



Est. 1911  
**DAVIESWAY**

IDEAS TO FARM. EVERYDAY.



Est. 1960  
**DASCO**

HYGIENE • HEALTH • NUTRITION

home of world-class dairy equipment & innovation

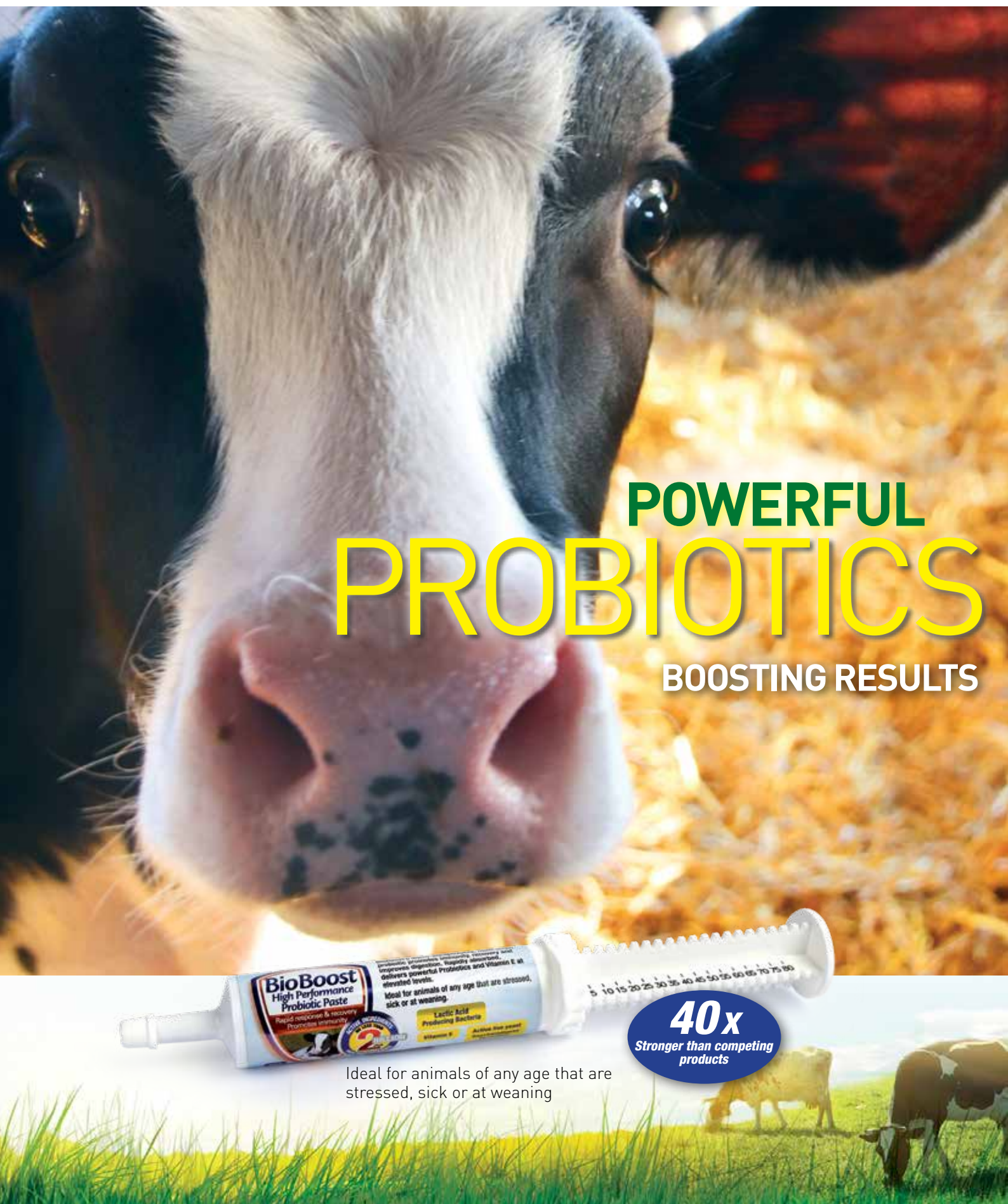
# POWERFUL PROBIOTICS

BOOSTING RESULTS



**40x**  
Stronger than competing  
products

Ideal for animals of any age that are  
stressed, sick or at weaning



# WHY USE PROBIOTICS?

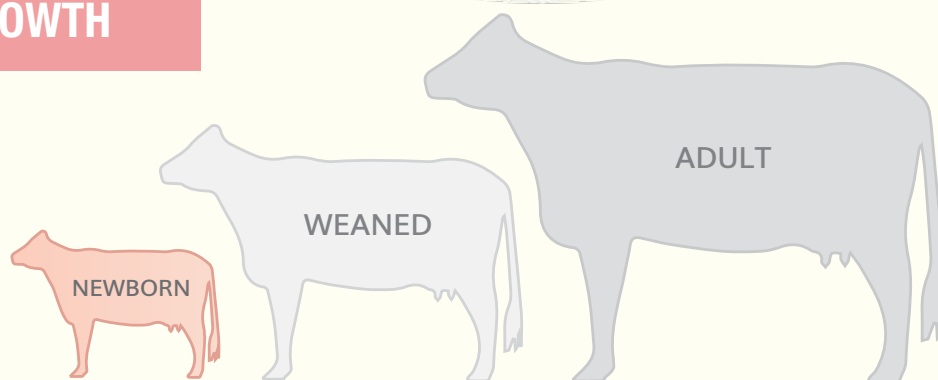
Supplementing a calf's diet with probiotics accelerates growth, reduces the need for antibiotic intervention, and directly stimulates important rumen development. It is vitally important to use a product that has wide varieties of good bugs, delivered in strong concentrations for the most effective result.

Please see page 7-8, where we visually explain the function of the rumen as the calf transitions from a newborn into a functioning ruminant. We've broken it down, and explained in detail why it is so important to make sure calves have a regular dose of probiotics to keep them healthy, and growing like mushrooms.



**1000  
DOSES  
PER PACK**

## ANIMAL GROWTH



AGE:	DAY 1	8 - 12 WEEKS	2 YEARS
%MBW:	>5%	17%	94%

## EXTRA BENEFITS OF BIOCALF AND BIOBOOST

BioCalf and BioBoost provide organisms that are compatible with a milk environment.

The probiotics have a high dose level for a meaningful impact in the immature rumen.

Probiotic supplementation ensures the immature rumen pH stays in the neutral range of 6 - 7.

The probiotics release essential amino acids for the calf's growth when digested.

BioCalf has a special Yucca plant extract containing naturally occurring saponins which help bind protozoal pathogens such as Coccidia and Cryptosporidium.

Yucca extract contains naturally occurring antimicrobials & anti-oxidants with complex properties still being researched.

Yucca extract also carries a US GRAS [Generally Regarded As Safe] status, and is FDA-approved for use in humans.

