



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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CEO's EDITORIAL

Much has been said about the Dairy Industry in SA since the last Journal. There has been speculation, rumour, a lot of smoke. Not much seems to have happened though.

Perhaps the best place to start is to bring dairy farmers up to date with what has actually happened.

In early December National Foods announced a major (\$57m) investment in Victoria which would have an effect on its operation at Murray Bridge & Taree (NSW). This was a blow to National Dairies (SA) who had fought hard to expand in this State. Never the less SA Regional Manager Brenton Higgins has assured his suppliers that National Dairies '...still wants all your milk...'

Mid-December saw Kraft Foods Ltd announce that it was withdrawing from the SE of South Australia as at 1 July 1997. It detailed an agreement between itself and Warrnambool Cheese & Butter Factory (WCB) encouraging Kraft's suppliers in the SE (and in the Simpson region) to transfer their milk supply to WCB.

Late December/early January Murray Goulburn invited a group of SE dairy farmers to a meeting to explore '...some mutual benefit for the inclusion of another company in the region...'

The possible entry of two further companies into the South Australian Market Milk Equalisation Scheme (SAMMEC) caused considerable interest for a number of groups, including current signatories to the Agreement, dairy farmers, the media and SADA.

What does all this mean you might ask?

For SADA and for all dairy farmers in this State it means time for cool heads, rational thinking, debate (argument) and looking at every option put to us. We are talking about the industry and livelihoods of some 774 registered dairy farmers, families, communities and the like.

SADA has been developing its policy and position over these issues over the last 12 months or so. In the last six months this policy has been put down on paper. The position is quite simple.

'SADA sees the need to maintain and grow the State's



Cows from Other Countries

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share of the national milk supply in a profitable way to all SA dairy farmers. As such it takes into account 'supply and demand' which is tied to the market and the need for long term planning in relation to the quantity and quality of milk.

SADA supports SA operating companies to achieve supplier/company profitability. At the same time it encourages the expansion of the processor base in this State.'

Going on from that broad position we come to the question of the Equalisation Scheme. Again the position that SADA takes is quite straight forward.

'SADA sees that the primary purpose of the Equalisation Scheme is to ensure that all dairy farmers (suppliers) receive a proportionate share of the returns for market milk.'

In supporting this position SADA sees that '...every dairy farmer in SA must have an assured outlet for their milk at a realistic price...' and that '... any agreement between processor and supplier should be long term in nature.'

Any processor who participates in the Equalisation Scheme must recognise and preserve the following points on behalf of the dairy farmers of SA to have SADA's support. They are: -

- Equalisation to remain intact
- Transport rationalisation of milk pick-up to remain
- All farmers (large & small) to be given the opportunity to supply in whatever new arrangements are made
- Any Industry growth to be sensible in terms of land, infrastructure (roads, power, water etc)
- Sensible long term legal supply agreements
- Collection of subscriptions/levies on behalf of SADA
- Full disclosure on milk account sales of market, manufacturing, UHT & flavoured components
- That the impact of any changes on the total SA industry be considered carefully.

The current signatories to the Equalisation Agreement support the above points in part or in total.

Having laid out its policy and position SADA is now meeting with and negotiating on behalf of its members with companies on a case by case basis. It will then inform its members of the results after which time members will have to make up their own minds what option/s is best for them. SADA is not in the business, however, of putting company against company... SADA's role is to protect the interests of dairy farmer members.

1997 SOUTH AUSTRALIAN SHAREFARMER OF THE YEAR COMPETITION

The South Australian Dairyfarmers' Association Sharefarming Committee would like to bring to the attention of all interested persons that the S.A. Sharefarmer of the Year Competition is being held again this year and urges all of the states sharefarmers to seriously consider entering.

Sponsorship to the value of \$5,000 has been secured with the winner once again qualifying to enter the national competition where a further \$4,800 is on offer.

Entry forms are now in circulation and nominations will be received from either sharefarmers themselves or property owners until the closing date 31 March. Entry forms are to be forwarded to the SADA Office.

A judging panel will visit the farms of all entrants during May and the winner will be announced at the DIAA Conference on June 3rd.

Prizes will be awarded in the following categories.

1. Winner S.A. Sharefarmer of the Year. Cash and prizes to the value of \$3,000.
2. Runner up S.A. Sharefarmer of the Year. Prizes to the value of \$1,650 including two airline tickets to New Zealand and one nights accommodation & car hire.
3. Excellence in Herd Management. \$250 cash
4. Encouragement Award. \$250 cash
5. Stock Management Award. \$250 cash

Entry forms will be distributed to all dairy farmers by National Foods, Dairy Vale and will be included in the February issue of the SADA Journal. They can also be obtained from the SADA Office.

Gary Spain

Bovine tuberculosis

Following the abattoir detection of tuberculosis in a granuloma from a cow from the South East of the State, traceback led to the testing of a property in the pastoral country. The testing has begun but will spread over a number of weeks as cattle will need to be mustered and feed brought in for animals held pending the reading of the test. This has been hindered by recent rains allowing cattle to find water other than in the normal watering points, making mustering difficult.

Kim Critchley - PISA

Letter received from DASA
19/12/96.

18 December 1996

Dear Chris

Re: Price Control Order

The Minister has approved the Authority's recommendation that the farm gate price for market milk increase by 0.54 cents/litre to 49.78 cents/litre from 1 January, 1997.

This recommendation is made taking account of the submission from the SA Dairyfarmers' Association, dairy company submissions and CPI movements in Adelaide during 1996.

The new Price Control will be gazetted on 19 December, 1996. This is the first increase in the farm gate price for market milk since 1 January 1996.

Yours sincerely

Steve Rice.

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ANTHRAX DISEASE IN CATTLE - MINISTERS ALLAY HUMAN AND FOOD SAFETY CONCERNS

The Minister for Primary Industries & Energy, John Anderson, and the Minister for Health and Family Services, Dr Michael Wooldridge, today gave their joint assurance that the regional incidence of anthrax in some Victorian dairy herds posed no health implications for consumers of dairy or other animal products.

"While food products remain safe, people who come in direct contact with anthrax affected animals need to be careful and wear protective clothing," Dr Wooldridge said.

"Where direct transmission from animals to humans does occur, the problem is readily treated with antibiotics.

"People in occupations with potential for exposure to infected animals have been given medical advice. A worker in a regional knackery apparently has developed a skin form of the disease and is responding well to the standard antibiotic treatment."

Mr Anderson said: "Dairy and other animal products from Victoria remain safe."

"Rapid refrigeration of milk, which occurs as a standard on-farm procedure, ensures that if anthrax bacteria were in milk from an infected animal it would remain in the vegetative form and be destroyed by pasteurisation at the dairy factory.

"However, as a special safeguard, the Victorian authorities are imposing an 'eight hour rule' whereby milk which leaves a farm within eight hours of a cow showing clinical signs of anthrax is traced and destroyed.

"Mandatory vaccination of cattle is being imposed on all properties where clinical cases of anthrax occur, as well as on the properties adjoining the affected farms. "All the cattle on vaccinated properties are subject to a minimum six week period of quarantine confinement.

"This additional precaution to the normal abattoir regulations and inspection systems confirms the safety of unprocessed animal products, such as meat," Mr Anderson said.

"All the cattle on vaccinated properties are subject to a minimum six week period of quarantine confinement.

"This additional precaution to the normal abattoir regulations and inspection systems confirms the safety of unprocessed animal products, such as meat.

Media Contact: Robert Haynes (Mr Anderson's Office) 06 2777 520/
0419 493 511.

REMINDER

**If you are a sharefarmer there is an opportunity
for some great prizes to be won -
Enter the South Australian Share Dairyfarmer of
the year Award**

Look for the brochure enclosed with this Journal

BEYOND THE FARM GATE -
SPOTLIGHT ON MILK QUALITY

A STUDY of local and international farm milk quality management systems has found scope for Australian dairy companies to help dairy farmers produce high quality raw milk.

The study, commissioned by the Dairy Research and Development Corporation (DRDC), examined various aspects of milk quality and associated incentive schemes using information from 60 dairy companies world-wide.

Principal dairy officer with the Tasmanian Department of Primary Industry and Fisheries and study author, Ian Hubble, said there was a world-wide shift from 'quality control' to 'quality assurance'.

Testing to verify the quality of raw materials and finished products is being replaced by management systems which ensure quality control throughout every stage of the production process, starting on the farm.

Farm gate

"The quality of milk leaving the farm plays a key factor in the eventual quality of the finished dairy product; the ceiling for milk quality is set at the individual farm gate," Ian said.

"Farmers who produce poor quality milk - or dairy companies which cannot produce to meet market requirements - can affect export and domestic market opportunities for all Australian dairy products.

"Raw milk quality is becoming an important issue for increasingly demanding customers, so farmers who consistently produce high quality milk should be rewarded for their costs and efforts."

On-farm milk quality assurance systems are being adopted by an increasing number of companies.

In Australia, they have been

coordinated through the New South Wales Dairy Corporation, the Queensland Dairy Authority, the DRDC-funded Dairy First program and some individual processors.

International moves

Ian's study found that overseas standards, such as the uniform minimum quality standards for milk and dairy products established by the European Union (EU) for its member countries, were fast becoming the internationally accepted standards for milk quality.

The EU standards set a maximum somatic cell count of 400,000 cells per millilitre of milk as well as covering chemical residues and milk temperatures.

"An increasing number of dairy companies around the world are benchmarking their milk quality against the EU. This is an issue for Australian processors which may be competing with EU dairy products on export markets," Ian said.

"The New Zealand dairy industry has taken the EU standards seriously, establishing a national mastitis control program - the SAMM Plan - which has driven the average cell count down from 380,000 to 190,000 cells/ml over the past three years."

Quality schemes

Ian said it was essential for Australian dairy companies to take a closer look at their milk quality programs and pricing schemes to ensure they sent clear, correct signals to farmers.

"There is enormous variation in the way dairy companies deal with milk quality," he said.

"Between companies there are differences in milk testing, reporting test results, ways of motivating suppliers and reporting information back to suppliers.

"Some companies take up to 10

days to notify farmers of quality results; others are on the phone as soon as possible to help farmers overcome any quality problems."

Ian's research found that successful milk quality schemes:

- involved farmers in developing the quality standards and goals
- had milk grades which reflected meaningful differences in milk quality
- motivated farmers to improve their milk quality
- offered timely results which farmers could use to improve milk quality.

Incentives

Ian said schemes around the world varied in the use of premiums and penalties to encourage quality milk production.

"The structure of milk quality schemes and incentives offered by dairy companies will have a major influence on the future production of quality milk.

"It is essential that quality schemes are designed so both farmers and factories can benefit from improvements in quality.

"There are simple, low-cost opportunities for dairy companies to assist and motivate their suppliers to produce high quality milk by improving the design of quality schemes, improving the presentation of information to farmers and by getting farmers and companies together so they understand each others' needs."

For more information, contact Ian Hubble, phone (03) 6430 5424

LARGE HERDS CONFERENCE

Successful large herd owners and managers from Australia and overseas will be a highlight of the 1997 Large Herds Conference to be held at Warrnambool in south west Victoria from April 6-9.

Last year the conference attracted more than 300 delegates from Australia, New Zealand and overseas to Launceston, Tasmania and this year conference organisers expect a bigger turnout in Victoria.

With average dairyfarm size in Australia continuing to increase the significance of the Large Herds Conference to the industry grows each year. Those who have been running large herds successfully leave much to say about the changing management issues which affect bigger operations.

As dairy farmers progress from smaller operations to larger ones they face the new challenges of running a big business. While this may be daunting for some, the conference will offer forums for discussions, expert speakers, vigorous debate and information which can be used to successfully meet these new demands and develop ways to manage the growing business effectively. This year's format will include a range of workshop sessions to complement the key speakers.

The notion of best practice is well established around the world but its true meaning varies for every industry. The emergence of significant numbers of large dairy herds in Australia is quite recent and this means that the definitions of best practice are still being formulated. Much has been achieved but there is always more that can, should and will be done to ensure the economic, social and environmental goals of the large dairyfarm businesses are met.

One of the key topics of the conference will be best practice. What is best practice on a large dairyfarm and how can this concept be developed and utilised to achieve profitable farm management?

There has been a lot of discussion in recent years about the value of

returns from high cost inputs. Feeding of grains and concentrates has increased dramatically in recent years and the strategic application of brought-in feeds to better manage the total feed program and maximise production are key issues for large operations.

Similarly fertiliser inputs on dairyfarms have risen exponentially in recent times ostensibly to enhance production and provide long-term benefits. As always there is debate about the benefits and about the correct management techniques to achieve cost effectiveness with high cost fertilisers. The role of genetics in improving overall herd capacity is also on the agenda and will spark vigorous discussion among those with differing positions from the purists to the pragmatists (or are they one and the same?)

On the local scene, following a tough winter/spring period, the role of feedpads in managing pasture is highly relevant and will be an item of intense

interest on the conference agenda

Moving from your current farm size to a larger operation whether gradually or quickly, creates critical management issues. Among these are the need for extra staff, extending or building a new dairy, water supplies and irrigation and feedpads.

All these topics and more will get an airing at the Large Herds Conference.

One half-day farm visit will be arranged during the conference.

For a prospectus and registration form for the Large Herds Conferences contact Tom Phillips & Associates, PO Box 889, Warragul, Vic, 3820. Tel: 03 5622 2055.

Fax: 03 5622 2199. Email: Phillips@dcscorp.com.au

Media enquiries: Richard Meredith, 03 9416 1177.

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Anncy was the top cow in the Holland Genetics Delta test group and her mother (Plushanski Cleitus Farci VG87) is

currently the number 1 CTPI (top Index) cow in the USA.

A Celsius heifer from Anncy sold for Aus\$45,000 at the Tulip Sale in Holland.

Make sure you don't miss the opportunity to invest in the 1997 Eureka Sale on Thursday April 24th 1997.

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TAFE COURSE

CERTIFICATE IN RURAL OFFICE PRACTICE

Would you like to improve your efficiency in carrying out office activities and maintenance of records in your rural business and enhance your role in management support?

The Certificate in Rural Office Practice has been developed by TAFE in South Australia to give operators of rural businesses, such as dairy farms, these skills.

It is now run in all states of Australia and recently received a national Best Practice Award.

The course takes about 300 hours of study (part-time over 2 years). There are no formal requirements for entry. Subject areas include record keeping including maintaining a farm cashbook, calculations, interpersonal and written communications, using computers and business planning. Elective subjects can be chosen from a wide range of TAFE office or rural business management subjects.

If numbers are sufficient students can attend workshops at their nearest TAFE Campus or at other suitable locations. Depending on student needs courses will begin in mid February 1997. Students unable to attend classes can elect to study at home using self-contained study packages with telephone links and ready access to tutors.

The course is offered by Onkaparinga Institute of TAFE at four Campuses including Mount Barker, Murray Bridge, Victor Harbor and Kangaroo Island. For further information about the course in the areas served by this Institute contact Margaret Stephens on (085) 52 1344 or contact your nearest TAFE Campus in other locations.

EUREKA CALVES PROGRESSING WELL

Calves destined for the 1997 Eureka sale are progressing well at **Genetics Australia's** Parwan Park property.

The calves are reaching target live weights and are presently being trained for easy handling.

Genetics Australia Deputy Chief Executive, Rob Derksen said the sale date of Thursday 24th April had been confirmed.

The sale will be an evening event and being the day before Anzac day holiday would give breeders a chance to attend ahead of a long weekend.

Mr Derksen said that the offering of elite heifers would be outstanding.

"There will be daughters from top cow families and from bulls such as Eastland Cash, Etazon Lutz*BL, Etazon Labelle*BL, Maizefield Bellwood, and CMV Mica as well as the first daughters of the top French bull Fatal*BL".

Mr Derksen commented that **Genetics Australia's** Eureka program was proving itself as a

gateway for the introduction of embryos for the world's elite populations.

"The partnership with Holland Genetics will result in at least fifty bulls over the next two years being progeny tested by both Australia and Dutch farmers.

"Already semen from the first nine bulls to be jointly tested is being used in The Netherlands and semen from the next group of more than ten bulls is being collected".

"Many of the heifers sold at the Eureka sale will be full sisters or from the same elite genetic pool as the bulls to be tested in both countries", said Mr Derksen.

"Australian breeders have an opportunity to participate in what is one of the most exciting developments in world genetics.

"It is interesting to consider that before **Genetics Australia** receives any returns from sales of proven semen, we will have invested over \$2 million in the Eureka program on behalf of Australian farmers.

Genetics Australia Packs to be released 1st week in March
The 1997 **Genetics Australia**

semen Packs will be released during the first week in March. They have proven to be gaining in popularity year after year and many farmers will remember that **SHOTIME** and **WINLUKE** were first available in Packs. Genetics Australia Shareholders will again benefit from large rebates if they order a Pack. Farmers who are not a Shareholder can do so by purchasing 50 shares for \$35.00 with details on shareholder benefits available from Genetics Australia on freecall 1800 039047.

Progeny Test teams bigger and better

The 1997 progeny test teams are soon to be released. This year 165 Holsteins, 25 Jerseys 15 Illawarra, 3 Aussie Reds and 2 Guernsey bulls will be targeted for progeny testing. Support for the **Genetics Australia** program has grown rapidly over the last few years as the quality of proven bulls emerging from the program has increased. Young bulls have been sourced from the world's best genetic programs with a feature being the number of young bulls sired by Australian proven bulls and sourced from Australian breeders.



Packo makes milking machine technology easy

Packo Fullwood (Australia) has taken over the Fullwood milking equipment agency held for 20 years by W.R. & D. Wells Pty Ltd. The change signifies a new commitment to the Australian dairy industry by one of the world's largest manufacturers of dairy equipment.

Headquartered at Leongatha, in the dairying heart of South Gippsland, Packo Fullwood has now established offices and agents in the major dairying regions of Victoria, New South Wales and Queensland.

