



ALL THINGS DAIRY

...That's what we do better!



QUALITY CALF REARING EQUIPMENT, NUTRITION & HYGIENE SOLUTIONS

STALLION – FEEDING EQUIPMENT

TANKER MIXER FEEDER

CARRIES UP TO 1000L

Self-cleaning, self-mixing and self-distributing mobile feeder.



SIZES AVAILABLE: 50, 60, 70 & 80 TEAT
 TANDEM AXLE

OPEN TROUGH MIXER TANKER FEEDER



50 teat (only)
 1000L tank

The open-trough design allows farmers to see what's being fed, in addition to easy access for quicker and more thorough cleaning.

FEEDERS (COMPARTMENT & NON-COMPARTMENT)

Complete range of sizes available, thoroughly tested and proven to effectively feed calves from day one through to weaning.



NON-COMPARTMENT 20 TEAT FEEDER
 160L – 940H x 1120D

OPEN TROUGH FEEDER



SIZES AVAILABLE

- SINGLE OR TANDEM AXLE
- 50 TEAT / 500L TANK
- 50 TEAT / 1000L TANK
- 60 TEAT / 1000L TANK



5x5-LITRE COMPARTMENT MILK FEEDER

This new-generation 5x5-litre compartment feeder finally gives producers the power to stay in-step with industry advances.

Traditional feeders historically include the 2-litre individual compartments, with the rest of the feeder capacity being shared between all the calves.

It favours the stronger calves who take more of the additional overflow milk than the slower drinkers.

This 5x5-litre feeder gives dedicated calf rearers a new level of confidence – because every calf gets its full feed – regardless of how fast it drinks it.

CALF KLENZ

LIQUID ALKALINE DETERGENT

Specifically formulated to clean the toughest grime from all calf feeders at hand-washing temperatures. No odour, medium foaming, biodegradable, and residue safe.



MOBILE GRAVITY FEEDER



SIZES AVAILABLE

- SINGLE OR TANDEM AXLE
- 26 TEAT / 250L TANK
- 40 TEAT / 500L TANK
- 50 TEAT / 500L & 1000L TANK
- 60 TEAT / 500L & 1000L TANK
- 80 TEAT / 1000L TANK

For more information – 1800 666 269 • daviesway.com.au



MG Trading now trading as AG Warehouse™

AG Warehouse (formerly MG Trading) is delighted to be involved with Daviesway DASCO for this special editorial edition.

We have had a long-standing relationship with the Davies family since our beginning in 1973, and we are delighted to see some of our customers profiled in this edition.

For AG Warehouse, the Daviesway and DASCO brands present a range of high-quality and innovative products for the dairy hygiene and calf rearing markets.

We are pleased to partner with the Daviesway and DASCO product ranges in all of our 25 outlets throughout Victoria, Southern NSW and Tasmania. Our experienced staff live and breathe the dairy industry, and we are fully invested in all local communities.

At AG Warehouse, we are all things dairy. We stock a wide range of Daviesway products, including rubberware, milk filters, calf feeders, DASCO dairy detergents, teat care, calf rearing products and much more. Our staff are totally committed to meeting the needs of our customer base.

In February this year, MG Trading changed its name to AG Warehouse, strengthening its support to its dairy customers and widening its focus to be more inclusive of our cropping, beef, sheep and lifestyle customers.

We've got a great business and, as we continue to grow, it was time for a change of name. We have seen significant changes in recent times in the agricultural markets serviced by our footprint in southern Australia. While dairy remains core to our business, we have also been diversifying and building our offering to cropping, sheep, beef and lifestyle customers.

With AG Warehouse, our aim is to continue supporting our traditional dairy base, while also welcoming new customers from other farming backgrounds.

Sincerely,

Michael Loxton

General Manager, AG Warehouse

A word from our buying & marketing lead

As Michael has noted, it had become clear to us that we needed a new name to reflect our growing business. One that would be recognised by all parts of agriculture – not just dairy.

AG Warehouse has received very positive feedback. It's now seen as all things agricultural and has reinforced our wide range of products at competitive prices. AG Warehouse aims to be the "one stop shop" for all farmers' dairy and agricultural needs.

We will be running ongoing promotions during the year, and we encourage farmers to come and check out our new-look AG Warehouse stores.

Sincerely,

Steve Andrews

*Head of Buying & Marketing,
AG Warehouse*



Right people – right results

When the right people are in the right job, the right results are not far behind.

And so it is for Brad and Elle Arnold, who are contract milking 1000 head (and heading to 1200 by 2022) for 40 South Dairies at Togari, 30km south-west of Smithton, Tasmania.

This motivated couple (aged 36 and 34 respectively) are moving at warp speed, so without the right support, their days would quickly re-define “tough”.

In addition to their contract milking role at Ashfield Dairy, the couple owns 116.6 hectares (288 acres) in Smithton, where they contract rear 650 calves in their own right, giving calf rearer Abbie Brooks year-round work. Abbie is their calf rearer at Ashfield Dairy, where she works rearing its replacements in spring.

The Arnolds also own 120 Murray Grey beef breeding cows, and are pushing towards a 250-head stud herd.



Elle Arnold and daughter Lexi.

And just to make sure they use every spare minute in their day, the couple welcomed their daughter, Lexi, earlier this year.

When Brad and Elle first stepped into the 60-stand rotary at 40 South Dairies, the cups wouldn't stay on the cows – right down to them having to have three of the four cups down and closed off to get suction to keep one cup on. It was adding hours to everyone's day, and their employees were starting to falter.

The Arnolds turned to their support network: Daviesway DASC0's area manager Shaun Kingston, and local AG Warehouse manager Kanon Lockett.



Daviesway DASC0's Shaun Kingston can check the entire milk line within minutes with an inline camera. Contract milker Brad Arnold has the box seat and he can clearly see the results on the screen (pictured above). Daviesway DASC0's service is free for all of its chemical customers.