*Calves on BioBoost and BioCalf are healthier.*

### BioBoost – Probiotic Paste

Ideal for animals of any age that are stressed, sick or at weaning

**40x**  
Stronger than competing products





# WELCOME

Our customers might wonder why we have developed Australia's most comprehensive calf-rearing range, within our specialist calf-rearing division at Daviesway/DASCO?

For us, the answer is simple.

We see calf rearing as the cornerstone to your future herd, and you only get one chance to rear your best calves for your next generation.

The science is unequivocal regarding the positive Return On Investment on calf rearing costs, when they have been reared without incident or health checks.

## PROBIOTICS IS A BIG SUBJECT

It's no secret that Daviesway has always had a passion to search the globe for the best products and knowledge-base for Australian dairy producers.

And, one of our searches brought us right back to Australian Probiotic Solutions. Without question, the probiotic conversation is gaining traction. With a greater focus on using less antibiotics, within a more organic and transparent way of farming, we wanted to explore what this meant for our customers.

Our team quickly worked out that there is a great deal of difference between probiotics – both in strength, the value of microencapsulation, and the synchronistic enzymes and yeasts included in these products.

## THREE IMPORTANT THINGS TO CONSIDER

Importantly, the formulations behind Australian Probiotic Solutions has been supported by the grandfather of the conversation, Allan Hain.

Allan started in probiotics in 1998. He has travelled the world, and he has had the ear of some of the finest microbiologists on the planet. His knowledge and his passion for this subject is now arguably without peer.

I'd urge you to read Allan's story on p8-9, which explains his thinking today, and why

there are "billions" of Colony Forming Units per gram in BioCalf and BioBoost, instead of the more customary "millions" you'll find in most products.

Allan also clarifies why it matters.

## THE BIG TRANSITION

The visual graph our team have put together on p6-7 shows how a calf's rumen drives 70%-80% of its immunity. And, its ability to fight pathogens – in turn – drives its overall health, growth, and successful transition into a healthy and productive herd member.

If you have any doubts regarding using probiotics, then I'd urge you to enjoy the stories from our customers, who have taken the time to share their experience with BioCalf and BioBoost in this edition.

Tori Read and Don Harris (p2) have dropped their dependence on antibiotics by 70%, Carlie and Owen Barry (p4) are enjoying having some strong probiotic support in their organic operation, and Cindy Lucas and Trevor Smith (p10) routinely bring in calves from other farms, which is a challenge in itself. BioBoost and BioCalf have significantly eased that transition.

These are all different operations with diverse end-games, but their core focus is the same. To rear their best calves.

Couples like this help set the bar, and we are thrilled to be part of their journey.

Please enjoy the read, and if you have any questions, don't hesitate to contact any of our team.



### NIKK TAYLOR

General Manager – Daviesway/DASCO

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*Nikk Taylor has been with Daviesway/DASCO for 23 years, working across all aspects of the business.*

## WHO IS DAVIESWAY/DASCO?

Daviesway is a family-owned Australian business, which is today home to a team of 70 staff located throughout the country. It has alliances with dealers, resellers and retail rural outlet stores across Australia. Its in-house manufacturing arm in Victoria includes a full service & technical team. Daviesway also includes a calf-rearing specialist department (including Australia's only dried colostrum for calves, kids and foals). Its in-house chemical manufacturing plant, DASCO, introduced pre-mixed teat sprays in Australia. Daviesway's strong networks with many of the industry's leading global industry players remains integral to it keeping step with technology & innovation. Visit [daviesway.com.au](http://daviesway.com.au) for more information, videos, stories and feedback.

## AUSTRALIA'S ONLY DRIED BOVINE COLOSTRUM



**Kwik Start** is a colostrum supplement which boosts or replaces colostrum for newborn calves. It carries high levels of the immunoglobulins and antibacterials that are needed to give calves a flying start.

## WANT TO UPGRADE? NOT SURE HOW TO FINANCE IT?

Daviesway's partnership with global financial solutions company DLL (a fully owned subsidiary of Rabobank) now allows our customers to finance equipment from new installations and upgrades, to auto calf-feeders and milking robots – without impacting their farm's credit requirements.

*Don't hesitate to have a chat to us about it.*



# Waterlilly Farm

Equine therapist Tori Read gives her calves a great start by combining the best of her two worlds.



## BIOCALF

Double the strength of standard probiotic powders

## ANTIBIOTIC USE DROPPED BY 70% IN TOUGH CONDITIONS



Tori Read and Brendan McGrath (Daviesway).

**Farm manager Tori Read has dropped antibiotic use by 70% in her calf shed at Waterlilly Farm at Lang Lang, in South Gippsland, Victoria.**

Tori is an equine therapist, who met dairy farmer Don Harris five years ago. Their connection and subsequent partnership in life has meant that Tori has combined the best of two worlds – and it has included some marked upsides for her calves.

The couple is employed by the Follett family, whose herd peaks at 350 head milked through a 40-stand rotary. The challenge on the property is flooding, and while the farm spans 162 hectares (400 acres), if it rains they immediately lose 8ha (20 acres) under water.

## WINNING TRIO

Tori has continued to work one day a week in equine therapy, but spends the rest of her time on-farm. She rears 90 calves a year, and credits three products for making her work easy, and her calf health exceptional.

She said as well as wanting to rear her calves with the best hygiene, those decisions had made it easy for her to get her calves through the stages, when they were vulnerable.

One of them was to include potent probiotic milk additive BioCalf in their milk every day. She also uses BioBoost – a probiotic paste – which is 40 times stronger than any other probiotic on the market for new, sick and stressed calves that is easily administered orally. She also includes Daviesway's bovine dried colostrum, Kwik Start, as a colostrum fortifier if their colostrum doesn't test high enough on the refractometer.



*"I always give them the BioBoost paste in between their colostrum milk, and their first feed on the feeder,"* Tori said.

*"I just feel like it gives them that extra jump start after the colostrum. And, after that the milk gets fortified with the BioCalf powder every day.*

*"The BioCalf is super easy to mix up. I've had additives before, and they have seemed like a real chore. But, this isn't. I've got a few shakers from Daviesway, and I like to mix the powder and allow it to sit a bit longer, before I put it in their milk."*

Calves are started on four litres of milk fed twice-a-day, and they progress to once-a-day feeding when Tori is comfortable that they are ready. That usually takes about two weeks. They are weaned at 12 to 13 weeks old – depending on their size – usually when they are eating up to 2kg of heifer-developer pellets a day. Straw is also offered.

### 'MOOSE-ROOMING' NICELY

Tori is all too familiar with what can go wrong with calves, because the couple have bought calves from the market for their own property before. It's made her appreciate the difference in the calf shed since introducing probiotics.