The company has built its international reputation on combining the most advanced technology with built-in user friendliness and ease of operation and the Fullwood milking system is no exception. A particular challenge which Fullwood equipment has met successfully in Australia has been to design and manufacture parts that do not distort or perish in hot, dry climates.

Fullwood has overcome the problem of deafening noise during milking. The Fullwood vacuum pump offers both low noise and low speed which is uncommon on the Australian

market. The pumps are designed to consume less power and their heavy duty construction reduces the risk of equipment failure during milking. The latest model, the Ambassador, has been designed for dairies that require only one pump for large herds. The smaller model (800 RPM) can supply 2100 litres of air per minute and has a typical power consumption of 4.40 kW. The 1028 RPM model will produce 2850 litres of air per minute and has a power consumption of 6.00 kW.

A further component of the Fullwood milking system is the Clearflow QX, a quick exit claw that allows dairy farmers to view the milk.

The stainless steel and transparent claw bowl with internal moulding of the lower section divides milk flow in half and guides its course. Together with the slope of the bowl and the angle of the milk outlet nipple, fast evacuation of the milk is ensured. The internal design strengthens the claw whilst the slope of the bowl makes handling easier - and the reduction of turbulence within the bowl causes the milk to foam less.

All Packo Fullwood milking equipment products can be bought individually and used to update existing systems or can be purchased as a complete system.



Packo Fullwood Operations Manager, Steve Beaumont, checks Fullwood milking equipment in a newly equipped dairy

REMINDER

In the last Journal you received a
MEMBERSHIP QUESTIONNAIRE.

This information is vital to the Association.
Please complete the QUESTIONNAIRE if you have not already done so and return to SADA in the envelope provided.

Philip Down
Development Officer

BIG CHEESE PUSH

ADC GETS SET FOR BIG CHEESE PUSH

During the first half of 1997 the Australian dairy industry is set to embark upon a multi-million dollar mass media promotional campaign to increase Australians' consumption of home grown cheeses.

Initiated by the Australian Dairy Corporation, following close consultation with industry leaders, the campaign promises to be Australia's biggest ever generic dairy category promotion.

"The ADC specifically developed this campaign to meet the promotional needs of Australian manufacturers which we identified during a series of presentations to them in early 1996," explained Nick Watson, Australian Dairy Corporation's General Manager - Marketing and Promotions.

The result is the 'Choose Australian Cheese' campaign, which has now received widespread dairy industry endorsement.

"The Choose Australian Cheese campaign will utilise practically every proven marketing tactic - from advertising and public relations to sales promotions and sampling - as part of a total communications strategy designed to reach every Australian," Nick Watson said.

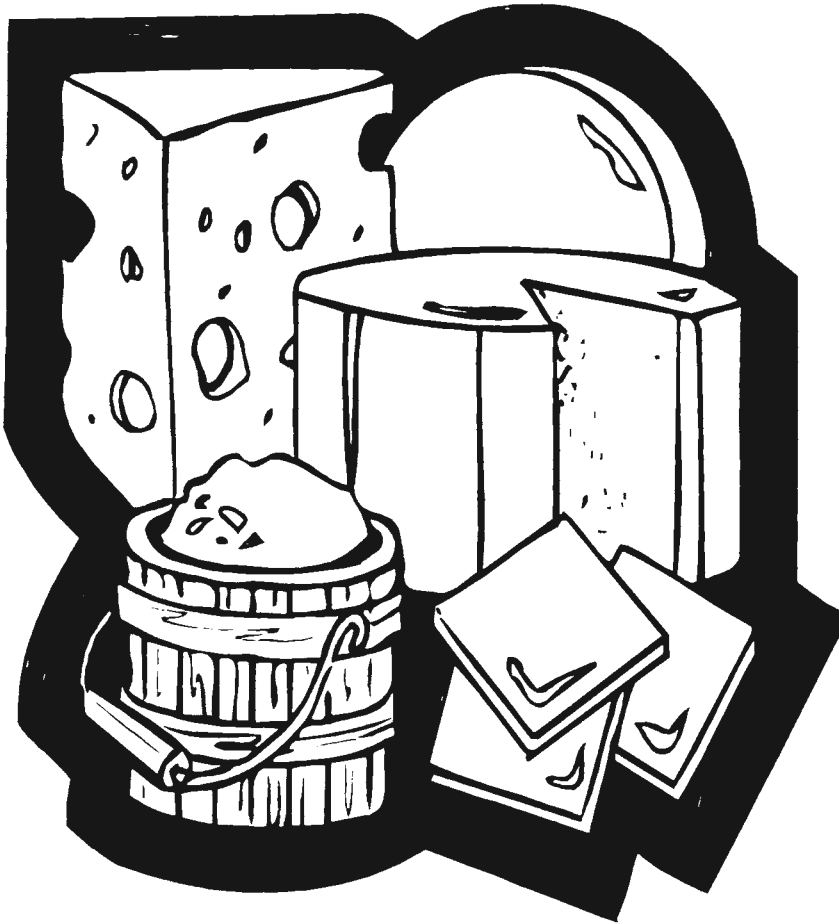
"The main message is simple - Australian cheeses are the best in the world.

"It's a strong position but it's confirmed by the first place prizes Australian cheeses have been

bringing back home from major international cheese competitions."

And the award wins will feature in the campaign's television advertising, due for on air release nationally in late February.

"To drive the message home to consumers, the campaign is designed to strike from all directions," Watson explained



"The ultimate aim is to own the position of world's best cheese in the minds of consumers.

"The television campaign will clearly position Australian cheese as world's best and a series of linked bus, tram and magazine ads will reinforce this claim, simultaneously providing varied usage ideas to prompt trial purchase, experimentation and repeat consumption," he said.

The widely respected 'Dairy Good' Australian dairy industry logo will also be aggressively promoted during the campaign as an at-a-glance way to identify Australian cheeses at the point of purchase.

Other campaign components, which will be rolled out nationally from February, include in-store sampling, a press launch event, a food service sales promotion, consumer competitions, a visit to Australia by a leading international cheese judge and extensive editorial coverage.

According to Nick Watson, the ADC's investment in the Choose Australian Cheese campaign is \$6 million - "but that doesn't even begin to take into account the co-promotional plans being made by manufacturers and retailers who are developing their own pro-Aussie cheese promotions," he said.

Nick Watson said that the campaign would be a boost for all segments of the Industry from dairy farmers to cheese retailers.

"Currently the retail cheese market is valued at \$1.25 billion per annum, with Australian cheeses accounting for 86% of the domestic market - but there's still room to grow the category even further and we are confident the Choose Australian Cheese campaign will have a significant impact," he said.



IAMA

IAMA Dairy

Milk Fever in dairy herds



By ROSS WALLER,
Nutrition Products
Co-ordinator
IAMA SA

One of the most important issues facing the dairy industry today is the ongoing battle to control and ultimately eliminate milk fever from the herd in a cost effective manner. During a recent visit to South Australia by prominent dairy scientist Dr Bob Elliot, technical manager for ROCHE Products, Ross Waller interviewed Dr Elliot on milk fever and the link with ketosis.

Q: Bob, we have discussed the production impact of sub clinical milk fever problems in the herd. What are the signs to look for?

A: Subclinical milk fever reveals itself as the sad cow syndrome usually after a prolonged calving. Although the cow does not go down with the symptoms of clinical milk fever, it does not recover readily. These sad cows do not show good appetites, they eat reluctantly from the bale, are slow moving and most importantly, take considerably more time to reach peak yield.

Q: Is there any impact on feed consumption?

A: Yes, the failure to eat aggressively after calving has important implications for joining. Frequently these sad cows lose considerable weight and condition and fail to conceive quickly and effectively. This will also lead to impaired fertility.

"The secret of success is to ensure that the cows consume a low potassium forage prior to calving and are supplemented with anionic salts."

Q: Bob, What causes sad cow?

A: The root cause of this problem, which I elect to call 'sad cow' is frequently attributed to excessive intake of potassium prior to calving. Recent exciting developments in pre-calving supplementation programs have resulted in major improvements in health and productivity by eliminating the extent of clinical and sub-clinical milk fever.

Q: What strategies do you suggest to attack this problem?

A: The secret of success is to ensure that the cows consume a low potassium forage prior to calving and are supplemented with anionic salts - known as 'acid salts' for at least three weeks prior to calving. The acid salts acidify the blood and counter the alkaline nature of the existing high potassium intake. The cow, in response to daily intakes of acid producing salts, counters by releasing calcium from bone reserves. This ensures that there is sufficient blood calcium available at calving to prevent disorders.

Q: Bob, you briefly mentioned calcium, how essential is calcium under these conditions?

A: Calcium is an important element for good muscle tone and contractions. Obviously this is important at calving when the uterus has to push out the calf and expel the after-birth.

The muscles of the rumen and gut need calcium to maintain good mobility. The failure to ensure good gut mobility leads to poor intakes and for this reason frequently milk fever is linked to the onset of ketosis. Maximum nutrient intakes after calving ensures early peak yields, maintenance of condition and an increase in conception rates.

Q: Are there any other tips for farmers feeding anionic salts? It's been

my experience that the combination of salts have a bitter taste.

A: Quite correct, the acid salts are unpalatable and it is essential to devise methods to ensure they are consumed.

This requires a separate springer



paddock and the use of low potassium hays and a suitable carrier for the salts.

"The response to these salts is so cost-effective that it is essential to incorporate this into management..."

Such carriers include grains, molasses and silage, IAMA has a product that is very palatable. Some dairy farmers have used the concept of making this product into a slurry and pouring over bales of hay daily, a little more difficult to control intake but this system seems to be adequate.

Q: Bob, once again we get down to the bottom line questions most often asked. How much and is it cost effective?

A: The response to these salts is so cost effective that it is essential to incorporate this into management so that they become a normal part of the feeding programme in every dairy. It is also important to make sure the correct levels of calcium are consumed once the cow is in production. IAMA's nutrition service can certainly cater to these needs.

MORE INVESTMENT & JOBS FOR THE AGRI-FOOD INDUSTRY

PM PUSHES FOOD EXPORT DRIVE TO ASIA

The new Prime Minister's Supermarket to Asia Council (STAC) swung into action today, announcing the formation of eight new working groups to help push Australian food exports to Asia.

STAC Executive Director, Mr Paul Bourke, said the formation of the working groups: "was an exciting first step in the Council's drive to grow Australia's food exports to Asia aggressively over the next three years."

He said that business leaders from a wide cross-section of Australian industry would be invited to join the working groups early in the New Year. Chaired by senior government ministers or STAC members, the groups will focus on the following issues: Quality and Safety; Business Competitiveness; Asian Marketing; Small to Medium Enterprises; Market Access; Communications; Transport & Logistics; and Research, Technology & Innovation.

Mr Bourke said that although food exports to Asia had increased over the last five years, totalling over \$14 billion in 1995/96, growth was not consistent and that if Australia did not act aggressively now, it ran the risk of missing the export boat and becoming more reliant on imported foodstuffs.

STAC had therefore been formed, he said, to bring together key industry and government leaders to find ways of removing impediments to export growth, and ultimately stimulating investment and job creation in the agri-food industry, particularly in regional areas of Australia.

"The Council's mandate is simple," said Mr Bourke. "Our job is to help Australian farmers and food processors to become globally competitive in terms of product, pricing and quality and to encourage an aggressive export culture within the agri-food industry.

"Asian food consumption is growing by \$20 billion per year as a result of increasing income and population levels and changing tastes towards meat, dairy products, fresh and convenience foods.

"Australia has several natural advantages to help capture a significant share of this market, including some of the best farming land in the world and a close physical proximity to Asia.

"Our potential for export growth is enormous. But competition is intense and we currently hold only about six per cent of the total Asian import market.

"Australia faces two dangers because we are not moving quickly enough on the export front. The first is that Australia will miss out on export opportunities. And the second is that Australia will become more and more reliant on imported foodstuffs."

Mr Bourke said that the agri-food industry was one of Australia's most important industries valued at approximately \$64 billion. He said the agri-food industry was also one of Australia's major generators of employment, with 358,000 employees in the agricultural sector and 181,000 in the food and beverage manufacturing sectors.

"By developing the agri-food export industry, we can grow this industry sector significantly, opening up new and existing markets and stimulating investment and job creation, particularly in rural Australia," said Mr Bourke.

CONTACT: MR PAUL BOURKE,
EXECUTIVE DIRECTOR, SUPER-
MARKET TO ASIA COUNCIL
TELEPHONE ALL HOURS 0414
231 312 or BH (06) 273 1717

THE PRIME MINISTER'S SUPERMARKET TO ASIA COUNCIL

The Prime Minister's Supermarket to Asia Council ((STAC) was formed in September 1996.

STAC is a facilitation body whose primary role is to provide strategic direction and priority setting for the agri-food industry, allowing it to effectively overcome impediments to growth, both in the domestic and export market.

Its mandate is: "To develop a globally competitive Australian agri-food industry with an aggressive export culture, resulting in significant and ongoing growth in exports to the Asian region over the next decade."

The Council operates in a similar way to a Board of Directors, co-opting government and business leaders to participate in its eight working groups.

These groups are Quality and Safety; Business Competitiveness; Asian Marketing; Small to Medium Enterprises; Market Access; Communications; Transport & Logistics; and Research, Technology & Innovation.

The Council's Executive Director is Mr Paul Bourke, former Managing Director of Arnotts Ltd (1991-96) and of Campbell's (Australia) Pty Ltd (1984-91).

Administrative support is provided by the STAC secretariat and personnel co-opted from the departments of member associations.

CONTACT: MR PAUL BOURKE,
EXECUTIVE DIRECTOR,
SUPERMARKET TO ASIA COUNCIL

TELEPHONE ALL HOURS 0414 231
312 OR BH (06) 273 1717

Packo launches its water cooled milk tanks in Australia

Story summary

Packo Fullwood launches water cooled milk tank in Australia featuring laserwelded evaporators programmed logic control and advanced cleaning technology.

Intro

Around the world Packo water cooled milk tanks sell at the same rate as direct expansion tanks yet, until now, Packo's advanced technology water jacketed tanks have not been available to Australian dairyfarmers.

On entering the Australian market in 1995, Packo Fullwood recognised that a competitive choice was not available to Australian dairyfarmers and has moved to rectify the situation with the launch of the Packo water cooled milk tanks.

Packo Fullwood's water jacketed tanks have been fully adapted to meet Australian technical requirements and specifications including complete compatibility with Email's Australian chilling units.

Among the largest manufacturers of milk tanks in the world, Packo Fullwood's advanced technology is incorporated into both its water jacketed and direct expansion tanks. For dairy farmers seeking the top end tank Packo Fullwood's Australian managing director, Willie Walsh, notes three of the major benefits of the Packo tank. They are its laser welded evaporators, advanced cleaning technology and programmed logic control (PLC).

"The difference between our laser welded system and the old system of channelled evaporators is that there are less welded joints and therefore the incidence of metal distortion and fatigue caused by hot milk and liquids circulating at varying temperatures (from -5°C to 2°C) is eliminated," he said. "In less advanced design channel evaporators using mechanical welds the chances of glycol coolant leaking into the milk is a possibility."

"Laser welding leaves no burn marks or stress on stainless steel because of its accuracy whereas spot welding can cause roughness and pitting on the inside of tanks making them difficult to clean thoroughly," he said. Packo's multi-injection system also ensures coolant is evenly and completely distributed around the tank.

The automated cleaning system washes the tank from a central point using the same pressure and volume of water all over. "The rotating spray ball turns at normal speed, not at high speed," Mr Walsh emphasises. In the first wash cycle individual rinse jets located in the top of the tank rinse out any milky residue using the farm water pressure system. "In this way there is no milky residue in the tank when washing starts and no re-circulating of milk fatty water," he said.

Both personal safety and economy are enhanced by the PLC controlled automatic dosage of detergents. A low voltage pump on the back of the tank draws the pre-set amount of detergent directly from the drum. "In this way farmers do not have to handle dangerous detergents," said Mr Walsh.

The Programmed Logic Control panel situated at the front of the tank permits complete automation of all cooling and cleaning operations and these can be quickly and easily tailored to the quantity and speed of

milking.

"Once the controls are programmed, cooling can be either instant or delayed, cleaning happens automatically and the milk is maintained at 4°C for as long as it's in the tank" Mr Walsh said.

Tarwin Lower dairyfarmers, Roger, Evelyn and Christopher Indian installed their new 6200 litre Packo tank in October and immediately found it was cooling the milk quicker than they were getting it into the tank.

"We had to adjust the PLC to delay cooling for 10 minutes longer, but it solved the problem and the system now runs perfectly," said Evelyn who had little difficulty mastering the computerised control panel. "All the instructions are written there next to the program buttons so it's very easy," she said.

"The beauty of the Packo system is we don't have to think about it," said Evelyn. "Our normal milking time is 90 minutes and all the milk is cooled before we've finished."

Evelyn commented that both the size (previously they had two smaller tanks) and the efficiency of the Packo system were important advantages for them. "And we don't have to wash the tank by hand anymore," she said.

Media Enquiries: Richard Meredith, tel. 03 9416 1177



"Its very easy." Evelyn Indian from South Gippsland at the control panel of her new Packo tank.

The most advanced technology in the world makes **PACKO** tanks easy to operate

PACKO FULLWOOD

- Laser welded evaporators give extra strength & a perfect internal finish
- Designed to clean where others miss
- Computer 2000 system cools & cleans automatically
- Very price competitive
- also... The complete range of Fullwood milking equipment available



South Australia: Graeme Stoll - Tel: 018 595 978

Packo Fullwood Head Office FreeCall on 1800 678 530

<u>Branch</u>	<u>No. of Dairyfarms</u>	<u>Total Cows</u>	<u>Average Herd Size</u>
Barossa	25	1483	59
Central Hills	62	5485	88
Jervois	49	7478	153
Meningie	50	9681	196
Milang	27	2460	91
Northern	39	3655	94
Northern Hills	36	3870	108
Onkaparinga	46	3797	83
River Murray	78	11193	144
South East	179	21437	120
Southern Fleurieu	139	16961	122
Southern Hills	53	6342	120
Total	783	93842	120

The above table shows very clearly the number of dairyfarmers in total across the State in relation to their branch. It also gives an indication of how many milking cows in each area as well as average herd size. One must be careful in using averages to draw conclusions. A good example of this is one Branch. By removing one very large dairyfarmer the average herd drops by 16. However in broad terms the above table is a fair representation of where the milking cows are in South Australia.