Milking machines are the most complicated machines on-farm from a food-harvesting point of view, and, Elle says, it made sense for them to draw on Shaun and Kanon's combined knowledge.

Shaun is a qualified fitter and turner with 14 years in the industry. He recommended changing the shells to Milkrite's triangular shells, with the revolutionary design helping solve cup slip and mastitis, plus negates teat-end damage.

Elle says, *"We trialled them, they were good. We changed the shells, and we never had to worry about it again."*



Ashfield Dairy milks 1000 Jerseys, near Tasmania's Smithton.



One of the most common high-count problems is caused by aging rubberware, or if the liners haven't been changed within the recommended 2500 milkings.



Making sure teat sprays and detergents are mixing correctly – combined with AG Warehouse’s regular automated supply network – keeps Ashfield Dairy running smoothly.

CHEMICAL STRATEGY

One of the biggest challenges for Ashfield Dairy with regards to its chemical-cleaning choices and teat spray has been conquering the hard bore water. The low-lying property is wet in winter, with Shaun quipping that the cows either “need to learn how to swim or get a snorkel”.

For those reasons, Shaun and Kanon made some specific recommendations. Their counsel is part of Daviesway DASC0’s free support for its customers who use their Australian-made chemicals.

For more details on detergent choices, see p7.

Shaun says, “*What happens when you’re doing the alkaline wash if your water has that much iron content, is that a lot of the available sodium hydroxide is used up trying to compensate for the iron in the water, before it actually starts cleaning the plant.*”



Ashfield Dairy chose to milk Jerseys because they are lighter on the ground, mobile, and they found they had less health problems. The dairy owners also liked that they are easy calving, good to work with, and they have high components.

L-R: Contract milker Brad Arnold and AG Warehouse’s Kanon Lockett make sure everything at Ashfield Dairy is clean and checked.



The first thing DASC0 Daviesway’s Shaun Kingston does with a high-count blowout is to check the vat.

“To solve that cost-effectively, and to make it clean better, we made the recommendation for Brad and Elle to do an acid-dominant washing in their dairy. It essentially means we do three acid washes to one alkaline one – rather than alternating – like other farms in the Circular Heads (which have softer water).”

Shaun says they also manage the harder water in their teat-spray concentrate by mixing small, five-litre batches at a time.

“It’s so there isn’t time for the iodine to be used up by other minerals in the water,” he says. “It keeps the iodine relevant. We also add additional emollient to the teat spray (10%) to give the cows more teat-condition support because of the wet, muddy conditions.”



RUBBER TUBING



All Skellerup rubberware that contacts with milk complies with REACH, BfR and FDA standards.

For best results, rubber milk tubing should be replaced every year

BLUE LINE RUBBER MILK TUBE



- 1 Blue line = 12.7mm ID
Fits 16mm OD stainless steel tube
- 2 Blue lines = 14mm ID
Fits 16mm & 19mm OD stainless steel tube
- 3 Blue lines = 15.9mm ID
Fits 19mm OD stainless steel tube

ID = Inside Diameter

OD = Outside Diameter

Dimensions subject to manufacturing tolerances



Daviesway DASC0's Wayne Harper checks build-up in the rubberware on a Tasmanian farm.



Jettors are often forgotten or overlooked, and they need to be regularly checked.



If the claws aren't clean, it points to a problem with water quality water temperature, or chemical not dosing correctly.

EXPERTISE VALUED

Elle says that Shaun and Kanon are key to their team.

Brad adds, *"Everyone knows Shaun. I knew him at our previous farm, and everyone follows him because he's so efficient and he brings brilliant service. It doesn't matter if it's 10pm at night or the weekend, he'll come and sort you out. He's on to it before you even realise there is a problem because he's watching the numbers – he gets our milk report as well."*

Elle says, *"We hadn't even got the results on one test and Shaun rang us up and said, 'You've got a problem', and we said, 'No, we haven't.' Then we got the results and saw it, and by that time he had already been in and fixed it. That's how closely he watches it."*

"He knows every dairy's faults, and he can talk the talk."

Ashfield Dairy sources its Daviesway DASC0 teat sprays, dairy detergents and other dairy merchandise from AG Warehouse's Smithton store. They monitor detergent levels, deliver product on-farm and make sure everything is running smoothly.

Elle says, *"We use AG Warehouse because they have everything, and they are easy to deal with. We use them for our personal business as well. We don't have to force the relationship with either of the two companies. It just happens."*



Ashfield Dairy manage the harder bore water in their teat spray concentrate by mixing small five-litre batches at a time.

DASC0 Daviesway's relationship with AG Warehouse across the state means that its extensive dairy range is available through the trusted AG Warehouse network. The north-east of Tasmania is serviced by Daviesway DASC0's Wayne Harper, who is based out of Scottsdale.

TECH TIPS

- *Theromodurics take four days to incubate, and can be harder to pinpoint. Bactoscans spike immediately, and can usually be quickly pinned to a recent change in the dairy.*
- *Hot wash water cycle temperatures should be 80-85 degrees Celsius.*
- *DASC0 Daviesway offers free service to all its chemical customers.*
- *Farms with wetter climates benefit from additional emollient in their teat spray to maintain teat condition.*

SINGLE & DOUBLE MOBILE MILKING MACHINES

- 30-litre stainless steel bucket
- Milks 8-10 cows per hour



Robust cluster

inmilk^{2.0}
DAVIESWAY



Ashfield Dairy has to manage harder bore water in its dairy every day, making AG Warehouse's Kanon Lockett (left) and Daviesway DASC0's Shaun Kingston's knowledge regarding chemical choices and supply invaluable.

For more information on AG Warehouse™, please visit our website: www.agwarehouse.com.au

Service and supply defines success

Brian Launder knows he lives in a target-rich area when it comes to on-farm service for dairy consumables.