*"The calves are really even. Sometimes you get twins that are smaller, or a calf born early, or just a small one for whatever reason. I'm finding that over the course of the 12 weeks, the calves all catch up in height – even if they aren't the same length – it is amazing.*

*"They are just so even. They are all fat, and shiny with clean bums. My son says they grow like 'moose-rooms', instead of mushrooms."*

*Tori said that taking the worry out of the calf pens has been a massive relief.*

*"If they do get sick, I find they just don't get so flat where you think they might not be alive in the morning. Now, if they have a little check, it's not really a problem. They are still happy to drink, and I do use the BioBoost paste for a couple of days to help them get on top of whatever is worrying them.*

*"I never like having really sick calves because they never seem to do well later. I just don't have any stragglers now. There's not one that I think, 'She won't do any good'. They are all just looking magnificent."*

### STRONG BELIEF

Tori believed in the BioCalf and BioBoost so much, that she was originally paying for it herself. The Follett family has now taken over that bill, and their reward has been a medicine bill in the calf shed slashed by 70%.

*"When the Folletts asked if we have had any problems with the calves this year, I was happy to say that we haven't.*

*"I just feel like I wouldn't go without BioCalf. I ran out of the first bucket when I had about 30 calves in the shed, and then I got a sick calf and I was like, 'I need my BioCalf, like right now'. The Folletts are on the page with us, and they said, 'Go and get it'."*

Tori brings some of her equine theories into the calf pens, by running her hands all over the calves as they drink to desensitise them. It also gives her a chance to check the calves, and assess their health. She said it's also been a great confidence booster for the calves.

As for Don...he is happy that Tori is happy.



### BIOBOOST

40 times more concentrated probiotic paste

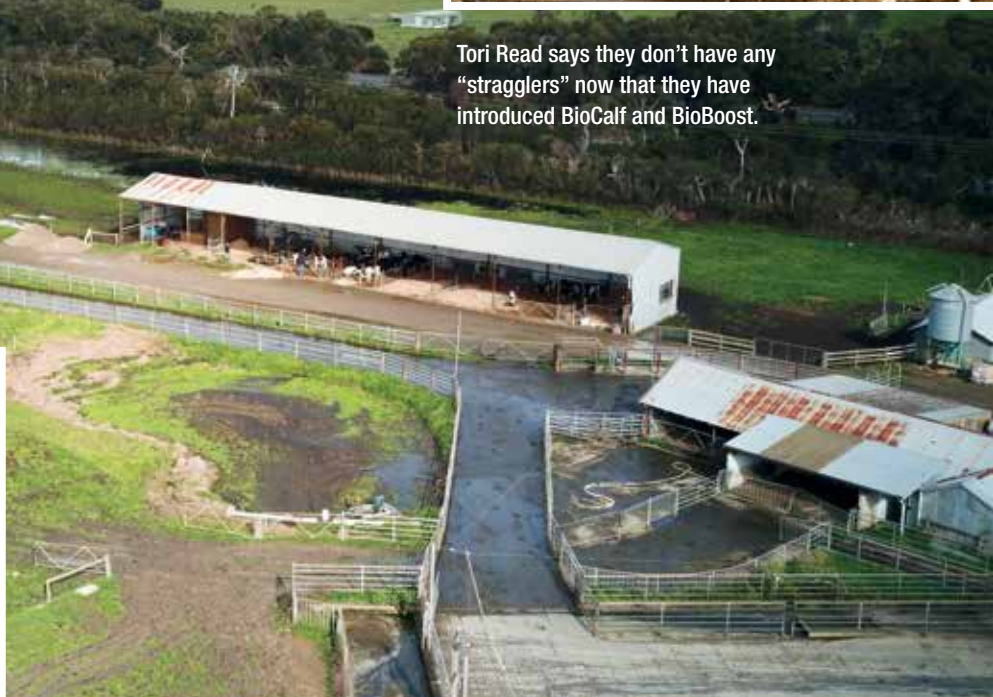


Tori Read says they don't have any "stragglers" now that they have introduced BioCalf and BioBoost.

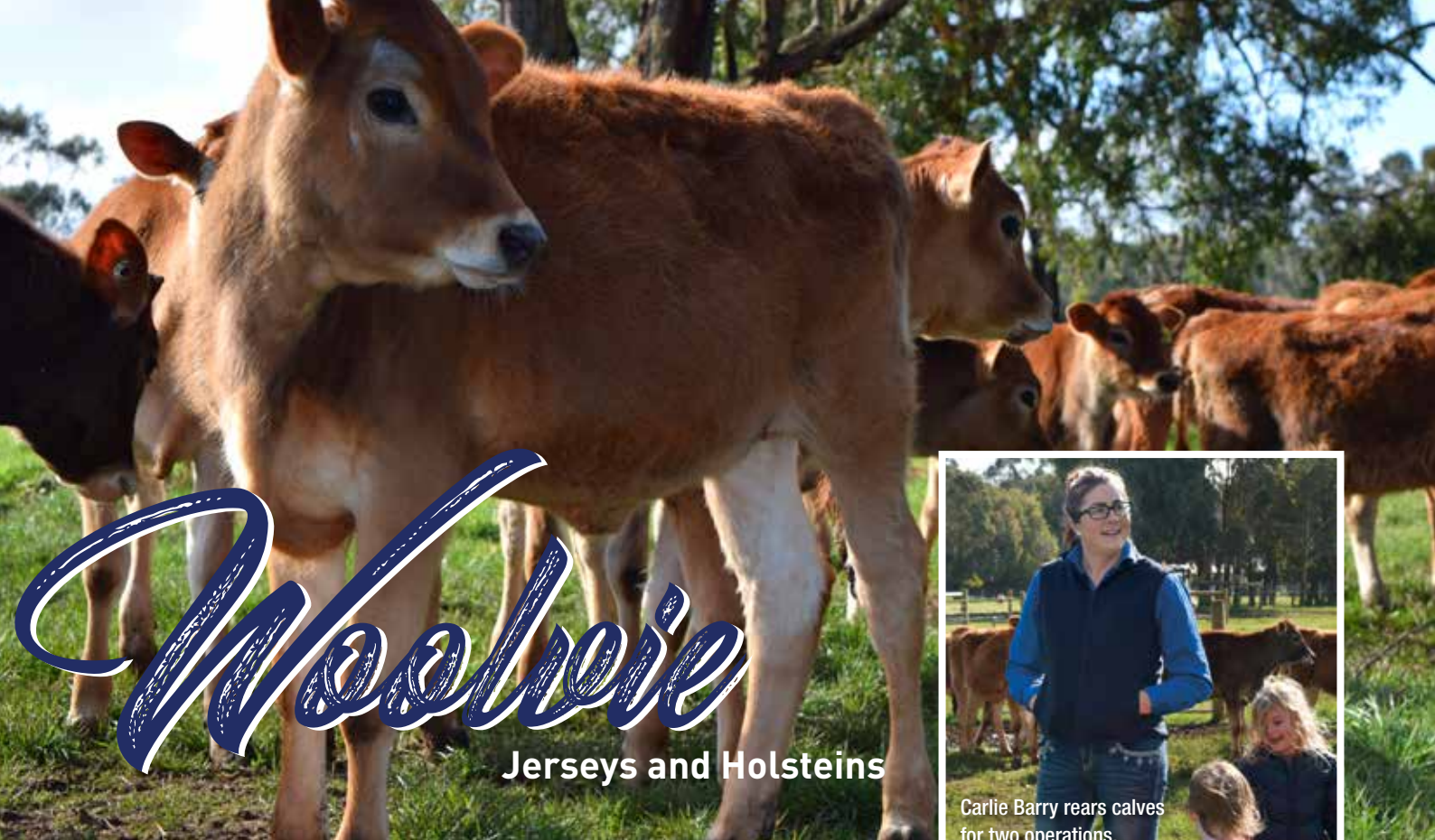
Waterlilly Farm at Lang Lang, in South Gippsland, tests its management team in wet weather.