CONVENTION & CONFERENCE

SADA is hosting two major events in April.

Australian Dairy Farmers Federation/New Zealand Federated Farmers (ADFF/NZFF) Annual Convention 7-9 April at the Hindley Park Royal

AND

the ADFF/NZFF Convention Tour (Barossa - Adelaide Hills - River Murray areas) 10-13 April

AND

the SADA District Conference 10 April at the Vine Inn, Nuriootpa

Although somewhat formal the business part of the ADFF Convention (7-9 April) is open to any dairy farmer who may care to attend. If you are interested please contact CEO SADA for details of sessions.

The ADFF/NZFF Convention Tour is open to any & everyone. It is a great opportunity to meet and chat with a number of dairy farmer leaders across Australia (& New Zealand). The draft programme highlights are:

10th April

- visit Adelaide Hills dairy (Woodside area)
- visit Melba's Chocolate & Confectionary Factory, Woodside
- tour of National Motor Museum, Birdwood
- tour Barossa Wine & Tourism Centre
- attend SADA Conference Dinner, Vine Inn

11 April

- visit Nietschke's dairy, Koonunga
- tour Seppeltsfield Winery/Lunch
- tour Keg Factory, Barossa Valley
- tour Bethany Wines
- dinner Cafe Heidelberg

12 April

- inspect Angas Park Fruits
- visit Remlap Manufacturing
- cruise Murray River
- view Monteith dairying
- dinner at German Arms Hotel, Hahndorf

13 April

- visit Beerenberg Fruits
- explore Hahndorf
- lunch at Eagle on the Hill

The tour is expected to conclude mid-afternoon to allow interstate and overseas visitors to travel to their home destinations.

If you are interested in being part of the ADFF Convention Tour please contact Dianne Down at the SADA Office (08) 8293 2399.

CONVENTION & CONFERENCE

The SADA Conference will be a Conference with a difference this year! The Conference will be chaired by media personality and rural consultant Jon Lamb.

Titled 'The Business of Dairy Farming - Meeting the Challenge' it will combine a team of outstanding consultants with leading farmers to look at key issues including:

- why you, the family and the farm need a property plan
- understanding what the bank manager needs to say 'Yes.'
- managing risks to make a profit
- planing your time to maximise returns
- outsourcing - a smart way to make your dollars go further

Keynote speaker is Mr John McLean - Manager of Warrnambool Cheese & Butter Factory.

This is a programme for wives and husbands, managers and sharefarmers. There will be plenty of time to ask questions in this very different discussion style Conference.

Come along and have your say.

The Conference Dinner will include the delegates from the ADFF/NZFF Convention & Tour. A great chance to meet dairy farmers from across Australia & New Zealand.

If you are keen to attend & transport is a problem talk to either:

Ron Purvis (Secretary) SE Branch (for River & Lakes, SE) Phone:0887 372 829

or

David Basham (Secretary) Southern Hills Branch (for Fleurieu & Hills)

Phone: 0885 568 229

about the SADA Mystery Conference Buses.

April is shaping up to be a great time for dairying in this State. Make the effort and get involved. Contact Jo Gilbert for Conference Bookings (08) 8293 2399.



South Australian Dairyfarmers' Association

Annual District Conference, Vine Inn, Nuriootpa

April 10, 1997

'The business of Dairy Farming - Meeting the challenge'

Running the farm as a profitable business is the challenge put forward at this year's State Conference.

The program is designed to help you plan the business side of your farm - with confidence.

A team of outstanding consultants will combine with leading farmers to lead workshop discussions on key issues including:

- why you, the family and the farm need a property plan
- understanding what the bank manager needs if he is to say yes
- managing risks to make a profit
- planning your time to maximise returns
- outsourcing - a smart way to make your dollars go further

This is a program for husbands and wives, managers and share farmers.

There will be plenty of time to ask questions in this very different discussion style conference.

1997 ANNUAL CONFERENCE / DINNER REGISTRATION FORM

CONFERENCE: \$25 Conference: 10.00am - 4.30pm (includes lunch)
\$20 Members Registration: 9.30am - 10.00am

Wine and cheese tasting between 6.00pm and 7.30pm.

DINNER/DANCE: \$20 per head Dinner: 7.30pm
All drinks at personal cost

		<u>Please tick appropriate boxes</u>	
<u>First name</u>	<u>Last name</u>	<u>Conference</u>	<u>Dinner</u>
.....		<input type="checkbox"/>	<input type="checkbox"/>
.....		<input type="checkbox"/>	<input type="checkbox"/>

Address to send tickets:

.....
.....

RETURN THIS FORM WITH
YOUR CHEQUE TO:

Reply Paid 5044
SADA, U5/780 South Rd, Glandore, 5037

*** Please make own arrangements for accommodation ***

DRAFT

South Australian Dairyfarmers' Association

Annual District Conference, Vine Inn, Nuriootpa

April 10, 1997

'The business of Dairy Farming - Meeting the challenge'

Program:

- | | |
|-----------------|--|
| 9.30 - 10.00am | Registration |
| 10.00 - 10.15am | Opening - Mr Frank Beauchamp
SADA General President |
| 10.15 - 11.15am | <i>Meeting the Challenge:</i>
Keynote Speaker - Mr John McLean
Managing Director
Warmambool Cheese and Butter |
| 11.15 - 11.25am | Dairy Break |
| 11.25 - 11.45am | Property Planning - Can you see the big Picture?
Speaker - Mr David Heinjus - <i>Rural Directions P/L</i> |
| 11.45 - 12.30pm | Financial Planning - Making sure your Bank Manager
says Yes
Speaker - |
| 12.30 - 1.30pm | Lunch |
| 1.30 - 2.20pm | Managing risk to make a profit
Speaker - Mr Mike Krause - <i>Agric Risk Management P/L</i> |
| 2.20 - 2.40pm | Time Planning to maximise returns
Speaker - |
| 2.40 - 3.00pm | Dairy Break |
| 3.00 - 4.00pm | Outsourcing - Making your dollars go further
Speaker - |
| 4.00 - 4.30pm | Conclusion - <i>Did we meet the Challenge?</i> |



Mount Compass Field Day

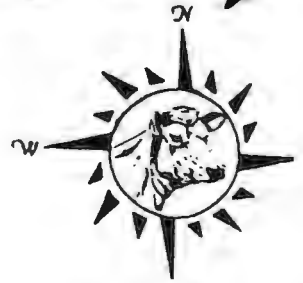
Mount Compass Oval

Wednesday 26 March, 1997

9.00a.m. - 4.15p.m.

10th Anniversary Field Day

12.00 Noon - Official Opening by the Hon. Robert Brokenshire, Member for Mawson



ADMISSION
FREE

"FARMING ON THE FLEURIEU"

Suppliers of every product imaginable for the
FLEURIEU FARMING SCENE will be represented including:

- Farm plant and machinery
- Insurance
- Financial institutions
- Pottery and crafts
- Irrigation
- Stock feed and grain
- Mechanical and electrical
- And much much more!



FEATURING:

Calf Handlers' Competition (Junior and Senior) for Mt Compass Area School students. Livestock Exhibits - Emus, Ostriches, Alpacas, Dairy and Beef Cattle.



OVER 140 EXHIBITORS



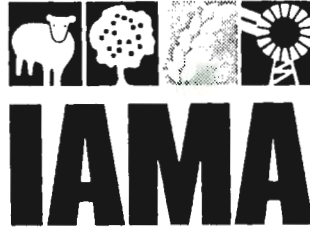
FOOD HALL
AND COOKING
DEMONSTRATIONS

Food and drinks available for purchase (licensed bar)
DON'T MISS THIS ENJOYABLE AND REWARDING DAY

Something for everyone!

FREE
RAFFLES

\$500 to be Won!!



At this years conference to be held at the Vine Inn in the Barossa Valley two prizes will be drawn.

The first draw will be someone who has actively signed up a new member within the last 12 months, while the other will be a dairyfarmer who has signed up in the last 12 months.

The odds for the first draw are very good at present and to encourage more dairyfarmers to participate in the competition I have enclosed a list of members in your respective Branch. If you have a neighbour or acquaintance who is a dairyfarmer but not on this list it could be an easy way to earn \$500 by simply obtaining a membership form from the office or contacting me to arrange membership.

The prizes will be goods from IAMA to the value of \$500 for each draw.

Good luck and hope to see you at the conference.

Regards,

Philip Down.

**MT COMPASS FIELD DAY
26 MARCH 1997
MT COMPASS OVAL**

SADA TENT -

At the Field Day the SADA tent will have information available from the following -

SADA

Mapland

Wesfarmers Insurance

Primary Industry Bank of Australia

Parsons Tabo - Gas Hot Water Services for Dairies

and

Cowwear T shirts, hats and novelties will be for sale.



HAVE YOU HEARD ABOUT DAIRYPOL? THE INSURANCE PLAN DESIGNED BY DAIRY FARMERS FOR DAIRY FARMERS.

Dairypol is an insurance plan that was designed in consultation with dairy farmers from all over Australia.

It's a plan for you, your family, and your farm. A plan that truly reflects the needs of today's dairy farmer.

It gives you the choice of cover to best meet your needs and your budget,



WESFARMERS FEDERATION
INSURANCE

Truly Australian

in one, fully integrated plan.

For more information on the Dairypol plan call your local WFI representative.

Wesfarmers Federation Insurance.
We're never far away.

THE PEOPLE SIDE

Dairy farm families have a unique set of pressures

The rigorous demands of caring for cattle and the bonds people form with their herds add to the relentless stress.

The demands and workloads on dairy farmers are unique, different from other types of farming. Dairy farmers work under pressure more unrelenting than just about any other occupation, due to an unforgiving schedule of milking cows two times a day, at the same times, 365 days a year. Busy cropping seasons add more stress on top of the "normal" level of overwork.

That was the premise of a team of Minnesota extension educators who wanted to learn how dairy families handled the unique stresses and satisfactions of dairying. The extension workers were developing Minnesota's Dairy Initiatives Program in the early 1990's.

Objectives for the Dairy Initiatives Program were to enhance the quality of farm life, profitability, national competitiveness and vitality of rural communities of Minnesota. This group of extension leaders believed these goals required more than helping farmers improve milk production.

In a time of low milk prices and apparent increase in divorces and other family stress, the Minnesotans wondered how extension programs could address quality of life for farm families as whole units. They found plenty of farm family research but none that focused on dairy families.

Isn't dairying different?

Convinced that the stress of dairying was indeed different from that experienced in other kinds of agriculture, the extension team decided to do its own in-depth study of dairy families experiencing the "satisfiers and stressors in their lives."

The research team included Dave Kjome, now southeast Minnesota extension dairy educator; Madge Alberts, then a county extension family development educator and now program leader of the Children, Youth and Families Initiative for University of Minnesota Extension - and married to a dairy farmer; Peter Scheffert, extension educator financial and business management; and Chuck Schwartau, extension educator for livestock systems.

Known as the Zumbro River Cluster Dairy Study, the project used intensive individual interviews with randomly selected dairy farm families in four counties in southeastern Minnesota.

The sample of 17 farm family units is small, and the geographic area is limited. But the interviews were very intensive, and the participating individuals were cooperative and open, notes Madge Alberts.

All but one of the farms were operated as single family units, although several involved two generations at earlier stages. Sixteen married couples and one single man made up the households. Thirteen families had children at home; two families' children were all grown.

Ages of individuals ranged from 28 to 65, with the average in the early to mid-40's. Except for one 400-cow, 1,500-acre farm, herd size averaged 49 cows, with 282 acres.

As the researchers state in their conclusions, "It is very hard to make generalizations about dairy farm families...A lot of the same issues impact different families differently."

Still, the Minnesota study offers a unique look at work and family life on dairy farms. It offers a mirror for us in the industry to examine how we feel about our work and family relationships and how all family members are affected.

The interviews reflect attitudes and beliefs that strengthen and weaken farm family life and affect how we

cope with the stresses in our lives. Over several months, The People Side will explore several issues that the study raises.

The study identified numerous sources of stress: financial, intergenerational relationship and transfer issues, overwork and lack of time off, hiring and managing employees, conflicting farm and family priorities, concerns about parenting and marital relationships, lopsided gender roles.

The role of children in dairy families caught the attention of Madge Alberts. "This study indicated that children, beginning at a very early age, are an extremely important part of the dairy operations," she noted in the report.

The importance of whole-family involvement in the dairy came through in many interviews. But, in some families, the demands placed on children were unreasonable and inappropriate to their safety and development level.

"That's the one thing that concerned me most - the unrealistic expectations of children," Alberts commented in a telephone interview. At least one father complained that, though his children worked extensively on the farm, their performance never measured up to his standards.

A special bond...

From their many hours of taped interviews with dairy farmers, the researchers recognized another unique feature of dairy farm life. That is the special relationship between dairy farmers and their cows.

Dairy men and women, but especially men, listed their love of cows, and of working with cows, as a major strength of dairy farming. One farmer said, "I just ... love the cattle and that, and I just try to keep 'em all healthy."

"I'm married to those girls first at the barn, and she (spouse) comes



THE PEOPLE SIDE (Contd)

second. That doesn't go real good," one husband admitted.

Still another dairyman, when asked what he would do if he sold the cows, replied "I don't know. I'd probably end up in a mental institution." At times, the farmers spoke as though they saw their cows as their sole worth, the authors noted in their report.

The special relationship to the cattle, and farmers' worries about the well-being of their cattle, was evident in discussions about time off and hired labor, too. Some do not dare to take time off because they do not trust others with their cows.

Several men expressed fears or concerns about leaving their cattle in anyone else's care. The predominance of 40-to 60-cow herds in this sample probably accounts for the frequency of this attitude. But even owners and managers of larger herds can be hesitant to leave others in charge of the herd.

Alberts was struck by the central role

that their cattle played in dairy farmers' lives, as revealed by their own comments. It rang true to her, on the basis of her experience at her home farm. "Of the 500 cows we milk, my husband knows 450 of them by name, and he grieves whenever one dies," she noted.

Just how cow-centered dairy farmers can be was revealed when researchers asked about stress related to health issues. "Five of the males immediately assumed we meant animal health and responded from that perspective, never referring to their own or other people's health," notes the report.

Families coped well ...

Overall, the researchers found that the families interviewed expressed less stress than the research team had expected. Dave Kjome was particularly surprised because the interviews were conducted during very difficult times of low milk prices and the aftermath of flooding in the

region. Kjome did note that "younger families are under a lot of stress - those in their late 30's and early 40's." This age group of dairy farmers are "victims of timing," he says, who have struggled financially because they got into the business in the '70s when land, facilities and cattle were expensive.

"We have seen some families blowing apart," Kjome says, due to long-term financial and emotional stress. Family partnerships have broken up, and divorce and family stress seem on the rise to the extension researchers.

Dairy families could benefit from taking more care of each other and family relationships and discussing and planning family and farm goals, the study suggests. Chronic fatigue is a major barrier. But this study provides lots of food for thought and discussion about these issues. Stay tuned to The People Side for more.

Source: Hoard's Dairyman

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NATIONAL APPROACH TO TACKLE MASTITIS

THE Australian dairy industry is set to revamp the way it deals with milk cell counts and mastitis with the formation of the interim steering committee for a new Australian Mastitis Advisory Council (AMAC) in Melbourne last week.

Mastitis costs Australian dairy farmers more than \$130 million a year, is the dairy industry's most serious animal health problem and has an impact on milk quality by increasing milk cell counts and the risk of antibiotics getting into milk.

Within the next year the steering committee of the new council will establish a national approach to controlling mastitis in dairy cattle and reducing milk cell counts.

It will also ensure farmers in all dairying regions get consistent information, which is easy to understand, on the best ways of dealing with the animal health and milk quality aspects of mastitis, and will develop a coordinated approach to mastitis research around Australia.

The interim steering committee of AMAC involved the Dairy Research and Development Corporation (DRDC), the Australian Dairy Farmers Federation, the Australian Dairy Products Federation, the Australian Milking Machine Trade Association, the Australian Veterinary Association, AVCARE and the National Herd Improvement Association.

Council co-ordinator and leading dairy veterinarian at the University of Melbourne's Veterinary School, Dr Pauline Brightling said the need for a national mastitis control program became clear after a national mastitis workshop was held earlier this year.

Led by Dr Graeme Mein, Visiting Professor at the University of Melbourne, delegates at that workshop agreed it was technically feasible to lower the average somatic cell count of Australian dairy herds from about 350,000 to 200,000 by the year 2000 provided

that the industry had both the will and the co-ordination to do so.

Dr Brightling said the AMAC aimed to develop a national approach to mastitis control on Australian dairy farms which would result in simple, clear and consistent advice to dairy farmers.

"There are a range of different mastitis programs - the 5-Point Plan, the Mastitis Check List, the 3x3 Plan, the SAMM Plan in New Zealand - and while they have a lot of similarities, the differences between the programs cause confusion," she said.

"These are genuine efforts to help the industry, but often the information is inappropriate and sometimes quite wrong.

"Farmers need clear, consistent advice when it comes to controlling mastitis in infected cows, managing cell count levels and producing quality milk.

"The increasing use by factories of incentives and penalties according to milk quality makes mastitis control good business for farmers.

"Cell counts continue to fall but wet winters, such as the last one, often lead to many clinical cases of mastitis, pushing farmers to their wits end."

Dr John Craven, DRDC Farm Program Manager, said mastitis was an increasing problem as dairy farmers increased cow productivity.

It was also a major issue for dairy processors in terms of milk quality and yield.