He and wife Katie milk 300 (75% registered Jerseys) through a 15-a-side herringbone on 243 hectares (600 acres), with 162ha (400 acres) effective milking, at Middle Tarwin in south Gippsland.

There are four farm merchandise supply stores around them within 15km of Leongatha. They choose Leongatha's AG Warehouse.

AG Warehouse's Leongatha manager, Dale Thomas, describes the area as "beef and dairy central". There is no question that what defines successful agribusiness in this busy farming hub is service, knowledge and supply. To make sure all three line up, Dale works closely alongside Daviesway DASCO's area representatives.

"Most of the time everything can be delivered quickly, because we're just a phone call away," Dale says. "Sometimes we can do it on the same day; the maximum turnaround would be 48 hours."

He said with them all being fairly local, they "can make it happen really, really quickly".

"We also carry increased stock holdings in our store, so if we do have a small supply issue we have the capacity to carry it through."

COLLECTIVE EFFORT

Brian Launder says he appreciates what the connection and the co-operation between AG Warehouse and Daviesway DASCO brings to his business.

"Combined, these guys probably have the best back-up service – and that goes a long way to selling the product. It's also great to have that peace of mind that the products are there if I do run out. I don't make decisions based solely on price."

Brian has tried others, and says Daviesway's filter socks work the best for his operation. They are manufactured from mono-poly, a revolutionary non-woven fabric designed specifically for milk filtration. Mono-poly is a hydroentangled thermo-bonded media, offering a significant advantage in filtration and strength.

FILTER ROLLS:

Determine your own length of filter sleeve. This range includes widths of 100mm, 150mm and 230mm; all rolls are 200mm long.



Brian Launder.



AG Warehouse's Leongatha manager Dale Thomas is focussed on product supply.

MODERN COWS PUSHING MILK FILTRATION

The challenges for milk filtration – as cow numbers, milk flow and milk speeds continue to climb – is overload.

The theory behind milk filters is simple: it's a mechanical filter that separates the raw milk from any solid particles before they reach the bulk milk tank. If milk filters are pushed to breaking point, they expose farms to high counts and potential payment penalties.

Daviesway DASCO's Bruce Treble – who has specialised in milking machinery for 25 years – sees an emerging pattern.

"I think it's interesting that even though cows today are producing more milk than they ever have before, they're almost milking out quicker than they used to because of the improved genetics," Bruce says.

"It is contributing to one of the most common problems I see with milk filters: that they're often undersized for the job. And, historically, nothing within the milk filter gets much attention – unless it breaks or fails."

Milk filters are the last line of defence against thermotolerant bacteria.

- Thermotolerant bacteria is found in silage, faeces, animal bedding and soil. Bacillus and Clostridium are the most common. These bacteria are heat resistant (so pasteurisation doesn't kill them) and they impact the milk's manufacturing properties and shelf life.
- Capturing that sediment before cooling also stops it from clogging the plate cooler and limiting or compromising the surface area available for heat exchange.
- Cooling milk quickly is critical, because when milk temperatures sit below 5°C, the bacteria that affects milk quality can't multiply. However, at 35°C those bacterial numbers can double within 30 minutes. So, within five hours, 1000 bacteria per millilitre of milk turns into one million.

FILTER SOCKS:

Open one end and bonded along its length, there is an extensive list of sizes available



FILTER SLEEVES:

Open both ends and bonded along its length

- Automatic milking systems (AMS) place different demands on milk filters. In AMS, there is a time lapse between milking individual cows, resulting in a sporadic flow of milk through the milk filter. It is recommended these milk filters are replaced at least every eight hours.
- All filters – even the reusable nylon ones – have a limited life. Disposable filter socks means "disposed of after a single use". They may be rinsed between milking and the machine wash cycle after milking, but they should not be washed for re-use.

TEAMING PROGRESS AND PERFORMANCE

Matching a milk filter's capacity and flow rate with the pump capacity and herd size is the take-home message.

Bruce summarises: *"Our role is to support our customers so the milk filter doesn't fail, and they can safely harvest milk as quickly and gently as they can."*

Refusing to be knocked down



L-R: Chris Cansdale and Mark Virgona.



Like many, Chris Cansdale and Mark Virgona have been tested by the Australian dairy industry more than once.

The couple milks 310 Ayrshires, Jerseys and crossbreds at their organic operation, Amber Valley Farm, on 70 hectares (172 acres) at Mardan – a rolling property 12km north-east of Korumburra, in southern Victoria.

Chris walked away from a position as the national training content developer for Bunnings to join Mark in their farming endeavour, with the city-born couple wanting to express their mutual passion for sustainable dairying.

QUESTION ASKED AND ANSWERED

Their most recent challenge came after securing a lease-to-purchase agreement to buy their property. Shortly afterwards, their Geelong-based processor at the time – Organic Dairy Farmers of Australia (ODFA) – was placed in receivership. It meant they weren't paid for six weeks of production in 2020, and had to find a new organic processor in short order.

The organic sector is the world's fastest-growing food category, and while Victoria is Australia's leading organic state, processor options are trickier to secure. Chris and Mark could have chosen to step away from dairy at that point ... and didn't.

Their milk now goes to KyValley, and they are finally enjoying a season which is easing that acute financial blow.

Their decision to farm organically is tempered by their appreciation of maintaining high food standards and animal welfare.

Chris says both these points trump organic philosophies.

"Everyone accepts that there is a compromise. We have to clean the plant to a minimum standard for food safety, and that overrules organic standards as far as food safety is concerned.

Chris said.

"A condition of organic production that is that we have to flush the plant again because we can't have any risk of chemical residues. Our plant is pre-programmed so that it does the technical washes, and then it does a hot rinse afterwards. We're lucky that hot water isn't an issue for us."

'ORGANIC CHEMICAL' NOT A CONTRADICTION

Last year, any concern regarding those residuals was softened when Daviesway DASCO became the first Australian company to offer an organic-certified range of dairy-cleaning chemicals and teat dips/sprays.

