am/pm) herd tests. Despite the tight payout, herd testing is a spend Roger will not compromise on.

“I use it for information on young cows to determine which I should be targeting to breed my replacements and which I will need to cull.”

Roger matches his focus on genetic selection with a feed regime that does not compromise body condition score.

The couple platometer the entire farm once a week, which helps maximise pasture as their cheapest feed source. In addition to grass, they supplement with maize silage as required.

Despite the low payout, the Hutchings continue to farm positively on a tight budget. Roger maintains that his focus on genetics, reinforced by good feed management, will continue to pay off.

He also gets immense personal satisfaction supplying high quality genetics for a breed that remains relevant and valued in the challenging Northland region.
New plan to tackle TB
Your questions answered

Why is there a new TB (tuberculosis) plan?

In accordance with the Biosecurity Act 1993, the National Pest Management Plan (which OSPRI’s TBfree programme operates under) must be reviewed regularly. An independent commission review in 2015 showed that OSPRI was ahead of TB eradication targets and that complete eradication is possible. To reflect this, the new TB plan – signed off by the Ministry for Primary Industries in May 2016 – goes beyond containing the disease to active eradication from cattle by 2026 and from New Zealand by 2055.

Who funds the TB plan and how is it calculated?

Dairy, beef and deer contribute 60 percent of the total TB plan funding, Government funds the remaining 40 percent. The funding share of each industry is calculated based on the farm gate value of its commodity. Because the dairy industry is larger than the other primary industries, it pays more.

Dairy’s share is based on the average farm gate returns over the last five financial years. For this year, the average returns from 2009 to 2014 were taken into account.

Dairy’s contribution is funded via the milks solids levy ($14.5 million) and the differential cattle slaughter levy which was increased from $11.50/head to $13/head for dairy in August. The slaughter levy is calculated based on the number of adult dairy cattle slaughtered at commercial slaughter houses over the latest financial year.

How will the low milk price of the past seasons affect the contribution?

The two low milk price seasons will go into the average for the next calculation due in August 2017. That should reduce the dairy contribution, given the low farm gate milk price.

Don’t we already pay through the DairyNZ levy?

In 2016/17, DairyNZ will contribute $14.5m a year to the TB plan, from the dairy farmer levy. This will continue to be supported by the cattle slaughter levy. The maximum rate for the slaughter levy is set, to prevent it from increasing significantly.

Do dairy farmers have more infected herds?

Of the 39 infected cattle herds at end of July, 26 were dairy (two-thirds) and the remaining 13 herds were beef.

How do I make sure I am charged correctly?

Register your animals in the NAIT system and identify your production type. Meat processors will use the NAIT identifier to determine whether the animal is dairy or beef and whether you are charged $13 per animal or $6.30. If you run beef animals, make sure they are registered with NAIT 62 days before they go to slaughter.

For more information, visit tbfree.org.nz
Top farmers share their secrets

DairyNZ has lifted the lid on the budgets of some of New Zealand’s top dairy farmers.

Around 20 farmers with low production costs have opened their budgets for others to learn from. The information, available online, includes their forecast budgets for 2016/17, including the reasons behind each item of expenditure.

The first case study budgets were collected in mid-2015 and more have been added in recent months, with most regions now being represented.

DairyNZ senior developer for people and business, Carolyn Bushell, says the case study budgets provide farmers with a resource to help identify opportunities in their own operations.

“These farmers have put it all on the table, they’ve gone through their expenditure line-by-line and explained the reasons behind those numbers,” says Carolyn.

“The detail is what makes these case studies so useful, from fertiliser policy to how electricity costs are kept low and what the plan is for breeding and herd improvement.”

Farms share similarities

While the details vary across the different farms, they all share similarities in their general approach to how they run their businesses.

“These farmers have been selected because they are some of the more profitable farmers in each region and have very low production costs per kgMS,” says Carolyn.

“In the process of collecting information we’ve noted a number of commonalities these farmers have. They all monitor regularly and have good awareness of the dairy industry as a whole.

“They also have clear, simple, repeatable policies and processes that are documented and communicated across the team.”

