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The top 25 Bulk Milk Cell Counts recognise suppliers whose milk has an outstanding cell count reading and was in the premium band for Thermodorics, Bactoscan and inhibitory substances.

Bulk Milk Cell Counts

Number	Supplier Name	Region	BMCC Average
1	Peter & Joy O'Keefe	Glenormiston	34000
2	D C Johnson Pty Ltd	Minhamite	35000
3	Carrakoorte North Pty Ltd	Grasmere	38000
3	Ian & Colin Heatley, Rebecca Hodson	Nullawarre	38000
4	Kieran & Raymond Campbell	Laang	39000
5	Araluen Pastoral Holdings	Cobrico	42000
6	Powell Dairy Farms	Cooriemungle	44000
7	Cyril & Marjo Nijskens	Ecklin South	47000
8	Carl Walder	Heathmere	49000
8	Howard Partnership	Cobden	49000
8	Mary & Simon Brown	Wyelangta	49000
9	Ballangeich Run Pty Ltd	Ellerslie	50000
9	Trevor & Carolyn Beasley	Port Fairy	50000
10	Glenmead Pty Ltd (I,V & N Smith)	Mepunga	51000
10	Bidgemah Trust (N & E Hayes)	Nullawarre	51000
10	Mark & Karen Ryan	Toolong	51000
10	HW & BE Elliott	Willatook	51000
10	Les & Vicky Farrer	Panmure	51000
11	The Claine Farm Trust	Ecklin South	52000
12	L & S Dunn	Glenfyne	53000
13	Michael & Jill Mahony	Allansford	55000
14	I & R Nunn	Tyrendarra	56000
15	Sam & Phil Mahony	Garvoc	58000
15	Lance & Lynette Greenwood	Learmonth	58000
16	Tyson Sinclair	Prinetown	59000

Regional Field Services Round-up

Gippsland

Gippsland continues to be a tale of two seasons, South and West Gippsland experienced good seasonal conditions and rain events through the month of November. East Gippsland, including parts of Yarram still struggle to catch the more consistent rains that have occurred in west and South Gippsland. MID remains at 100% irrigation allocation. MID temporary water sold at auction ,40ML available, offered in four lots of 10ML each, price averaged \$270 an ML.

Northern Victoria

Seasonal conditions in Nth Victoria (including Riverina) remain mixed, with favourable conditions prevailing in NE Victoria after late Spring rain events. In contrast, conditions in the irrigation regions of the Murray Valley remain harsh. Milk supply per farm is reflected accordingly. Current season, good quality cereal hay is now available, albeit at a premium price.

NSW/Sydney Region

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South-west Victoria / SA

Regional milk volumes are easing back from their seasonal peak, assisted by late Spring rains across much of the area. Many suppliers have been proactive with Summer cropping regimes and are taking full advantage of the extended Spring. Margin over feed costs continue to be scrutinised with Field Officers assisting suppliers to formulate feed budgets for the coming months. A herd test at this time of year can provide valuable data to assist this process.

Tasmania

Seasonal conditions remain favourable for milk production in Tasmania. Widespread rainfall events across the region in November has had a positive impact on pasture growth and given forage crops a great start. Silage and hay harvests will be above average for the season. Milk quality continues to be of a very high standard across the supplier base.

Beat the heat: How cool is your pre-cooling?

Rapid milk cooling is one of the most important determinants of milk quality and accounts for around 30% of the total energy costs of operating a dairy. Plate heat exchangers (PHEs) or 'plate coolers' are the most cost-effective way to cool milk. They consist of a series of very thin stainless steel plates. Water flows along one side of each plate while milk flows along the other and heat is transferred from the milk to the water via the plate.

Is your plate cooler working effectively?

The easiest way to check the effectiveness of your plate cooler is to compare the temperature difference between incoming water and outgoing milk. An efficient plate cooler should cool milk to within 2-3°C of the water before it enters the plate cooler. For example, if the incoming water source is 14°C, the temperature of the milk exiting the plate cooler should be no more than 17°C. Our field services officers have stick-on PVC temperature strips to check your plate cooler upon request (see Figure 1a & b). If there is more than 2-3°C of difference, there is room for improvement.

What if there is more than 2-3°C difference?

Factors affecting performance of plate coolers include water flow rates, water to milk flow rate ratio, available surface area, plate compression, plate cleanliness and incorrect plumbing. Wherever possible, plate coolers should use the coldest water available on farm. Even in warm climates where surface water is used, efficient pre-cooling is still the most inexpensive way

to lower the temperature of the milk and reduce the load on the farm's refrigeration system.