Dr Craven said the DRDC - through its Milk Harvesting and Quality Program - recognised that milk quality was an essential element of the Australian dairy industry's competitive edge in international markets in terms of consumer requirements and perceptions.

For more information contact Pauline Brightling at DRDC, phone (03) 9889 5077 or Kathy Pullman at the Dairy

Research & Development Corporation Phone (03) 9889 0577 Fax (03) 9889 0053
Date :29 November, 1996 File Ref.: k:\leeann\story\mastitis.doc

Work Required

**EXPERIENCED
DAIRY HAND
REQUIRES WORK
IN MT GAMBIER
AREA**

**Available for
immediate start**

**References
Available**

**Contact: Alison
Williams**

Phone: (08)85754 277

WANTED

**Collections of old Toys
or Models**

**Tin Trunks or Tea
Chests full of old Toys
or Models (1960's -
1970's.)**

**Tin Robots Etc
wanted**

Phone (08) 8271 6842

NEW LIFE PROGRAMME

NEW LIFE CENTRE

Karobran Farm is a programme offering rehabilitation to single males and females, along with single parents and families with children. The program is for those who have suffered setbacks in their lives through drug and alcohol abuse, mental, marital or emotional problems, and who desire to re-establish themselves in society by overcoming their problems.

We believe that the needs of the whole person must be met if success is to be total, and so we provide counselling, encouragement and training in spiritual, physical, social, financial, intellectual and emotional areas of living.

Karobran Farm is a voluntary programme which may take up to 12 months to complete. After that time, each student is assessed and may have the opportunity to advance to an elective programme which includes specialised subjects and courses and which may include T.A.F.E subjects.

During their stay at Karobran Farm, each student learns to live a responsible life through:

Work training subjects
work programmes
social activities
individual and group counselling
elective programmes, including
T.A.F.E. courses

Karobran Farm has modern, separate facilities for single males, females and families, with singles living on a share basis with other students. All students are on a roster system for cleaning tasks as well as for kitchen duties.

Karobran Farm is a DRUG FREE ZONE and any student found with such substances may be instantly dismissed.

Recreation facilities include Tennis, Volleyball, Table Tennis, Gym Equipment and Horse Riding.

Once the program is completed, we try to place them with someone who can help them with accommodation and employment.

The program at Karobran Farm is a voluntary one, and no student is bound to stay and complete the program, but while they are at Karobran Farm, all parts of the programme are compulsory.

Home Maintenance
Landscaping
Gardening
Personal Development
Basic Cooking
Retail Selling
Safety
Basic Mechanics

In the work training programme, we carry out jobs in the local area and students may be employed by local businesses or may work on farms

or machinery.

A student need only have a desire to want to change his or her ways by recognising that they have a problem which needs correcting. Students come to Karobran for help with such problems as:

Alcohol abuse
drug/substance abuse
mental and behavioural
breakdown
marriage breakdowns
loneliness
unemployment
brokenness and past hurts

The students are given encouragement and incentives to overcome problem areas and then they make their own decisions.

Karobran is recognised by the Department for Correctional Services and therefore students can work off any Community Service that has been issued by South Australian Courts.

Sponsorship

To sponsor a child to attend Karobran the cost is \$35.00 and sponsorship is fully tax-deductable. Donations can be sent to : -
Karobran New Life Centre Inc.
PO Box 720
NARACOORTE SA 5271

**Can you help somebody
make a new start?**

WESFARMERS QUICK OFF THE MARK



Recent bushfires on the Fleurieu Peninsula saw a number of SADA members call on Wesfarmers Federation Insurance with claims. WFI Regional manager Tim Carr informed SADA that claims were settled promptly.

Initial payouts were made within a week and full claims were adjusted within 10-14 days with the speed and efficiency that

makes WFI a cut above the rest.

John Hall, WFI's representative for the Fleurieu, attended a Southern Hills Branch meeting recently to inform members specifically about fencing insurance as a result of the fires. He outlined the WFI fencing insurance policy which is quite unique in the industry. Discussion on farmer responsibilities in relation to fire prevention was also a topic of discussion.

Members are advised to review their insurance policies at regular intervals. Your local Wesfarmers representative is only too happy to assist.



Dairy week ribbons 'Raidered'

One of the most impressive results to emerge from International Dairy Week at Tatura last week, was the number of Holstein winners sired by Hanoverhill Raider HO0561.

Of the 20 classes offered Raider sired the winner of nine of them. Raider proved his daughters perform in the showing and produce, because he also sired the champion production Holstein cow in Murrumbidgee Raider Mistress. Mistress produced 9996 litres with 4.0% butterfat (397kg) and 3.3% protein (333kg) as a junior two-year-old in 300 days. Her combined butterfat and protein was 730kg.

Raider daughters won intermediate champion, reserve intermediate champion, reserve junior champion and in the senior three-year-old class, the first four placings were taken by his daughters.

Given this performance it was no surprise that he took out the title of 'premier bull' for the show with 141 points. His nearest rival gained 42 points.

According to Jim Conroy from Semex Australia, the company which supplies Raider semen, the results from this year's International Dairy Week placed Raider as one of the top bulls in Australia.

"Many visitors to Tatura proclaimed this year's dairy week to be the best yet for the quality and quantity of cattle shown, and with so many Raider daughters performing so well under such strong competition it really shows what this bull can do.

"Raiders sire cows that look good and have tremendous udders, and they also work well under Australian conditions producing to high levels - his production win at IDW proves that, he said.

His proof shows a fantastic

percentage butterfat deviation of +.34 and he is renowned for producing daughters with quality udders.

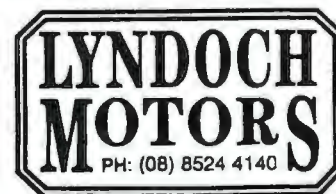
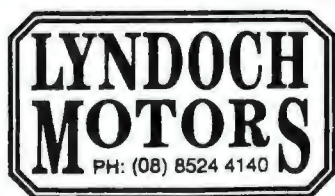
At International Dairy Week, Semex Australia announced that under its new 'Stablemates' program, Raider semen was now available for \$24 per dose for each straw of progeny test semen purchased from the company's Star Search program. Raider normally sells for \$32rrp.

The Stablemates program allows farmers to obtain a discount, on a one for one basis, on a selection of proven sires when purchasing progeny test semen at the same time.

"Raider has a lot to give to Australian dairy farmers and this Stablemate offer makes it even easier for farmers to introduce some of his benefits into their herd," Mr Conroy said.

For more information contact Jim Conroy on (03) 53 675 628

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Call In and see **Lyndoch Motors 17 Gilbert Street Lyndoch** or phone them on **085 244140** to find out more about the exciting range of hard working Suzuki farm vehicles.

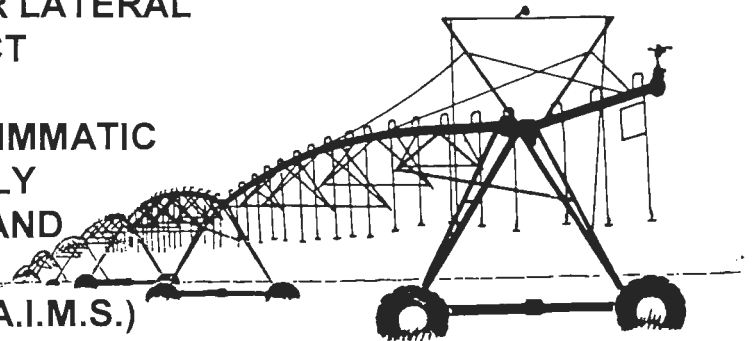
Two wheels or four Suzuki's range of farm vehicles offer you the most up to date features to ensure that your day is as easy as you deserve it to be.

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The New World

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To the Table

Macaroni Meatloaf

500g finely minced beef
1 can Rosella Rich Beef & Bean Soup
1/4 cup tomato paste
2 cups raw macaroni
1/2 cup grated tasty **CHEESE**

1. Place mince into a bowl. Mix in soup, tomato paste and macaroni.
2. Place into a 10 x 25 cm loaf tin, sprinkle with cheese.
3. Bake at 180 degrees C for 45-50 minutes, until cooked. Serve sliced, with tomato sauce and salad or vegetables.

Serves 6-8.

Salmon & Brie Frittata

5 eggs, lightly beaten
1 can Rosella Cream of Chicken Soup
1 x 210g can salmon, drained
1 cup asparagus cuts and tips
125g **BRIE** or **CAMEMBERT**, sliced

1. Mix eggs, soup, salmon and asparagus. Pour into a greased 23cm ceramic quiche dish.
2. Top with sliced **BRIE** and bake at 180 degrees C for 35 - 40 minutes, until set and golden brown.
3. Serve cut in wedges, with a green salad.

Serves 4-6

**Steak & Mushrooms
With a **CHEESE** Crust**

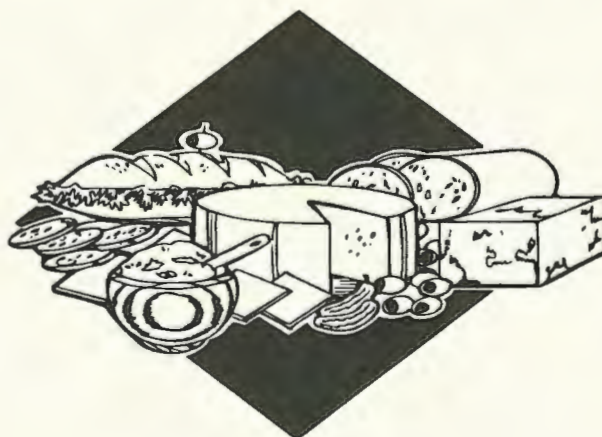
500g cubed blade steak
2 tablespoons oil
2 cups sliced cap mushrooms
1/4 cup red wine
1 can Rosella Hearty Beef Soup

Cheese Crust:

1 tablespoon **BUTTER**
1 cup self-raising flour
1/2 cup grated tasty **CHEESE**
1/3 cup **MILK**

1. Brown steak in hot oil, in batches, and place in a casserole dish.
2. Fry mushrooms gently until soft, add wine and allow to reduce by half. Add soup, mix well and add to casserole dish.
3. Cover and bake at 180 degrees C for 40 - 50 minutes, until meat is tender.
4. **Cheese Crust:** Rub **BUTTER** into flour. Stir in half the **CHEESE**, then enough **MILK** to form a soft dough. Pat dough out, cut into pieces and place onto casserole. Sprinkle with remaining **CHEESE** and return to oven for 20 - 25 minutes. Serve with peas and carrots.

Serves 4.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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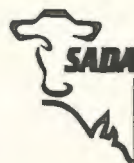
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Association Services

- Insurance (Wesfarmers Federation Insurance)
- Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- Industrial Matters - Wages, Working Conditions, - (Employers Chamber of Commerce)
- Sharefarming Agreements
- Lobbying
- Representation on Concerns
- Information
- Watchdog Role
- Sounding Board
- Library (audio and video) & Technical Papers
- Friendly Stop with parking (with a convenience!!)



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The South Australian
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Disclaimer

The South Australian Dairyfarmers' Journal is the official organ of the South Australian Dairyfarmers' Association and is produced and published by the Association on a monthly basis.

Opinions and views expressed or implied in the South Australian Dairyfarmers' Journal are not necessarily those of the SADA, and responsibility for the validity or accuracy of any statement, and the content of any advertisement, lies solely with the author or advertiser.

The Editor reserves the right to accept or reject any material or advertisement submitted for publication.

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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NO. 10 MARCH 1997

CEO's EDITORIAL

In six months time the South Australian Dairy Industry will have changed course forever. At least those are the signals that are being received.

A number of new milk processors (Warrnambool Cheese & Butter, Murray Goulburn and De Cicco Industries) have either applied to join the SA market formally or have given indication of strong interest. The first questions that the Industry can ask itself are 'How much milk will these new processors require?' 'Where (what region) will this milk come from?' and 'What price will be offered for the milk?' At this point the answers to these questions seem a little unclear.

What is clear is that SADA and organisations such as PISA and the Economic Development Authority are working at providing some if not all these answers. The task is complex and frustrating with a number of issues carrying a 'commercial-in-confidence' tag.

The face of research , development and extension will also change. Dairy SA is well and truly under way with its Board putting together the details of the regional development programme as well as

the organisations' constitution. The need to get both of these right the first time is critical as is farmer evaluation and support.

While dairy farmers have a keen interest in what is going on in their own region/state they must also keep an eye on the national and international scene. (That normally takes care of the hours between mid-night and five in the morning).

Like it or not the international market plays a major role in what happens to each dairy farmer in SA. An understanding of the key factors is part of the professional approach that needs to be taken by farmers (and others in the Industry!).



Grazing cows in the Adelaide Hills

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Back to local issues. As you have seen in the last couple of Journals there are a number of conferences/conventions and the like in April that SADA is in the thick of organising. The effort in organising will be well worth it if a good number attend. If you have not looked at the programme for the SADA Conference on 10 April at Nuriootpa I can only urge you to do so.

Water resources management, EBL and Johne's Disease, the supply of reliable electricity, safety, the *price of milk* are some of the many issues that SADA is covering. Membership questions also rate high on the agenda (that time between 12 & 5 again!!). Endless meetings to lobby people -lobby means to convince other people that your idea is the one that must be accepted...amazing how many people disagree with the dairy farmer point of view, which is correct after all!!

There is however a group of important meetings coming up in April-May that we should all take the time to attend. The round of SADA Branch AGM's is just about on us again.

The AGM's provide one of the best opportunities for the President and CEO to talk to the majority of members. It is also a time when members have their say on how the Association is being run by their elected representatives. I certainly look forward to the AGM's as a time when dairy farmers are prepared to talk openly about the issues which concern them.

In six months time the Dairy Industry in SA will have changed its course. That should come as no surprise to dairy farmers who in many ways have led change in the Industry for so long.

CLAIMS DENIED

Two worker's claims have been denied as the worker's were performing activities which were not part of their employment at the time of injury.

In one case the Worker's Compensation Review panel, dismissed a cleaner's claim for a pelvic and hip injury which was sustained when he slipped off a forklift. The worker was looking after his twelve year old nephew at work at the time of injury. Review officer Duigan said that the worker was mainly involved in supervising or entertaining his nephew, and it was found that he was doing work that he was not required to do. Officer Duigan also stated that if the worker had performed the same activities, but without his nephew present then his claim may have had more strength.

In the second event, the Supreme Court denied compensation to a worker who injured himself while playing table tennis during a lunch break. The worker ruptured a blood vessel when he struck himself in the eye with a table tennis bat.

Justice Lander advised that there is no entitlement to compensation under section 30 of the Act, when a worker involves himself/herself in a social or sporting activity that is not part of work activity, during an ordinary work break with the permission of, but not at the direction or request of the employer. In this circumstance there was a majority ruling and the court allowed the employer's appeal against the worker's claim.

SUN DAMAGE

Recent research, involving 300 of Victoria's large and small employers, indicates that outdoor workers have a 60% higher incidence of skin cancer than office workers. While this

kind of statistic is reasonably predictable, much of the annual \$100 million cost to business and the community can be averted by adoption of a proper policy which incorporates sensible precautions. So employers and workers together would ensure the use of hats and long-sleeved shirts and the application of SPF 15+ sunscreens during the danger phase. Limits should be placed on the times working outside in that peak UV period and if unavoidable, workers should take turns at the task, thus minimising damage.

Source Commonwealth Rehabilitation

OVERSEAS NEWS

Service February 1997.

UHT MILK

Throughout 1996 there has been a strong push from consumer bodies for Singapore to tighten its labelling regulations relating to liquid milk. This lobbying is likely to intensify as local companies are changing their packaging to reflect consumer concerns. In particular the use of the term 'fresh' to describe UHT milk is likely to be prohibited - although the term will still be able to be used to describe pasteurised milk. In response to this lobbying, authorities are also thought to be considering regulations for the size of the print advising consumers whether or not a product is UHT, pasteurised or otherwise treated.

Source: Dairy Directions February 1997.



MAKING WORMS WORK WITH WASTE

Making Worms Work With Waste - a lecture tour by Dr Clive Edwards

Dr Clive Edwards is arguably the world's foremost authority on the use of earthworms in dealing with waste and environmental problems.

"The Biology of Earthworms" (Edwards and Lofty 1977) has become internationally recognized as the text for students and researchers with interests in earthworm ecology and physiology and their behaviour and benefits to soils and agriculture. The revised edition, published in 1996, provides a comprehensive summary of the most recent research on earthworms, is already a best-seller.

Dr. Edwards and associates pioneered studies on the effects of agricultural practices on earthworm populations, in conjunction with long-term trials at Rothamsted Experimental Station in England. They demonstrated clearly the effects of organic matter and soil disturbance, and the response of earthworms to repeated applications of organic and inorganic fertilizers. Earthworms were clearly implicated in improvements in soil fertility and increases in plant growth.

Their research also considered the interactions of earthworms with pesticides, and their tolerance to many common soil contaminants. More recent studies have concentrated on the ability of selected earthworm species to reduce organic wastes. Dr Edwards was therefore well-qualified to edit "Earthworms in Waste and Environmental Management" (Edwards and Neuhauser 1988), a substantial collection of papers by selected authors, which reflected the increasing interest in employing worms to "solve a range of waste and environmental problems".

His own research has provided the stimulus for numerous enterprises internationally, and Dr Edwards is currently involved with a number of extensive commercial and industrial developments involving earthworms. As Head of the Department of Entomology at Ohio State University, he supervises over twenty students and research colleagues in studies on plant growth with vermicompost and the presence of stimulatory hormones, and the survival of pathogens during vermicomposting. Recent research has demonstrated a significant reduction in human pathogens in the worm-worked wastes.

Other studies are dedicated to improving high-technology vermicomposting systems to process organic residues associated with urban and rural industries. Dr Edwards currently has projects associated with vermicomposting biosolids in Fresno, California and Tampa, Florida, food-wastes in Portland Oregon, cattle wastes in San Diego and pig wastes in Charlotte, North Carolina. Problems with reduction and reuse of animal wastes is particularly acute - with 300,000 dairy cows in an area 10 miles square in San Diego, and eight million pigs in one county in North Carolina, there are considerable concerns for groundwater contamination.

