

# JOURNAL

The Official Publication of the South Australian Dairyfarmers Association Inc.



IN THIS ISSUE

DAIRY FARMING IN AMERICA IN 1987  
AVOIDING CHEMICAL RESIDUES IN MILK & MEAT

Founded  
1935

ISSN 0049-1446

VOL. 29 NO. 1

JULY-AUGUST 1987

## THE BASIC PRICE - - EQUALISATION - - AND THE KERIN PLAN

The basic price has, regrettably, not made the transition from the previous Federal scheme to the Kerin Plan as smoothly as had been hoped, leading to some confusion among dairyfarmers in the Central Region, which has not always been dispelled by the several explanations in the dairy companies' monthly newsletters.

Until now, one of the major benefits of the milk equalisation scheme has been the participation of this Association in negotiating the basic milk price with the dairy companies, an involvement that was the envy of our colleagues in the dairyfarmer organisations in other States, who were denied any part in determining the prices that dairy companies in those States paid for manufacturing milk.

This Association's involvement in setting the basic milk price arises from a clause in the Equalisation Agreement which defines the Basic Milk Price as being "..... fixed by agreement between the South Australian Dairyfarmers' Association Incorporated and a majority in number of the Merchants (the dairy companies)."

In arriving at an opening Basic Milk Price, at the start of the season, the negotiating parties (the Association and the companies), until last year, had before them the Australian Dairy Corporation's projections which were, in those days, more authoritative than they are, now, under the Kerin Plan, as they related to the export pools and the equalisation pools, both of which were under the direct control of the Corporation.

These pool values represented the first step in a series of calculations which involved assessed costs of manufacturing, freight and storage, predictions of likely cost movements, and general economic trends.

This does not mean that the Association's opinions were always followed; frequently we considered that the basic price was too low, and, on occasions, refused to agree on a basic price, thereby forcing the Merchants to increase their offer, but, in general, it can be said that the prices so negotiated, compared more favourably with those paid in other States.

Later in the season, and for some time after the close of the season, the interim Basic Milk Price was increased, from time to time, by retrospective payments made by the Australian Dairy Corporation, as export pool values, and equalisation pool values, were progressively increased by sales made as the season advanced.

Whether such a closely regulated system was desirable is not the subject of this article; what was important was that the combination of levies, restitutions, and pool values imposed "bench marks" that, apart from unforeseeable fluctuations in milk production and export prices, provided a small, but helpful, degree of predictability to market returns, that helped the companies to arrive at substantial agreement, even though, towards the end of that period, the reduction in the number of companies to 2, prevented a "majority decision".

That predictability disappeared with the introduction of the Kerin Plan, but, even in the year preceding the Kerin Plan, the final year of the Stabilisation Scheme, increasing milk output, particularly in Victoria, and growing stock piles of surplus dairy produce in the Northern Hemisphere, were combining to force the dairy companies to begin positioning themselves in the market.

So, although the 1985-86 season began with an opening Basic Milk Price of 310 cents, it was only 5 cents above the opening price for the previous season, not the 20 cents indicated by ADC predictions, although it was at this stage that the pricing policies of the two Merchants diverged, with Southern Farmers paying an "advance bonus payment" of 9.5 cents on all milk, equivalent to 17 cents for manufacturing milk.

By January 1986, that divergence in policy affected the Basic Milk Price, with Dairy Vale paying a manufacturing milk price 10 cents less than the official "Basic Milk Price" used by the Metropolitan Milk Equalisation Committee for calculating the equalisation levy.

Paradoxically, it was only a month before, in December 1985, that the Trade Practices Commission, after a long-drawn-out debate with the Equalisation Committee, had in most complimentary terms, granted full authorisation to the Equalisation Agreement, and it was this fact that led the General Manager of Southern Farmers, Mr. Bob Barker, to write in that company's monthly newsletter to its suppliers concerning the problem that had been caused by the failure of the Merchants to agree on a common price:-

".....some people seem to believe that this places Milk Equalisation under threat and strain..... Our view is that Milk Equalisation in its present form has never been more secure, in its 50th year, and there is no reason (why) it should not go on for a long time to come."