More case studies will be added over time and existing ones updated.

To access the budget case studies, visit dairynz.co.nz/tactics.

Actions in common

The farmers who have shared their budgets have a lot in common. They:

• focus on profit before production

• actively monitor, measure and manage all aspects of their farm business – finances, pasture, animals

• can articulate what they are about, have focus and know their business strategies and success factors

• make changes to their systems after considering implications of the change across the whole farm system, particularly the financial implications

• focus on pasture growth and utilisation first. They will use supplement with introduced feeds but they do not substitute

• have good industry awareness and gather information from a range of sources

• are always looking for better prices/will shop around for the best deal

• add value through surplus stock and maximise the value of their outputs

• monitor and identify budget variances throughout the season and reallocate this across other areas of the budget so the overall variance is not high.

• Rural professionals, especially bankers and accountants, are part of the team and their input feeds into decisions.

• have clear, simple, repeatable policies and processes which are documented and communicated across the team.
Identifying and managing pasture surplus early is key to maximising late spring and summer milk solids production and increased farm profits. DairyNZ feed and farm systems developer Sally Peel explains.

A temporary pasture surplus, if not managed, allows ryegrass to grow to form stem and seed head, resulting in lower pasture quality.

Grazing residuals drives pasture quality and when growth exceeds demand, residuals will rise unless this surplus is managed. Summer milk solids production is at risk if target post-grazing residuals are not achieved through the spring surplus period.

The grazing residual demonstration at Scott Farm in Hamilton showed grazing residuals 200-300kg DM/ha higher than target in the spring led to a fall in pasture quality of 0.8 MJME/kg DM in the summer.

Assessing post-grazing residuals daily is a quick and easy method of checking for a pasture surplus. Having quality feed at the next grazing requires leaving consistent grazing residuals (3.5-4.5cm height) with few or no clumps.

When high grazing residuals do occur consider:

- is this a genuine surplus? Or just a few long paddocks with pre-grazing covers more than required to feed the herd?
- whether high residuals suggest a current surplus situation or a surplus situation which has already occurred? Swift action may be needed.

How to identify the surplus early

After balance date, using the feed wedge helps identify and anticipate a surplus (or a deficit) 10-14 days in advance. The wedge gives a visual picture of the current pasture situation by ranking paddocks based on pasture cover. While it takes time and discipline to do on a regular basis, the benefits of...
maintaining pasture quality is significant.

Identifying a pasture surplus early allows better management of a surplus, including decisions around rotation length, removal of supplements and the number of paddocks to shut up. It also provides time to organise a contractor and therefore better control silage quality.

It is critical to anticipate in advance the length of the closed period and associated risks. These include:

- shutting up too much area for too long and restricting future milk production (higher risk with higher stocking rates)
- managing silage quality. After the pasture has passed target grazing residuals, the quality will decline at an average rate of 0.3 MJME/kg DM for each week of closure. Try to harvest silage within 42 days of the last grazing.

Controlling a surplus by going on a very fast rotation (<20 days) is risky as growth rates can be depressed by repeated grazing events before the emergence of the third leaf and/or due to slow growing conditions (e.g. cold snap). It can be difficult to extend the rotation out again when required.

Events to help extract greater returns

A series of Tactics for Spring events in September and October will help farmers focus on making the most out of their pasture this season.

For most farmers, pasture generates in excess of 85 percent of the profit in their business – after all it is most of the feed base. But for many farmers there is still a significant opportunity to extract a greater return.

DairyNZ’s autumn workshops, held nationwide, identified that in most places pasture eaten per hectare on-farm varied by at least 3-4 tonne of DM/ha. Each tonne could be worth $300/ha in profit.

DairyNZ’s Tactics for Spring events will help farmers:

- give staff the chance to learn the skills required to help the farm business get more out of pasture.
- understand how spring grazing management affects the growth and survival of ryegrass tillers for the rest of the season.
- investigate how cropping fits into their system.
- discover why pasture underpins future competitiveness.

For an event near you, visit dairynz.co.nz/events.
Influence your loan risk rating

If you want to borrow money from a bank, the risk rating the bank gives you can affect the amount you can borrow, the interest rate and other conditions of the loan.