DASCO's Industrial Chemist, Hamish Hunt, said the initiative supplied the answers that farmers and their processors needed.

"We're the first team to say if chemical ends up in the manure pond it's now going to be fertiliser, so it had better have a positive impact on-farm," Hamish said.

"We had to have products that would not only leave no residue in food, but which would also show no on-farm residue accumulation over time. And, ideally would be fully biodegradable within close to 45 days on-farm, so there was no potential for run-off into waterways."

DASCO's range includes rinse aids, alkalis, acids and teat-sanitation products that all meet the requirements for use on organic dairy farms, including for the National Association for Sustainable Agriculture Australia (NASAA) Certified Organic (3071M).

They are all available through AG Warehouse, which has five stores within half an hour of each other at Leongatha, Korumburra, Wonthaggi, Foster and Dumbalk.

AG WAREHOUSE – THE SOURCE

Chris and Mark source their chemical from AG Warehouse's Dumbalk store. Store manager Kurt Sinclair works closely with Daviesway DASCO's Brendan McGrath to make sure supply is seamless.

Kurt says, *"It makes it easy to get supply, and it's easy to ask the Daviesway DASCO guys for advice. There aren't too many organic farmers, so it's great to that we can all work together to get the best results for Chris and Mark."*

For more details on Amber Valley Farm's calf-rearing practice, see p11.



REV-WASH

- Liquid alkali – heavy duty
- For use in good – < 300 ppm PH water
- Ideal for automatic wash systems

Drum sizes

– 20, 110 & 200 Litre

ELIMINATE

- Liquid acid – heavy duty
- Ideal for hard & mineralised water
- Double acting acid / sanitiser
- Effective pre-milking sanitising

- Ideal for automatic wash systems

Drum sizes

– 20, 110 & 200 Litre

DASCO – ALKALINE DETERGENTS FOR CLEAN IN PLACE (CIP)

	POWDER PRODUCTS		LIQUID PRODUCTS				SPECIAL
Function	Alka Klenz	Supa Klenz	Alka Rinse	Rev Wash	Alka Force	Chlor-Klenz	Tank Klenz
Contains wetting agent	✓	✓	✓	✓	✓	✓	✓
Removes butter fat	✓	✓	✓	✓	✓	✓	✓
Removes milk protein		✓			✓	✓	
Phosphate free	✓	✓	✓	✓	✓	✓	
Water tolerance	<300ppm	<400ppm	✓	<300ppm	<600ppm	<400ppm	<600ppm
Contains chlorine		✓			Can be added	✓	
Sanitiser function		✓				✓	✓

The purpose of dairy detergents is to solubilise residual fat that has been left in the milking machine after the post-milking rinse. Alkaline detergents play a major role in removing milk proteins.

DASCO – ACID DETERGENTS & SANITISERS FOR CLEAN IN PLACE (CIP)

	POWDER PRODUCTS		 LIQUID PRODUCTS	SPECIAL			
Function	Citra Klenz	Citra Klenz Thermo	Eliminate	Ultra Acid	Acid Flo	Klenz-in-one	Iophos
Contains wetting agent	✓	✓	✓		✓	✓	✓
Removes milkstone	✓	✓	✓	✓	✓	✓	
Removes hardwater scale		✓	✓	✓	✓	✓	
Removes iron stain		✓	✓				
Low foaming	✓	✓	✓	✓	✓	✓	
Liner friendly	✓	✓	✓	✓	✓	✓	
Sanitiser function			✓			✓	✓

Acid detergents are very effective at removing mineral deposits that have resulted from either water hardness or the use of an inappropriate detergent. Acid detergents also play a minor part removing milk proteins.



REDENE READY-TO-USE

- Gold standard in Iodine teat sanitising – fast acting
- Teat dip & spray
- No mixing or water quality issues
- Consistent performance for your mastitis control programme

Drum sizes
– 110, 200 & 1000 Litre



AMBIC OptiSprayer™



Features a pistol-style teat spray applicator, which is designed to sit more comfortably in the hand with an easy-squeeze trigger, minimising any risk of repetitive strain injuries (RSI)

THE ORIGINAL REDENE

- Iodophor concentrate teat dip and spray
- Helps control mastitis
- 1:3 mix.

Drum sizes
– 20, 110, 200 & 1000 Litre

“There aren’t too many organic farmers, so it’s great that we can all work together to get the best results for Chris and Mark.”

*Kurt Sinclair,
AG Warehouse Dumbalk.*



Fire and the future

Some of the country's best-finished calves are thriving in a small farming community, cradled in the mountain ranges surrounding Corryong.

Melissa Whitehead and partner Darren Klippel share-milk on Melissa's parents' property. The 202.5-hectare (500-acre) farm sits 120 kilometres east of Albury-Wodonga near the upper reaches of the Murray River, close to the Victoria-NSW border.

The couple is still recovering from the 2019 New Year's Eve bushfire – part of a torturous summer now remembered as the "Black Summer".

The fire isolated Corryong and took everything except for the couple's house and their in-milk herd. Dry cows, weaned calves and springing heifers, who were out on the hills grazing, were all heavily impacted. The power was out for five days and the generator they had just bought before the fire hit wasn't wired in – leaving their milking herd vulnerable.

Melissa said she never counted the animals they lost, because she "didn't want to know". Today, things are recovering, and a healthy group of calves play in the paddock by the house.

GETTING IT COMFORTABLE

Melissa rears 50 calves a year, but she has 170 calves come through her modest-sized calf shed throughout the season. Before calving, the pens are cleaned out, limed and sprayed with a disinfectant. Then Stalosan®F is applied for three successive days before the bedding goes down.

A subject close to Melissa's heart, this bedding is a combination of rice hulls mixed with pine shavings.