The beginning of the following season, 1986-87, the first year of the Kerin Plan, saw a virtual repetition of the previous year's scenario when, this time, because of uncertainty concerning the marketing strategies that the large Victorian companies were likely to adopt, the two companies agreed on a common opening price of 360 cents, 50 cents above that of the previous year's cautious approach (and some 30 cents less than Dairy Corporation predictions indicated), with Southern Farmers again paying an "advance bonus payment" of 9.5 cents.

Six months later, in January 1987, the companies again diverged in their approach to the remainder of the season, with Southern Farmers adding the "advance bonus payment" to a proposed 30 cents increase, to give a total of 407 cents, which, as in January 1986, became the "Basic Milk Price" for equalisation purposes.

The acceptance of this figure as the Basic Milk Price required Dairy Vale to "top-up" the price which it paid its suppliers for that portion of its intake which went into market milk. The titling of this "top-up" payment as "Supplementary CMB" was unfortunate, in that it could be interpreted as meaning that, somehow, it was being withheld from the equalisation pool, and consequently from Southern Farmers' suppliers.

That interpretation was not correct, though it is understandable, in view of the potentially misleading description used in the account sales, it is understood that that description will now be replaced by one that correctly explains that the adjustment is intended to bring up to the accepted Basic Milk Price, the price paid by Dairy Vale for all milk which that Merchant used in market milk.

Although the procedure, which is brought about by the existence of two companies only, with different policies in respect to pricing, is more complex than in the days when there were sufficient Merchants to make a "majority decision" binding on all the companies, it does not breach the equalisation principle, which, as stated in the preamble to the Agreement is ".....that each licensed producer should receive a proportionate share of the higher price paid for City Milk".

The ability of the industry to surmount the apparent problem posed by the existence of differing interim prices for manufacturing milk (and the term "interim" is stressed; the final returns may be very different from the payments made during the season) is a demonstration of the strength of the equalisation scheme, not a symptom of its impending demise.

## THE GENERAL PRESIDENT'S NEWSLETTER.

Greetings,

The request, in June, by the NSW Minister of Agriculture, Jack Hallam, for the Minister for Primary Industries and Energy, John Kerin, to invoke the "comfort clause" in the Federal dairy marketing legislation, (the "Kerin Plan"), has once again, spread an almost impenetrable blanket of uncertainty over the Australian dairy industry, and those within the dairy industry who are aware of the implications of Mr. Hallam's action are anxiously awaiting the outcome of the special meeting of the Australian Agricultural Council to be held on 2 October.

Their anxiety is well justified, as the termination of the Kerin Plan would, without doubt, bring about a rapid, and potentially catastrophic, adjustment within the dairy industry, and a corresponding reduction in milk production throughout the Commonwealth.

It is rather more difficult to predict the extent and nature of the at least equally dramatic social and economic dislocation that would accompany that reduction, as dairy companies sought to ensure a probably short-lived survival by competing for larger shares of the domestic market, briefly made much more attractive by the withdrawal of all support for exports.

Reduced market profitability, combined with diminishing milk supply, would, inevitably, bring about the closing of dairy factories that are, at present, the mainstay of many country townships and regional centres, whilst the reduction in the number of dairyfarmers, too, would not be confined to the smaller enterprises, but would extend right across the spectrum of herd sizes, including the "mega dairies", which rely heavily on outside capital, as milk returns tumbled towards 250 cents per kilogram fat, and below.

The premiums for market milk, too, would soon be lost in the struggle for markets, a struggle against which isolation would no longer give protection, and the now relatively high freight costs might not, then, be the barrier that they now seem to provide.

I imagine that, faced with these prospects, many people associated with the dairy industry have been forced, by the NSW Minister's action, to re-examine their attitude to the "all milk levy", and re-assess the value of the modest stability which the industry derives from the Kerin Plan.

Victorian dairyfarmers generally appreciate the losses they would incur if the Plan collapsed, yet there are still some who appear to consider that their high-minded ideological belief that they should have unrestricted access to the milk market in other States, NSW in particular, is more important than the continued stability of the national dairy industry.