We spoke to ASB’s general manager – rural, Mark Heer, about the bank’s key risk rating criteria and what farmers can do to influence their rating.

All banks in New Zealand risk rate business loans and dairy farm businesses are no exceptions. The Reserve Bank approves each bank’s method and, while they will be similar, each bank has its own criteria. This risk rating is a factor in determining how much capital the bank needs to hold for that loan and the provision it needs to allow for potential loan expenses.

Each bank has its own Reserve Bank-approved method of calculating the risk rating, but they are based on similar criteria.

“There are five key areas we consider at ASB. The first, and most heavily weighted, is repayment capacity. We look at short-term (12 month) cashflow and the ability of the business to pay interest, as well as the medium to longer-term ability to repay principal as well as interest,” says Mark.

“Secondly, we review the last three years’ annual accounts for the business to get an understanding of the profit history, then we look at the owner’s equity in the business.

“The personal factor is the next area we consider, covering both physical farm and financial performance. This includes how your business compares with your peers, whether you have a business plan and are regularly monitoring budgets and cashflows.

“We also look at whether you use farm advisors and the governance/board structure in place if you have a larger business.

“The last of the five key areas is an overall view of industry factors: what is the dairy industry’s medium to long term outlook?”

How to improve your risk rating

While you may not have much control over some of those factors, the area you can influence is the personal factor.

Mark suggests a few things to make a positive difference. This includes:

• building your capability and confidence in budgeting and cashflow monitoring
• benchmarking your business against others in the region and/or using similar farm systems and understanding potential opportunities for improvement
• regularly reviewing your business plan, vision, goals and action plans
• seeking professional advice from reputable sources – e.g. accountant, farm consultant, veterinarian, financial advisor.

Improving the farm business

By improving the farm’s efficiency and profitability and developing well thought through business plans and budgets, you are more likely to achieve goals faster. Better profitability boosts your repayment capacity.

“Our advice to farmers, particularly in challenging times, is understand what aspects of your business are controllable – and focus on the things you can do to make a difference,” says Mark. “This makes good business sense in general, as well as reducing your risk rating from the bank’s perspective.”

To find out how your bank approaches loan risk rating, talk to your rural bank manager.

For links to tools and resources to support your farm and financial performance, visit dairynz.co.nz/business.
Easing the pain of disbudding

Using local anaesthetic at the time of disbudding has been recommended in the codes of welfare since 2005 and approximately half of calves that are disbudded receive pain relief of some description.

Calves feel pain in the same way that humans do, so using anaesthetic means that calves are pain-free at the time of disbudding, just as people are pain-free when a dentist uses local anaesthetic to drill a tooth.

Pain-free calves are less likely to struggle which makes disbudding safer for both the calf and operator, and also makes it easier to do the job properly.

Disbudding study

A recent study at Massey University on 263 calves investigated the effect of different combinations of anaesthetic and anti-inflammatory drugs on daily growth rates of dairy calves after disbudding.

It shows that calves disbudded with no pain relief had slower growth rates than those that were sedated and received local at the time of disbudding.

Calves given pain relief at the time of disbudding on average grew faster than those that didn’t. A calf at 30 days post-disbudding that did receive pain relief would on average weigh 3.3kg heavier than a calf that did not (0.11kg/day difference in growth weight x 30 days).

If a calf was to have an average daily growth rate of approximately 0.6kg/day, the difference could represent five days less to weaning, if weaning on weight.

So use of anaesthetic means that calves have a smaller delay in growth rate which means bigger, stronger calves that can be weaned earlier. The gains achieved easily offsets the additional cost of administering anaesthetic.

International concern

There is growing international concern over the practice of disbudding. International markets have a higher sensitivity to public opinion regarding the welfare of animals, as are the dairy companies which are advising the use of pain relief for any painful procedure, regardless of age.

If you do have calves to disbud, do take time to discuss the use of local anaesthetic with your vet or your disbudding contractor.

