

GOULBURN VALLEY DAIRY ADVISER WINS PRESTIGIOUS STOCKFEED INDUSTRY AWARD

Lyndal Hackett recently received the NSW Development award at the 2014 Australasian Milling Conference.

Lyndal received her award from Mr Mario Sergio Cutait, President of the International Feed Industry Federation (IFIF) who gave an address on 'Global Sustainability and Feed Demand' at the conference.

Mr Cutait implored the industry to take a leadership position to promote its role in the process of food production which is set to become an increasing challenge. By 2050 it is estimated 60% more food will be needed to feed the population.



LYNDAL HACKETT, (TERRITORY MANAGER) MR MARIO CUTAIT (PRESIDENT IFIF) AND ANDREW PHILPOTTS (GENERAL MANAGER - FEEDMILL)

FOR FURTHER INFORMATION: Rivalea 02 6033 8000.



EXPERIENCE DAIRY FEED WITH A DIFFERENCE



WELCOME to our Winter edition of the Optimilk newsletter.

TERRITORY MANAGER UPDATE



Lyndal Hackett, Stephen Blain, Mark Lister & Jacqui Cottrell.

GOULBURN VALLEY

It has been the best start in living memory and perhaps a little bit wet at the time of writing - the challenges faced by dairy farmers at the moment are different to recent years.

Overall the incentives are there to increase feeding rates for cow health and milk production. There are many other measures that can be made on farm to assist overall herd health such as improving tracks to assist cows feet. Overall a good balanced diet will support the herd through the Winter challenges and please do not hesitate to contact us for assistance on your farm.

Lyndal Hackett and Stephen Blain.



THANK YOU TO OUR CLIENTS FOR COMING TO OUR ANNUAL FARMER INSIGHT DAYS, OUR SPEAKERS AMY BELLHOUSE OF DAIRY AUSTRALIA AND SCOTT ALTSCHWAGER OF ELDERS INTERNATIONAL TRADE.

NORTH EAST VICTORIA

Warm soil temperatures, warm winter days and good soil moisture has meant that winter in the North East has started exceptionally well. Pasture is making up the larger part of most diets at present and with the high levels of protein in the pasture and low fibre levels, hay has been critical for rumen health. Keeping the diet balanced for all the majors such as energy, protein, fibre and Dry Matter intake is very important, particularly now with such lush pasture. There is also good reason to focus on hoof health and fertility with many herds already started joining and the wetter conditions creating challenges around lameness. Contact us to help on farm with nutritional support, balancing diets or checking that you have the right mineral balance going into your cows. Happy farming:)

Jacqui Cottrell and Mark Lister

HOMEGROWN UPDATE

On the whole we have had a fantastic Autumn weather wise with good rainfall totals and mild temperatures. However growers in Northern NSW and Queensland have missed out again. While both new crop and old crop prices have fallen over in the past few weeks, tight closing stocks of old crop and a 70% chance of an El Nino event occurring late Winter and Spring, will put a premium into the Australian grain market compared to world markets.

Growing conditions will be the main driver of price until harvest if the season continues as it has started, this will put downward pressure on pricing.



- 24 JUNE** Dairy Australia Growing in Dairy workshop, Shepparton
- 2-4 JULY** National Herd Development Victorian Winter Fair, Bendigo. Come to our stand for the chance to win a swag or accommodation in Melbourne for the Royal!
- 10-11 JULY** Dairy Australia Cups on Cups off Milawa
- 17-18 JULY** Dairy Australia Cups on Cups off Numurkah
- 7-8 AUGUST** Dairy Australia Calf Rearing workshop Kiewa
- 14-15 AUGUST** Dairy Australia Calf Rearing workshop Corryong



ON JUNE 4TH AND 5TH RIVALEA HELD THEIR ANNUAL FARMER INSIGHT DAYS IN BAROOGA, OXLEY, CORRYONG AND KERGUNYAH.

As well as enjoying a full course meal, Amy Bellhouse of Dairy Australia gave a 'hot off the press' update of the dairy industry globally and locally, and Scott Altschwager, Elders International Trade, gave the audiences some interesting information about the live export heifer trade.

We thank our clients for coming together to support these enjoyable events which have been run for the last six years.

If you would like a copy of the presentations please contact Alex McCorquodale, Brand Manager on 02 6033 8271.

WELCOME:

Michael Wright recently joined us as a Territory Manager. Michael has an agricultural background, most recently working with animal health company Jurox and previously for Ridley with the Barastoc range.



Michael is covering the Gippsland and Western District areas for Rivalea selling our feed product ranges including Optimilk, Veanavite and Nutrimax.

Michael can be contacted on 0409 682 759 or email mwright@rivalea.com.au

Expert ADVICE

It is important to consider feed composition and balance protein requirements after an early Autumn break.

With the wet conditions sore feet and lameness can be issues which can be assisted by including an organic zinc source and biotin as additives with your Optimilk feed. Also, often unseen and undetected, thousands of dollars' worth of production are lost to high somatic cell counts and mastitis.

A good rule of thumb is that for every 100,000 BSCC above 100,000 BSCC you lose around 1.8% of your milk potential. So for a herd producing 1.2 million litres with a BSCC of 300,000 the loss could be 32,400 litres, which at a 50c/litre, milk pay out would be \$16,200.

Zinc is a highly important element in combatting mastitis along with the vitamin Biotin as it is a key component of the keratin plug in the end of the teat orifice. This plug is an essential barrier to pathogens as it stops them entering the udder. Keratin (the stuff that makes up our finger nails) needs zinc so keeping a good supply is essential for assisting overall udder health.

Providing zinc in an effective form is important and one of the most effective forms is the organic Zinc sources available for inclusion into Optimilk diets.

STAFF PROFILE



NAME: Gary Eisenhauer

STARTED OUT AS: Inventory Control

HOW LONG WITH RIVALEA: 2 YEARS

WHAT DO YOU REALLY LOVE? Fishing.

WHAT IS YOUR ROLE? To manage the Rivalea site raw material and finished feed inventory. Monitoring external warehouse stocks and packaging and production data inputting.

WHAT HAS BEEN YOUR MOST SIGNIFICANT ACHIEVEMENT? Working in the stockfeed industry for over 30 years.

WHAT DO YOU LIKE ABOUT YOUR JOB? Variety of work and working with different people both internally and externally to Rivalea.