



FIELDAYS 2016 DAIRY NEWSLETTER



Hi Everyone!

We are busy getting prepared for National Fieldays – with this year's theme “collaborate to accelerate innovation” being very topical for AgriSea. We have entered collaborative and innovative relationships with a number of amazing NZ and international businesses and people over the past year.

Our new Solid + range we developed in collaboration with Blue Pacific Minerals has proven to be very popular this autumn. In other collaborative news; we are excited to announce PGG Wrightson Turf as the exclusive distributors of our Turf Nutrition and Soil Nutrition for the Turf sector here in NZ and overseas. We approached PGG Wrightson Turf because they are experts in this field and committed to the turf sector. We have met their management team and their dedicated Turf field staff who have been through technical training on our products - we were impressed with their commitment to customer service and research.

RECORD SPORE COUNTS

This autumn has seen extremely high spore counts with records being broken in March, the Matamata Vets recorded one count of 3.8million. Reports from AgriSea Dairy Farms have been hugely positive with local vet clinics being equally as impressed with the low spore counts found in AgriSea treated pastures.

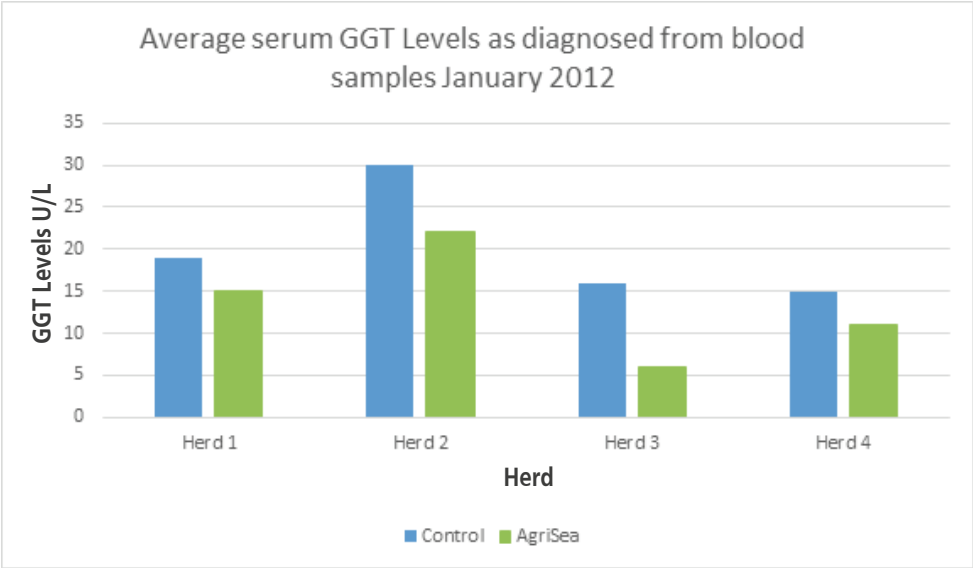
LIVER DAMAGE

The AgriSea Animal Nutrition has also been a valuable tool for many farmers – AgriSea Animal Nutrition was indicated to help against liver damage in the 2012 Cognosco research with the treatment animals having lower levels of GGT (Glutamyl-gamma transpeptidase).

Increased levels of GGT are used as an indicator of liver damage – often caused by facial eczema. A dairy cow with liver damage can reduce production by 50% according to DairyNZ. The liver does

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have the ability to regenerate after some damage but ensuring your animals get through calving and post calving in a healthy state is vital as an increase in milk fever and even death will occur without proper nutritional supplementation. Due to the research being undertaken in the 70 year drought the true measure of the effect of the AgriSea Animal Nutrition was not able to be fully assessed due to the absence of facial eczema that season. The results were encouraging and we hope to explore this further in future studies.



INCREASING SEAWEED AVAILABILITY FOR ANIMAL USE, BUYER BEWARE:

There are many new seaweed products coming onto the market promoted for Animal Health. When looking for a good Seaweed product consider the following to ensure you are getting an effective and value added product for your business:

- **Species of Seaweed** – Seaweeds differ greatly in nutritional composition not just between species but also within a species – depending on when or where it was harvested.
- **Product analysis** – Ask for a “product analysis” when buying a seaweed product. Some seaweed products only provide a “typical analysis of seaweed”. This “typical analysis” can be misleading as it is not what is actually in the product. Make sure you are not buying a product that is essentially a by-product left-over after the goodness has been extracted for other industries. Products containing a “seaweed extract” are very different to a seaweed concentrate.
- **Sustainability of the Seaweed Harvested** – where has the seaweed come from, how has it been dried and processed? If it is kiln dried the vitamins have gone.
- **Research** – Has there been any studies done using the product? All seaweed products are not the same
- **Trust & length of time on the market** – has the product been trialled in NZ conditions on NZ farms? What do other farmers think of the product? Can you talk to anyone who has used the product for a substantial length of time?