"I just keep putting it in until it looks like it's comfortable," she said. "I'm pretty soft and I love my babies. We top up the pens once a week or when every new batch of calves goes in."

DON'T FORGET STALOSAN®F

Melissa said she skipped using Stalosan®F last year and had a "horrific" year, "spending a fortune at the vets".

So this season, she has made sure to re-include it.

Stalosan®F is a powerful organic and non-toxic powder for sanitising bedding; it dries the bedding, kills bacteria and binds ammonia – but without a toxic afterburn. It binds up to 100% of moisture where ammonia is present, making it a vital ammonia reducer.

"My calves are usually pretty good, but I'm sure that a lot of last year's problems stemmed from the fires, because of the trauma their dams suffered."

Melissa said in fact the year was so tough, that she "can't even remember a lot" about it.

Melissa Whitehead uses AG Warehouse's services at Corryong. She is pictured with the store manager, Peter Joyce. Her autumn calves form the backdrop.

NEXT STEPS

The calves are moved from four litres of milk twice a day to eight litres, before they are finished on six litres with once-a-day feeding until weaning at 10 weeks. The farm has a mix of Holsteins and Fleckvieh, which is a dual-purpose breed.

"The Fleckvieh hold their own," Melissa said. "They don't eat as much, they aren't quite as big in the frame, but they don't get sick, they get in calf, their feet are superb, and they sell beautifully at the other end. And, we have no issue with the bobby calves because they grow out really well."

CONNECTION IMPORTANT

AG Warehouse manager Peter Joyce has lived in the region for 41 years; his area takes in Victoria's north-east corner to the south-west slopes of NSW at the foot of the Snowy Mountains. He said understanding products was imperative to clients, such as Melissa.

Stalosan®F is an organic powder for sanitising bedding (sawdust, rice hulls, wood shaving, wood chips, hay and straw).

"There is nothing worse than speaking through your hat, and if you're not terribly sure of the facts, people will pick up on that straight away," Peter said. "When I'm not completely sure, I get Simon (Shorland, Daviesway DASCO's local representative) to verify what I'm thinking."

He said dairy cows being reared as replacements need the best start possible.

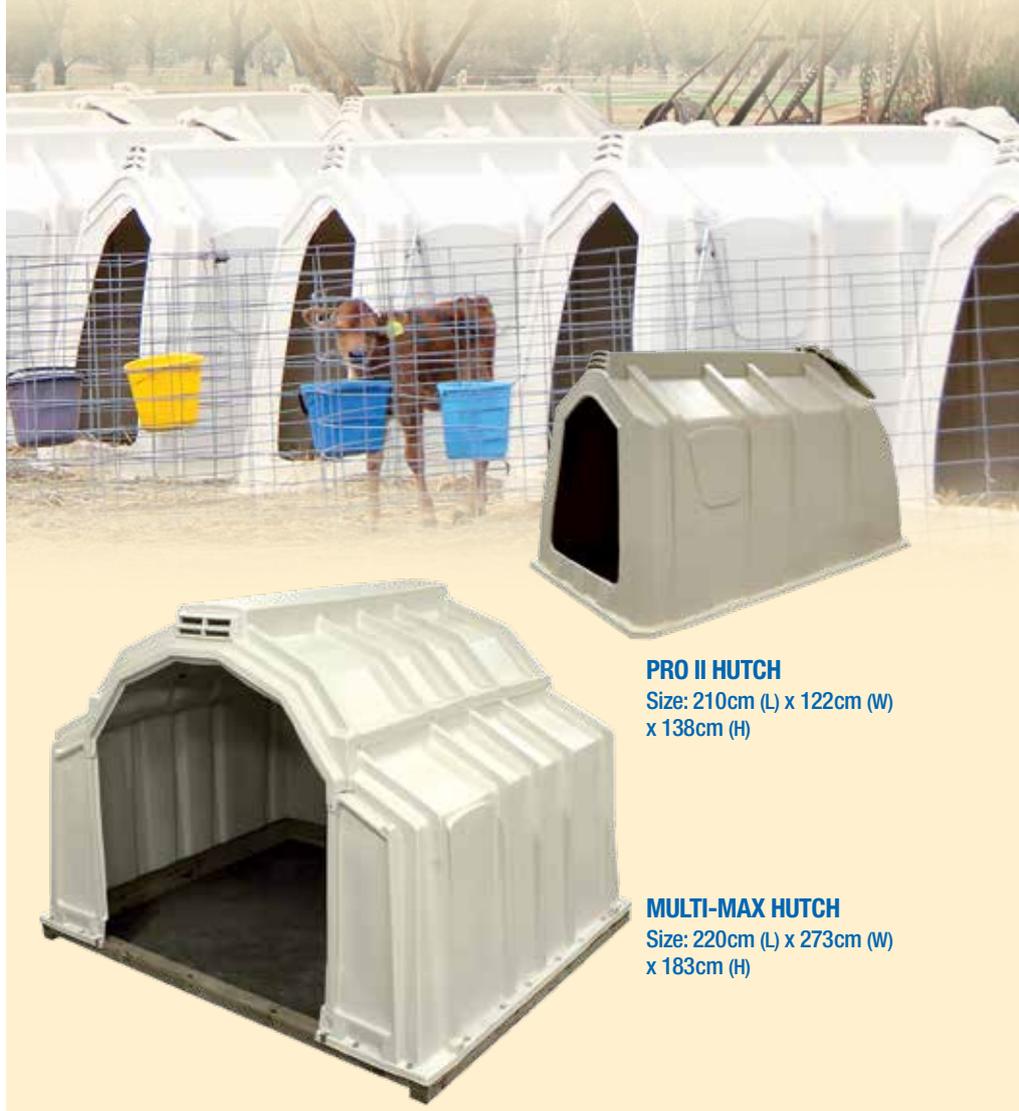
"Healthy calves start with good hygiene and Stalosan F is a good anti-bacterial for calf sheds. It will certainly reduce the amount of viruses and bacteria that operate in those environments and gets the calves off to a pretty good start."