If this philosophy were to be pursued, Victorian dairyfarmers would find themselves, with the rest of us, very much worse off than they are today, and although I fully support John Kerin's recent statement that "...the industry in all States would be devastated,..." I wonder whether he is being too conservative in claiming that the loss to the industry would range from "...an average of \$6 900 per farm in Victoria to \$30 000 per farm in New South Wales".

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There are many who argue that the most economical way to produce milk is by grazing pastures on a seasonal production basis.

I recently had the privilege of meeting David Rowlands and his wife, who are currently milking 600 Friesians at Katherine, south-east of Darwin, in a region that was previously considered to be wholly unsuited to dairyfarming.

The Rowlands have, with considerable foresight, utilised natural resources with outstanding results, and simultaneously overcome the problems that one would expect to accompany the climatic conditions in the region.

In this they have been helped by having unlimited access to artesian water, of very good quality, used to flood irrigate "Jumbo" sorghum, which is foraged and stored in "Harvestores".

Their stock is housed, when temperatures are high, in evaporatively air-conditioned loafing barns, and the milking herd is milked three times a day."

The milk is then pasteurized, homogenised and packaged, on the property, into both gable-top cartons and 2 litre plastic bottles, as both whole and flavoured milk, which is marketed in Katherine, Darwin, Alice Springs, and elsewhere in the Northern Territory.

It is estimated that the Rowlands have the potential resources to expand their herd to 2 000 milking cows, with the product being marketed locally, and, eventually, in South East Asia.

Further north, at Elizabeth River, the Fitzgerald family have also succeeded, in a more modest way, in dispelling the myth of the unsuitability of the Northern Territory for dairyfarming, and have captured their own niche in the market place.

Both the Rowlands and the Fitzgeralds are acutely aware of the disruption that would be caused to their markets, remote as they may seem to be, should the Kerin Plan collapse.

Although it was encouraging to see "facings" for most of the products of Dairy Vale and Southern Farmers in Woolworth's stores in Darwin, New Zealand cheese, Victorian cheese, yoghurt and UHT milk and cream, and milk and cream from Queensland were all present in substantial quantities."

The Queensland company, Pauls, markets "blended" milk, containing recombined milk, (the flavour and texture of which I did not find attractive, though it appears to be quite popular with Darwin consumers), which sells at some 20 cents per litre less than pasteurized milk, the price of which ranges from 99 cents per litre for Rowlands' milk to 103 cents for milk from Milanda on the Atherton Tableland in Queensland.

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Back in South Australia I have been dismayed by the amount of effort that has been necessary to preserve the advantages that we believe are shared by both the consumers and the industry in the structure of the retail price for milk in the Adelaide metropolitan area.

Whilst the outcome of the Metropolitan Milk Board's inquiry, and the State Government's adoption of the Board's recommendation for the currently "absolute" retail price to be replaced by a small "spread" between a maximum and a minimum price, (to reflect, eventually, the actual cost of household delivery), were contrary to our submission for retention of the "absolute" price, we must console ourselves with the thought that the result could have been worse.

It is vital that we resist the Minister of Agriculture's stated intentions to amend the Metropolitan Milk Supply Act to permit the Board to set a "maximum only" price, if for no other reason than that it is assumed that the action the Minister proposes is to remove that provision in the Act which is intended to ensure that, at least for market milk, the dairyfarmer receives a "reasonable" wage.

But at least equally disturbing are the innuendoes implying that our milk price equalisation scheme, now in its 52nd year, is not working effectively, and is under threat.

The differences that gave rise to this situation have now been satisfactorily resolved, and I believe there is now a greater appreciation, not only of how the scheme is intended to work, but why it must continue to work, in the interests of South Australian dairyfarmers.

It can be acknowledged that Dairy Vale and Southern Farmers have different marketing strategies, but there is no need for this difference to endanger the equalisation scheme, and I trust that our combined efforts can now be directed towards exploiting, and enhancing, the production and marketing skills that both companies possess.