PASTURE NUTRITION

Spraying the pasture ahead of the stock in times of low light is a strategy well trialled by AgriSea farmers. If you are mating for Autumn Calving – the pasture and soil combination has been proven to effectively fortify plants with Iodine at much greater levels than Potassium Iodide (KI). (Research conducted by Waikato Institute of technology) Sufficient Iodine is essential for a successful mating. Another nutritional benefit that is reported by farmers is increased M.E Values.

M.E (or Metabolisable energy) measures how much energy a cow gets from its feed which essentially drives production and weight gain. We have been undertaking farm trials looking at different M.E levels when using an AgriSea program on Brassicas, Swedes, Rye and Clover and are noticing that AgriSea treated pastures are higher in M.E

– What does that mean for you?

It means you can feed less for the same production OR you can maintain your current level of feed and increase production.

ME	KG/DM/COW/DAY	MS/COW/DAY
11	18.1	1.8
12	18.1	2.1

Produce an extra .3KGMS/COW/DAY

HERD SIZE	MS Advantage	Payout	Advantage per day	DAYS in Milk	Extra \$ per year
200 X	0.3 X	\$3.90	\$234.00 X	220 =	\$51,480

ANIMAL NUTRITION

CALVES

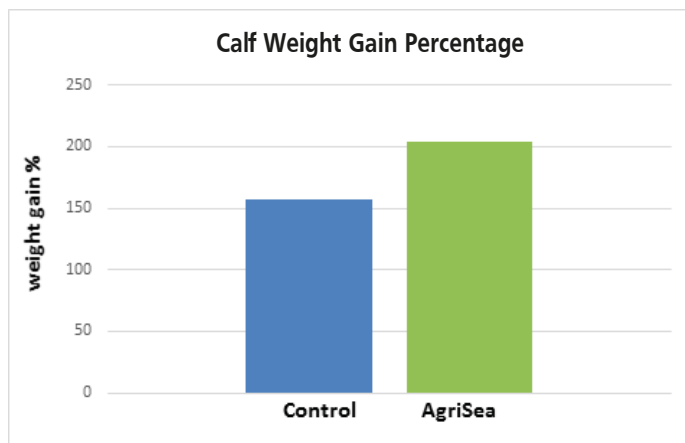
AgriSea Animal Nutrition contains EVERY essential Amino Acid in a Bioavailable form, these are for the development of the newborn calf. Supplying adequate and complex amino acids can help:

- Improve use of nutrients for growth
- Energy
- Fighting infection – immune function which may lead to decreased rotavirus and coccidiosis
- Formation of red blood cells
- Rumen development

CALF PROGRAMME – 25mls per calf on arrival at the shed then 3-5mls per calf per day in milk (won't curdle)

AGRISEA RESEARCH

In 2015 Wintec student Anita Axcell conducted a study into the effects of the AgriSea Calf Programme over 12 weeks. The project was completed on a local vet's farm who oversaw the project. The Veterinarian made observations that "The AgriSea Calves faeces did not become as soft as the control calves meaning their pen was not as messy and the calves stayed cleaner themselves". Anita concluded that the AgriSea calves development was better than that of the control group due to increased weight gain and reduced scouring.



ANIMAL +

The Animal + range caters for those farmers who find the liquid does not suit their set-up. Animal + is a unique blend of AgriSea Animal Nutrition (liquid seaweed concentrate) and OPTIMATE™ also called NUFEED™. With these products combined you are getting a complete range of trace elements, amino acids, probiotics plus all the benefits of the zeolite – check out the Nufeed and Optimate website for information on the solid component.

PRE and POST CALVING

What a stressful time for a Dairy cow – Animals under stress need extra care and nutrition. Remember most animal health issues are a direct result of nutritional deficiency AgriSea Animal Nutrition is a hugely complex smorgasboard of nutrients that are all bio-available. Dose 20mls per cow per day during stress times.

