

## NEW APPROACH PROMISES SUPERIOR ALL-ROUND TEAT PROTECTION

Dairy hygiene specialists Deosan launched a radical new concept in udder hygiene at the Welsh Dairy Event. Deosan **Harmony** is the first package of pre- and post- disinfectants specifically formulated to work in tandem to ensure maximum bacterial kill.

The two products in the Deosan harmony range are **Harmony Pre-** and **Harmony Post**. Both are suitable for use as a dip, spray or foam and can be used individually or in combination.

According to Deosan technical manager, Alison Cox, dairy farmers can now ensure maximum protection by using products formulated for their specific task but designed to work together. "Effective control of bacteria on the teat surface requires effective hygiene routines and disinfection both before and after milking.

"Pre- and post- disinfectants have to carry out similar but different roles and therefore have to be formulated differently. A pre-disinfectant must achieve an instant kill and so needs an effective biocidal system.

As its primary role is biocidal and it only remains on the udder a short time, emollient levels will be lower than a post-milking product. Post-milking disinfectants need higher levels of emollients to maintain skin condition while the biocide also needs to remain on the teat longer.

"As well as being formulated to do their particular job, it is important to use pre- and post-products that work as a team with complimentary modes of action," Ms Cox continues.

**Harmony Pre-** is provided as a ready to use stabilised formulation containing 2400ppm Iodine, a proven emollient, and the purest skin friendly surfactant available. The formulation is designed to achieve good penetration into all crevices on the teat skin, loosening dirt and organic matter swiftly to maximise the instant kill effect of the iodine.

**Harmony Post-** is also supplied ready to use and has higher levels of both iodine and skin conditioners. It contains thickeners and film forming agents to produce a well bodied product when applied to the teat whether dipped, sprayed or foamed.

The film ensures the teat canal is plugged in the crucial moments immediately after the unit is removed while the high iodine levels achieve a rapid and comprehensive bacterial kill.

Laboratory tests show that over 20% more Harmony Pre- and Post- is retained on the teat compared to other teat sprays, reducing waste and maximising bacterial control.

"Farmers can use Deosan **Harmony Pre-** or **Post-** individually, confident they are buying a product specifically formulated for the task and capable of achieving outstanding protection," Ms Cox adds. "However by using the products in tandem, they can take advantage of the first system formulated for UK conditions capable of delivering all-round protection against bacteria throughout the milking process and optimising skin condition, however they are applied."

Deosan **Harmony Post-** is available in 20 litre/200 litre and 950 litre IBC, while **Harmony Pre-** comes in 20 and 200 litre sizes.

For further information: contact David John on 07971 587772 or your local branch

## GENERAL MANAGER'S COMMENTS

By Keith Gosney

Reading the farmers weekly it seems that even they have decided to give up farming, having decided that they should concentrate on publishing. So is it all doom and despair? Judging by some of the sales of land to farmers and some excellent dispersal sales, you would have to say no.

I can remember my own father when he sold our farm in 1968 saying he was going to sell because there was no way you could farm and make money on land at as much as £1000 an acre (and in those days the house was thrown in for nothing). Perhaps it is a sign of the times and testament to the way in which farmers' asset values have been redistributed, that our old farmhouse if we owned it today would be worth over a £1,000,000. Whilst this may help owner occupiers' ability to borrow, it does not help the farms' ability to earn revenue.

For us at C.C.F. it is once again the start of a new financial year and of course the challenge is to try and look ahead, still working within a business where our customers' are not sure of what is to

come, not least of all the envelope with the single farm payment money, which will no doubt be welcome on most farms throughout Wales. Our best guess is that it may well be another year before farmers begin to really come to terms with the changes the mid term review and single farm payment may make to their business, but that the huge increases in oil based products let alone the cost of transport, will make buyers think carefully when purchasing fertiliser, chemicals and plastics. Avian or bird flu while worrying for poultry farmers may give rise to increases in demand for beef, lamb and pig meat, which will be welcome for farmers in those areas. Hopefully in the one hour we are told Tim Bennett had with Mr Blair (not so long ago the time given to agriculture would have been two or three hours, not to mention time at both labour and conservative party conferences), Tim will have enquired the chronic needs of all of the farming sectors, although in as little as an hour I struggle to believe how you can ask for much more than sugar in your coffee.

## GOOD HOUSEKEEPING WILL KEEP DISEASE AT BAY

By paying attention to winter housing conditions, dairy farmers can go a long way to reducing many of the bacterial infections associated with housed cattle and so help preserve precious margins.

Keeping animals housed in a clean, well managed environment can help reduce bacterial levels and consequent risks of infection from diseases such as mastitis, digital dermatitis and respiratory conditions.

Attention should be paid to all aspects of the environment in cubicles and loose yards. Ventilation and drainage must be adequate to maintain the appropriate dry, airy environment.

Passages should be regularly scraped and bedding applied regularly. Good beds are essential and bedding should be stored in such a way that it is clean and dry when spread. Regular use of chemical bedding treatments to help suppress bacterial numbers and limit infection should also be used.

Particular attention should also be paid to calving areas and boxes should be mucked out, cleaned and disinfected after each calving to prevent the spread of mastitis.

For further details contact Adrian Morgan from Deosan on 07967 694105

