



Craig's Comments

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Welcome to our second quarterly newsletter. We hope you found our first edition both informative and interesting.

It has been a busy few months for the Winslow Group with the completion of later harvesting activities and the maize harvest. The cold, wet month of May resulted in early drying off for some dairy farmers which saw a lift in requirements for our molassed cattle blocks.

In May Winslow announced the purchase of Canterbury Seed Company, one of New Zealand's oldest seed companies. Under the Winslow banner we will ensure that Canterbury Seed continues to prosper and build on its proud history to date as a specialist seed production company.

The existing Winslow grain and seed business combines well with Canterbury Seed and creates a substantial business base to continue and grow the combined business's grain and seed production activities. Since the purchase we have been busy visiting customers and suppliers in Europe, the UK and Asia. Both James and myself attended the ISF (International Seed Federation) world conference in Antalya, Turkey in May with Barrie Gleeson which enabled us to meet a number of existing customers and to forge new relationships.

Back at Winslow, the team has been working hard to support our customers over the past three months coming up with innovative ideas, helping farmers work through feed options and plans for spring and summer as well as implementing technology that provides a win win situation for customers and livestock.

We have just completed a roadshow of events in conjunction with our Feeds & Nutrition division where we presented an update on calf and dairy nutrition for the 2009 season with a focus on cost effective feeding options for farmers to consider in the current dairying climate. The roadshow also included a presentation of what we have learned from our first season of robotic milking along with some interesting statistics that resulted. Everyone who attended was amazed at the information that the robot can provide to the farmer. With over 7000 Lely Robots sold worldwide to date, farmers were relieved to hear the technology is very sound and genuine interest was shown in how they can be utilised in New Zealand. Office work is important but you can quickly become isolated so it has been really useful to hit the road and meet customers and prospects in a congenial setting so thanks again to all those who attended.

It is a challenging time for all those in the agricultural sector at present but we still believe agriculture is an exciting and positive industry to be involved with. Again, please feel free to call me anytime to discuss anything. All the best for the rest of the winter, Craig Carr.



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Winter update from Feeds & Nutrition Division

Like most of our farmer customers, the last quarter has been a busy time for important budgeting and planning. The falling dairy payout is clearly driving advisors and bankers to urge farmers to reduce inputs so we know we have to justify the cost effectiveness of our products and demonstrate our competitiveness to retain the level of activity we have enjoyed. Fortunately, the farming operations within the Carr Agricultural Group offer us a unique opportunity to test and quantify the health and performance advantages of feeds or systems we import. Indeed, what we have learnt at Stradbroke Robotic Dairy Farm became a major part of the Calf & Dairy Roadshow running from 22 June until 2 July.

We have re-launched the "It's What's Inside That Counts" slogan for our calf feed and have appreciated the opportunity to present international trial results that confirm why our choice of raw materials and specifications will produce good results. The powerful NuStart formula has improved our calf feeds since 2004. This is continuing to offer real advantages to calf rearers when included in milk as NuStart Milk Additive and is well worth including on calf rearer's shopping list. Uptake of Winslow Cattle Wintering Blocks for dry dairy cows has kicked off stronger than last season suggesting that cows might be needing to top up major mineral levels more than previously.



Trials with Alkalage are continuing to yield some very exciting results which endorse the convenience and health benefits seen at Stradbroke. A pit of Alkalage made at Winslow has been opened and some sold for winter milking dairy cows. The higher crude protein level in Alkalage compared to wholecrop or maize silage makes it a useful complement to winter grazing for autumn calved cows which typically get insufficient protein, produce insufficient milk and gain weight. Also, because Alkalage is not fermented it is not prone to secondary fermentation and provided it is kept dry can be restacked and fed out over a period without deteriorating. About 200 tonne of maize Alkalage was made in the North Island and we are looking forward to see how this feeds out next month.

Winslow molassed mineral blocks - strong demand this winter.

Positive results with NuStart Milk Additive

NuStart Milk Additive will again this year help a great number of calves off to a good start in life with inquiries and orders for this supplement flowing in. Calf rearers report that they could see a difference in their calves but also heifers have entered herds well grown and ready to work - thanks partly to a good start from NuStart.