In 1994, Dr Edwards coordinated the Fifth International Symposium on Earthworm Ecology (ISEE5), with over 200 delegates reporting on current research on earthworms and their interactions with invertebrates, microorganisms, plants and soil and man. It is expected that the proceedings of these meetings will be published in two volumes, during the next few months - these will provide a comprehensive reporting of significant international earthworm research.

The international publisher of "Biocycle" has now invited Dr Edwards to edit a "Manual of Vermicomposting" to review the significant aspects of wormgrowing

worldwide. He has approached some twenty recognized experts to contribute chapters for a comprehensive text which will be published later this year.

Dr Edwards was invited to address the inaugural meeting of The International Worm Growers Association in California last year and he reports rapid developments in vermiculture which are establishing it as a credible industry in the U.S. He has assisted in the development of high-tech vermicomposting techniques, and is involved as a consultant with a number of large-scale operations, including one which handles over 200 tons of urban waste daily.

Dr. Edwards has now been invited by AWGA (Australian Worm Growers Association) to visit worm-growing enterprises in Australia and will present lectures on "Earthworms in Organic Waste Management" in Melbourne, Adelaide, Sydney, Canberra and Brisbane, and will consult with industry representatives in other regional centres.

He will illustrate lectures and be available for discussion on the following:

- biology and ecology of earthworms that break down organic wastes
- techniques and engineering technology for processing organic wastes by earthworms
- vermicomposts as plant-growth media
- the production of animal feed protein from organic wastes by earthworms
- the utilization and commercialization of vermicomposts

While in Australia he has been invited to address the potential problems associated with worm-composting of animal and vegetable wastes:

- the viability of weed seeds
- the transmission of plant and animal diseases.
- how can we promote vermicompost

With the widespread interest and considerable investment in working with worms in Australia, it is timely that we should invite Dr Clive Edwards to provide directions, from his international experience in "making worms work with waste".

Source: CSIRO Land & Water 5/1/97



NEW 'FAX FROM TAX' SERVICE FOR SMALL BUSINESS

A new service called **A Fax from Tax** was today launched to provide quick and easy access to tax information for small business.

'**A Fax from Tax** is a new service that gives clients of the Australian Taxation Office access to information 24 hours a day, seven days a week,' said Tax Commissioner, Michael Carmody.

"For the cost of a local call, up to date tax information sheets can be faxed back immediately," said Mr Carmody.

"By simply calling the a Fax from Tax line 13 28 60, small business owners can receive tax information sheets on small business, Sales Tax, Pay As You Earn (PAYE), and superannuation.

Some examples of the information sheets available on a Fax from Tax include:

- How Does Superannuation Work?
- General Information on HECS
- PAYE-For Employers
- Sales Tax-Small Business Exemption
- PPS-How it Affects the Professional Building and Construction Industry
- Family Tax Assistance Summary

"The people who would benefit most would be those who operate a small business, students, salary and wage earners, in fact, anyone who doesn't have the time to contact one of our offices during normal working hours," Mr Carmody said.

ATO Corporate Affairs (06) 216 1901 19/2/97.



SADA Conference Committee at Work

4

Elite Genetics, great value, proven performance...

Photographs © Billy Greenstick



WINLUKE



FORMOST



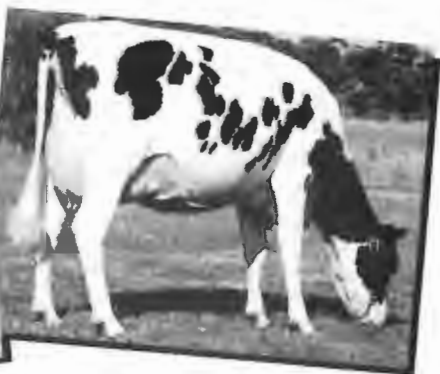
SHOTIME



MOOMAN



JUDGE



SKYHIGH

...it all comes together in your Genetics Australia Pack.

Each year, more farmers are taking advantage of the *Genetics Australia* semen packs, one of the easiest, reliable ways to purchase all of your genetic requirements.

The 1997 *Genetics Australia* packs offer farmers elite genetics at value for money prices.

The Premium Pack includes Australia's most popular bulls **SHOTIME** and **WINLUKE** together with **FORMOST** - a new prospect due

for his first ABV in July.

The Budget Pack includes farmers favourites **JUDGE** and **MOOMAN** with **SKYHIGH** - another new prospect for July.

These Packs are only available until 13th June, or earlier if semen stocks run low, so don't delay!

Order your packs now, or obtain more details from a colour brochure available by calling **FREECALL 1 800 039 047** or from your usual semen supplier.

Genetics
AUSTRALIA

Our commitment is your success



EDITORIAL

The **Genetics Australia** budget pack consists of ten doses of each of:-

MOOMAN An outcross bull ranked in the top ten of Australian ASI bulls with excellent type and workabilities.

JUDGE One of Australia's most popular bulls ever with a sound all round proof and now leaving second crop daughters that farmers are delighted with.

SKYHIGH A Bellman son out of

a Blackstar daughter tested in both Australia and New Zealand and due for an ABV in July.

Mr Wallach said purchase of the thirty dose budget pack would qualify shareholders for a \$110.00 cash rebate bringing the cost to just \$13.00 per dose. The price for a twin budget pack of 60 doses is a little as \$12.50 per dose.

Farmers who are not already shareholders can purchase shares at a cost of \$35.00 at the time of ordering a pack. This will

immediately entitle farmers to receive the cash rebate on their pack purchases, and would qualify them for future shareholder benefits.

Mr Wallach encouraged all South Australian dairy farmers to become shareholders of **Genetics Australia**.

"The value contained in these packs and the cash rebate offered really demonstrates the value of a farmer owned Co-operative".



A **FORMOST** daughter owned by Chris Jensern, Mooroopna, Vic

Simply the Best Genetics

South Australian dairy farmers who are shareholders of **Genetics Australia** can look forward to significant savings on their semen purchases in the coming months.

Genetics Australia South Australian representative said the Co-operative's semen packs for 1997 were now available.

"The packs contain the best of Australian proven genetics at a very affordable price", said Mr Wallach. The premium pack consists of ten doses each of:-

WINLUKE Australia's number one bull on Australian Selection Index, and now Australia's most popular bull.

SHOTIME Australia's top bull for production and type.

FORMOST A son of Singing Brook NB mascot due for a proof next July.

Mr Wallach said that the premium pack offered Australias' top proven bulls.

'All the bulls are high demand bulls yet after the shareholder cash rebate the purchase price is just

EDITORIAL

'All the bulls are high demand bulls yet after the shareholder cash rebate the purchase price is just \$20.00 per dose'.

The premium pack will retail for \$720. Shareholders will receive a \$120 rebate bringing the price to \$600 for 30 doses.

The price is even better for a twin premium pack of 60 doses where the cash rebate is \$300 and the purchase price after the rebate is \$19.00 per dose.

Mr Wallach said that the **Genetics Australia** semen packs have grown more popular with South Australian farmers year by year.

"The cash rebate is really appreciated by farmers", he said.

'Farmers have also gained confidence in the packs year by year - last year WINLUKE was the unproven bull in the pack and the year before it was SHOTIME. This year the inclusion of FORMOST gives South Australian farmers an opportunity to use the bull at a pre-proof price and before the heavy demand that comes from the seasonal calving areas in the spring'.

Mr Wallach said that **Genetics Australia's** budget pack would appeal to farmers wanting to save costs on proven semen purchases yet at the same time have access to high quality genetics.



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MoreMilk Dairy Heifer Contract Grazing is a family farming operation which takes over the management of dairy heifers from the age of four months to the point of calving.

Heifers are grazed on the property, Woondooma, 40km north of Millicent in the south east of South Australia. In a 28" rainfall area, the 1,500 hectare mixed farming property has pastures of strawberry clover, rye grass, demeterfescue and sub clovers. It carries a breeding herd of 400 beef cows. Feed crops are barley, broad beans, feed rape and turnips.

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Tim Altschwager on (08) 8735 7258

David Altschwager

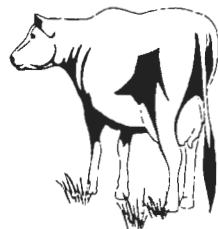
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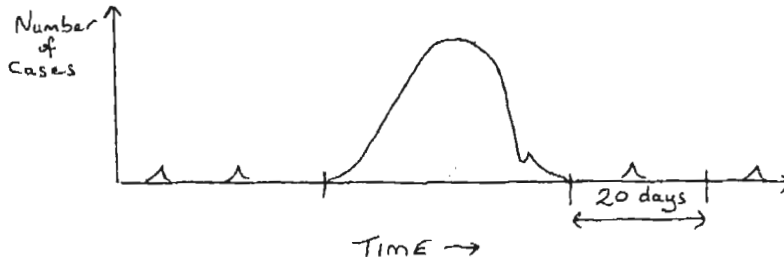
WE TRAVEL ANYWHERE

ANTHRAX UPDATE

ANTHRAX UPDATE - FROM ADIC 21 MARCH 1997

The Commonwealth Government, in consultation with Dr Andrew Turner, Chief Veterinary officer, Victoria and the meat and dairy industries, is developing a policy to manage the end of the anthrax outbreak and the lifting of quarantine bans.

The likely policy will be that, in cases of unusual anthrax outbreaks, such as has occurred in Tatura, the outbreak will be declared over 20 days after the epidemic curve returns to the normal base line - i.e.



Once the outbreak is declared over, individual farms/herds will be able to have their quarantine restrictions reviewed

Either: 42 days after vaccination, or
20 days after the last case

WHICHEVER IS THE LATER DATE.

The imposition of the 20 days after the epidemic curve returns to the base line fits with OIE requirements.

The outbreak has not been declared over as yet, so all infected and vaccinated properties are still under quarantine.

It is likely that there will be an announcement some time next week.

The Commonwealth Government will ensure all our key overseas markets are fully briefed on the policy and its implications. Although the outbreak will be declared over, there are likely to be more animal deaths over the next few weeks. These will be treated as sporadic outbreaks and not part of the 'unusual outbreak' in Tatura.

The Minister for Primary Industries and Energy will issue a statement when the outbreak is over. I will send you a copy of this as soon as it is available.

Individual farmers currently in quarantine will be given a date for the lifting of their quarantine restrictions by the Victorian Department of Natural Resources and Environment, once the outbreak is declared over.

If you have any queries at all, please do not hesitate to ring me.

Helen Dornom. Phone: (03) 9642 8044

Anthrax Outbreak North Central Victoria

Situation Statement at 11.00 am, Thursday 20 March 1997

The outbreak

1. The outbreak is in the Stanhope, Tatura area of Victoria, and is the first time that anthrax has occurred in this area since the recording of Victorian anthrax cases in 1914. It occurred initially on a dairy farm on Sunday 26 January 1997.

2. Infected properties and other statistics from the week ending Sunday February 2 are as follows:

Tatura/Stanhope Area

Week 1	3	Week 4	23	Week 7	1
Week 2	23	Week 5	3	Mon-Thu	0
Week 3	30	Week 6	0		

Confirmed anthrax properties

New Area

Friday 28/2 1
- no further deaths
- no further properties

ANTHRAX UPDATE (Contd)

Confirmed anthrax sheep	4	- variation in last 24 hours: 0
Confirmed anthrax cattle	202	- variation in last 24 hours: +1
Vaccinated herds	590	
Vaccinated cattle	78,649	
Vaccinated sheep	2,663	

3. There was one infected animal detected in the last 24 hours. This was a cow in known infected herd, which was vaccinated 5 weeks ago. This cow was diagnosed with gangrenous mastitis on Friday 14 March. The mastitis infection may have resulted in a lowering of this animal's immunity to anthrax.

4. The trickle of post-vaccination deaths from anthrax within the quarantine zone indicates that there are still anthrax organisms in the environment and that the vaccine has been very effective in preventing additional cases. Those deaths which have occurred represent either animals which did not develop an adequate immunity following vaccination or those in which the normal immune response has been lowered by the presence of another infection.

5. A national task force has been working this week to develop a Management Strategic Plan and a program that will be able to be used by domestic and export industry and Government, in providing confidence to Australia's control of anthrax for export markets.

Summary

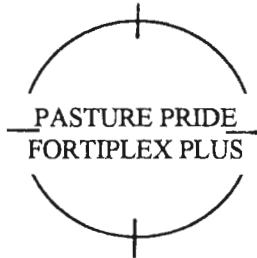
6. The prevention of movement of animals from the infected herds in the area has been successful to the extent that infected incubating animals have not left the area or a farm.

SADA DIARY DATES 1997

2 April	- Central Council	13 August	- Central Council
6 - 9 April	- ADFP/NZFF Convention	10 September	- Executive Meeting
10 April	- District Conference- Nuriootpa	15 October	- Central Council
10-13 April	- ADFP/NZFF Tour	12 November	- Executive Meeting
14 April	- ADIC Exe Mtg - Melbourne	1 December	- ADFP Council - Melbourne
21 April	- 10-30 am Barossa/Northern AGM - Nietschkes' Farm	2 December	- ADFP Council - Melbourne
22 April	- 8.00pm SE Branch AGM	3 December	- ADIC Annual Conference
24 April	- 10.00am Technical Mtg - Murray Bridge	10 December	- Central Council
6 May	- 8.00pm Onkaparinga AGM - Charleston Hall		
12 May	- 11.00am Jervois AGM - Jervois Football Club Rooms		
12 May	- 8.00pm AGM - Lakes AGM Waterfront Motel		
13 May	- 8.00pm Northern Hills AGM		
14 May	- Executive Meeting		
3 June -	DIAA Conference		
4 June	- SADA AGM		
16 July	- Executive Meeting		
4 August	- ADFP Council - Melbourne		
5 August	- ADFP & 3pm ADIC Exe		

***N.B. Branch AGM's Meetings
commence 21 April 1997.
Please let the office know if you
have not already done so - date
and venue.***

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Last month I attended two conferences which I believe will have a significant impact on the long term sustainability of the Australian dairy industry.

The National forum on Property Management Planning highlighted the fact that all decisions made on farm should be in the context of an integrated farm plan. As all of these decisions will influence other areas of farm management it is important to have a good understanding of the impacts. Although I believe that most farmers have plans for the future development of their farms as well as personal goals these are usually not documented for future reference and re-enforcement.

As more and more pressure is applied to agricultural industries to conform to environmental standards we will not only need to know how to produce milk at the most profitable level but we also require expertise in soil management, land capabilities, irrigation management and water/fertiliser application rates.

We will need to establish planning objectives and strategies to review business directions and evaluate financial performance. The need to be able to prepare loan proposals and negotiate with financiers for future farm development and to make decisions on whether to expand the farm business or invest off farm. Setting family objectives and exploring succession planning strategies are all important issues to be addressed by farmers in the future.

The SADA Annual Conference will address some of these issues and DAIRY SA will assist farmers by developing programs in conjunction with other partners for implementing change on farm.

The second conference I attended was related to irrigation and drainage in the Murray Darling Basin. The focus was on the need for proper systems to be in place to ensure the water used was returning the maximum value of product. Nutrient and bacterial contamination of our natural resources is unacceptable. The other points made were on cost sharing of future capital works and the responsibility of current irrigators to fund a large proportion of the total costs. As one of the speakers at this conference I did have the opportunity to put the irrigators views on cost sharing and barriers to implementation. I do not believe that irrigators should be held solely responsible for the inefficiencies inherent with antiquated systems which were developed by Governments. These systems are unable to deliver water at levels regarded as acceptable under the current water efficiency guidelines. Although this conference was specifically on the Murray Darling Basin, I believe that the same philosophies are being applied throughout Australia regarding surface and ground water usage.

I would be happy to discuss the above issues with farmer groups and work with you through DAIRY SA to ensure that the programs we develop are relevant to the dairy farmers around the State. You can contact our Project Coordinator, Ms Shirley Smith on (08) 8327 2777 or myself on (08) 8572 3313.

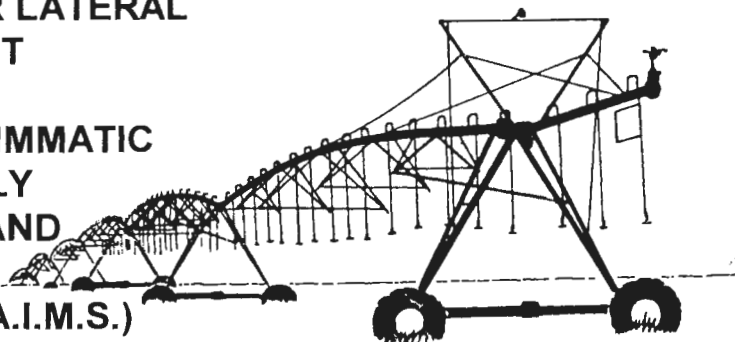
Hans van Dyk, Chairman DAIRY SA.

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EDITORIAL

Packo makes milking machine technology easy

Packo Fullwood (Australia) has taken over the Fullwood milking equipment agency held for 20 years by W.R. & D. Wells Pty Ltd. The change signifies a new commitment to the Australian dairy industry by one of the world's largest manufacturers of dairy equipment.

Headquartered at Leongatha, in the dairying heart of South Gippsland, Packo Fullwood has now established offices and agents in the major dairying regions of Victoria, New South Wales and Queensland.

The company has built its international reputation on combining the most advanced technology with built-in user friendliness and ease of operation and the Fullwood milking system is no exception. A particular challenge which Fullwood equipment has met successfully in Australia has been to design and manufacture parts that do not distort or perish in hot, dry climates.