RURAL DELIVERY FILMING

Last month we had the Rural Delivery team here filming for a segment on the show that will air 2nd July – be sure to tune in

CALF CLUB PRIZES

Calf Club has gone from strength to strength and while Steve and his team in production are under the pump for a full 2 months in preparation it is also one of our favourite times of the year – the letters and photos we receive are shared around the team with many ohhhs and ahhs! This year we have a number of prizes up for grabs – enter the competition by liking our Facebook page and posting a photo of your Calf Club/Ag Day Animal (s) including the human variety. Good Luck and enjoy this special time of year.

LOOKING FORWARD TO MATING: LOWER NORTH ISLAND REPORT

During this period – cloudy dull weather can result in very low sunshine hours. This has quite a significant impact on pasture nutrient / energy levels as can be seen by performing a simple brix test at this time compared with tests carried out during periods with higher sunshine hours.

Of course, the cow's nutrient / energy requirements will be at a seasonal high during mating and so a program is required that can help to increase these energy levels that will also help with reproduction (empty rates).

Spraying AgriSea Pasture tonic 3-4 days in front of the cows will help to increase both the photosynthetic capacity and rate within the plant nutrient cycle thus increasing energy levels in the pasture and nutrient up take by the herd.

The other issue during the mating period can be an imbalance between the protein /carbohydrate ratio. We commonly see this in herds which are fed very high levels of protein based supplements which will inhibit carbohydrate uptake. If the animal has to use most of its energy to process and digest the food offered then of course the energy required for reproduction will be compromised which can in turn lead to higher empty rates.

AgriSea Animal Nutrition is a very useful and effective supplement and many farmers comment that with AgriSea the empty rates are significantly down.

A recommendation to dose 20ml per animal per day will really help the animal to up take the maximum amount of nutrient in the food

SEE US IN THE
MAIN PAVILION
PB 38-40

FIELDAYS SPECIAL 2016

VALID FROM 1ST MAY - 30 JUNE 2016



SOLID SPECIAL

1/2 Ton
\$100 OFF

1 Ton
\$300 OFF

(Ex Paeroa/Tokoroa/ Christchurch)



20L
\$20 OFF
(RRP)

100L
\$50 OFF
(RRP)

200L
\$100 OFF
(RRP)

1000L
\$500 OFF
(RRP)



AgriSea is proud to partner NZ Farmers.

offering while also giving her an immunity boost at what can be a time of higher stress in the herd. Even though the complete analysis of the Animal Health Tonic may seem low, the fact is that all of the myriad of minerals, vitamins and amino acids are in a naturally chelated and bio available form. As a result, up take is immediate and utilisation very high – up to 98% - so the expenditure to utilisation ratio is one of the most cost efficient for this type of input.

TARANAKI GALLOWAY AGM & HERDS TOUR

During the week of the 15th – 17th of April AgriSea had the privileged to be the Major Platinum Sponsors for the National Galloway Society of New Zealand for their Herds Tour and AGM. AgriSea clients Clint Fisher and Desiree Scown who farm at Hurleyville were part of the Taranaki steering committee for this very successful event. AgriSea sponsored the Friday night function and dinner which was attended by over 50 delegates who enjoyed an excellent meal, a silent auction of sponsors products and a hilarious quiz evening ably compared by Steve "El Presidente" Hobson. Gavin Robertson the lower North Island Field consultant for AgriSea gave a presentation speech before the dinner with much interest and many questions from the attendees.

The interest shown by all of the conference delegates was outstanding and made the sponsorship a very worthwhile and rewarding experience. So a huge Thumbs up the Galloway Cattle Society of NZ – Thank you for letting us be a part of your AGM.

BRENDON AND HAYLEY ROBINSON – BREAKING NEWS

AgriSea clients; Brendon and Hayley Robinson from Hawera have just won the supreme award in the Beef & Lamb New Zealand Steak of Origin awards held in Palmerston North 13-15th May. There were five classes of cattle in the competition with Brendon and Hayley taking out the top award from their entry in the Crossbreed and other class section.

A HUGE CONGRATULATIONS to the Robinsons for their efforts and a big thank you to them also for their support of AgriSea.



'Collaborate to accelerate innovation' doesn't just apply to the Ag Service industry – We have seen some amazing collaborative relationships happening all throughout the Dairy Farming Community – That is what this industry does so well – it takes care of each other – from offers of Free Relief Milking to surprise deliveries of baking and selfless acts of kindness – we applaud & encourage you all! Kia Kaha!!

We are looking forward to catching up with many of you at Fieldays – we are in our usual spot and always have a seat, a hot cuppa and great company. All the best for the busy Calving Season ahead!

Kindest regards, Tane & Clare, Keith & Jill and The MIGHTY team at AgriSea!

