

# TERRITORY MANAGER UPDATE



The team are pleased to have the warmer and brighter weather to mark the start of Spring. It marks calving season for many farmers and heading into a very busy time. It's pleasing to see pasture growth in many areas.

Early in September the Territory Managers took some lucky winners who purchase our Optimilk dairy feed on a V8 day at Wodonga. It was an 'eye opener' for all with perfect weather to complement the experience of roaring around with the Brad Jones team. For many, the level of precision and high performance aspects of V8 supercars was the highlight. At Rivalea we draw these similarities with feed manufacture to suit your high performing herd. It's about the little extras which can make the difference!

During August we held a promotion for any pallet sales of 20kg bags from the Veनावite range through local re-sellers. Anyone who purchased a pallet of either Veनावite calf meal, Veनावite No 1's, Veनावite No 2's or Veनावite Heifer Developer is receiving a Veनावite BBQ set in a handy carry case for the family. Enjoy!

All the best for Spring.



## SlingShot

INTELLIGENT SHEEP & BEEF NUTRITION

### AWARDED "BEST WHITE SUFFOLK RAM"

On 14th August we attended the Riverina Sheep Expo in Deniliquin to showcase our Slingshot range - 'intelligent sheep and beef nutrition'. We awarded the best White Suffolk ram \$1000 prize money on the day. The day was well attended with many local studs represented. Lamb and wool prices continue to remain strong with a positive outlook. Currently feed quality and quantity varies in different areas and some farmers are looking to finish lambs for a faster turn off, making Slingshot's 'lamb finisher' a good option.

FOR FURTHER INFORMATION: Rivalea 02 6033 8000.



## SEPTEMBER

- 19-5 NSW & VIC School Holidays
- 19-29 Royal Melbourne Show
- 22-24 Henty Field Days

## OCTOBER

- 6-8 Elmore Field Days
- 6 Dairy Industry Association of Australia Northern region function, Shepparton
- 26 Dairy Australia Lead and manage community organisations

## NOVEMBER

- 9 & 16 Dairy Australia Lead and manage community organisations



# SILO UPDATE

If you decide to change any aspect of your silos which may affect delivery please let your Territory Manager know. We also offer attractive silo financing agreements if you are looking for more capacity or a new silo.

Handy maintenance tips include:

- Ensure silos are sealed to prevent access to pests and vermin. Weed control at the base will reduce insect attraction.
- Ensure blower pipes and transfer equipment are not compromised by bolts or elbows which protrude into the flow of pellets.
- Sweep up spills and residues.
- Have rodent stations checked and replenished monthly.
- For assistance on knowing your silo levels and timing of re-ordering please ask about Silomate®.



## 2016 CALENDAR

We are putting together our 2016 calendar for our clients. Please send any photos (5MB+) you think could be good to include to [amccorquodale@rivalea.com.au](mailto:amccorquodale@rivalea.com.au) by 14th October. We look forward to seeing any photos of livestock, industry events and original ideas!



## BRAD JONES RACING PROMOTION

Greg Sheppard was a lucky winner to have three laps in a V8 supercar and tells us of his experience.

**Farms** Whitfield, King Valley **No. of cows** 500

**How did you find the experience of being driven around in a V8 supercar?** 'Words couldn't describe how fast the car corners and brakes, it's hard to get your head around. The concept of the link with Optimilk is fantastic.'

**Were you surprised that you were one of the winners?**

'I thought Ellen was joking!' (Ellen Versteegen is Greg's Rivalea Territory Manager).

## EXPERT ADVICE PROTEIN LEVELS

**Protein is essential for a dairy cows maintenance, reproduction, growth and lactation.**

The amount of protein a cow needs depends on her size, growth, milk production and stage of pregnancy. However milk production is the major influence on protein needs. Crude protein needs at difference levels of milk production are shown in the table below.

### CRUDE PROTEIN NEEDS OF A COW AT DIFFERENT STAGES OF LACTATION

(Source: Target 10 1999)

MILK PRODUCTION	CRUDE PROTEIN REQUIREMENTS (%)
Early lactation	16-18
Mid-lactation	14-16
Late lactation	12-14
Dry	10-12

As we move into late Spring and early Summer grazing forage quality will rapidly change as the forage (eg ryegrass) goes through its reproductive stage. Energy and protein levels will decrease and the fibre (NDF) content will increase.

It is important to review and adjust the protein in your pellets to ensure the overall crude protein of the diet is adequate to maintain milk production and cow health.

It is also helpful to get a feed test on your hay and silage so an accurate diet can be calculated. The crude protein value of conserved feeds drops rapidly as the plant matures prior to being conserved.



**Rivalea's Optimilk dairy pellet range has crude protein values to match farmer's requirements.**

Please contact your local Rivalea territory manager to help manage your diet to ensure your herds' protein requirements are balanced.



In August Rivalea held an event with Murray Goulburn Simpson for local dairy farmers in the Western District.

Ian Sawyer, respected nutritionist at Feedworks and supplier to Rivalea, talked about Veanavite® and the innovative Nutrimax® range of grain additives. Nutrimax Winter Essentials and Nutrimax Summer Essentials are tailored to seasonal challenges faced by dairy herds and include varied ingredients and levels to suit. For more information talk to your local territory manager or go to [www.nutrimaxgrainadditive.com.au](http://www.nutrimaxgrainadditive.com.au)

Ian then discussed the importance of matching calf age to nutritional requirements to reach target weights and heights for a strong healthy and productive heifer.