Fullwood has overcome the problem of deafening noise during milking. The Fullwood vacuum pump offers both low noise and low speed which is uncommon on the Australian market. The pumps are designed to consume less power and their heavy duty construction reduces the risk of equipment failure during milking. The latest model, the Ambassador, has been designed for dairies that require only one pump for large herds. The smaller model (800 RPM) can supply 2100 litres of air per minute and has a typical power consumption of 4.40 kW. The 1028 RPM model will produce 2850 litres of air per minute and has a power consumption of 6.00 kW.

A further component of the Fullwood milking system is the Clearflow QX, a quick exit claw that allows dairy farmers to view the milk. The stainless steel and transparent claw bowl with internal moulding of the lower section divides milk flow in half and guides its course. Together with the slope of the bowl and the angle of the milk outlet nipple, fast evacuation of the milk is ensured. The internal design strengthens the claw whilst the slope of the bowl makes handling easier - and the reduction of turbulence within the bowl causes the milk to foam less.

All Packo Fullwood milking equipment products can be bought individually and used to update existing systems or can be purchased as a complete system.





DAIRY RESEARCH AND DEVELOPMENT CORPORATION

The need to lift the levy

AUSTRALIAN dairy farmers are being asked to support an increase in the research levy from 2.3¢/kg milkfat to 2.9¢/kg from July 1997.

The levy is administered for the dairy industry by the Dairy Research and Development Corporation (DRDC). The DRDC does not carry out research, development and extension, but is one of the major funding sources of these activities.

The DRDC derives half of its funds from the industry levy. The other half comes from the Federal Government matching the farmer contribution dollar for dollar. Most research organisations contribute an equal amount of funds for each project which means every \$1 raised by the farmer levy effectively funds \$4 worth of research.

The DRDC managing director, Dr Paul Donnelly (pictured at right), talks here about the need to increase the farmer levy.



R&D News: Why does the levy need to increase?

Paul Donnelly: The need for Research and Development (R&D) has never been more compelling.

Fierce competition in the market, rapid technological change, the cost-price squeeze and sustainable resource pressures are every-day challenges.

Historically, R&D has made a major contribution to productivity and profits in the Australian dairy industry – the industry must contribute to R&D to ensure it continues.

R&D News: Why is the DRDC calling to increase the levy again after increasing it last year?

Paul: The research levy was originally set higher than necessary when the DRDC was formed in 1990. This allowed the DRDC to accumulate cash reserves.

Over the past three years – at the request of the dairy industry – the DRDC has held the levy at the same level and used up the cash reserves to fund the growing R&D budget.

By using the reserves, the DRDC was spending more than its

income from the levy alone. Now that the cash reserves have been used, the DRDC needs to increase the levy to finance its budget.

To overcome the decline in reserves the DRDC asked the industry for an increase in the levy from 1.8¢/kg milkfat to 2.3¢/kg last year and is asking for a continuation of that increase to 2.9¢/kg this year. Any levy increase in future years will be smaller than these increases.

R&D News: Why is the levy rising when milk production has

Support to lift levy

DAIRY farmer representatives on the Australian Dairy Farmers Federation (ADFF) Research Committee are backing moves to lift the research and development levy.

Queensland



Numinbah Valley dairy farmer Gordon French is the Queensland research committee representative.

"There's no such thing as a free

lunch. If dairy farmers aren't committed to funding their R&D, they can't expect the government and other organisations to continue financially supporting dairy research," Gordon says.

"Farmers cannot increase their productivity – or their bottom line – without knowledge.

"The Australian dairy industry is a commercial, international industry and we need to take a serious, commercial approach to our future by investing in research and development."

Victoria



Simpson dairy farmer and Victorian representative Alex McKenzie believes the levy increase is essential so the industry can

carry out the research farmers want.

"As farmers look to increase productivity they need more information on how to lift production and their bottom line," Alex says.

"If research funding slips, we won't have the information in the future to ensure that farmers can extract the best value for every litre of milk they produce."

Alex says Victorian farmers have had a tough season but the funding arrangement for dairy research meant every dollar raised by farmers resulted in up to \$4 being spent on research.

New South Wales



Kyogle dairy farmer and NSW representative Jim Crawler believes money spent on research by the DRDC is a cheap investment for farmers.

"We get good value because the money raised by farmers is matched by the Federal Government and then by the organisations carrying out the research," Jim says.

"National and regional dairy research programs are letting farmers focus on their own research needs.

"The research carried out is giving the industry huge increases in dollar returns on farms in both the long and short term."

been naturally increasing at a rate of 5% a year which, in turn, has boosted the DRDC's annual revenue by \$440,000 a year?

Paul: The DRDC has been spending more than this increased revenue because it has been running down its cash reserves.

In 1995-96, reserves of \$1.7 million were used. Even after the levy increased to 2.3¢/kg, reserves will again be used in 1996-97.

Farmers can be sure that the DRDC will not be increasing the levy in the future if the natural increase in revenue from increased milk production is sufficient.

R&D News: Since its formation, the DRDC's research budget has steadily risen. Why?

Paul: The rise in the research budget has been associated with the substantial growth in R&D supporting the industry recently, such as the growth in Regional Development Programs and critical manufacturing R&D.

The Regional Development Programs are an important initiative.

They recognise diversity of the Australian dairy industry and the

need to maximise the returns from research through extension.

These programs focus on research and extension issues such as fertilisers, pasture utilisation and water use efficiency. They complement national programs such as those on herd fertility and plant breeding.

R&D News: How does the DRDC ensure money raised by the farm levy is spent appropriately?

Paul: There are a range of checks in place to ensure money is not wasted.

We have a review process which ensures the research projects are relevant to dairy industry aims before any funding is granted.

The projects are also scrutinised by scientists to ensure that researchers applying for DRDC funding are doing their research the right way.

At the end of the day, everyone involved has to make educated judgements on the appropriate short, medium and long-term research.

We also use detailed economic analysis and economic models to guide the decision making process.

R&D News: How does the Australian dairy industry's investment in R&D compare with our major competitors such as New Zealand?

Paul: In terms of total expenditure on R&D, the Australian and NZ dairy industries are spending similar amounts.

The big difference is where the money comes from and where it is spent.

The NZ dairy industry spends less on farm-based research and considerably more on manufacturing research than the Australian dairy industry.

NZ dairy farmers are the prime funders of research in NZ, outlaying 80-90% of the total research cost.

In comparison, Australian dairy farmers are only paying for about 30% of the dairy research in this country.

Compared with other Australian agricultural industries, the dairy industry's R&D levy represents under 0.3% of the gross value of production. This is low compared with other rural industries such as the grains (0.68%), meat (0.42%), pig (0.48%) and wool (0.5%) industries.

The DRDC has produced a Research Note on the value farmers receive from the research levy. It has also produced a booklet explaining the need for an increase in the levy rate.

Copies are available from Emma at the DRDC, phone (03) 9889 0577.

South Australia



Jervois dairy farmer and SA representative Hans Van Dyk believes the levy increase will fund research to help farmers in both

the long and short term.

"Look back 20 years and you can see the changes which have taken place," Hans says.

"Some farmers mightn't feel like they benefit directly from research but technology spreads through the industry over time and everyone benefits.

"Funding R&D is only costing around \$600 a farm a year and it's a good investment.

"Research funding is essential to keep the dairy farmers up to date with technology and ensure the future of the industry."

Tasmania



Tasmanian representative and Calthorpe dairy farmer, Kem Perkins, says regionalisation is an exciting aspect of R&D.

"The increased levy will see an extra \$1 million spent on Regional Development Programs across Australia," he says.

"It's up to farmers to be proactive and have an input by saying what research would give them practical information for their farms.

"Regional Development Programs are farmer-owned, farmer-driven and ensure research has direct benefits for farmers in their own environment."

Western Australia



Photo: Farm Weekly WA

Witchcliffe dairy farmer and WA representative Larry Brennen says the dairy industry is lagging behind other rural commodities in

funding research.

"The dairy industry needs to maintain the level of R&D activity it has achieved over the past six years by the continued support for research funding," Larry says.

"In comparison with other rural industries both in Australia and overseas, we don't invest enough on R&D in the Australian dairy industry.

"If we can't support an increase in a levy which is giving fantastic returns to our industry then we can't expect the government to continue supporting dairy research."

For more information, phone Gordon French 018 751 242, Alex McKenzie (03) 5598 7212, Jim Crowter (066) 364 121, Hans Van Dyk (085) 723 313, Kem Perkins (03) 6426 1216 or Larry Brennen (097) 576 222.



South Australian Dairyfarmers' Association

Annual District Conference, Nuriootpa - April 10, 1997

'The business of Dairy Farming - Meeting the challenge'

Program:

9.30 - 10.00am	Registration
10.00 - 10.10am	<u>Opening</u> - Mr Frank Beauchamp - <i>SADA General President</i>
10.10 - 10.20am	Wesfarmers Insurance - Tim Carr
10.20 - 11.15am	<i>Issuing the Challenge:</i> <u>Keynote Speaker</u> - Mr John McLean <i>Warrnambool Cheese and Butter</i>
11.15 - 11.25am	Dairy Break
11.25 - 11.45am	Property Planning - Can you see the big Picture? <u>Speaker</u> - Mr David Heinjus - <i>Rural Directions P/L</i>
11.45 - 12.30pm	Financial Planning - Making sure your Bank Manager says Yes <u>Speaker</u> - Mr David Johns - <i>National Australia Bank</i>
12.30 - 1.30pm	Lunch
1.30 - 2.20pm	Managing risk to make a profit <u>Speaker</u> - Mr Mike Krause - <i>Agric Risk Management P/L</i>
2.20 - 2.40pm	Time Planning to maximise returns <u>Speaker</u> - Mr Greg Mickan - <i>Arrowtree Business Systems</i>
2.40 - 2.55pm	Dairy Break
2.55 - 3.00pm	IAMA 'Sign-up a member' prize draw 2 prizes worth \$500 from IAMA
3.00 - 4.00pm	Outsourcing - Making your dollars go further <u>Speaker</u> - Mr Greg Mitchell - <i>Yankalilla Rural Supplies</i>
4.00 - 4.30pm	Conclusion - <i>Did we meet the Challenge?</i>
6.00 - 7.30pm	Wine and Cheese Tasting
7.30pm	Dinner/Dance

1997 ANNUAL CONFERENCE/DINNER REGISTRATION FORM

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\$20 Members Registration: 9.30am - 10.00am

Wine and cheese tasting between 6.00pm and 7.30pm.

DINNER/DANCE: \$20 per head Dinner: 7.30pm
All drinks at personal cost

<u>First name</u>	<u>Last name</u>	<u>Please tick appropriate boxes</u>	
		<u>Conference</u>	<u>Dinner</u>
.....		<input type="checkbox"/>	<input type="checkbox"/>
.....		<input type="checkbox"/>	<input type="checkbox"/>

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SA FEED MILL ACHIEVES QUALITY MILESTONE

RIDLEY AGRIPRODUCTS Murray Bridge has become the first feedmill in South Australia to receive ISO9002 Quality System Accreditation. The certificate was presented to Murray Bridge Management and staff by Standards Australia at a recent ceremony.

The accreditation ISO9002 is of an international standard and comes after 18 months preparation by the feed mill.

This achievement ensures Ridley AgriProducts has a quality system, with appropriate documented procedures. This means that standards are met in producing quality products, which meet the requirements expected by its customers.

"ISO9002 is a large commitment of resources designed to improve the business operation simply by defining, very accurately, every aspect of the business, from order taking, raw material purchasing, process control, testing of finished product to despatch. The advantage of this type of Quality

Assurance Management system is its dynamic nature. The regimented documentation of this system not only ensures continuous improvement but enhances success from introduced improvement by locking it in and standardising on the improvement. An integral part of this Quality Assurance System is its continual self auditing process" said operations manager Kym Wilhelm.

"It focuses on raw material supplies and finished products, its becoming more of an issue for livestock and food producers to be quality accredited" Ridley AgriProducts State General Manager John Spragg said at the presentation ceremony.

"It provides a framework for which we can look to the future, its the start rather than the finish".

The accreditation was awarded by Standards Australia. Client Manager Colin Stewart told employees of Ridley AgriProducts "becoming the first feedmill in South Australia to receive the accreditation was an achievement they all should be proud of. Its a very important aspect of growth with business, its something

people should not under estimate the value it can achieve".

"ISO9002 Accreditation can benefit our customers through the structured continuous improvement it provides, thereby ensuring a clearer focus on meeting the customers expectations said Brenton Sinclair, Sales and Marketing Manager.

"Quality Assurance is paramount in todays livestock industry, margins in livestock production are continually being pressured, as we now compete on the global market. To remain profitable we need to work together with the producer to target specific market requirement".

"Quality Assurance is now a major factor in realising this objective", Brenton said.

Ridley AgriProducts is also seeking to attain ISO9002 accreditation at its Wasleys feedmill.

Final phase of accreditation incurrantly in place and should be achieved around April 1997.

'The Business of Dairy Farming - Meeting the Challenge'

Running the farm as a profitable business is a challenge to be put forward at next months SA Dairyfarmers' State Conference.

The program is designed to help dairy farmers in this State plan the business side of their farms with confidence, SADA State President, Frank Beauchamp said.

"We will see a major change from the traditional State Conference with a small team of business, finance and property planning consultants teaming with leading dairy farmers in Panel sessions to put forward practical suggestions that will help dairy farmers improve the business side of their operations.

"The long term prospect for the dairy industry looks good," Mr Beauchamp said.

"However, in the short term, we need to pay more attention to the way we run the farm as a business."

The program will begin with a keynote address from Mr John McLean, Manager of Warrnambool Cheese and Butter Factory. Mr McLean will outline how his company met the challenge of survival in a fiercely competitive industry and how dairy farmers in SA can also meet the challenge from the larger eastern states.

Key issues in the business Panel sessions include:-

- Why you, the family and the property need a property plan - David Heinjus, Ag Consultant and former head of PISA Property Planning Division.
- Understanding what bank managers need if they are to say yes - David Johns, Rural Manager SA National Australia Bank.
- Managing risks to make a profit - Mike Krause, Director of Australian Risk Management.
- Planning your time to maximise returns - Greg Mickan, a consultant specialising in time management.
- Outsourcing - a smart way to make your dollars go further - Greg Mitchell, Dairy Agronomist, Yankalilla Traders.

"In most sessions, we have invited leading farmers to form Panels for discussion," Mr Beauchamp said.

"This is very much a program for both husbands and wives," Mr Beauchamp said.

The program will be facilitated by agricultural journalist and broadcaster, Jon Lamb, who has had considerable experience in running programs of this type.

The consultants will only make short presentations and much of the time will be spent reacting to farmer members of the Panel and answering questions from those in the audience.

Funding from the Rural Assistance Branch is being provided to help offset costs.

The program will begin at 9.30am and conclude at 4.30pm.





IAMA

IAMA Dairy

Jock Neumann - solid background



Jock Neumann has been working with Farmtec IAMA in Murray Bridge for the

past two years. During that time, he has consolidated his knowledge within the dairy industry and understands the needs of dairy farmers in the area.

His background in the dairy and animal health area began when he worked for an agribusiness company where he was a representative for animal nutrition products.

The position took him to Bendigo in Victoria where he resided for two years before taking up the position as animal health sales assistant at Farmtec IAMA.

He recently took on the new role of Nutrition and Dairy Manager for the area.

Jock is able to help dairy farmers with their dairy equipment including milking systems and filters as well as accessories and other items like detergents, sanitisers and special cleaning products.

Jock can be contacted at Farmtec IAMA, Murray Bridge, on (08) 8532 5899.

Milk filters - an important part of hygiene

By *Nikk Taylor,*
Daviesway

It is important that any sediment that may enter the milk during or after milking, is removed.

Sediment can act as a "carrier" bringing along with it harmful bacteria into the milk.

In plain terms, the milk filter's job is to remove foreign particles such as sand, dung and straw feed that are not an essential constituent of the milk.

Due to the variation in size of sediment particles and milk compounds, the filter can never remove all the dirt without affecting the composition of the milk.

The size of the particles may vary from 0.1 micron in diameter from dirt such as clay and 3mm or more from items like straw.

Milk contains suspended particles of which fat globules are the largest (1 to 12 microns in diameter though up to as much as 20 microns in some breeds of cattle). Fat globules tend to clot, forming particles of up to 70 microns in diameter. Milk also contains body cells, and sometimes products of degradation (mucous or pus), which can be several millimeters long.

The filter should therefore remove as many foreign particles as possible, so that the filtered milk reaches at least Grade 1 in the purity test without filtration causing essential components of the milk to be removed.

So, how large should the filtration capacity of the filter be?

Based on the dimensions of the largest constituents of milk i.e. fat globules, a filter with a filtration capacity of 20 microns should in theory be sufficient,

since it will let all the constituent particles through (with the exception of clotted fat globules and products of degradation).

Given the requirement that the milk should be supplied with a degree of purity, it may be concluded from an analysis of the wads used in the purity test, that a filter with a filtration capacity of 40 microns is a "safe" filter; that a filter with a filtration capacity of 40 to 70 microns may involve a risk under certain conditions; and that a filter with a filtration capacity of more than 70 microns has strayed deep into the danger zone.

Effectively no single milk filter can remove all the sediment present in the milk without affecting the milk's composition and the safest filter would be a filtration capacity of 40 microns.

There are other requirements that a filter must meet in terms of hygiene and technical features and these include:

- No particles should be added to the milk that could influence colour, smell or taste or which may be damaging to health.
- The flow rate must be sufficient.
- The capacity of the filter must be sufficient. The filter must have a capacity which is sufficient to ensure that the partially clogged filter maintains the minimum flow rate at the end of the milking process.
- The filter must be of sufficient strength.

Speak to your local IAMA representative for more information regarding milk filters from Daviesway or any other dairy hygiene matters.

