



## Craig's Comments

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Welcome to Winslow's first quarterly newsletter. It is our aim as a business to send you a quarterly newsletter to update you on the various activities happening within the Winslow business.

For all of us, it has been a challenging start to the year with the international credit crisis and huge changes in commodity prices of agricultural products. As a business, at Winslow we are also mindful about the months ahead and where the world will settle to but we are continuing to be positive and look for further opportunities for clients to enhance and increase production and to optimize returns in all areas of agriculture.

After a recent trip to Asia, it is evident the world is still continuing to grow at a rapid pace and that food supply in the future is going to continue to be critical. I attended the recent VIV Asia Feed Conference in Thailand which showcased animal feed companies and feed manufacturers from all around the world. It was discussed that the demand for feed products will continue to grow undoubtedly in the years to come and thus the feed industry will continue to grow. It was also mentioned at one of the conference seminars that commodity prices will surge again in the next two to three years. We have seen over the last ten to fifteen years various cycles of commodity prices, however economists predict that we will see shorter cycles in the future. The interesting mechanism to watch is the price of oil. The presenter predicted in the next few years we will see the price of oil rise to \$80 USD per barrel. Once oil gets to this level, we will see the ethanol production kick in which will see grain prices increase globally.

With the world growing at a rapid pace and food supply being a critical factor in this growth, New Zealand is in a good position to contribute to global food requirements. There will be opportunities for New Zealand to prosper along the way so despite the present market conditions we at Winslow are looking out for those opportunities.

In the coming months we will be conducting a customer satisfaction survey to find out ways we can improve products and service we provide to our clients. We are also in the process of updating our customer database. Sheryn, our office administrator, has been busy phoning clients to update their information so thank you to clients who have taken the time to provide their information to Sheryn. With up to date client details in our database we are much more effective at delivering important information to clients in a timely manner and keeping our clients abreast of industry developments. Please note that I am contactable at anytime and urge that clients contact me to speak should you have any enquiries or issues you would like to raise.

Thank you for your business, Craig Carr.

## Farm Technology Review

Winslow Farm Technologies started off the year confirming our first Lely Astronaut project for 2009 following the sale late last year of eight Astronaut A3 milking robots to the Van Leeuwen Dairy Group. We expect to have this project completed in August for spring milking.

In February Paul Berdell, our Farm Technology Systems Technical Manager, took our new robot clients to the United States and Canada to look at Robotic technology and the systems in operation there. They travelled through eight different states and two provinces of Canada. They visited sixteen different dairy farms and also attended the world agriculture Expo in California. Paul reported that the US dairy industry was very weak while they were there.

Many farmers' costs were three to five dollars higher than milk prices. Milk powder was being stockpiled, feed prices still remained high and many cows were going to slaughter. However it was an excellent trip to gain perspective on dairying outside of New Zealand and the group came home with much new information to share.



*Paul Berdell and the Van Leeuwen family during their visit to a robotic dairy farm in USA*

## Alkalage: NZ's next feed revolution

Late January and early February were especially exciting at Winslow when New Zealand's first pits of Alkalage were made. Despite overcast weather we were able to harvest mature crops of winter wheat, processed through a Class Forage Harvester fitted with a specialist small grains processing mill. Home 'n' Dry pellets were added at the pit to preserve the crop but also to increase the digestibility and protein level. One 11 hectare paddock of Excede Winter Wheat (a high yielding feed wheat from AGC) grown near Mayfield yielded 13.3t DM of crop at the pit which has been reported to contain 44.5% starch - nearly 6t starch per hectare!

Alkalage delivers exciting benefits to the dairy and beef farmers because whilst it contains a good level of starch for production, the fibre it contains is predominantly concentrated into nutritionally improved straw which is great for rumination but is more digestible than untreated straw. Alkalage offers the convenience and safety of a forage (it can be fed free access in troughs or trailers) with the performance of a concentrate (one pit analysed 12.9 MJ/kg DM, 79.8% dry matter, 17% crude protein and under 26% NDF).

*Stradbrook cows - more milk, recovery of condition and increased rumination times followed the introduction of Alkalage at 3kg per head per day.*



## Molassed Mineral Blocks - use now

Late lactation is a critical time for dairy cows to replenish bone calcium reserves that are vital in early lactation. As pregnancy advances, keeping up with trace element supplementation can reduce the chances of the developing foetus depleting levels which can effect future health and performance. Many customers throughout New Zealand have come to appreciate that Cattle Wintering Blocks are ideal for dairy cows on grass or crops between drying off and calving – but they can be put out early for those cows that have not had the benefits of our Molassed Sodium Bicarbonate Mineral Blocks which we launched earlier in the year. Milking cows do not have masses of spare time to lick blocks like dry cows so intakes will typically be low but every little bit helps and half eaten tubs can easily be moved to the dry cow paddocks when milking has stopped.

Also on an alkaline theme, Molassed Sodium Bicarbonate Mineral Blocks were launched. Simply placed on the exit race, they allow dairy cows the opportunity to take on-board some sodium bicarbonate (in addition to a host of essential minerals and trace elements) before heading back to pasture – effectively an electrolyte top-up for the athletes that dairy cows have become. Intakes increased when cows were grazing lush pastures after the February rains – suggesting that the cows were seeking a rumen buffer at that time.

