

Dairy Production Systems Limited

Tutorial Farm Series

2017/2018

(Expression of Interest – Masterton)

- ✓ 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 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?
- ✓ 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 have been advising on a myriad of different farms, each with its own system, and have learnt what is likely to work and why. 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 rumen, introduction to rumen fermentation and health
- Carbohydrate and protein nutrition and what this means in practice
- Minerals and vitamins, performance changes
- Fibre digestion, fibre as a nutrient, physically effective fibre
- Understanding pasture, and pasture change: how this affects dry matter intake and cow performance, how it can be modified or buffered, use of nitrogen, etc. New grasses and crops and how to best utilize them
- How to use non-pasture, complementary and supplementary feeds, expected responses, problems, practicalities of use
- Genetics and bull selection
- Cow comfort, including facilities, stockmanship skills, time, space, avoidance of stress, recognition of normal and abnormal cows

- Cow management
 - Replacements
 - Dry cows
 - Transitioning
 - Metabolic problems and other production limiting diseases
 - Reproductive performance and troubleshooting
 - Dry matter intake, cow capacity and appetite
- Manipulation of milk components

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. Full supportive notes are provided. **Group size is limited to maximize learning opportunities.**

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. 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 your cows to keep them healthy and you wealthy, then return the registration form and farm 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

Phone: (07) 858 2224
 Fax: (07) 858 2294
 E-mail: dps@dairypro.co.nz

Delegate Testimonial

As you know I have just completed the DPS Tutorial Farm Series. I would like to say how much I enjoyed the course and the knowledge I gained was immense.

As a result of attending the DPS course I can now confidently talk to a dairy farmer about farming issues and practices, nutrition and how an integrated farming system should work.

The farm visits were excellent and displayed a good range of farm issues that a New Zealand dairy farmer faces on a daily basis.

The hand outs are an excellent source of information and I constantly refer to them for information.

Yours sincerely

Dave Burnett
 Marketing and Business Development Manager



Introducing Dairy Production Systems Ltd

Dairy Production Systems Ltd (DPSL) is an elite dairy farm systems and cow management and nutrition consultancy group operating from Tamahere, South Hamilton. The principal consultants leading the team are Bryan McKay, Sue Macky, Paul Bardoul, Ann Bouma Henk Smit and Mike Woods. Much of the advice given by the group is “cow centered” within a profitable dairying system. DPSL seeks to assist in **“Profitably integrating nutritional 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 serves 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.

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 the interface of nutrition and medicine. 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.

DPSL Tutorial Farm Series 2017/2018

Expression of Interest – Masterton (subject to numbers)

Dates & Venue TBA

Registration Form

(Please note: this form is an expression of interest. A course will only be run if the minimum number of registered delegates is received)

First Name: _____ Surname: _____

Company: _____

Contact Address: _____

Invoice Address: _____
(If different from above)

Daytime Phone: _____ Mobile: _____

Fax: _____

Email Address: _____

DPSL Farm Clients	\$6,500.00 + GST
Non-DPSL Farm Clients	\$7,000.00 + GST
2 nd & Subsequent Delegates (in same year)	\$6,000.00 + GST

This can be paid in advance in three installments of either \$2166.67 + GST (DPSL Farm Clients only), or \$2333.33 + GST.

I understand that the DPSL Tutorial Farm Series is a 12 month course and I agree to pay the full annual fee. If you are unable to attend a session, someone else from your farm/company may attend in your place. Please look after the course manuals as these are printed per delegate per session and no replacements are available. The DPSL Tutorial Farm Series will not run in a particular area if there are insufficient delegates.

Signed: _____

Position: _____

Company: _____

Please return to DPSL, PO Box 24-132, Hamilton 3253

PO Box 24-132
Hamilton 3253
New Zealand

Registrant Profile and Wish List

Please fill out whatever is relevant to you

Name : _____

Farming district : _____

Climate : _____

Soils : _____

Effective area farmed on : _____

Stock carried : _____

3 year production history – per cow and per ha : _____

Dairy shed type and size: _____

Supplements used (type and approximate quantities) : _____

Facilities available, e.g., feedpad, wagon etc : _____

Owner operator/sharemilker etc : _____

Labour situation : _____

Number of seasons on current farm : _____

Special challenges on current farm : _____

Agricultural qualifications or courses completed: _____

Brief personal summary: _____

Three areas in which I would like to gain more knowledge or understanding during this course:

Please return to DPSL, PO Box 24-132, Hamilton 3253

PO Box 24-132
Hamilton 3253
New Zealand

Telephone +64 (7) 858 2224
Facsimile +64 (7) 858 2294
E mail: dps@dairypro.co.nz