Sandra Bacon.

CALF-TEL HUTCHES WORK

Robert and Sandra Bacon invested in 30 Calf-Tel Pro II hutches (pictured below) for their Tennyson operation to help stop disease and naval sucking during the first three weeks of their registered Jersey calves lives. All calves are given pasteurised colostrum within six to eight hours of birth, their navels are sprayed, and they are given a dose of BioBoost probiotic paste to support their immunity. Calves graduate to the Calf-Tel multi-max hutches in smaller groups as they grow. They are weaned at 11 weeks, weighing between 80 and 90kg.



PRO II HUTCH

Size: 210cm (L) x 122cm (W) x 138cm (H)

MULTI-MAX HUTCH

Size: 220cm (L) x 273cm (W) x 183cm (H)



Daviesway's calf rearing specialist Cindy Lucas.

TECH TIPS

- Calf housing should include a minimum of 1.5 metres squared of space per calf.
- Bedding should always be covered with a minimum depth of 150 millimetres of bedding – not just at the start of the season.
- Draft is the enemy, and yet ventilation is vital, so it's important that any air disturbance happens above the calves, not directly on them.
- With adequate bedding and protection, calves can maintain their body temperature and use the energy from their feed to grow instead of having to sacrifice it to get warm.



Australian-made non-irritant and biodegradable germicidal detergent and general disinfectant that cuts through the grime at a fraction of the cost of its competitors.



A simple and accurate cassette style test-kit completed on-farm within 15 minutes to identify pathogens such as E.Coli, Rotavirus, Coronavirus, and Cryptosporidia in calf manure.

Knowledge is power



AG Warehouse's Ray Priestley (who recently shifted from Rochester to manage the Cohuna store) talks probiotics with Daviesway DASC0's Mark Nicols.

Confidence and co-operation between AG Warehouse Rochester and the Daviesway DASC0 team has contributed to game-changing results for their northern Victorian customers.

And Robert and Sandra Bacon, together with their son Daniel, are among them. The Tennyson family milks 260 head on 283.5 hectares (700 acres), rearing 130 calves a year. They have invested heavily in their next generation, and the results are easy to see in their calves and in their production records.

The high-profile family's Brookbora registered Jersey herd is not only well-known in the toughest show-rings in the country, it is also recognised for producing cows that pay the bills. It was named Australia's No.1 BPI (Balanced Performance Index) herd and equal No.1 HWI (Heath Weighted Index) herd in April 2021. It was also Jersey Australia's top production herd in May 2021, averaging 656kg milk solids (7474 litres).

PERFORMANCE DEPENDS ON START

No farm runs smoothly every day, and having a team with the knowledge to give customers some support and options when things are going sideways is part of the job for the manager at Rochester's AG Warehouse, Stephen Bolitho.

Brookbora is particular about protocols, however was hit with Salmonella when a vaccine failed five years ago. The Bacon family endured seven weeks of 20-hour days, working hard to save their calves.



Photo - Simon Tognola

Their investment in a pasteurising system from Daviesway DASC0 helped mitigate the losses. At the time, Sandra Bacon was quoted saying: *"We don't take any losses without a fight. The pasteuriser absolutely made the biggest difference for us, and we had zero issues once we started pasteurising the colostrum and the milk."*

ROCHESTER BIG ON PROBIOTICS

The pasteuriser is only part of the extensive Daviesway calf-rearing range stocked in Rochester that the Bacon family uses. This store is among the state's biggest movers of the probiotic calf supplements BioCalf and BioBoost.

Stephen says it comes down to knowledge and great relationships with their clients.

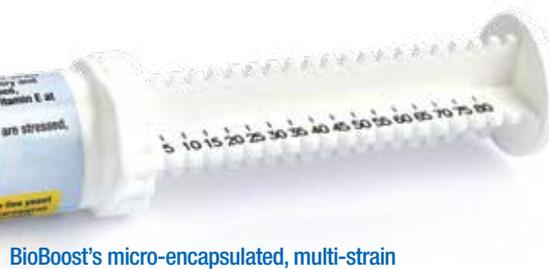
"It doesn't only come down to sales for us. It comes down to giving the customer what the customer wants, and what is best for them. That's where that experience and knowledge comes in."

BRING SOLUTIONS, NOT PROBLEMS

Ray Priestley, formerly second in-charge at Rochester, has been promoted to manage AG Warehouse's Cohuna store, and he says BioCalf, BioBoost and SuperCalf are without peer in the probiotic ranges available. He said put together with the rest of Daviesway's products, this straight-shooter has been sold for more than one reason.



High dosage probiotic powder designed to be added daily to whole milk or milk powder with micro-encapsulated probiotics, live yeast, and yucca extract at no less than 15.5 billions of CFU (Colony Forming Units). Supports immune response and gut health.



BioBoost's micro-encapsulated, multi-strain probiotic oral paste promotes immunity, recovery, and improves digestion. Ideal for animals of any age that are sick or stressed.



Sandra Bacon pours a lot of energy into her family's next generation at Brookbora Jerseys, at Tennyson in northern Victoria.

"I only deal with companies that will give me good service, otherwise I can't give good service to my customers," Ray said. "The service I get out of Daviesway DASCO is second to none.

"They are only ever a phone call away. I don't have time to be chasing up problems. I'll ring Mark (Nichols, Daviesway DASCO), and if he's not there the same day, he's there the next morning. The knowledge that Mark, Simon (Shorland Daviesway DASCO) and the team together have got is second to none – especially when it comes to calves and dairy. And, if they don't know – which is highly unlikely – they ring BJ (Brendan Johnson, Daviesway DASCO's operations manager). If he doesn't know, it probably doesn't exist."