Further information on how to conduct simple on-farm checks of your cooling system on the DairyNZ website (<https://www.dairynz.co.nz/milking/the-milking-plant/milk-cooling/>).



Figure 1a: Temperature strips placed on the water outlet



Figure 1b: Milk outflow

Figure 1a & b. Temperature strips placed on the water inlet (a) and milk outflow (b) of a standard plate cooler on a Gippsland farm in November. The water source is from a bore, via a tank. Incoming water is 18°C and exiting milk is 26°C indicating there is room for improvement in the plate cooler efficiency on this farm.

Test and replenish nutrient levels ahead of next season

With fertiliser being a significant cost on farm, it is crucial that both farmers and advisors are able to make informed decisions relating to this spend.

Soil testing should be a part of your farm planning program. By testing annually or every second year, you'll see how your soil is performing and what nutrients are available to maximise your dry matter production.

Every farm is different in size, carrying capacity, dry matter grown management, soil type and rainfall. That's why soil testing makes good agronomic and business sense.

The benefits include:

- > confirming the nutrient status of the soil
- > identifying what factors may be reducing pasture production
- > ascertaining opportunities to increase farm profitability through the correct fertiliser inputs
- > assisting in the planning process of nutrient application
- > monitoring progress of nutrient strategies
- > correcting soil possible physical and chemical property disproportions
- > addressing animal health issues.

The best way to regularly test nutrient levels, and ensure your fertiliser program is on track is to 'zone' your farm to different management or soil types. This could include day paddock, night paddocks, calving paddocks, out paddocks, heifer paddocks, hay paddocks, gravel, sand, loam or clay etc. You can then use your soil testing results to tailor your fertiliser input, ensuring you're delivering the right nutrients to the right areas. It's a simple yet critical formula: right fertiliser, right rate, right time, right place.

We are currently running a soil test promotion so simply buy 4 tests and you'll get your 5th test free. To organise a soil test or find out more about the right fertiliser for you, talk to your local MG Trading Agronomist, MG Fertiliser Depot or Field Services Officer.

There are also limited early bird specials on autumn pasture, fertilisers and lime valid until 28 February 2019. To take advantage, contact your local MG Trading Agronomist, Fertiliser Depot or Trading Store.

MG TRADING AGRONOMISTS & NUTRITIONISTS IN SOUTH WEST VIC & SA		
Colac	Harold Hanlon	0488 009 286
Koroit Fertiliser Depot	Kelvin Monigetti	03 5565 8611
Koroit	Melinda Haberfield	0428 406 378
Timboon Fertiliser Depot	Tim Keogh	03 5598 3725 0429 653 278

Comparing apples with apples

When purchasing fodder, basic questions need to be asked to see if your deal or offer is as good as the person selling it to you. While we are in an historic time of record high prices, we have been amazed at some of the prices paid for certain types of hay.

One of the most important questions to ask is the feed test values and weights of the bales. Next it is a good idea to work out the hay for its nutrient value. If we look at two lines of canola hay for sale:

1. 8x4x3 big square bales asking \$300/t ex farm 120 km away
2. Rounds 5x4 bales \$300/t ex farm. 60 km away.

Which do you buy?

The easy answer would be to say the round bales as they are closer to your farm, so you will save on freight. However, the questions that should have been asked were the feed test, weight of bales as a minimum, then explore the quality has it had rain etc. 2018 From exploring further, the squares weigh 620 kg and feed test at 19.6% CP and 10.6 me. The round bales weigh 330 kg and feed test at 16.6 %CP and 9.8 me. Given the

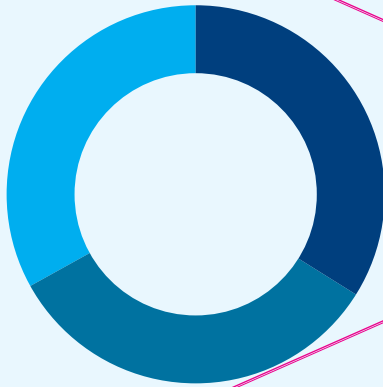
freight on a b double is \$5.50/km and under 100 km is charge at a flat rate of \$500. We also know that we can fit more squares on a b double than round bales. In fact if loaded to capacity the b double of squares would weigh 38 tonnes and the b double with the round bales would weigh 21 tonnes.

- > Cost to deliver 38t square bales a distance of 120 km would cost \$17.30/tonne
- > Cost to deliver 21t round bales 60 km would cost \$23.80/tonne.