Even and healthy calves makes them a joy to rear.







Carlie Barry rears calves for two operations, in between rearing a blended family of five children with her husband, Owen.

## ORGANIC TRANSITION EASED BY POWERFUL PROBIOTICS

### Transitioning to organic farming left Carlie Barry with some gnawing gaps in her calf-rearing arsenal.

Carlie and her husband Owen own Woolvie Jerseys and Holsteins at Carpendeit, just outside of Camperdown in Western Victoria.

The couple don't have a lot of time, with 526.5 hectares (1300 acres) under them, which not only includes their own 450-cow registered herd, but also lower-order sharefarmers, who milk just under 300 head for the couple at a leased property.

Carlie and Owen have built their business from the ground up, in between juggling a blended family of five children, aged between one and 17 years – including three daughters aged under four.

This energetic operation is pushing forward towards achieving full organic status by mid 2021.

Carlie is responsible for their calf rearing, with most calved in autumn.

The couple also buys in crossbred Jersey/Holstein calves from neighbouring registered Holstein herds, who use Jersey bulls on their first-calving heifers for ease of calving.

The Barrys use those calves as a seedstock base to improve the genetics on their sharefarmer's operation.

### TREATING SICK CALVES

One of the challenges of organic farming is treatments when animals get sick.

Carlie has a precise approach. She is spotlessly clean; she feeds temperature-controlled milk from a mobile Holm & Laue milk taxi. It is a rare sight in the Australian dairying landscape to see every calf being fed individually through head-locked bales with individual teat feeders. But that's the programme at Woolvie Jerseys and Holsteins.

The couple also invested in 13 Calf-Tel Multi Max hutches to transition calves when they graduate to outside living, aged two weeks. The 220cm long x 273cm wide x 183cm tall hutch is ideal for small groups. They feature Calf-Tel's thermal shedding properties, cross-ventilation techniques, and an adjustable rear vent that can be opened for great airflow.

Calves are weaned at 10 weeks.

### BIOCALF AN ORGANIC GAME-CHANGER

Last year Carlie had some challenges at the end of calving and was frustrated that within their organic transition, her medicine cabinet had been reduced to electrolytes.

This autumn she has included Daviesway's BioCalf and BioBoost.



### BIOBOOST

40 times more concentrated probiotic paste



BioCalf is a double-strength probiotic powder milk additive for calves, which contains Australia's only all-natural coccidiostat. It is added to the milk every day. BioBoost is a probiotic paste, which is 40 times stronger than any other probiotic on the market. Easily administered orally, the paste is ideal for new, sick and stressed calves.

*"In the last couple of years I'd done a fortified-milk programme with milk replacer," Carlie said. "I wasn't really happy because the Jerseys are finicky drinkers, and I really struggled through the first three to four weeks with nutritional scours. Crossbreds, you can pretty much do anything to and they will be right. They will get sick, and they will still drink. The Jerseys can die in a day."*

*"I'm a big believer in probiotics for myself and I had tried another product before BioCalf, but I was wasn't really getting the results I needed to justify the additional expense."*

*"So, this year I decided to feed a larger quantity of milk, less grain and to include BioCalf and BioBoost. Brendan [Daviesway's calf rearing specialist] explained about the added strength of BioCalf and BioBoost, and how probiotics can help when you're feeding high quantities of milk."*

*"At peak this season, my calves have been getting nine to 10 litres of milk a day – even the Jerseys – and, they have never looked better. They are the best calves I've ever had – by far. Honestly, it's word of mouth is how these things get passed along."*



#### BIOCALF

Double the strength of standard probiotic powders

*"I can't believe how shiny their coats are, how well conditioned they are, and how much capacity they have. I've even had people ask me if my crossbred calves are Angus, because they are so solid and jet black."*

#### TAKING BACK THE POWER

Carlie said BioBoost has been a welcome support as an added back-up with sick or stressed calves.

*"The Bioboost has been really important with the prevention side of things. In the last couple of years - before we included BioBoost and BioCalf in our programme - I had nothing in my tool kit except electrolytes."*

*"They now get the BioBoost paste when they come into the calf shed, and again when they move outside," Carlie said.*

*"Because I also feed each calf individually, I can quickly tell if one of them isn't 100%, and I give them the BioBoost straight away."*

*"I recently had a couple of calves that looked like they were getting pneumonia after a cold front went through. They were flat, and they had runny noses in the morning, and so I gave them the BioBoost."*

*"That night they were perfect."*

*"This year, I also bought some calves in from a different farm that I don't usually use. As soon as I picked them up, I could smell them. I used my Daviesway Scour Test Kit and confirmed that they had Rotavirus and Crypto (Cryptosporidium parvum), and I decided I'd do a trial with them using the probiotics."*

*"All I did was give them BioCalf, no electrolytes, and I added activated charcoal in their water [a handful per 10-litre bucket]. They all came good in a couple of days."*

#### DAVIESWAY'S FULL SUPPORT SYSTEM

Carlie is a walking advertisement for Daviesway's comprehensive calf-rearing division. She says the mobile milk taxi, which warms and holds milk at temperature, plus mixes and accurately measures milk, has been a life-saver for her. They bought it when she was seven months pregnant and determined to keep feeding her calves while battling with the physicality of lifting buckets.

*"My back was starting to concern me, along with my health, and my pelvic floor," Carlie said. "The Taxi was expensive, but what price do you put on your health? With the Milk Taxi I was able to even feed the calves while I was in labour, before I went to the hospital."*

*"I'd never go back to feeding calves the way I used to do it now – no way."*

#### KEEPING IT CLEAN

Carlie also uses popular European shed sanitiser, Stalosan F and Germidet. Stalosan has a pH below four. The non-toxic powder works because it includes high levels of copper and iron oxide – both well-known antimicrobials. The unique combination of minerals also binds up to 100% moisture where ammonia is present. Germidet is a non-irritant, powerful and biodegradable germicidal detergent and general disinfectant.

*"I'm big fans of both products. There was a point where I couldn't get the Germidet and I tried another product, but it was nowhere near as good. I use the Stalosan in the calf shed whenever new calves go in. I mostly use the Germidet in the outside hutches and to wash my teat feeders and test buckets."*

As, in everything Carlie said she is speaking up for one reason.