The payments which the two companies have made to their suppliers during the year just past, the first year of the Kerin Plan, and the first year without Commonwealth equalisation of returns, have confirmed the predictions we made at the beginning of the year, and, if the Kerin Plan remains in force (and the Australia dollar does not climb further in value), the coming season could see returns increase yet again, though continuing the pattern of the past 5 years, by failing to keep pace with our continually increasing cents, and falling even further behind in "real terms" as measured by inflationary trends.

Nevertheless, Dairy Vale is to be commended for achieving an average net payment to its suppliers, for the full year, of 490.70 cents per kg butterfat, (although the explanation concerning the market support levy was a little clumsy, and potentially misleading), and although Southern Farmers' average payment at this stage is just a little over 478 cents, I expect that, despite the damage caused by repeated industrial problems during the year, that company will, as in previous years, come close to matching the Dairy Vale result, for it is here and not on the supermarket shelf, that the dairyfarmer sees the results of competition between the two companies which he and his fellow produces supply,

Sincerely,

AUB KRETSCHMER.

## DAIRYING IN THE UNITED STATES IN 1987

### With Particular Reference To The State Of Wisconsin

This report, admittedly on a broad scale, results from my trip to Madison, Wisconsin, for the purpose of accompanying Phil Hinc and Kevin Tully, the winners of this year's Milk Carton Regatta at Glenelg, to compete in its American counterpart, the "Great Race" at Madison. With their craft, "Kookaburra's Revenge" the Aussie boys made a clean sweep in both their heat and final, reducing the 500 feet course record from 1 minute 6 seconds, to the incredible time of 47 seconds.

With respect to Dairy Industry matters, I was fortunate to be in the largest milk producing State in the USA with 39 000 out of the nation's 163 000 dairy farmers spread through every one of its 50 States.

The principles of dairy farming in that country are basically the same as here in South Australia. With income potential resting precariously on the domestic market, the aim is to produce as efficiently as the climatic conditions allow - feeding the dairy cow adequately with the best quality fodder available, capitalising on the best possible genetics, and operating under economic restraints of a similar magnitude to South Australia, but of a different perspective.

THE FARMS IN WISCONSIN are similar to those in the high rainfall areas of our State, with an average area of 150 to 350 acres. The main difference lies in the enormous capital investment required to cope with the weather conditions and the types of fodder that can be successfully grown in the short, but ideal, growing season.

The principle crop is corn (maize) sown as soon as possible after the snow melts and the ground dries. It is claimed by Wisconsin farmers that, on average, the growing season is only 5 months.

The corn is harvested in 3 different ways -

1. Threshed and stored as high moisture grain in the airtight silo system (the reason for high moisture is because of the high cost of drying, as harvesting takes place in autumn).
2. Harvested as cob corn (e.g. cob intact) and stored in roofed weld-mesh silos. Moisture is not a problem with this method, as, initially, it breathes, and later freezes during winter.
3. A less popular system is to chop the whole plant when the cob has just matured, and then store in a sealed silo system, as before, or, in rare cases, in bunker storage. The reason this harvesting method is not as popular is because of the amount of storage area required for what is considered a lower quality feed.

The second principle crop is lucerne, also seeded at the spring break, when required, but lucerne has the ability to survive whilst covered in snow during the winter. (Freezing losses are severe if not completely covered with snow). Stands can last for periods of 4-5 years.

The crop is harvested as silage, haylage, or hay, with early-cut silage yielding as high as 28%-30% protein, with an average of 18%-24%. This high quality protein feed seems to earn priority storage in the sealed silos.

The third predominant crop is grain sorghum, harvested as dry as possible, and stored in conventional silo storage. (The crop is grown as a further source of protein.)

As a fourth alternative, some hay is made and stored above the cow barns, using either lucerne or pasture consisting of mainly timothy or rye.

All of this forage is, of course, used in "zero grazing", a system which involves high labour and machinery costs.

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HERD SIZE in Wisconsin averages about 70 to 80 cows. The national average is not much greater, but there are many very large herds in some other States, particularly in California, where herds of 3,000 to 4,000 are frequent. 90% of the cows are Holstein, with the other 10% made up of Jersey, Milking Shorthorn, Brown Swiss, and Gurnsey. The calving pattern seems to be all the year round; AI is used principally, with bulls covering a few herds. About 40% to 50% of herds use production recording, which includes fat and protein testing, cell counting, and also printouts of cows' cycling, mating and calving details.