So a delivered price including freight would be \$317/t for the squares and \$323/t for the rounds. A lot of transactions are done on a bale price plus freight so the farmer generally never really knows what they are paying in freight, and regrettably pays more for hay than they should have. 2018 If we work out the hay on nutrient values for protein only, we can see that the Squares are \$1.70 kg/CP and the Rounds are \$2.00 kg/CP. Given those two numbers the real value of the rounds, if comparing apples with apples should be \$255/t ex farm.

In other words compared to the squares with higher protein the rounds are \$40/t overpriced.

Antibiotic / Residue Investigation - October 2018



Key Learnings

- > All fresh cows/heifers must be kept out of the vat for a minimum of 8 milkings after calving
- > Always check drug labels; off label use (e.g. increased treatment frequency or number of treatments) can significantly increase the risk of residues
- > Newly introduced cows should always be tested for antibiotic residues prior to entering the vat
- > Make checking the status of freshly calved cows easy by recording "date OK" next to dry cow treatments. If cows calve within their minimum dry period (MDP), withhold their milk from the vat until the minimum dry period has elapsed and her milk has tested negative for antibiotic residues at an MG site or using test kits available at MG Trading stores.
- > If cow(s) calve within minimum dry period, withhold from the vat until this period elapses and test for residues before returning to the vat

- 34% Cow calved early and still within minimum dry period
- 33% Purchased cows treated and still within WHP
- 33% Off-label use (extended course of treatment) of intra-mammary antibiotics

Contacts

Field Services

Allansford Office (WCB & SDA)	03 5565 3200
Mt Gambier Office (WCB & SDA)	08 8724 7660

Transport

WCB Allansford/Ballarat	0438 405 883	03 5565 3115
WCB Mt Gambier	0408 974 158	
SDA Transport		13 Milk (136455)

Feeds

SDA Feeds	1800 643 333
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Dairy Services

Simpson 24/7	03 5594 3006	Koroit 24/7	03 5565 8738
Tim Rolling	0488 008 915	Glen Wright	0447 537 614
Peter Bignell	0488 010 428	Jason Knight	0447 662 223
Phillip Weller	0419 431 839		

Classifieds

FOR SALE

Princetown area

- 10700 Lt Frigrite vat chilled water system with plate cooler. \$25k ono.
- Delaval complete milking plant with cup removers. \$10k ono
- Volvo 140 KVA Generator. \$10k ono
- Jantec auto draft system \$10k ono

Phone Martin on: 0419 885 172

Vats

- Delaval 9000 Ltr vat
- Laser Vat

Phone: 0400 068 665

Bonlac Roller Mill

- Bonlac Roll Mill

Phone John: 0429 171 214

Cablevey for feed system

Quantity of Cablevey for feed system

Phone John: 0429 171 214

GEA T-Cool 12000 Lt Milk Vat

- 20 months old, Current model

\$65,000 plus GST

Contact Dave: 0400 587 699

Email: telfies@hotmail.com

100 Spring calving Jersey cows

AI Bred Herd tested \$1400-\$1500 for pick of 30+ dry cow treated

Including spring calving jersey heifers from above herd POA. For 30+ South Australia based

Contact Lisa: 0417 814 468

Various Items for Sale

- 7800 Lt Alfa vat complete with compressors

- 10000 Lt Picton Muck Runner

- Mobile Pond stirrer

Contact Phil: Mobile 0417 814 468

Westfalia combi (automatic calf feeding system)

Four stations, 2009 model, recently serviced.

Phone Scott: 0412 422 411

Two hay feeders

Round bale feeder & square bale feeder with roof. Both in good condition.

Contact Matt Gardiner: 0427 022 907

Westfalia milking machine & 14000 ltr milk vat

- 24 unit double up Westfalia milking machine & 14000 ltr milk vat
- Farm currently not milking

Phone Brian Durcan: 0400 585 536

Complete feed system including

- Disc mill (12months old)
- 4 x 3 inch feed augers 5 trs up to 9 mtrs with motors
- Controls system to suit single or 3 phase
- Cost: \$13,000
- Farm sold no longer required

Phone Wayne: 0428 646 101

LEASE

Lease/purchase/sharefarm

250-400 cow dairy farm

Have cow machinery x2 labor units.

Current farm selling

Phone Graeme on: 0428 369 115

Want to place a Classified Ad?

Contact Kym Mathew E: kym.mathew@mgc.com.au M: 0478 455 525. Send in by the third Friday of the month to ensure your Classified appears in the following month's edition.