*"People don't always believe sales reps, but they do believe other farmers, and I've got used to recommending BioCalf because I believe in it, and I want to help others."*

*"People don't always believe sales reps, but they do believe other farmers, and I've got used to recommending BioCalf because I believe in it, and I want to help others."*



Rearing calves as nature intended.

# THE BIG TRANSITION

## NEWBORN to a RUMINANT

### THE HEALTH OF A CALF RELIES ON ITS RUMEN

Supplementing a calf with probiotics that adhere to its mouth and throat will accelerate the population of microflora in the rumen. This flora drives the development of the calf and reduces the need for antibiotic intervention while directly stimulating rumen development.

**A newborn calf's rumen takes up just 25% of its entire stomach. To rear a newborn calf to a healthy, weaned adult, the rumen must develop to take up 80% of the entire stomach.**

**Calves, which don't have access to fibrous feeds, cannot get enough healthy bugs (microflora) into their rumen to help fuel this growth, in addition to strong immunity/recovery levels.**

#### 1 LIQUID FEED & THE OESOPHAGEAL GROOVE

The oesophageal groove closes reflexively to enable liquid feed (e.g. colostrum, whole milk/milk replacer) to bypass the rumen, reticulum and omasum, flowing directly to the abomasum where it is broken down into directly soluble components – fats, sugars, minerals and amino acids.

#### MOST LIQUID FEED

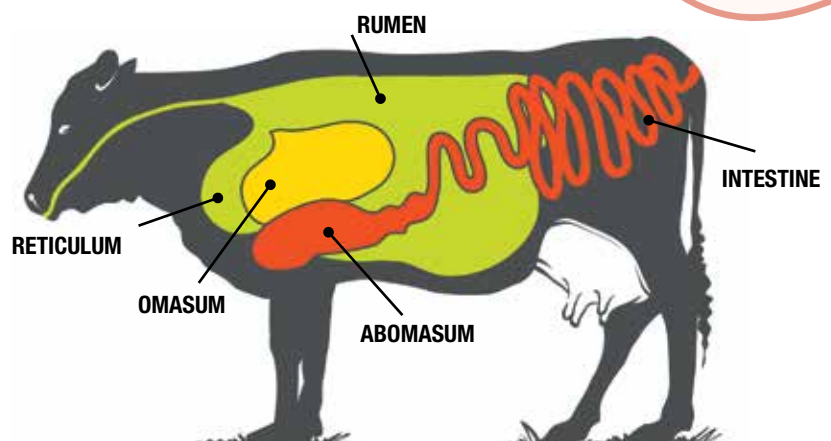
#### OESOPHAGEAL GROOVE

#### FIBRE & WATER

#### 2 FIBRE & WATER

At birth, the rumen is undeveloped and inactive. Microflora are introduced to the rumen from the environment as the calf reflexively licks and chews items around it. Fibre and water help carry microflora to the rumen to begin the development of the epithelium and papillae – the lining and texturing of the rumen walls.

#### DIGESTIVE SYSTEM



**ADULT RUMEN**  
**80%**  
(of the entire stomach)

**CALF RUMEN**  
**25%**

**CALF ABOMASUM**  
**60%**

**LIQUID FEED**



### 3 MICROFLORA

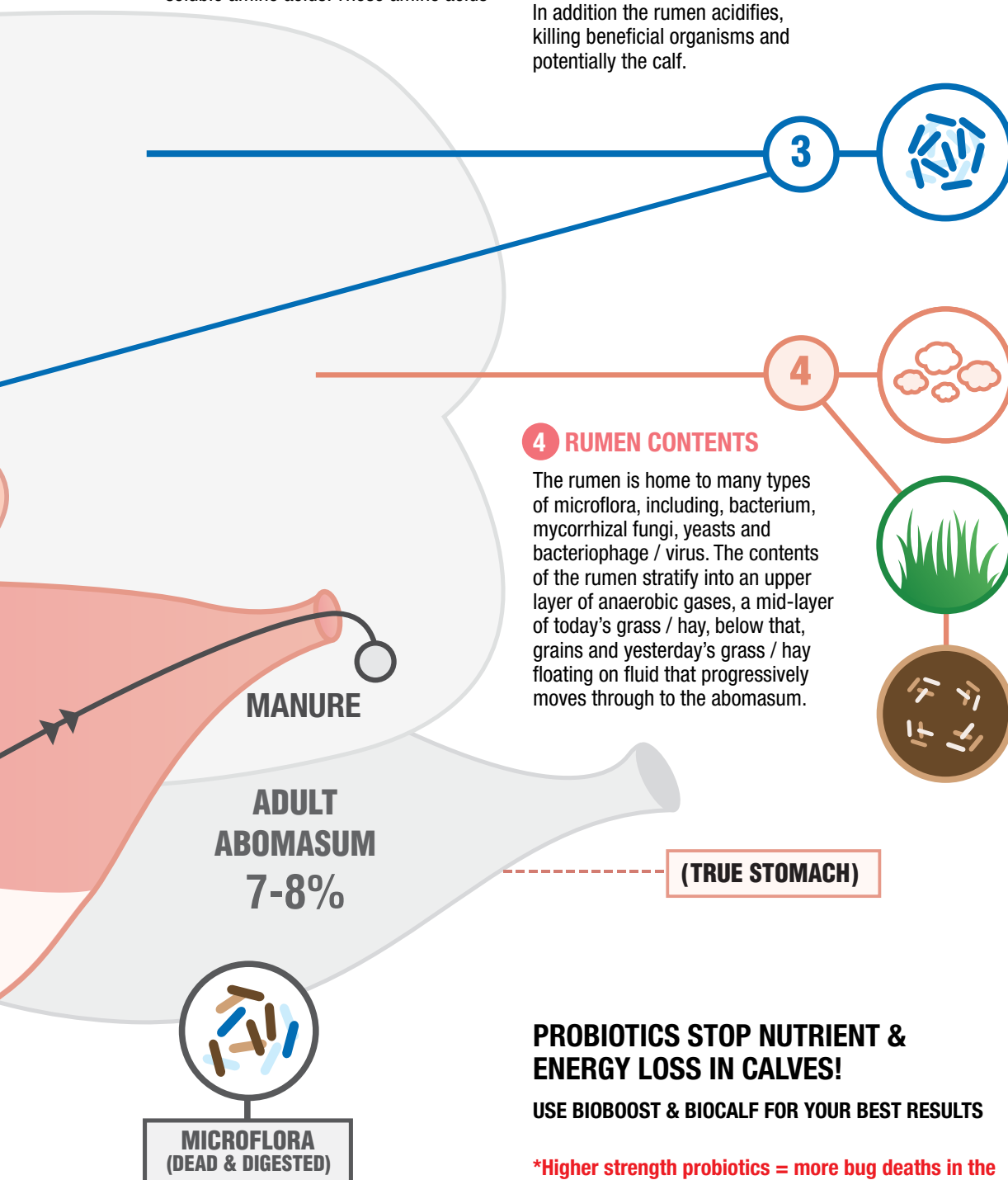
The healthy rumen grows diverse micro-flora that digest plant components, carbohydrates and proteins converting them into both rumen soluble (pH = Neutral) and abomasum soluble (pH <2) parts. This process releases non-protein (N) as ammonia (NH<sub>3</sub>), which the microflora absorb and convert to microbial proteins (amino-acids). As microflora die and pass to the abomasum the microbial proteins are broken down to release soluble amino acids. These amino acids

are directly absorbed into the calf's blood stream and used as protein building blocks.