HOUSING OF THE MILKING HERD throughout the year is common practice, the argument for its use apparently being based on three principles -

1. The facilities and systems are already in place, as shedding is absolutely necessary throughout the severe winter (sometimes 20°F to 30°F below zero).
2. The mechanisation for forage handling, storage, and feeding already exists, and no further investment is necessary.
3. It is argued that cow performance is better under this controlled environment, and no massive change in diet takes place. From my point of view, there must be a fine line of economics between the latter system and the use of conventional grazing for the 4-5 months when possible.

THE METHOD OF FEEDING is partly influenced by the housing system, although, in general terms, the cows' diet is premised by the farmer. The level of protein in fodder is regularly monitored and mineral supplements are added as required.

Corn supplies the bulk of carbohydrates, with protein being supplied from lucerne and soya bean, and fibre is made up with hay or haylage. The capacity of the mixing equipment varies with the size of the operation, and is also tailored to suite the housing (these can vary from small hand operated trolley type mixers to large tractor drawn units - most are complete with an inbuilt weighing device.)

THE TYPES OF HOUSING used in the United States can, in broad terms, be put into four categories.

1. The permanent barn (totally enclosed) with the cows permanently yoked in head stalls, standing side by side in 2 rows looking out to the sides of the building with enough room to pass and feed the cows in front. At the rear there is a gutter in which an automated chain cleaning system operates.
2. The second method is parallel to the first in all respects except that the cow wears a collar and is chained instead of using a head-stall.
3. The next popular method is a free-stall situation. This still involves a completely closed-in barn set-out similar to the above system, but the cows are allowed to wander in and out to a feed area alongside. The area on which the cows walk is either scraped automatically or a front-end loader is used.
4. The last system can best be described as the Californian system - very similar to the previous method, but not using a totally enclosed barn - instead a cover roof only is used, and cleaning in most cases is not automated.

Grazing is only used in rare cases and heifers in most cases are kept in environments similar to 3 and 4.

THE MILKING SYSTEMS are similar to ours (i.e. herringbone) except in the housing systems 1 and 2 above, where the pipeline method is still used, i.e. vacuum pipes run above the cows and drop lines are attached alongside the cow.

Cows are milked three times a day in approximately 10% of the herds.

THE PRODUCTION PER COW, on the farms I visited, ranged from averages of 8,000 to 10,000 litres of milk per cow, with butterfat tests varying from 3.4% - 4.1%. A number of these herds contained cows producing in excess of 14,000 to 15,000 litres of milk.

THE PAYMENT OF MILK is too large a subject to tackle at this stage and I intend to prepare a separate paper to follow.

Having spoken to producers from almost all the 50 States at the National Holstein Convention in Indianapolis, I could safely say that an average return would be the equivalent of 36 Australian cents per litre for milk, at 3.5% butterfat test, with an adjustment, up or down, for each 0.1% at approximately 0.5 cents per litre.

California is, in respect to the method of payment, an exception, and there are other variations, including protein and quality incentives which I will cover at a later date.

ALLAN MANNING

Vice President.

\* \* \* \* \*

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HOW WE WON THE GREAT RACE

The Milk Carton Regatta In Madison, Wisconsin

On the afternoon of Friday, 19 June, the Australian team of Phil Hinc and Kevin Tully, with myself as their manager, met with Meriter Foundation organisers to survey and peg-out the course over which the race was to be contested.

A surveyor was employed to accurately measure the distance and ensure the squareness of the start and finish lines. A snow fence was used to create a boundary for the starting area.

The organisers supplied barbecued hamburgers and fresh fruit for all present.

At 4.30 on Saturday morning, the organisers began arriving, with entrants assembling around 7.30 am, together with their 80 or so craft, to be used by the 93 entrants, some of whom would be sharing craft.

We Australians arrived about 8.45 a.m., and were immediately surrounded by observers and contestants. This attention continued throughout the morning, and kept us continually committed to promoting South Australia and the principle of a Milk Carton Regatta.

