

DPSL Farm Tutorial Workshop 2023/2024

- ✓ Do you feel your farm or farming clients should be **doing better**?
- ✓ Do you want ideas on how to get cows to **produce more** and still get in calf?
- ✓ Do you want to be a better farmer or advisor, with some “X factor” **skills**?
- ✓ Do you want a better appreciation of **nutritional, health and reproduction** issues?
- ✓ Do you want a better understanding of **farm inputs, outputs** and what happens in between?
- ✓ Do you want to **interact** with others of like mind?
- ✓ Do you want to be **more efficient, more profitable** and **sustainable**?
- ✓ Do you want to better understand what is going on in **the high-performance cow**?
- ✓ Do you need to know where to begin helping the under-performing cow and farm?
- ✓ How do you sift through the huge amount of available information for what will be useful, pertinent and practical for your system, especially if you want to **operate outside the norm**?
- ✓ Where do you go to find the **knowledge** you need?

DPSL has developed a programme designed to fill the gaps, to provide the skills needed to get top performance from healthy cows in any farm system. Earlier series have been highly acclaimed by the participants. Learning in a group environment where problems can be discussed informally over lunch, where examples can be demonstrated in the paddock on a variety of farms, and where the highly technical information is delivered in a practical way has shown real value by the improved performance on farm by the participants.

Bryan McKay and Sue Macky have been working in the dairy industry worldwide and studying the nutrition and management of dairy cows for many years. They advise on a myriad of different farms, each with its own system, and have learnt what is likely to work and why. They are in regular contact with international experts and researchers. They have a huge amount of practical knowledge and experience between them and a reputation for presenting complicated principles in a simple, easy to understand manner. This is an invaluable opportunity to increase your understanding of cows and a variety of different farming systems. The course caters to farm owners and managers and also to veterinarians and other rural professionals. This quality of education is not to be found elsewhere.

Successful sustainable dairy farm performance requires the integration of many disciplines and principles relating to nutrition and feed management, cow management, cow comfort and welfare, animal health, reproduction, genetics, practical farm systems and organization, facilities, staff, financial management, soils, fertilizer, feed production etc.

In order to grow and survive, modern dairy practice **needs** to expand to cope with a changing dairy farm environment. To grow and survive, modern dairy farmers need to be able to profit from new knowledge, technologies and opportunities in a changing dairy farm environment. More importantly, you need to know how to make a difference.

Topics covered include:

- Understanding the cow.
- Understanding the rumen, rumen fermentation, dysfunction and health
- Carbohydrate and protein nutrition and what this means in practice
- Minerals and vitamins, performance impacts and requirements
- Fibre digestion, fibre as a nutrient, physically effective fibre
- Pasture as a dairy cow feed, and pasture change: how this affects dry matter intake and cow performance.
- DMI – how do cows eat? Feed Conversion Efficiency.
- Energy Deficiency Diseases.
- How to use non-pasture, complementary and supplementary feeds, expected responses, problems, practicalities of use
- Reproduction
- Cow comfort, including facilities, stockmanship skills, time, space, avoidance of stress, recognition of normal and abnormal cows
- Cow management
 - Replacements, calf rearing, growing quality replacements.
 - Dry cows, including drying off.
 - Transition management and nutrition
 - Metabolic problems and other production limiting diseases
 - Reproductive performance and troubleshooting
 - Dry matter intake, cow capacity and appetite
- Milk components, volume, fat and protein production
- Drivers of profitability

The tutorial workshops involve 10 full days per series over a 12-month period. Morning and afternoon tea, plus café lunch are included. Farm visits are used to reinforce the day's topics, covering all farm system types and levels of achievement. **Group size is limited to maximize learning opportunities.** A comprehensive workshop book, including all PowerPoints and relevant documents accompanies each tutorial.

This series provides a unique opportunity for one on one or group discussions with the DPSL consultant team. All members of this team have extensive experience of many different farming systems from all over New Zealand and worldwide. All are passionate about the dairy industry and, perhaps most importantly, they are all really keen to share their knowledge and to help others who share their enthusiasm for dairying to take that next step towards achieving excellence. If you just want to be able to look at a cow or group of cows and make a skilled appraisal of their current status, or if you want to acquire a strong background on which to base ongoing consultancy work, this is the course for you! We don't know how much we don't know until confronted with all that extra knowledge!