Rumen microflora are the principle source of bovine protein.

In an unhealthy rumen, there is an inadequate or unbalanced microflora population. This means NH<sub>3</sub> is absorbed into the blood, the liver converts this NH<sub>3</sub> to ureic acid, which is excreted. The result is a net energy loss, and a loss of nutritional value.

In addition the rumen acidifies, killing beneficial organisms and potentially the calf.



ADULT RUMEN CONTENTS

### PROBIOTICS STOP NUTRIENT & ENERGY LOSS IN CALVES!

USE BIOBOOST & BIOCALF FOR YOUR BEST RESULTS

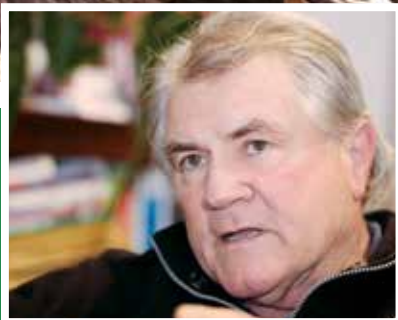
**\*Higher strength probiotics = more bug deaths in the abomasum = more amino acids available for growth.**

**Feeding calves solely on a liquid diet will limit rumen development – marked by decreased rumen weight – and their growth rates will slump after weaning.**



Allan Hain paved the way for exceptional results with probiotics.

Photo: Sheila Sundborg.



## COLONY FORMING UNITS IS THE 'TRICK QUESTION' WITH PROBIOTICS

*Three questions separate the pretenders from “the real deal” in probiotic efficacy, says the grandfather of the live micro-organism debate.*

*Allan Hain says there is no longer any question that quality probiotics work, and they are an important part of the future of dairying. However, he warns that there are some important distinctions between product strength and modes of action of which farmers should be wary.*

*He believes these questions are directly linked to the results of which probiotics are capable. And, that they aren't being answered well enough...*

Much of this highly focused, passionate probiotic advocate's career has been in “good bacteria”, with his work giving him strong credibility on the subject throughout Australasia.

It was 1998 when he first began marketing probiotics in Australia under the company name Performance Probiotics. He faced widespread scepticism at that time, sleeping in a swag in the back of his van and fearlessly driving up the driveways of some of Australia's highest-performing farmers. It was a brutal audience on a good day.

However, Allan earned their respect and their business, achieving some telling results in the process.

### BIOBOOST

Concentrated probiotic paste





His dogged curiosity also drew him to microbiologists at the highest levels in North America, and to the best products coming out of the United States, Japan, Austria and Germany. It also helped him lay some important groundwork for vital applications for probiotics in the dairy and calf sheds in 2020.

### THREE QUESTIONS FARMERS NEED TO ASK...

Allan's formulations are the science behind two next-level calf-rearing support systems, BioCalf and BioBoost.

BioCalf is a double-strength probiotic milk-additive powder for calves; it contains Australia's only all-natural coccidiostat and is added to the milk every day.

BioCalf's sister product – BioBoost paste – is 40 times stronger than any other probiotic on the market, is easily administered orally, and designed for new, sick and stressed calves.

**Allan urges farmers to ask three questions before they choose their personal probiotic path:**

1. **What is the number of live cells per gram, expressed as "colony forming units per gram" (CFU) – or "strength"?**
2. **The product stability/viability (whether it is liquid or powder, and its shelf life)?**
3. **What are they blended with (being active live yeast, enzymes or probiotics)?**

Allan said, "One of the problems in this business is that farmers don't have all the information they need to make informed decisions about what they are buying.

"As soon as there is a health challenge on-farm, you need a high CFU count, viability [shelf life], and micro-encapsulation in order to change outcomes.

"There has been a lot of work done over the years, and while people mostly focus on single-strain yeasts, the probiotics and enzymes also have a synchronistic action in the rumen, and when they are formulated in the right combinations at the right strength, they make a powerful product."

### WHY STRENGTH MATTERS

So, why does it need to be stronger?

In describing the digestive tract of cattle, Allan said there's "a war in there".

"The more soldiers we have in there the better, and some soldiers in the probiotic world come better equipped for the fight than others. It's as simple as that. I don't know anyone using higher concentrations than us.

*"There are myriad sub-par products out there now, which have very low amounts of CFUs. And when farmers buy very low amounts of the active ingredients in these products, it's a concern."*

Australian veterinarian and former dairy farmer Dr Robyn Plunkett strongly agrees with Allan. Not only has she used the products, she now works with him.

Robyn said, "Australian farmers may not be aware, but to this point everyone was talking about millions of CFUs in probiotics. In BioBoost and BioCalf formulations we're talking billions – and, that's the critical difference."

### GI TRACT DRIVES IMMUNITY

Allan says the lower gastrointestinal (GI) tract drives 70-80% of a mammal's immunity, and getting the right concentrations of probiotics to that sweet spot isn't easy. So, there is no question in his mind that the micro-encapsulated probiotics in BioCalf and BioBoost are critical.

*"If the probiotics come to life in the rumen, they aren't worth two-bob. The micro-encapsulated coating allows them to bypass the rumen and come to life in the lower GI tract, where they outcompete pathogenic bacteria and do their best work."*

*"Common sense says that you cannot get that mode of action with liquid supplements. They will give a nominal therapeutic effect, and it's better than feeding nothing. But, in my opinion, it's not the answer."*

### IMMUNITY DELIVERS RESULTS

Fuelling a healthy immune system leads to other vital, and more subtle, conversations.

*"There is a reason one calf gets sick and another doesn't. It's usually because of suppressed immune function in those calves."*

*"If you've got strong immune function, and a strong load of beneficial organisms in the lower GI tract, it makes sense your calves can fight infection. And, we all know that healthy calves make highly productive cows."*

### QUALITY ABOVE ALL

Results motivate Allan, and he's clear after more than two decades about what it takes to achieve that.

He sources one of the best quality active live yeasts from the USA, while the enzymes and micro-encapsulated high CFU probiotics come from Austria and Japan.

The products all have high "viability" ratings, which speaks directly to their quality. Put simply, it means the biological activity and CFU counts must still work two years after the labels expire in the USA.