The races started at 10.00 am. At the 9th heat, approximately 11.20 a.m., we three Australians were taken by boat across to the radio platform on the other side of the lake, for interviews and a promotion segment.

After the 10th heat came the build-up to The Great Race with appropriate national anthems being played, until, finally, the time arrived for the Aussie heat - the whole crowd, by this time, was overcome with curiosity;

### **How would the "Kookaburra's Revenge" perform?**

not to mention the amount of nervous tension and anxiety built up within the person of Phil Hinc.

The whole concept of the day was built around the Australian Challenge, and the crowd was not to be disappointed - Phil and Kevin pulled away to a clear start, creating an extremely easy lead, while using only approximately a 3/4 stroke. Their time was 57 seconds over 500 feet. Six other boats were decided finalists with, I think, a best time of 1 minute, 14 seconds.

The final had all the prestige, build-up and fanfare that anyone could ever expect, and the crowd was treated to a perfectly executed final race by Phil and Kevin. I would say ninety per cent of the crowd were cheering for the Aussies, who, with a slight head wind, finished with the excellent time of 47.3 seconds, 27 seconds ahead of the second place-getter.

On completion of the race, they paddled towards the presentation area, where, within a minute or so, the presentations were made. Ralph Cohen of Radio Z104 presented the awards and then announced our offer to auction the boat and donate the funds to the Meriter Foundation. Bidding started at \$50 and continued to a hotly contested winning bid of \$550. Finally, Phil and Kevin were presented with "Trek" 12-speed cycles as their personal awards.

The Regatta finished at approximately 3.00 pm, and, after loading the boat onto the purchaser's car, we proceeded to the "Rib-Fest". This was another Agricultural Promotion incorporated in June where thousands of patrons were present.

As far as skill and performance is concerned, we have nothing to learn from the USA, but there is much that we could copy, with advantage, in organising our own Milk Carton Regattas in the future. In particular, I would stress that there was food and drink in abundance - plenty of milk, both white and flavoured, ice creams (and we could learn a lot from the Americans about ice cream quality), soft-serves, and pizzas with lots of cheese.

The Dairy Queen and the Holstein Queen were also present, and the centre of rather different attention from that which surrounded the "Kookaburra's Revenge" and its crew, whilst other Agricultural Groups supplied entries of various kinds, all of which added to the atmosphere of the occasion, to provide a great deal of variety which we could copy, with very great effect.

**ALLAN MANNING**

**Vice President.**

### **HOW OLD IS A REALLY GOOD MATURED CHEESE?**

*Unfortunately no one has yet been able to provide the answers to either of the questions implied in that heading concerning a cheese, in its original wicker-work wrapping, found, in July this year, in a peat bog near Tipperary in Eire.*

*The cheese, which, from the illustration, appears to weigh about 50kg, is estimated to be between 800 and 1400 years old. No statement has yet been released about its quality.*



It is essential to have an effective cleaning program with C.A.L. approved dairy detergents.

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Before milking - Flush with 'TERMINATE' sanitizer.

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Wash with HOT WATER containing alkaline detergent, such as 'DAIRYKLEEN', 'CIRKON', or 'RETURN' (for recirculation units) to remove excess fat and fat build-up.

#### RINSE WITH HOT WATER.

At least twice a week, after the hot water rinse, an acid wash should be carried out with HOT WATER. The active acid is for the removal of milkstone mineral deposits, which are the major breeding grounds for bacterial growth.

#### BULK TANK CLEANING:

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- a) Wash with HOT WATER containing alkaline detergent to remove film.
- b) Rinse with HOT WATER.
- c) Sanitize with 'TERMINATE', cold or hot water.
- d) Regularly use an acid to remove milkstone and mineral deposits - the major breeding ground for bacterial growth. It is suggested 'D-STONE', a powdered acid, or 'STONEKLEEN', a liquid acid.



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DDT, dieldrin, aldrin, heptachlor, chlordane and lindane, have either no approved or limited agricultural or horticultural use.

As well, the misuse of antibiotics could have a similar effect on the dairy industry.