Robyn Horne says the beauty of NuStart is in its simplicity. "It's so easy to use and it mixes well. I've never had lumps and our calves love it."

"It gets them eating their meal easily and quickly. We've never had a calf feed like it."

Robyn and husband Mike milk 570 cows on a 280ha property at Glenavy, South Canterbury. Robyn has fed 200 calves on NuStart for two seasons now, and she says it's obvious their calves are weaning earlier.

"I've never had calves eat so early. They want everything we can throw at them. You notice the difference, their appetite is great."

It takes Michael as long to get the feeder set up as it does Robyn to mix the feed, "only a couple of minutes. I spend more time measuring it out!"

The fact none of their calves have experienced scouring on NuStart in the past two seasons has been a major benefit.

"Last year and the year before we had no animal health issues. NuStart's aroma is also divine. Some got splashed on me and it's not unpleasant."



Supplementary Feed - do we need to have it?

Every summer season baling and forager contractors are busy harvesting silage, hay and straw for what will either be stacked up to feed out during a summer drought period or fed out to maintain stock over the winter.

One issue all farmers face is how much they should stockpile when they are getting their forage made or buying it in. Many farmers have made the mistake of not making enough feed to get them through the unexpected weather conditions when on a tight budget.

As a supplier of forage material I have seen farmers fall short on their feed budget due to unexpected weather conditions and underperforming green feed crops. When the farmer has to go out and purchase extra feed they will almost always have to pay more for the forage than what they would have paid during the harvest season.

This brings us to the conflicting argument of when and how much feed should the farmer be purchasing and how much to buy over their budget? Over the last few winters I think everyone would agree that buying in straw and silage during the harvest season was the most cost effective option.

The winter has thrown no surprises at us so far and demand for additional feed has been very slow. It is estimated that there is a fair amount of forage feed still sitting around on farms with seller's expecting a high price. Buyers seem reluctant to purchase feed just yet and probably will hold off doing so until they really need to.

It's anyone's guess what the rest of the winter has in store for us but you can almost tell it will have a bearing on which direction feed prices will go. On one hand you have a buyer that says they can't afford to pay the current asking price for feed, and on the other hand the seller is saying they need to sell at a sustainable price level. Who will meet the market? Will the stock farmer hold off buying feed for as long as they can and hope for an early spring with strong growth or will the seller come back on their asking price as they will be needing cash flow in their business as well.

With the number of conversions from sheep, beef and arable land into dairy platforms it is evident that the feed market will be vulnerable from time to time. In my opinion there is never a better time to purchase feed than straight from the paddock during the harvest period. It only adds cost to the product by stacking and storing it as the seller will require a premium for this. To transport it again to where ever it is sold is an additional cost. The costs keep mounting up.

It is no easy decision to make when it comes to buying feed but having it on farm can also be seen as money in the bank when we are dealing with Canterbury's unpredictable weather patterns.

James Carr

Update from AGC

A wet May delayed and curtailed sowings of feed wheat, however there was a strong demand for *Wakanui* after it topped all the FAR feed wheat cultivar trial sites and also due to the fact that it can be sown a bit later - up to early July.

A big change this year has been the massive swing back to sowing of Milling Wheat Cultivars with *Conquest* and *Saracen* proving very popular. This swing has been bought about by the following factors:

1. A large surplus of feed grains in silos on farm still unsold
2. Very few forward feed wheat contracts available
3. Much more resilient and grower friendly milling wheat cultivars

The Flour mills have played a major part in this by contracting more milling wheat than normal and indicating they will buy un-contracted milling wheat after the 2010 harvest for their North Island Mills. Growers should be aware that in order to have a sustainable Milling wheat industry, particularly to supply the North Island mills, they need to be growing some milling wheat on a more consistent basis.

Looking forward to spring Barley choices, the Plant and Food Research Cultivar *Bumpa* is worth considering. It has topped the FAR spring trials and can be sown from July onwards. For seed and agronomic information on this cultivar, contact Dave Loomes, Mike Smith or Chris Thomas. Should you still be considering sowing Milling Wheat, *Saracen* can be sown into August and *Conquest* until September.