If you are keen to learn more about feeding and managing your cows to keep them healthy and you wealthy, then return the registration form and profile as soon as possible. The farm profile will assist us to target the topics that will be of most benefit to you. We would also like you to record three goals that you would like to gain from attending this course.

We look forward to hearing from you

Kind regards
Bryan, Sue, and Elizabeth

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Introducing Dairy Production Systems Ltd

Dairy Production Systems Ltd (DPSL) is an elite dairy, cow management, nutrition and farm systems consultancy group operating from Tamahere, South Hamilton. The principal consultants leading the team are Bryan McKay and Sue Macky. Much of the advice given by the group is “cow centered” within a profitable dairying system. DPSL seeks to assist in **“Profitably integrating nutritional cow management and farm systems skills to all areas of the dairy industry”**. Profitability applies to the dairy farm in terms of finance, client relationship and job satisfaction. A basic principle is to improve the bottom line without compromising the welfare of land, cows or people

Consultant Details

Bryan McKay BVSc, MVSc, MACVSc, MNZIAsc, MNZIPIM, cPAg

Bryan graduated from Massey University in 1980. After 4 years in a mixed rural practice he returned to Massey as a senior research officer in dairy cattle production medicine, acting as a consultant for LIC in mastitis and reproduction problem solving.

Bryan subsequently completed a Master of Veterinary Science degree in “The analysis and Recording of Data on NZ Dairy Farms”. While there he developed the DairyWIN information program used to produce useful information from the data generated within the herd.

After a period working in England he became a director at the Te Awamutu Animal Health Centre, where he was responsible for the development of a dairy production consultancy service. This service covered cow health, nutrition, reproduction, mastitis management, production, profitability and performance monitoring.

Bryan is a member and past examiner for the Australian College of Veterinary Scientists in Dairy Cattle Medicine. He served on a number of committees for the Dexcel Research group and speaks regularly to farmer and veterinary groups both overseas and in NZ in the areas of reproduction, nutrition and education.

Sue Macky BVSc (dist)

Sue graduated with distinction from Veterinary School at Massey University, and worked in NZ, the US, UK, Germany and Kenya, where she was mainly involved in dairy cattle practice, before returning to a large, predominantly dairying practice, in Te Awamutu. The knowledge learnt overseas quickly showed the potential for improving cow health, production and reproduction in New Zealand dairy herds. While developing the production, management and nutrition side of dairy practice, Sue became the senior veterinarian at the Te Awamutu Veterinary Association (now Vetora).

Sue was also heavily involved in other areas of the veterinary profession, including the executive committee of the Society of Dairy Cattle Veterinarians and the Rural Veterinary Development Committee, and as a member of the NZVA council and various Government/ MAF groups. In the late 1980s, initially within the Te Awamutu Veterinary Association, Sue developed a consultancy practice dealing with the management and nutrition of dairy cows. Sue returned to the U.S. and Europe, specifically to study the management and feeding of high production cows, and to further develop ideas in the field of transition cow management.

Sue has developed a high profile internationally, especially in the fields of cow management and comfort, and the interface of nutrition and medicine. Sue has an international reputation for “problem” solving, has clients overseas, and regularly speaks to professional and farming groups internationally. She is arguably New Zealand’s most experienced practical veterinary nutritionist. Sue remains personally involved in the dairy industry, owning dairy cows and operating a 50-acre block grazing dairy replacements. She is committed to helping her clients achieve their profitable dairy farming goals through optimizing cow performance without compromising welfare.

Nicky McBeth BVSc (dist)

Nicky is a veterinarian who has spent the last 25 years in mixed animal practice in both the UK & NZ. She has a particular interest in helping dairy farmers improve their knowledge of cow nutrition, management & welfare. The advice given to farmers is always practical & realistic due to her dairy farming background. Nicky and her husband Dan sharemilk on the family farm in Pukeatua.