Strong probiotics now established Stephen agrees with Ray, adding that the supplements from Daviesway DASCO are a significant part of Rochester's AG Warehouse business today as dairymen work smarter, not harder.

"I have not seen – and I've been around for 20 years – ordinary products come out of there. Daviesway obviously do a lot of research and choose their products well. So, it's rare that they have anything that doesn't work, is faulty, or needs to be returned.

"Their range is so comprehensive in the calf-rearing range, you don't have to buy a product from anywhere else. BioBoost and BioCalf have been unbelievable for us, as has the new electrolyte, Electro-G. We can't believe how much of that we've sold already. That comes out of the knowledge Brendan has given us, because you have to understand products to sell them."

Rochester services dairy farmers in a 70km circumference, and while dairy has faced its share of challenges in northern Victoria, this business remains a busy and vibrant service centre.

"Everyone is welcome here," Stephen said. "We want everyone's business, and we don't give people any reason to leave."



MADE FROM
REAL
DRIED BOVINE
COLOSTRUM

Fast-acting, immune building bovine colostrum supplement with high levels of immunoglobulins and antibacterials for calves, foals, lambs, kid goats, cria (alpaca), piglets or fawns.



Ideal electrolyte support for sick, dehydrated or stressed calves. Doesn't contain Sodium Bicarbonate, so it can be fed immediately before or after a milk feed.

Dasco Nutra-Kel is a 35% pure kelp-based liquid vitamin and mineral supplement, which is rich in iodine, and fortified with vitamins A, D and E, in addition to Copper, Zinc, Iron and Magnesium (+2% molasses for palatability).

PREVENTION BETTER THAN A CURE

Eastern Victorian organic operation Amber Valley Farm (see p6), has also enjoyed the natural benefits of BioCalf, BioBoost and SuperCalf. Mark Virgona feeds the 300 calves on the property he farms with partner Chris Cansdale.

"For me, calf health is all about prevention," Mark says. "We can use antibiotics if we have to, because animal welfare is paramount, but we have a number of great products through Daviesway and AG Warehouse now that make that unnecessary."

Mark uses Danish sanitiser Stalosan®F in the calf sheds – a non-toxic biocide used to control bacteria in animal bedding. Another big help is BioBoost, which is also effective for sick cows.

"I have BioBoost on-hand all the time," Mark says. "I have it in multiple places in the calf shed, and it's so easy to use. If I'm feeding a pen of five or six calves and I notice one is a bit off, I give it BioBoost straight away, and I don't have to remember which one is sick because it's done.

"It can give an almost immediate response too, and the next day it's like it never happened. When I don't notice calves, I know they're okay. It's allowed us to reduce our antibiotics to basically zero."

They also use new product **SuperCalf**, a double-strength, probiotic, **whole milk-additive powder for calves**. SuperCalf teams high-performance, micro-encapsulated multi-strain probiotics, bacteria, yeast, enzymes, Yucca and Actigen with essential vitamins and minerals. Together they promote immunity, recovery, and improve digestion. (Yucca contains naturally occurring saponins, which help bind protozoal pathogens such as *Coccidia* and *Cryptosporidium*, while Actigen is a yeast carbohydrate that normalises gut microflora and promotes microbiome diversity.)

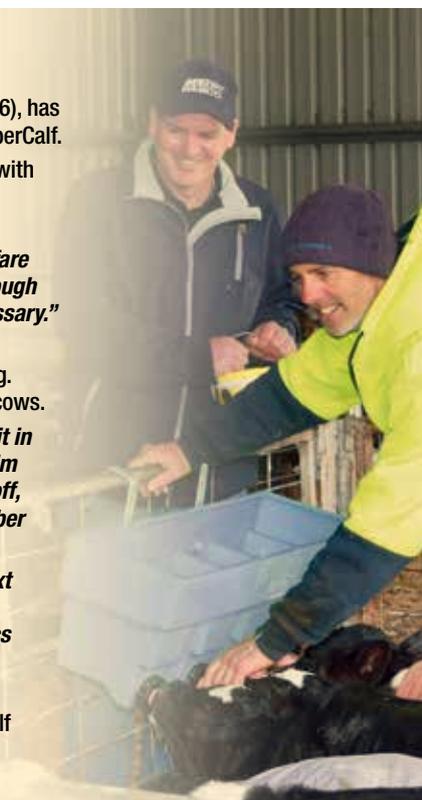
"It's super easy to mix, and I used to use Actigen way-back-when, so it's good to see it in the SuperCalf."

ORGANIC SEEMS NATURAL

Mark says organic production has always been a subject close to his heart.

"Personally, that's the way I live. I've been a probiotic user since before they became fashionable. I haven't had antibiotics myself for 40 years, and I don't think they do a lot of good unless you're chronically unwell.

"Chris and I are very much committed to organic production."



NEW
PRODUCT

CONTAINS
ACTIGEN
& YUCCA EXTRACT

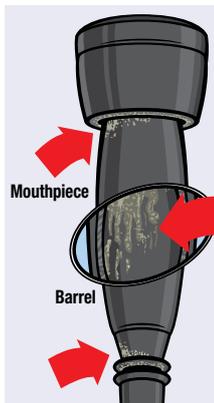
Three months to destroy a dairy cow

Daviesway DASCO's resident industrial chemist Hamish Hunt doesn't pull punches when he says that it's possible to kill a cow in three months using worn or incorrect liners, teamed with poor hygiene.

Hamish says there is a very good reason that industry best-practice recommends changing liners every 2500 milkings.

SANDPAPER ON SOFT TISSUE

The liner is the interface between the milking machine and the cow. Hamish says as a liner ages, it accumulates milk and chemical residues, which are embedded in the liner-contact surfaces. These calcium and phosphorus-based deposits cause a roughened milk-stone surface.