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Mt Compass	Dairy Rural	8556 8225
Mt Gambier	Dairy Rural	8723 2400
Murray Bridge	Farmtec IAMA	8532 5899
Mypolonga	Mypolonga Co-op	8535 4188
Myponga	Dairy Rural	8558 6204
Padthaway	Vivco IAMA	8785 5054
Pendle	Vivco IAMA	8737 2306
Strathalbyn	Vivco IAMA	8536 3977
Yankalilla	Dairy Rural	8558 3434



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1996 DAIRY FARMING TRAINEE EXCHANGE

Part One - by Jamie Nietschke

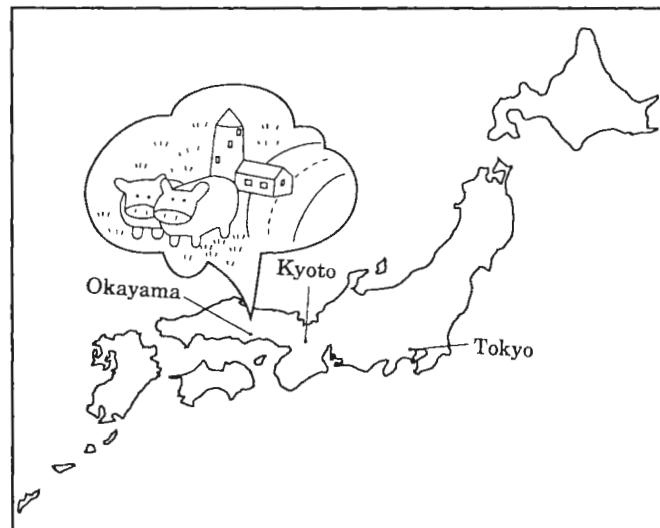
Australia / Japan

Introduction

On September 2nd 1996 Diana Smith and I left Australia for a two month dairy farming exchange in Japan. After submitting a written application, being interviewed and making a speech on the dairy industry we were selected as the first two dairy trainees from the Onkaparinga institute of TAFE 'Certificate in Farm Practice - Dairy' group to spend two months working in the Japanese dairy industry. The exchange was together with the Chugoku Shikoku College of Dairy Farming which is located in the Hiruzen district of the northern part of Okayama Prefecture. Three students came here to South Australia from Japan to learn about our industry.

Japan certainly is a very different country to Australia - the people, culture, food and even dairy farming, so I found out during my time there. Through this report I aim to show at least some of what I learnt about the Japanese people and their dairy industry and so demonstrate that this exchange is valuable in helping to increase good relations with our important trading partner, Japan.

JAPANESE CULTURE



The biggest single difference between Japan and Australia would be the lifestyle and culture of the people. My host family lived in an old traditional farm house and were a traditional family so I was able to experience a lot of the culture during my time with them.

- **Shoes are never worn in Japanese homes, religious buildings or in many offices** however, slippers are worn on some surfaces and are usually supplied for guests too. This certainly took some getting used to and was really annoying at times but to them it is second nature.

- **In the traditional Japanese home most of the floor is covered by "Tatami" grass mats** which are about two inches thick. No shoes or slippers of any kind were allowed to be worn on Tatami floor surfaces. In Japan the floor is very important because you sleep and sit on the floor too. The kitchen table was only a couple of feet high and so for all meals we were sitting on thin cushion on the floor (and ate with chopsticks, of course). At bed time you had to get a thin mattress, quilt and bean pillow out of the wardrobe to make your bed on the floor and then pack it all away again in the morning.

- **The food was different too.** Rice and fish seem to be the stable diet of the Japanese people. Every meal included steamed rice usually with fish and some vegetables or salad.

Red meat isn't traditionally eaten by the Japanese people so they don't eat it very often and have very little when they do. Beef is very expensive in Japan especially the Japanese black cow meat which is tender and marbled with fat. One of the college teachers bought me a

marbled beef steak at a restaurant, it cost about \$65. A variety of different Japanese teas are drunk after meals and at breaks during the day.

At restaurants, parties and special occasions we ate the famous traditional dishes Sushi (vinegar rice topped with raw fish or seaweed) and Sashimi (raw fish and squid). It is edible if you wash it down with sake and there certainly was no shortage of that!

- **Traditionally in Japan the women are not regarded as highly as the men** and this was still true especially in the Hiruzen district. For example, at parties the women would spend most of the time cooking and serving the food for the men, even if the ladies were guests they would go out to the kitchen to help. After the meal the men and women would separate into their own groups and not mix. The men would spend the night talking and drinking sake (rice wine).

- **The grandparents (host father's parents) lived with the family.** This is traditionally the case in Japan and was true for my host family, however, it is changing as many people now don't want their parents living with them after they get married.

- **I found that work on the farm was rather relaxed** in that we didn't work too fast and had many coffee breaks during the day. In fact, when I was helping with the rice harvest they often told me to work slower, I guess if we got the job finished today we wouldn't have anything to do tomorrow since the farms are so small. This part of Japanese culture I really did like and wish that we only had to work that fast at home on our farm. Sometimes, in contrast to this, people working both on the farm or in a shop, office etc were rushing around like crazy even though they didn't have very much to do! Apparently this is another part of their culture as they feel they must

1996 DAIRY FARMING TRAINEE EXCHANGE (Contd)

always make it look like they're busy (even if they aren't) to show loyalty to their company / business.

- **Another interesting thing I found was that the Japanese are very uniform and regimented.** The methods in which they do many things is exactly the same wherever you go in Japan, it seems that no-one dares to try a different, possibly better, way of doing a particular task. It was also quite amusing to see that almost every farmer in the country has a small, 660cc, 4WD, white utility and a blue, two ton, tip truck !!! A colour change would at least be nice even if the style is exactly the same.
- **The Japanese are great sake drinkers and not known for drinking ordinary wine,**

however, there are quite a few wineries in Japan including a small one in Hiruzen. They certainly loved the Australian wine I took over and also the bottles that the village chairman and teachers had purchased in Australia. Even though the wine marketers in Australia believe that there is no market for our wine in Japan I found quite the opposite to be true.

OUTLINE OF HOST FARM

HOST FAMILY: *Father (Otosan)*
Yoshinori Nagatuna
Mother (Okasan)
Tomoko Nagatuna
Twin Sons
Noriyuki & Tomoyuki
Daughter
Saori
Grandfather
(*Ojisan*) Toshiyuki Nagatuna
Grandmother
(*Obaasan*) Masako Nagatuna

From 10/9/96 until 28/10/96 I was living and working with the Nagatuna family in Yatsuka village. I lived in a small 'house' joined on to their big, old, traditional farm house. I had my meals with my host family in their home and so experienced real Japanese home life. I slept on the floor and ate meals sitting on the floor as is generally the case in Japan. The food we had was also typical Japanese with rice for every meal (grown by my host family) often with fish and some vegetables. The Grandmother does a lot of gardening and so grows almost all of the vegetables the family requires. Sometimes we had a little bit of meat but beef is very expensive in Japan. We didn't eat such a lot of dairy products but we did have a glass of milk with breakfast very morning and sometimes had some yoghurt, especially the Hiruzen Jersey yoghurt which is delicious.

Continued page 23

WORLD MARKETS INCREASE - HIGHER RETURNS FOR FARMERS

There are indications of good times ahead for the Australian dairy industry, according to analysts at the Bureau of Agricultural and Resource Economics (ABARE).

The Bureau's Trish Gleeson says that although manufacturing milk prices are forecast to fall significantly this year to an average 23.1 cents a litre dairy farmers can expect an income increase of one per cent to an average of \$67,000.

"The industry has undergone significant adjustment over the past two decades," she points out.

Improvements in technology, reduced rates of assistance and changes in domestic and international markets had resulted in significantly higher productivity. Fewer and larger farms were producing as much milk now as was produced in the early 1970s, when Australia had preferential access to the UK butter market and dairy industry was substantially higher.

Continuing change in government regulation and a freer world market would mean even more changes over the medium term. During this period dairying's high profitability compared with broadacre farming was likely to continue despite the reduction in aid. Although there were likely gains to be had from the

Uruguay Round of multilateral trade negotiations, the industry's heavy dependence on better productivity would persist in determining future prosperity. Ms Gleeson pointed out that although the number of dairy farms and the size of the national herd had contracted significantly over the past 20 years, total milk production had increased dramatically: "The marked upward trend in the quantity of milk produced per cow has been made possible by the increased use of supplementary feeding, improved dairy cattle genetics and better pasture management."

Australian dairy products were competitive on the world market and in demand. They had increased from a seven per cent market share in 1986-87 to 10 per cent in 1994 -95. Dairy exports had almost tripled in value over the same period to \$1.4 billion.

The industry was expected to keep growing because of rising world demand, especially in Asia and Latin America, which were the possible keys to future markets.

With an average increased yield per cow forecast of four per cent this financial year, in line with the longer term trend, the value of Australia's dairy exports was projected to rise from an estimated \$1.6 billion in 1995-96 to about \$2.9 billion in 2001-02.

Contact - Trish Gleeson
ABARE (06) 272 2262

HOST FARM : *Total area land* 17 Ha
 grazing land - 7 Ha
 grassland for silage - 6 Ha
 rice paddy fields - 1 Ha (0.7 Ha machine harvest)

Cattle Milking Cows 45 (Jersey)
 Heifers and Calves 16

Milking System Pipeline milking system in a stall type barn, 4 units
 which are moved around to each cow and then
 connected on to the milk and air line.

Production (Average / cow) 5800Kg milk - 305 days
 Fat 4.8%
 SNF 9.4%

Feed Ration Lucerne Hay 1.5 Kg (cost 1228yen / 27Kg block = \$535 / ton.)
 (per cow per day) Silage 20 Kg
 Feed Mix 4.5 Kg
 Pasture about 10 Kg

FEED MIX
 47,650 yen / ton. (feed mix)
 42,000 yen /ton. (beet mix)
 Feed mix includes barley, hay cubes,
 cotton seed and other things.

Total Cost of Production 68 yen / Kg Milk (approx. 80cents)

Milk Price Base price = 87.130 yen / Kg milk (based on 8.5% SNF & 3.5% Fat)
 (\$1/Kg)

Nagatuna Price = base price + 10.7 yen / Kg milk (4.8% fat , 9.4% SNF)
 = about \$1.15 / Kg milk

In addition to this they are also paid 3% (GST) and receive an income
 from the dairy CO-OP's especially Hiruraku through which they earn
 about 40yen /Kg milk. This 40 yen applies to all members of Hiruraku
 but only to Jersey milk as the co-op only buys and processes Jersey milk.
 A couple of farmers in the district who milk Fresians are also members
 but they only earn about 7 yen / Kg milk and their milk is sold to a
 different company.

Silage Yield 40 ton / Ha (65% Moisture)

Rice Yield 6.5 ton / Ha

In Pursuit of the Perfect Fodder System

Dairy farmers could be spending anything from \$19 to more than \$210 per tonne of dry matter in conserving fodder according to a new practical farming guide sponsored by the Dairy Research and Development Corporation (DRDC).

According to the **Fodder Costs** manual, farmers could be saving thousands of dollars when making, storing and feeding conserved fodder.

The book has been produced by the Kondinin Group, Australia's leading independent provider of information for agriculture, with support from the DRDC. It will help dairy farmers identify high cost areas associated with fodder conservation and reveal a range of cost effective options.

"The information in **Fodder Costs** will help both first time and seasoned producers to fine tune their operations when making hay or silage and help them identify areas where they can improve quality and save money," said DRDC Managing Director Paul Donnelly.

With **Fodder Costs**, farmers can cut through the confusion of cost our mechanical operations and agricultural production systems and come up with the system best suited to their farm.

Information for the manual was collected from a survey of more than 500 farmers around Australia and covers the complete fodder conservation cycle, from the moment the mower enters the paddock through to when the fodder reaches the animal's mouth.

While there are savings that can be made at all stages of production, case studies of individual farmers highlight bailing and the chopping of fodder, carting in the paddock and feeding out as major costs.

"Most farmers even in the dairy industry are still feeding both hay and silage out on the ground which could be costing them money through spoilage," said Dr Donnelly.

"If farmers aren't using good storage techniques, it could be costing money in lost quality. The initial expense might be high, but good storage will maintain quality and mean cheaper product in the long run," he said.

The book highlights the need for farmers to consider all available options, including the use of contractors which could prove to be a less expensive option for many farmers.

"While **Fodder Costs** addresses the mechanical side of making hay or silage, farmers should look beyond machinery costs and take into account what it costs them to grow the fodder crop, then compare these costs with buying the fodder," Dr Donnelly said.

Fodder Costs brings together information from all states in case studies, specialist articles and innovations and modifications. It is available to Kondinin Group members for \$25 and \$35 to non-members. Call 1800 677 761 for more information on **Fodder Costs**.

LIFELINE FACTS

LIFELINE was formed in 1963 by the **Adelaide Central Mission** - the Human Service Agency of the Uniting Church in Australia - to provide an immediate and confidential response to **people in crisis** all over the State.

In any sector of the community, people can become distressed and isolated by such issues as grief and loss, breakdown of relationships, unemployment, drug and alcohol dependency and domestic violence. For many, LIFELINE is **their only avenue of support**.

The LIFELINE service is available 24 hours a day, 365 days a year, providing **telephone counselling, and face-to-face counselling** as needed. Last year, nearly **17,000 calls were received**, and over 1,000 personal counselling sessions carried out.

Up to 250 **fully trained volunteer telephone and personal counsellors** are available, and yet still

there is difficulty in handling all calls.

Training is thorough, **ongoing and costly**. It is also becoming more expensive to maintain LIFELINE's facilities at a level which ensures the best possible service is always available.

LIFE LINE is a **community response to a community need**.

As the stress of modern living increases, so does the demand for LIFELINE's services, and the need for funds becomes more urgent.

LIFELINE doesn't receive any Government funding and relies on the generosity of the community for support.

Your donation to help maintain and improve this vital community service can be sent to Adelaide Central Mission Inc.
10 Pitt Street
ADELAIDE 5000

DAIRY FIRST NEWS

The field trial of the *Dairy First* quality assurance program, which commenced on 80 pilot farms in Victoria and South Australia in June 1996, is continuing. The main purpose of the trial is to allow farmers to evaluate the draft quality manuals and the associated procedures.

The project has just a few months to run, with the Final Report to the Department of Industry Science and Tourism due by the end of May this year.

MID-TERM REVIEW OF FIELD TRIAL

A mid-term review of the field trial of the *Dairy First* program was completed in January of this year. It involved the following steps:

- Regional meetings of the farmers in each of the seven Dairy First pilot groups, late November/early December 1996;
- Interviews with the company field officers involved in the field trial;
- A combined meeting of a farmer representative and a company field officer representative(s) from each of the seven pilot groups, ADFF representatives and DRDC staff in Melbourne, mid-December 1996;
- Subsequent consideration of the feedback on the program obtained via the above activities and from other sources by a project Working Group, mid-December 1996; and
- Consideration of the Working Group's recommended modifications to the program by the project's Management Group, January 1997.

Key findings. The review process yielded valuable feedback on the prototype *Dairy First* program and its method of implementation.

The review indicated that the program has had a positive impact on most of the pilot farms, though the nature and extent of this impact varied widely. Common impacts have included greater awareness of quality issues in every-day farm management, better record keeping, more attention to definition of staff roles and improved work practices by staff.

More monitoring of critical control points in the production of safe, quality milk, such as hot water temperature and plant vacuum, was occurring on most farms.

The mechanics of record keeping were raised by the farmers present at most of the review meetings. Many practical suggestions aimed at making the recording of information easier, especially where records are to be kept on a daily basis, were put forward by farmers for consideration. Of the various records being kept, the stock treatment records were proving to be particularly useful.

The review also indicated that the method of implementing the *Dairy First* program in the field will be absolutely critical to its success. The purpose of the program and the benefits of adopting it will need to be addressed at the outset, preferably via a group session involving say 10-20 farmers. Some of the specifics of the program, such as the hazards, control points and record keeping, would then need to be addressed at a second group session.

The group sessions would need to be followed by a couple of individual farm visits (about two months apart) by the person implementing the program, eg company field services officer. A preliminary audit of the program could be conducted on the second of these visits.

Timing of implementation will also

be an important factor in the success of the program. Late summer/autumn is considered to be the best time of the year to implement the program in a seasonal calving area.

Scope of the program and its technical content were generally not of concern to most of the farmers, though some thought staged implementation would be helpful. However, many farmers thought the Farm Operations Manual (which presently contains a considerable amount of reference material) had the appearance of being too big, at least initially.

Most of the pilot farmers thought that the audit procedures were very helpful, but indicated that the checklist could be shorter and more streamlined.

Equipment supplied to each of the pilot farms (thermometer, torch and rubberware trier) has been well received and put to good use in most cases.

Field staff implementing the program will need to be confident about the program and competent in the technical areas covered by it.

Where to now? Several aspects of the *Dairy First* program will be progressively modified during the next few months as a consequence of the review.

Priority is being given to simplifying the record keeping at this stage, as that is the practical aspect of the program which farmers face on a daily basis. Some of the current record keeping requirements will be eliminated and some of the record forms will be combined and/or simplified. Sequence of the forms as they currently appear in the Records Manual will be altered.

Alternative formats for recording information, such as daily and

DAIRY FIRST NEWS (Contd)

monthly diaries, are also being developed with the objective of making the recording of information easier.

The Audit Checklist, which forms the basis of the Audit Procedures, will be streamlined. The Farm Operations Manual will also be revised.

The pilot farmers and company field staff will have the opportunity to comment on the various revisions to the *Dairy First* documentation and procedures as they become available.

Comments on the revised documentation will be taken into account when preparing the generic manuals which will be available to industry for its consideration at the end of the project.

AUTOMATIC RECORDING SYSTEMS

Several commercial firms are presently developing a range of continuous monitoring / recording systems for use in the dairy shed. Applications will include temperatures of milk in the vat, pre-cooling water and plant wash water, plus milking plant performance

indicators such as plant vacuum. One of the systems is now being trialed on a pilot farm.

It is expected that these systems will eventually provide a suitable method for recording some of the daily information required under the *Dairy First* program, if farmers choose to install them.