Yes, it is likely to cost a little more and it may take a little longer, but the benefits of the improved welfare for your calves, improved safety for the operator and ultimately dollars saved through bigger calves weaned earlier outweighs that additional cost and time.
Update to the Inside Dairy mailing list

We’ve changed a few things with our Inside Dairy mailing list. If your mailing details aren’t quite right, you’ve received too many copies or you’d like extra copies for your team – please let us know. Email info@dairynz.co.nz or phone 0800 4 DAIRYNZ (0800 4 324 7969). If you’ve shifted, you can also let us know your new address by visiting dairynz.co.nz/address. We’re working hard to continually improve our mailing list – and your help is very much appreciated.

DairyNZ AGM in Ashburton, October 27

This year’s DairyNZ Annual General Meeting (AGM) is being held in Ashburton on Thursday, October 27.

Farmers are invited to come along and hear about DairyNZ’s investment priorities for the coming 2016/17 dairy season and where the levy is being utilised to help farmers through the current low milk price.

Levy paying dairy farmers will also shortly receive packs in the mail.

The DairyNZ AGM will be held at Hotel Ashburton from 11am.

DairyNZ scholarship recipient wins Young Farmer of the Year

Congratulations to former DairyNZ scholarship recipient Athol New – the 2016 FMG Young Farmer of the Year. You’ve made us proud! Athol received the scholarship while at Lincoln University from 2004-2006. He graduated with a Bachelor of Commerce (Agriculture) and is now a senior farm manager with Purata Farms and a member of their senior management team. Well done Athol!

Owl Farm focus day

A field day on Wednesday, September 14, will provide an update on Owl Farm, a demonstration farm run by St Peter’s Cambridge and Lincoln University. The farm, also supported by DairyNZ, provides farmers with access to regular farm data and timely information.

The day provides an opportunity for farm owners, farm workers and rural professionals to meet, network and share ideas whilst gaining a proper sense of how Owl Farm, near Cambridge, is developing a workable blueprint of sustainable, profitable dairying.

For more information visit owlfarm.co.nz.
Groups help with next career step

Canterbury/North Otago Progression Groups, designed to help farmers develop skills and enhance their careers, are open to new members.

There are three types of Progression Groups – Biz Start, Biz Grow and Biz Pro – aimed at dairy farmers at different levels in their career. Farmers in Canterbury/North Otago can still register until mid-September.

The groups are tailored to improve farm business knowledge and build farmer confidence to allow progression through the dairy industry. Topics include goals and strategic planning, how to be a better manager and understanding the key drivers of a business.

DairyNZ regional leader for Canterbury/North Otago, Virginia Serra, says it has been great seeing former Progression Group attendees achieve their goals.

“A few of the farmers who have participated in groups over the past seven years have entered and won in the New Zealand Dairy Industry Awards, while others have taken on bigger roles or expanded their businesses,” says Virginia.

“The networks that can be built through Progression Groups can also be really valuable and those that attend have access to some of the top farmers in the region and other local experts that can provide clarity around next steps.”

Types of Progression Groups

There are three types of Progression Groups. The Canterbury/North Otago groups are described below.

**Biz Start**

For dairy employees at a manager or assistant manager level, who are looking to progress in the dairy industry and become self-employed in the next couple of seasons.

An opportunity to build business skills necessary for senior level management positions, or owning and running a farm business.

**Biz Grow**

For farmers in contract milking and lower order sharemilker roles to get together with peers to discuss the current situation and strengthen their businesses.

Designed to help farmers develop their strategic, financial and performance management skills. Sharing budgets vs actuals will be a focus of this group for the 2015/16 season.

**Biz Pro**

For 50:50 sharemilkers, equity partners, and farm owners to get together to discuss the current situation and to focus on their financials in depth this season.

Biz Pro will get like-minded businesses together to compare strategies for making the best of the 2015/16 season. Like Biz Grow, sharing budgets vs actuals will be a focus of this group for the 2015/16 season.

Groups bring value

Two farmers that have found value in the groups are Josh and Hannah McAtamney, from mid-Canterbury.

“Being new to the dairy industry we have really enjoyed being part of the Biz Start group, it is a great way to meet like-minded people,” says Hannah.