*"It always been about the results for me. I love hearing the positive stories coming back from farmers."*

*"And, with expenses continually mounting, it's important that farmers have all the information they need to get these purchases right."*



## TRUSTI TUBER

**Safest tube feeder on the market**

The smoothest and most practical feeding process for your calves. Designed by a vet and farmer, the Trusti Tuber significantly reduces calf stress and discomfort, giving the operator complete confidence. It has a soft and flexible tube, which is easily swallowed by the calf.



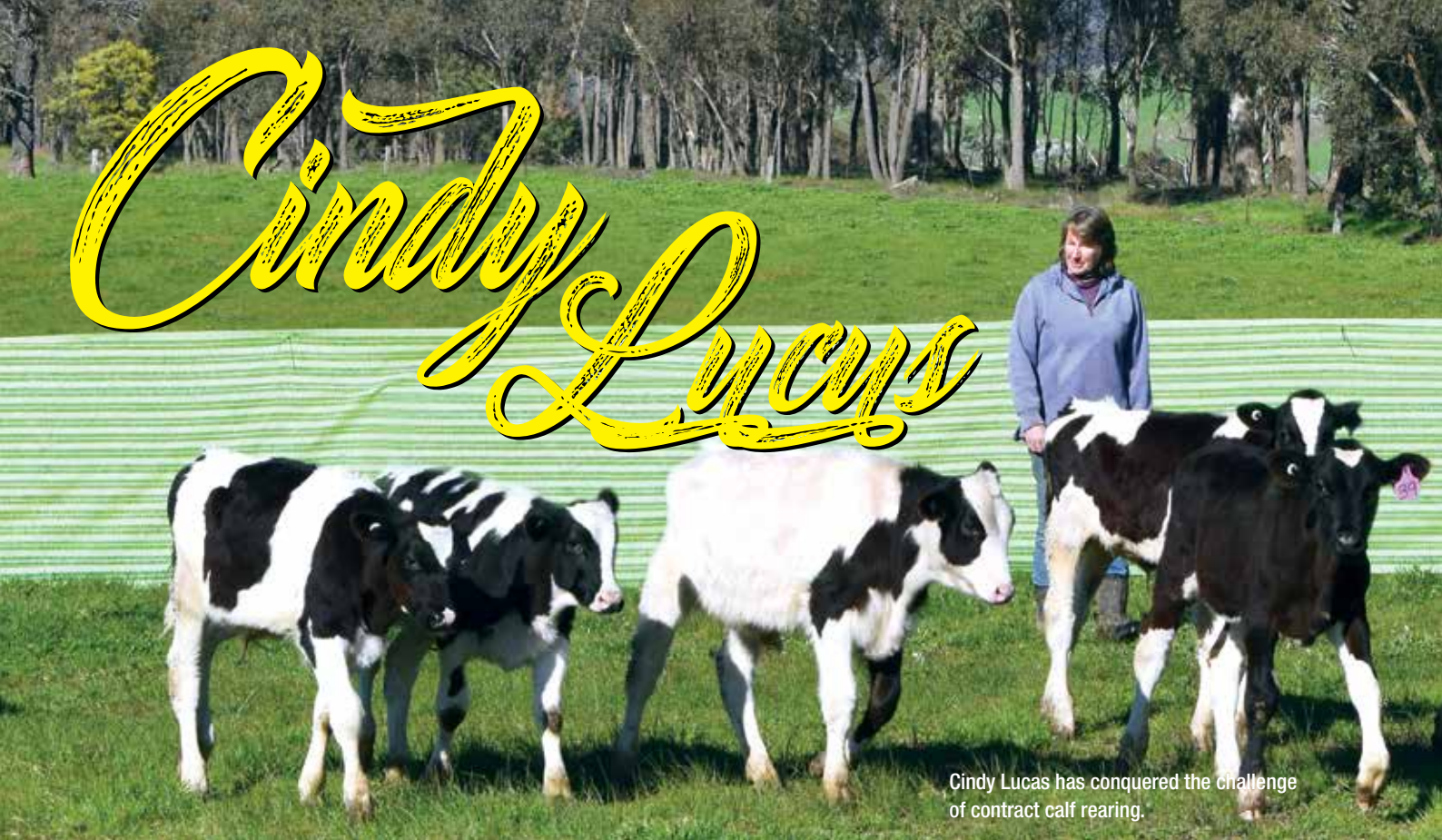
The flexible tube is advanced through the mouthpiece, so the tube can be easily and safely positioned in the oesophagus



Comes with a Peach teat cap for easy transition between teat and tuber



# Cindy Lucas



Cindy Lucas has conquered the challenge of contract calf rearing.

## MANAGING CALVES BROUGHT IN FROM OTHER OPERATIONS AGED FIVE TO NINE DAYS

**Whether Cindy Lucas is contract rearing 100 or 500 calves, her protocols remain the same.**



Every calf counts at Cindy Lucas' operation.

Because the final result remains her passion, Cindy is constantly curious about new developments and industry progress. And having discovered the next generation of probiotics, she is excited about their impact.

Cindy lives at Mudgegonga, near Myrtleford in northern Victoria; her operation has undergone significant change in the past two years. She used to contract rear 500 calves a year on her property for a number of local dairy farmers, rearing Holstein, Jersey and cross-bred heifers, in addition to Holstein steers, Wagyu-cross and beef-cross calves.

In 2019, Cindy and her partner, Trevor Smith, sold their home and moved two kilometres down the road to a new property on two hectares (five acres). They have maintained another 405ha (100 acres) close by for their beef herd and calf-rearing operation.

During the transition year, Cindy reared calves on-farm for local dairy farmers Stuart and Sarah Crosthwaite, helping them design their calf-rearing facility, while sharing her knowledge with the Stuart and Sarah's new employee.

Cindy and Trevor are now blending their own calf-rearing operation "Calm Calf Contract Calf Rearing", with their budding bed & breakfast business, in addition to their Wagyu/Holstein beef herd. Trevor works in the mining industry, so is often away for work, so Cindy runs the home operation.

This autumn, Cindy has contract-reared close to 100 calves. Calves are weaned at six weeks. At the 12-week mark, the Holstein heifers weigh between 100 and 125 kilograms and the Wagyu-cross calves weigh between 90-110kg. Holstein steers are reared to a finishing weight of 130kg. In total, she will rear between 200 and 250 calves this year. Her on-farm infrastructure includes a converted shipping container, and a 12x12-metre dome shelter.



### BIOCALF

Double the strength of standard probiotic powders



## INCONSISTENCIES CONQUERED

One of Cindy's recent finds in the calf-rearing space was the natural probiotic milk-additive powder BioCalf, which she heard about at a calf-rearing day at Kyabram.

At the time she was still juggling her contract calf-rearing at the dairy with her own calves. She said it was hard to keep consistency in her home programme in terms of feeding times – which is why the probiotics spoke to her.

BioCalf is a double-strength probiotic milk-additive powder for calves; it contains Australia's only all-natural coccidiostat and is added to the milk every day.

Cindy has always also used a probiotic paste, and the elevated level of active ingredients provided in BioCalf's sister product – BioBoost paste – meant she didn't take long to also include it in her regime.