*** Hygiene - remember your grain in silos needs to be regularly monitored to ensure it remains in good condition particularly with the slower grain deliveries to some end users this year.**



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Mike Smith 0274 328 027
Chris Thomas 0272 313 672
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Farm Technology



The Lely Calm Automatic calf feeder has provided positive results for those calf rearers using them at present. Part of the Lely Dairy range, the Calm Automatic Calf feeder supplies the correct portion and concentration of feed spread over the day, resembling the natural behaviour of the calf. Winslow Lely Centre has supplied over 12 automatic calf feeders to customers around Canterbury and these customers are happy with the benefits the machines provide both to them and their calves. Two customers give their testimonials below:

Carolyn Smith has been rearing calves for a number of years now and was looking into upgrading some of their equipment when she read about the Lely Calm Automatic Calf Feeder. *"I liked what I read and felt that it would work well with our calf rearing methods. Craig Carr was happy to show us a system in use and answer any questions I had."*

Carolyn purchased a Lely Combi (milk & powder) system in 2008 and has used it for one season. She says she has got many positive results from it. *"We used our own milk to start with and then as it ran out, to save taking milk from the vat, we changed to powder. We raised just under 200 calves. By weaning the older ones off the feeder we were able to bring the younger ones on."* (The model purchased can only rear 150 at one time)

Carolyn found that her calves were better off having being reared on the Lely automatic feeder *"I found that our calves ate a lot more meal at a younger age, and that they never looked bloated or over fed. The calves also seemed to be a lot quieter and friendlier than in past years"*

"The system doesn't cut out the need for a calf rearer, but it cuts down the time required at the shed. There is never any handling of heavy milk or being pushed around by the calves because they are hungry. Also, the smaller calves do not get pushed around by the big bossy ones."

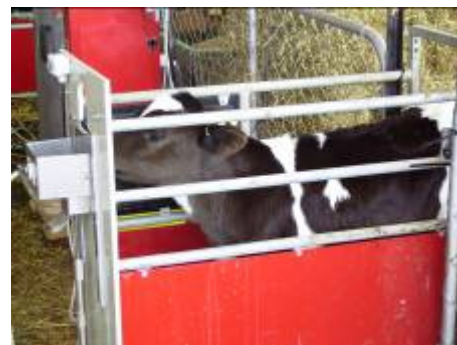
The backup service provided by Winslow was without fault and nothing was ever a hassle Carolyn reports. *"It is a joy to rear calves on a Lely calf feeder and it fits well into your daily routine. We have no hesitation in recommending this system and I am happy for anyone interested to view ours when it is in use."*

Ruth Fitzgerald has been rearing beef calves since 1992. In the spring of 2007 Ruth purchased her first two Lely Calm Automatic powder only calf feeders after Craig Carr loaned one to trial for the winter calf rearing season. Ruth says the feeders have been invaluable to their calf rearing unit. *"I have found there has been a large decrease in the health costs of the calves, and we have had very few losses. Another cost saving is being able to budget the milk powder required to the last bag, as we can calculate how much we need for each calf correctly."*

"I find the calves to be very content and a lot quieter than conventional calf rearing as the calves are never waiting to be fed. The milk is available all the time and is warm. I have noticed that due to the feeding style of the calf feeder that the calves are consuming hard feed from a younger age. This has been a great advantage at weaning and I have found that I now have little or no regression post weaning."

Ruth notes that the feeders have been a time saver also. *"I spend less time at the sheds than I used to but still have better control of the calf rearing process and animal health. I only need to look at the display on the feeder to see which calves have not been fed and I can check those animals straight away for problems."*

Winslow's after sales service has been excellent Ruth says. In May this year she purchased two additional feeders. *"I would have no hesitation in recommending a Lely Calm Automatic Feeder and I would be happy for any prospective buyer to view our feeders when they are in use."*



A calf feeding on a Lely CALM automatic feeder



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