“Hearing about different equity growth options and strategies from other successful dairy farmers that have worked their way to farm ownership has been inspirational,” says Josh.

Each Progression Group is made up of key topic areas presented in 8-10 evening workshop sessions throughout the season. Groups will be held in areas where interest has been shown.

Progression Groups are also being held in other regions, with variations on topics and how groups are structured.

To register your interest visit [dairynz.co.nz/progressiongroups](http://dairynz.co.nz/progressiongroups).
DairyNZ runs a wide variety of farm system discussion groups, field days and specialist events. For the full list of what’s on near you, visit dairynz.co.nz/events.

SEPTEMBER EVENTS

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NORTH WAIKATO

A series of Tactics for Spring events will help farmers sharpen their focus on getting the most out of their pasture this spring. Topics will include spring grazing management, how cropping fits into different farm systems and developing staff skills in pasture management.

Events are in Matamata/Kereone on September 6, South Auckland on September 7, Hamilton North on September 8 and Hauraki Plains on September 9. For more information, visit dairynz.co.nz/tactics.

SOUTH WAIKATO

Three Waikato farms have opened their books for others to learn from. The farmers, along with 14 others nationwide, have shared their 2016/17 forecast budgets that detail where they are spending their money and why.

The Waikato farms include a sharemilker near Cambridge who is milking 288 cows, an owner/operator North East of Hamilton with 280 cows and a South Waikato dairy farmer on rolling to medium hill country milking more than 1000 cows.

See the budget case studies at dairynz.co.nz/tactics.

BAY OF PLENTY

A land management guide for Bay of Plenty farmers includes information to help reduce sediment and phosphorus loss.

Most sediment and phosphorus is lost from relatively small areas on-farm – referred to as critical source areas (CSAs). Managing these areas well is the best way to reduce sediment and phosphorus loss. Actions and advice throughout this guide will help achieve this, covering six high priority areas for improved land management in the Bay of Plenty.

These areas include erosion, waterways, cultivation and regrassing, grazing crops, laneways and pugging. Download or order the guide from dairynz.co.nz.
TARANAKI
Discussion groups are once again in full swing after taking a break for calving. Dairy farmers will have a chance to talk through timely topics as they head into summer, including heat detection and pasture management.
Discussion groups are available to all dairy farmers and their staff and provide a forum for sharing ideas and discussion solutions.
For more information visit dairynz.co.nz/events.

LOWER NORTH ISLAND
A farm owner and a sharemilker from the Lower North Island have opened up their budgets for others to learn from.
The sharemilker, near Dannevirke, milks 520 kiwicross cows on 165ha, while the farm owner runs a split herd system where 350 cows are milked twice-a-day and 110 cows are milked once-a-day, all season. The farms have shared their forecast budgets for 2016/17, including the reasons behind each item of expenditure.
For more information, visit dairynz.co.nz/tactics.

TOP OF SOUTH/WEST COAST
A sharemilker in south Westland is one of the latest to share their 2016/17 budgets for others to learn from. The farm, milking 365 cows on 180ha, is budgeting on producing 162,000kg MS.
The farm is one of around 20 nationwide with low production costs who have opened their budgets for others to learn from. The information, available online, includes their forecast budgets for 2016/17, including the reasons behind each item of expenditure.
For more information, visit dairynz.co.nz/tactics.

SOUTHLAND/SOUTH OTAGO
Liam Carey is the new consulting for the West Otago/Balfour area. Liam, who was raised on a sheep and beef property near Winton has a Bachelor of Commerce (Agriculture).
Liam was an agri-manager for Ravensdown, providing fertiliser and crop solutions for farmers in the Central Otago region. He then returned to Southland and worked in the dairy nutrition space before starting with DairyNZ as a consulting officer.
For events in Liam’s area visit dairynz.co.nz/events.
Learn about:
- grazing management tips and tactics
- how cropping fits into your system
- getting the whole team behind pasture management

Come and get your fill of information to ensure that you are getting the most out of your pasture.

For more details or to find an event near you, visit dairynz.co.nz/tactics.