"It's essentially like rubbing sandpaper on the teat," Hamish says. *"And studies have proven that all that nasty friction happens 40-60mm from the bottom of the mouthpiece, which is where the teat-end touches the liner."*

"All this transforms that initial safe, low-friction virgin liner surface into a threat for every cow in the herd."

Hamish says there are also dimensional changes in the rubber over time – resulting from creep and relaxation of the material and the structure. After 2500 milking hours, the barrel is typically more than 3% longer.

"The shape of the liner does change over time because the liner has to buckle, and then bend and close to do its job."

"It's under tension its entire life, and there are natural and expected consequences to that."

"The danger for your herd is if you choose to ignore that reality."

THE COST

Multiple studies have proven that using old liners on fresh cows results in damage to their teat ends (which begins immediately); it throttles peak production and puts the cow's life at risk – whether from mastitis or another health challenge coming in on the back of it.

Old liners on fresh cows have a 10-20% negative impact on production, which often results in premature culling.

Hamish says, *"In high-production herds, the first clue that there is a problem with your liners will be a somatic cell count (SCC) spike. A fall in production immediately follows. Changing your liners every 2500 milkings is one of the industry's biggest no-brainers for me because it is your single best defence against SCC and teat-end damage."*

OFTEN LAST, SHOULD BE FIRST

AG Warehouse's Shannon Bell is on-farm every day in the Simpson area within the western districts of Victoria, and he couldn't agree more.

Shannon grew up on a dairy, and this passionate on-road sales and services technician agrees that liners are often the last thing to be changed – yet the first thing which should be addressed. Shannon works closely with the Daviesway and DASCO team in a busy dairying landscape that takes in 200km. He proactively helps with product and technical in-dairy services.

Hamish Hunt –
Daviesway DASCO



TECH TIPS

- Liners should be changed every 2500 milkings.
- After 2500 milkings, the barrel is typically more than 3% longer.
- Old liners on fresh cows have a 10-20% negative impact on production.
- Chemicals that can prematurely damage liner rubber (yet which are all registered for use in dairies, regardless of the concentration) include sulphuric acid and sanitisers, such as chlorine or peroxide.
- As a liner ages, its surface hardens and cracks; that friction happens 40-60mm from the bottom of the mouthpiece, where the teat-end touches the liner.

"Obviously liners have a demanding and important job on farm, and they go to hell and back during their lifespan," Shannon said. *"A lot of farms replace them every 12 months, but we do recommend using the industry standard practice (2500 milkings). The positive season has certainly helped that conversation."*

Designed by Daviesway and manufactured by Skellerup in New Zealand, Flo-Tek Liners have been developed for maximum comfort and performance using the highest grade of food-quality rubber. Available in a broad range of liner and shell combinations.



"Obviously liners have a demanding and important job on farm, and they go to hell and back during their lifespan." – Shannon Bell, AG Warehouse Simpson.





BUILT FOR THE TOUGHEST CONDITIONS

Our Skellerup friends across the ditch know a thing or two about farming in extreme conditions. So, when it came to sourcing the most durable, comfortable boots for all-weather on-farm performance, we turned to the Kiwis. Handmade, individually inspected and stringently leak-tested before release, Skellerup gumboots provide the performance and peace of mind Aussie farmers demand.

QUATRO™

UNRIVALLED COMFORT & PERFORMANCE

Quatro gumboots by Skellerup represent the next generation in waterproof footwear. Using 38 individual components and rubber formulations, which all meet extreme quality standards, they'll perform in the most challenging conditions. Quatro gumboots are ergonomically designed to provide additional hold and support around the foot and heel (for exceptional all-day comfort), with a moulded sole that delivers superior traction and comfort.

"Unprecedented warmth, comfort, and grip on all surfaces makes the Quatro the ultimate choice."

– Simon Shorland, Daviesway's gumboot specialist.



QUATRO INSULATED KNEE

- 16-inch (406mm) height
- Sizing: 4-14

Also available;

QUATRO INSULATED CALF

- 13-inch (330mm) height



QUATRO LIGHT

- 16-inch (406mm) height
- Non insulated, quick drying, anti-microbial and anti-bacterial internal leg lining
- Second external leg band for trimming to calf length
- Sizing: 4-14

CLUTHA



DAILY WORKHORSE

- Full-knee length gumboot
- Light-weight with plain toe
- 100% cotton canvas lining
- Unique non-clog cleated sole
- Rearkick off lug
- Sizing: 4-14

"Extremely popular with dairy farmers because it's designed so mud doesn't cling to the bottom of tread, plus it's lighter weight, natural rubber & cotton properties significantly reduces sweat. However, I recommend Quatro for those intending to spend the majority of their time on hard/concrete surfaces."

– Simon Shorland, Daviesway's gumboot specialist.



PERTH



WET WEATHER CHAMPION

- Full-knee length gumboot
- Medium-weight with plain toe
- 1/5 inch (5mm) thick genuine rubber sponge insole
- Heavy duty cleated sole
- Rearkick off lug
- Sizing: 5-15

"The hard-wearing Perth gumboot excels in cold, very muddy, and wet country. Its heavy-duty cleated sole design gives essential grip, while that extra layer of rubber and cushioning on the innersole adds valuable ankle support."

– Simon Shorland, Daviesway's gumboot specialist.



4x4 MARATHON



ULTIMATE COMFORT & SAFETY

- Designed specifically for harsh environments
- Feature multiple layers of rubber bonded to a heavy-duty cotton canvas for optimal strength, flexibility and protection. Offering additional protection and wear resistance for use on farm bikes, the 4x4 also boasts built-in UV inhibitors – enhancing their longevity in Australia's harsh sun.
- Available in calf and knee-length versions.
- Sizing: 4-13

"This is a high-performance gumboot for all farming situations – with additional comfort and protection when it's needed most."

– Simon Shorland, Daviesway's gumboot specialist.



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Saves time

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- Mix **250 litres** of milk replacer in 5-7 minutes.
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