## Ashburton Grain Consolidators

For AGC, the grain harvest started off very positively with the hot, dry January bringing in the early barley, feed and milling wheats at excellent quality with low moistures, high test weights, and high protein milling wheats. Unfortunately the weather did not hold for the later crops and 70% of the Canterbury harvest was done in the worst weather conditions for 30 years. Crops most affected were in South Canterbury and barley being the worst hit through discolouration, high sprout and low test weights.

AGC's milling cultivar Conquest stood up very well to the wet weather. Only one line has been rejected due to LFN and protein averages were close to 13% meaning our Conquest growers will return top money on their contracts. Our newest cultivar Saracen also stood up well in the inclement harvesting weather and produced excellent yield results in the FAR autumn trials. Both these cultivars should be foremost in the minds of growers who are planning to sow milling wheat cultivars. Feed wheat cultivar Wakanui has performed well on irrigated and dry land trials in particular due to it being late maturing.

At present feed grain markets have little demand so it is difficult to put accurate figures on spot pricing. However good quality free milling wheat cultivars depending on cultivar and protein are fetching fair prices by the mills.



*Wakanui is the highest yielding feed wheat under trial in Canterbury. With a mean average of 9.3 Tonnes per hectare WAKANUI has topped three of the five Cultivar Performance Trial Sites.*

*Why sow anything else? Limited seed available - put your order in now through Winslow.*

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*Chris Thomas 0272 313 672*

## Contracting news from James Carr

The 2008 / 2009 summer harvest has been an interesting and unpredictable one for our contracting division. I think we all would agree that this harvest will be one we will want to forget. We have seen dry, wet, windy and stormy weather conditions destroy some grain and seed crops and cause huge peaks and troughs in supply and demand of feed supplies throughout the Canterbury region. The weather in January created price spikes for crops such as Maize and grass silage and we saw prices for these crops reach an all time high. However the wet weather in February and March increased the supply of silages and prices have significantly dropped with the increased availability of feed.

Silage and straw prices have plateaued in the short term. Increases in prices will depend on what weather the winter brings as on farm feed supplies are limited. On the upside, overall feed quality that has been produced is of a good quality and standard.

Looking ahead for the Winslow contracting team we have a steady maize and grass silage season to complete and there is still surplus silage still to be sold, so we would welcome any enquiry you may have throughout the rest of the season.



*Baling grass straw at Wakanui*

## Mycotoxins - a topical issue in feeds

A significant concern to the feed industry has been the risk of mycotoxin contamination of feeds, especially grain crops following the wet harvest and uncertain storage conditions. All levels of mycotoxins in feeds should be considered dangerous as even low levels can impact negatively on animal production and the safety of human foods derived from animals. We have been kept busy supporting customers concerned with mycotoxins and have been providing unique solutions via our two mycotoxin binders - Ultrasorb and Mycotex and our feed preservative Profresh Plus. If you do have concerns regarding mycotoxins or are looking for proven in field solutions, please feel free to contact us for more information.



*Applying Profresh Plus to grass and maize silage reduces waste and feed value losses prior to consumption by livestock*

## International Seeds Business

In our International Seeds division we had a successful 2009 harvest with a reasonable area of seed production for South East Asian seed companies. We have achieved excellent yields in the area of open pollinated Brassica seeds, with some top yields ranging between 2 – 2.5 tonnes per hectare off the combine.

Again we are challenged with the importing requirements of countries such as Thailand for zero weed tolerance however to date all of our seed lots have met this compliance regulation. A recent trip to Asia confirmed that our customers are happy with the quality of seed and services we provide. Demand is looking promising for the coming year and we are looking to build on last year's business.



*Brassica crop Choi Sum being graded at Hinds Seed Cleaning*

## Staff Profiles - admin and customer services team



### Jill Kircher

Jill has been working at Winslow for just over a year and spends most of her time working with the Ashburton Grain Consolidators division of Winslow. Previous to Winslow, Jill worked for Canterbury Flour Mills for nine years where she was introduced to the milling and feed grain industry. Jill arranges all grower payments and processes the customer billing side of AGC.



### Megan Ness

Megan is a key frontline person who co-ordinates all inwards goods, sales and dispatch of feed orders. She also has a key role in the Contracting division with the keying of payments and sales to clients ensuring a high level of accuracy. Megan has worked for Carr Agricultural Group for 15 years.



### Philippa Tristram

Philippa's primary role is PA support to Craig Carr. Philippa started at Winslow in November last year and is enjoying her role to date. Philippa moved recently to Mid Canterbury with her husband and they are on a dairy farm at Carew.



### Sally Williams

Sally came to Winslow six month ago from the wine industry and is originally from a farming background in Ashburton. Sally is part of the sales and marketing team and works closely with our merchant customers and media support people.



### Sheryn Hales

Sheryn is our receptionist and office administrator. She started in January this year after moving with her husband and two girls from Marton in the Rangitiki district to a farm at Pendarves. Sheryn is Winslow's frontline person who you meet first on arrival at Winslow reception and will most likely be your first point of contact when you phone in to Winslow.

# winslow

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profreshplus  
FEED STABILIZER

### Moulds in Maize Silage are preventable ... don't risk wasting valuable feed or the health of your stock

Protect your maize silage investment with Winslow ProFresh plus®. Maize silage is inherently difficult to compact and what you are seeing in a blackened layer of degraded silage on the top of a pit is the visible outcome of mould growth.

Using ProFresh plus® will:

- Improve the storage length of silage
- Reduce shrink losses of silage and grains
- Keep silage faces fresher and more palatable in stacks
- Maximise nutrient retention in feeds
- Reduce mouldy or hot spots in stored feed prone to sweating