BioBoost is 40 times stronger than any other probiotic on the market. The paste is ideal for new calves, calves that are slightly "flat", or if they are stressed at dehorning or weaning.

## STABLE POWDER

Importantly, both the powder and the paste are supplied in dried and inert suspensions. It is the most stable environment for micro-organisms, which populate once they are added to liquid.

Cindy said, "I first used the BioCalf and BioBoost last year for my Wagyu in the autumn, because they were getting fed whenever I got back from the other dairy.

*"At that time it was essentially an insurance policy against those variations in my feeding times. Wagyu calves can be finicky feeders, and getting weight on them can be a challenge sometimes – especially the heifers.*

*"Both products were incredibly successful for me. All the calves did well, and I didn't have any issues."*



This 12x12-metre dome shelter is the heartbeat of the calf-rearing operation.

## QUICKER TRANSITION TO FIBRE

The calves are fed once-a-day after the first couple of days, with three litres of fortified milk powder mix (500 grams of calf replacer which is 28% protein and 22% fat). It's the equivalent to feeding four litres of whole milk. The calves also have access to muesli, pellets, seaweed meal and barley straw. After the first week, pasture is added to the mix. The calves are weaned aged between five and six weeks, when they are fully transitioned to grain.

Another challenge Cindy faces is that she brings the calves in from other operations aged between five and nine days. It's the precarious window when calves will break down if they are going to do so.

*"I've got a really good trailer, with deep straw bedding, and closed-in walls to protect them against any drafts," Cindy said. "Low stress is my main mantra for my calves. When I get back to my place, I always give them the BioBoost paste, and that immediately stimulates them to get up, and start sucking.*

*"They check out their little pens, and they get electrolytes straight away before they settle in."*



Converted shipping containers have been a clever way to include protection with indoor/outdoor living.



Introducing calves from other operations is no longer a problem.

Cindy Lucas and Trevor Smith's Calm Calf Contract Calf Rearing unit, near Myrtleford in northern Victoria.



## BROUGHT-IN CHALLENGES

Cindy said sometimes she has had bull calves come in with blood and tissue in their scours, but BioCalf and BioBoost helped stop them going off their milk, and allowed her to ease them through any early challenges. Without losses.

Cindy starts her calves in groups of five to 10, graduating them to 20 head as they grow and gain in confidence. She said the BioCalf and BioBoost had contributed to several noticeable changes.

*"What I've found that is particularly noticeable with the Wagyu is that their coats are softer, darker, and the hair on their faces is sleek and shiny. Their intake of hard feed is also definitely very good, and it happens early."*

Cindy said she finds the powder easy to mix and add to the milk.

## DEHORNING MUCH EASIER

Disbudding has also taken on new meaning with BioBoost in the mix. Cindy doesn't sedate her calves. Instead she uses the pain relief Ilium Buccalgesic OTM – a viscous liquid that is absorbed through the mucosal membranes of the calf's cheek. It delivers pain relief within five minutes for up to 48 hours. She also gives her calves a BioBoost treatment paste as they leave the crush.

*"Then I go and mix up their milk with the BioCalf in it, and they're fed after they're dehorned. They always drink as normal. It's amazing."*

## BIOBOOST

40 times more concentrated probiotic paste

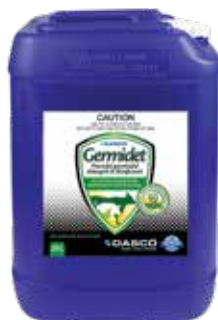


Calves are started in groups of five to 10, and graduate to bigger groups as they grow, and gain confidence.

## Sacrifice on price, not quality

### Germidet

Perfect for cleaning and disinfecting animal housing – calves, pigs, poultry... biodegradable and non-irritant.



**GERMIDET vs VIRKON S**  
(Per 100lt solution)

**\$15.30\* vs \$39.00\***

\*prices may vary

### Stalosan F

Broad spectrum, natural disinfectant powder for animal housings.

## STALOSAN 'THE BEST'

Bedding has been another area to get plenty of attention. The calves are bedded in pine shavings with pine woodchips at the front of the pens.

Cindy is sold on popular European shed sanitiser Stalosan F. The Danish product has a pH below four. Its non-toxic powder works because it includes high levels of copper and iron oxide, both of which are well-known antimicrobials; the unique combination of minerals binds up

to 100% moisture where ammonia is present.

*"I use it religiously," Cindy said. "It is the best. I used to use it years ago, and then it disappeared. Thank goodness Daviesway found it, and brought it back. As soon as they did, I was straight back onto it."*

*"It's a very effective product and it really takes the ammonia smell out of the pens."*



Happy calves make Cindy Lucas happy.



# OT SERIES

## OPEN TROUGH

### KEY FEATURES



Lower  
inspection point

Recycle  
option

### MODELS

#### OT50S - SINGLE AXLE

50 teat • 500L tank  
1280H x 1850W x 2800L

#### OT50LT - TANDEM AXLE

50 teat • 1000L tank  
1700H x 1850W x 2800L

#### OT60LT - TANDEM AXLE

60 teat • 1000L tank  
1700H x 2320W x 3020L

OT50S



### TIP

The Open Trough series from Stallion is designed with a low mounted tank for maximum stability and is available in both 500L (single axle) and 1000L (tandem axle) models. The open troughs allow for easy cleaning and visibility of milk flow.

# MF SERIES

## MODULAR FEEDER

### KEY FEATURES



Slip on/off  
troughs

Feeds  
12 to 60

Recycle  
option

### MODELS

#### MF50S - SINGLE AXLE

50 teat • 500L tank  
1380H x 1550W x 2850L

#### MF50LT - TANDEM AXLE

50 teat • 1000L tank  
1730H x 1550W x 2850L

#### MF55LT - TANDEM AXLE

55 teat • 1000L tank  
1730H x 1550W x 3400L

#### MF60LT - TANDEM AXLE

60 teat • 1000L tank  
1730H x 1550W x 3400L

MF50LT



### TIP

If you're looking for a multi-use feeder our MF range is the one to look at. Designed to be able to remove the individual feeders for in-shed use, the MF is ideal for the life style farmer. The mobile can be used for a smaller numbers of calves and then expanded as numbers increase.



# STALLION

ESTABLISHED 1984

## OTM SERIES

OPEN TROUGH MIXER

### KEY FEATURES



Carries up to 1000 litres

Self-cleaning tank

Saves time

Mix & feed colostrum/milk

Recycle option

### MODELS

#### OTM50 - TANDEM AXLE

50 teat • 1000L tank  
1700H x 2000W x 4300L

The new Stallion OTM combines the MTF and OT range to create another innovative feeder designed to be user friendly and make the lives of farmers that much easier.

The open trough design allows farmers access to see what's being fed out to their livestock and more control cleaning the troughs.

## IF IT'S NOT A STALLION, IT'S NOT THE BEST FEEDER



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