**WHY ARE RESTRICTIONS AND BANS NECESSARY?** - Detection of chemical residues in meat exported from Australia severely threatens our continued access to traditional export markets.

These chemicals break down very slowly in the environment, and consequently become concentrated along food chains, (For example, from application to green pastures into fat of stock eating not only pastures, but also hay and stubble from treated crops.)

Chemical residues accumulate and persist in both the fatty tissue and the milk of animals exposed to these chemicals.

**POTENTIAL SOURCES OF CHEMICAL RESIDUES.** - Chemical residues in meat or milk occur when animals are either contaminated by abnormally high concentrations of a chemical, or exposed to lower concentrations for prolonged periods.

Common sources of pesticide residues in meat or milk include:

- previous application to crops and pastures resulting in contaminated pastures, hay or soil:
- incorrect use of insecticides for weevil control in silos, resulting in stock eating contaminated grain:
- treatment of fodder storage areas for white ants, and subsequent vapor contamination of the fodder:
- treatment of stock housing and milking sheds, leading to contamination of feed and animals:
- treatment of soil areas before telephone cables or concrete slabs are laid, and subsequent access of stock to those areas:
- treatment of domestic lawns for pests, and later access of stock to clippings:
- grazing areas where spray equipment has been cleaned after use, or where pesticides have been spilt during mixing or pouring:
- stock access to dumps where pesticide containers are discarded after use.

Recommendations for crop and pasture pest control are presented in the publication "A summary of crop and pasture pest control recommendations" produced by the SA Department of Agriculture, and available from the Department's Regional offices.

THE ASSOCIATION HAS AVAILABLE from the office at 13 Leigh Street, Adelaide, or we will dispatch by your nominated carrier.

GLYCERINE as a remedy for aetonaemia, or as an emolient in your own prepared teat-dip. The formula is -

650ml water  
250ml iodophor  
100ml glycerine

The price is \$100 per 22 litre (5 gallon) drum, plus cost of freight to country carrier, if required.

SULPHAMIC ACID, bulk milking machine cleaner, less than half the price of pre-packed cleaners. \$25 per 25kg bag, makes 17 000 litres of solution to be used at 8-10 litres per set of cups.

MOLASSES is available, in bulk, delivered by tanker, can be pumped into storage tanks, including over head tanks, or into your standard 44 gallon drums. The analysis is -

Minerals (potassium, calcium, iron, etc.)	10%
Total sugars	55%
Other organic (vitamins, nitrogenous compounds, etc.)	11%
Water*	25%

\*Naturally occurring. This molasses is direct from the refinery, and is not diluted with steam or added water.

Supply is dependant on availability, as deliveries are subject to quota, so it is recommended that orders be placed well in advance. Extended credit is available to encourage early ordering and topping-up of supplies.

Price is related to the quantity purchased and is currently (per litre) -

up to 2000 litres	27 cents
2001 to 3500 litres	26 cents
3501 to 5000 litres	25 cents
over 5000 litres	24 cents

"STOCK ON ROAD" SIGNS (to approved Highways Department pattern) made of heavy guage aluminium alloy.

To order, or for further details, telephone the Association at (08) 231 3752.

*Further advice on the use and disposal of agricultural and veterinary chemicals is available from:*

- *Reading the label on the container*
- *The Department of Agriculture*
- *Local Stock agents*
- *Agriculture and veterinary chemical suppliers*
- *Agriculture and veterinary chemical company representatives*

#### THE DAIRY FARMER'S RESPONSIBILITY

- *All stock, including bobby calves, must be tail-tagged before being sent to market.*
- *Pesticide and antibiotic residues are a threat to your industry if they are found in meat or milk. Read the label carefully, and observe the nominated withholding periods, both for milk from treated cows, and for cows intended for slaughter after treatment.*
- *Be aware of the possibility of residues when purchasing hay or grain.*

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Murray Bridge (085) 32 1224. Port Lincoln (086) 82 5501.  
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THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL  
Published By

THE SOUTH AUSTRALIAN DAIRYFARMERS ASSOCIATION INCORPORATED  
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