STOCK FEED DECLARATIONS

Agreement of the major stakeholder organisations in the Australian stock feed industry on a standard 'Commodity Supplier Declaration Form' for use throughout the industry has now been reached, subject to legal advice on some of the wording detail. This form is to be completed by the grower of the stock feed. Members of the Australian Fodder Industry Association are expected to begin using a modified version of this form soon.

The Stock Feed Manufacturers' Association of Australia has also agreed to the use of a second declaration form for use where a farmer purchases stock feed through an intermediary such as a stock feed miller or produce

merchant.

Both of these declarations will be included in the revised *Dairy First* manuals in place of the current 'Stockfeed Acceptability Statement'.

DAIRY FIRST VIDEO

Production of the *Dairy First* video is nearing completion. The video will form part of the package to be released at the end of the project.

FUTURE ACTION

Attention will be focussed on the following activities during the remaining term of the project:

- Gathering and analysis of information on the impact of the *Dairy First* program on the pilot farms;
- Finalisation of the *Dairy First* manuals; and
- Discussions with industry organisations on future management of the *Dairy First* program.

Source DRDC



John Nietschke presents Tony Sutherland with a copy of son Jamies' report on the Japanese Exchange Trip

CHEESY ROLLS

1 cup (80g) grated low fat **CHEESE**
1 onion, finely chopped
1 cup finely chopped mushroom, tomato or pepper
1 egg
freshly ground black pepper
8 slices thin bread
2 tablespoons **BUTTER**

Mix the **CHEESE**, onion, mushroom, egg and pepper together.

Lightly spread each slice of bread with **BUTTER**.

Turn over and place one-eighth of the filling on each slice.

Roll up and secure with a toothpick.

Grill for 4-5 minutes or until golden brown, turning once or twice during cooking.

VEGIE SLICE

3 cups seasonal vegies, e.g. finely chopped onion, pepper or tomato; grated carrot or courgette; finely sliced mushrooms, beans or asparagus; cooked and drained spinach or silverbeet

1 cup (80g) grated low fat **CHEESE**
4 eggs
3/4 cup low fat **MILK**
1/2 cup self raising flour
2 rashers lean bacon, finely chopped(optional)
freshly ground black pepper

Place the vegetables and **CHEESE** in a well-greased baking dish.

Lightly beat the eggs and **MILK** together. Sprinkle the self raising flour over and mix well, ensuring there are no lumps. Pour over the vegetables.

Top with bacon and pepper. Bake at 200 degrees for 30-35 minutes or until golden brown and set. Serve either hot or cold.

Serves 5.

CARROT AND RAISIN BREAD

1/2 cup raisins
2 cups wholemeal self-raising flour
1 egg
1x300 gm carton Australian Creamed **COTTAGE CHEESE**
1/4 cup **MILK**
1/2 cup grated carrot
1 teaspoon mixed spice

1. Lightly butter a 20cmx10cm loaf tin, then lightly dust with flour.
2. Mix the raisins and flour together in a large bowl.
3. In a medium sized bowl, lightly beat the egg. Stir in the **COTTAGE CHEESE**, **MILK**, carrot and mixed spice.
4. Add this mixture to the flour and raisins and mix together to form a dough.
5. Press the dough into the prepared loaf tin. Bake at 200degrees for 30-40 minutes or until the bread is cooked.

Turn out onto a wire cooling rack. When cool, cut the loaf into 15-18 slices and serve buttered.



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- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Library (audio and video) & Technical Papers
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CEO's EDITORIAL

As usual there is much to report about the Industry at this time of the year. The ADFF Convention and Tour have come and gone as has the SADA Conference held in Nuriootpa. The round of Branch AGM's has begun leading to the SADA AGM in early June.

The most important news, however, possibly comes from the South East with the new entrants into the SA market making their moves.

At a very well attended meeting on Tuesday 22 April at Mt Gambier (I counted over 175 present!!), De Cicco Industries unveiled their plans for their operation in the region. Critical to these plans was the announcement on opening prices for the 1997-98 season for manufacturing milk. In a move designed to secure milk supply De Cicco's have put forward their opening prices for the next season as:

*Jul 97-Jun98 \$2.05 kg butterfat
 \$4.13 kg protein*

An incentive of *4c kg butterfat and 12c kg protein* will be paid for the months *October-May*. Market milk standards would apply as the minimum standard for the milk.

This price was seen as a consistent price for the season with a review of pricing on 1 Jan.

De Cicco's plan calls for a minimum of 20 million litres in their first year of operation in the SE. They anticipate a growth to 60 million litres in the first two/three years of their operation.

By the end of the meeting it appeared that De Cicco's had more than enough dairy farmers who had committed themselves on paper to begin supplying on 1 July. In fact, by the cut-off date of 30 April I suspect De Cicco's will have well and truly cornered the market on suppliers in the SE.

The meeting also put a number of issues to De Cicco's in relation to:

cont'd page 2



Cows grazing along the Murray - a view from the Baker's dairy Mypolonga

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- the need for a field officer
- simplified milk statements with all the required information
- second pick-up and costs
- daily test results

Assurances were given that all these matters would be discussed fully with SE Branch of SADA and the suppliers themselves.

There was a strong sense of optimism amongst the dairy farmers at the meeting. Even those who had not committed themselves to De Cicco's saw that the entry of new players would put some competition into the market place. This is seen as the most positive thing to happen to the SA Industry in some time.

Dairy farmers will now no doubt wait for the response on opening prices by the other companies involved (or about to be involved in the SE).

On to more mundane matters such as AGM's. Branch AGM's have so far been held for the Barossa, Northern and SE Branches.

The Barossa and Northern Branches held a joint meeting at Nietschke property where the new rotary dairy was the main point of interest. John Nietschke was re-elected as President of Barossa Branch with Don Zweck being re-elected for Northern Branch.

The SE Branch meeting was also well attended by about 90 people. Tony Reichelt was returned as President.

A full list of Branch officials and delegates to Central Council will be published in the June edition of the Journal.

The SADA AGM is to be held on Wednesday 4 June at the Showgrounds at Wayville. I encourage those of you that can to attend.



**THE FUTURE OF SOUTH AUSTRALIAN
DAIRYING IS IN GOOD HANDS.
A STUDENT FROM MT COMPASS AREA SCHOOL
LEARNS THE ART OF EXHIBITING CATTLE AT THE
RECENT MT COMPASS FIELD DAY**

FIVE SCHOLARSHIPS ON OFFER

FIVE SCHOLARSHIPS ON OFFER TO STUDY FARMING OVERSEAS

The search is on throughout Australia for five people working in agriculture who want to broaden their farming horizons by undertaking study overseas.

The five people selected will be awarded an Australian Nuffield Farming Scholarship which provides an overseas study allowance plus return air travel to London with Qantas Airways Limited.

The Scholarships, which are supported by the Royal Agricultural Society of Victoria, are awarded annually to enable established farmers to travel to Asia, the United Kingdom and other countries to increase their knowledge of practical farming and the broader issues of agricultural production and marketing.

Two of the scholarships are awarded on a rotational basis

among the States and the Northern Territory. The other three are selected nationally.

The Scholars to be selected in 1997 will be as follows:

One person in agriculture in New South Wales

One person in agriculture in Queensland

Two women in agriculture in any State or Territory

One Dairy Farmer in any State or Territory

The Scholarships are open to all persons who are citizens of Australia aged between 25 and 40 years. They are tenable for a minimum of four months and a maximum of six months. Applicants must be engaged full time in farming in their own right or managing a commercial farming enterprise and intend in the future to engage in farming in Australia.

Upon returning to Australia, the Scholars are expected to share their knowledge and understanding they have gained among their fellow

farmers and others.

The Australian Nuffield Farming Scholarships scheme was instituted in 1950 under the auspices of the Nuffield Foundation of the UK, established by car magnate Lord Nuffield to support a wide range of health, education and research programs. The farming scholarships scheme is aimed at encouraging the interchange of knowledge between farmers of the Commonwealth and other appropriate countries.

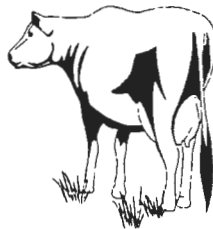
Applications for the 1997 Awards close on Friday 30 May 1997. Application forms can be obtained from:

Australian Nuffield Farming Scholars Association
Royal Melbourne Showgrounds
Epsom Road
ASCOT VALE Vic 3032

Phone: (03) 9281 7424
Fax: (03) 9376 2973

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MESSAGE FROM THE HON JOHN ANDERSON

REBUILDING AUSTRALIA'S PRIMARY INDUSTRIES

A year of solid achievement, with plenty still to be done, is the way Minister for Primary Industries & Energy and Deputy National Party Leader, John Anderson, summed up his first 12 months in Government.

Releasing the document Rebuilding Australia's Primary and Resource Industries - A Year of Achievement, Mr Anderson said he regarded very seriously the great trust put in the Coalition Government by rural and regional Australians, a trust he was determined to honour.

The strategy he has pursued for primary industries has had two key planks.

First, to make sure Australia's economic house is in order to provide a platform for sound, long-term growth.

"The economic devastation of the bush through the policies pursued in the late 1980s is seared into my memory," Mr Anderson said.

"We have got the Budget back on track and delivering real benefits, for example, through three successive falls in interest rates worth up to \$300 million to Australia's farmers. Fiscal responsibility will continue."

The second part of the strategy had been to pursue an integrated program of policies and actions to strengthen Australia's rural industries, address the real needs of rural people, sustain Australia's agricultural base, improve the competitiveness of the processing and transport sectors, and improve access for agricultural and value-added food products in Asian markets and beyond.

"The record is a good one and speaks for itself," Mr Anderson said, highlighting the following major achievements:

- To sustain the long-term future of agriculture, the Coalition is about to embark on the most exciting environmental program in Australia's history through the \$1.25 billion Natural Heritage Trust which will see real investment for the benefit of rural and regional Australia;
- \$170 million extra for people in devastating difficulties with drought;
- Launched West 2000, a Rural Partnership Program involving \$12.3 million of Commonwealth funds, for the Western Division of NSW;
- The Coalition has established a balanced, sensible forest policy which is delivering employment and economic benefits whilst preserving conservation values. The first Regional Forest Agreement, benefiting the East Gippsland region, has been concluded;
- New industrial relations laws are now in place and will need to be worked through in specific arrangements, industry by industry. Issues in the grains, wool, meat and sugar industries have been tackled head on. Decisions will be announced shortly on meat and on the revitalisation of the quarantine and inspection service.

"A key priority for me now is to finalise the Business Plan for

Australian Agriculture which will serve as our road map for the future," Mr Anderson said. "It will clearly articulate a vision, strategies and the roles which industry and government will play to realise the opportunities before us.

"This, combined with the implementation of our Supermarket to Asia strategy and the establishment of an integrated approach to rural policy and the development of rural communities will be central to our efforts in 1997.

"I want to establish a renewed sense of confidence and optimism in rural and regional Australia as a result of the real achievements we have made and will continue to make."

Further information: Robert Hanes (06) 277 7520/0419 493 511

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Dairypol is an insurance plan that was designed in consultation with dairy farmers from all over Australia.

It's a plan for you, your family, and your farm. A plan that truly reflects the needs of today's dairy farmer.

It gives you the choice of cover to best meet your needs and your budget,



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INSURANCE**

Truly Australian

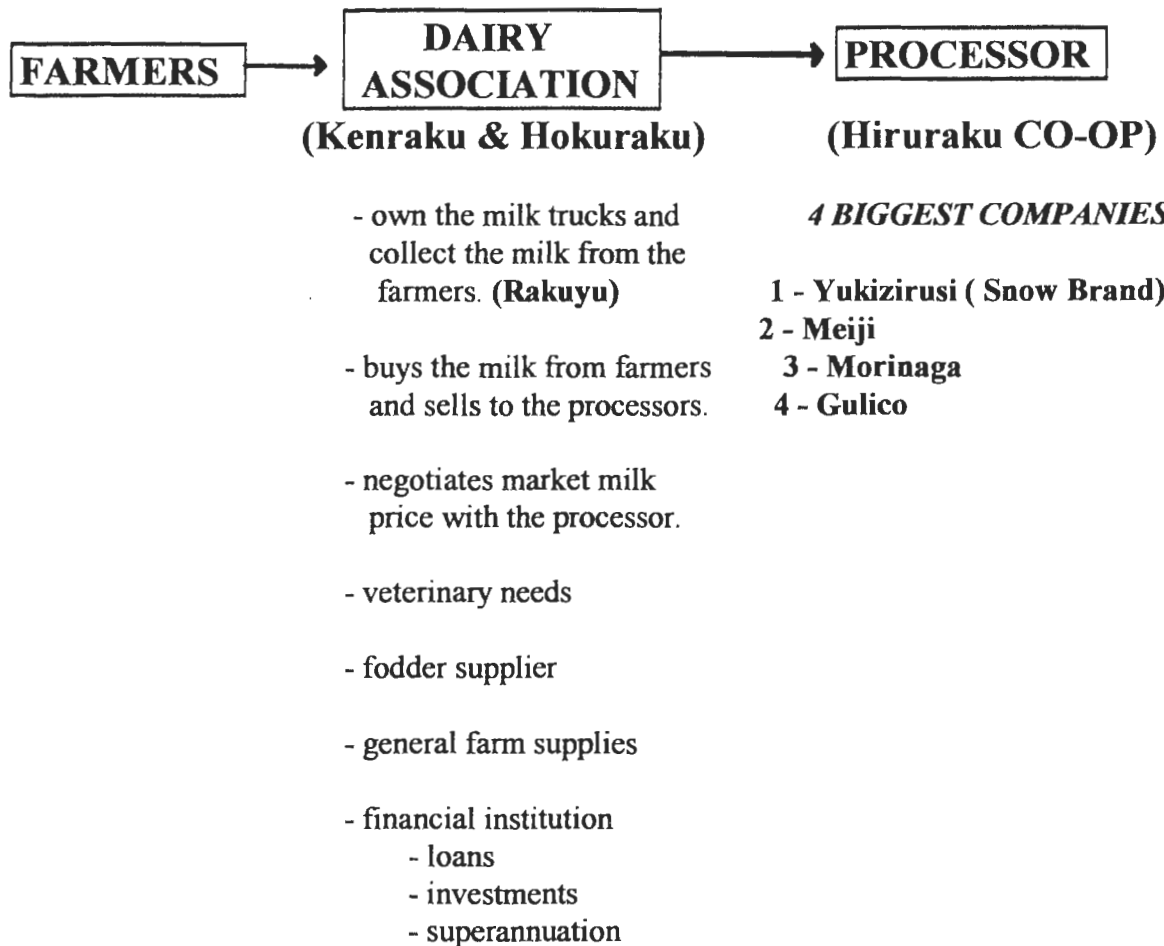
in one, fully integrated plan.

For more information on the Dairypol plan call your local WFI representative.

Wesfarmers Federation Insurance.
We're never far away.

DAIRY INDUSTRY STRUCTURE

The structure of the dairy industry in Okayama is basically the same throughout Japan but with different cooperatives and companies.



A Hokuraku milk truck

Capacity: 4200 Litres

MILK PRICING

The milk price is split into two parts, market milk and manufacturing, as here in Australia. The market milk price is negotiated between the co-op which buys and collects the milk (Hkuraku in Hiruzen) and the company which processes it, eg. Meiji. The manufacturing price, however, is set by the government.

It is cheaper for Japan to import dairy products from other countries so the factories pay a lower price for the manufacturing milk (only about production cost). According to the companies the cost of production is 64.26 yen/litre but the government say that it is 75.75 yen/litre so the government pay a subsidy of 11.49 yen/litre for up to 2.3 billion litres of milk.

Market milk price was 118.216 yen/litre (this year 1996 only about 91 yen)

In 1993 **Japan** produced 8.6 billion litres.
5.0 billion litres market milk (**58%**)
3.5 billion litres for manufacturing (butter, cheese etc.) (**40%**)
123 million litres for yoghurt production (**1.4%**)

In 1993 **Okayama prefecture** produced 127 million litres.
108 million litres market milk. (**85%**)
17 million litres manufacturing (**13%**)
2.3 million litres for yoghurt (**2%**)

In 1993 **Hokkaido** (the biggest dairying area in Japan) produced 32 billion litres.
427 million litres market milk. (**13%**)
2.7 billion litres manufacturing milk. (**84%**)
54 million litres for yoghurt. (**2%**)

The total base price for a litre of milk was 87.13 yen (\$1.00)

On top of this price they are paid a bonus for fat above 3.5% and SNF above 8.5%.

Alternatively if the fat and SNF drops below this level the milk price is reduced accordingly. The price is based about 75% on fat and 25% on SNF.

Milk Quality Penalties.

Somatic Cell Count

Under 300,000 no penalty

if over 300,000 the -0.1 yen/litre milk and minus another 0.1 yen/litre for every 10,000 over 300,000 to a maximum of 500,000.

Total Plate Count

If over 200,000 (up to 500,000) then -1 yen/litre

510,000>1,000,000 then -2 yen/litre

1,010,000>2,000,000 then -4 yen/litre

over 2,000,000 then -15 yen/litre to a maximum of 4,000,000

(please note that these are the figures I was given and are correct to the best of my knowledge)

DAIRY FARMING STATISTICS

(1995/96)	<u>JAPAN</u>	<u>AUSTRALIA</u>
TOTAL PRODUCTION	8.38 billion litres	8.7 billion litres
NO. DAIRY FARMS	42,000	13,888
NO. DAIRY COWS	1.2 million	1.93 million
AV. PRODUCTION	6,905 litres / head	4,727 litres / head
AV. HERD SIZE	44	135
MILK PRICE	85.54 yen / litre (approx. \$1.00)	30.75 cents / litre

Australian dairy exports to Japan totalled 307.6 million dollars in 1995/96



The Jersey's on my host farm.



Safepour may be operated by a foot pedal

SAFE POUR AIDS CHEMICALS HANDLING

Invented by Robert Campbell of Geraldton, the 'Safe Pour' device enables workers to safely tip over containers for pouring.

Attempting to hold and tip heavy or awkward containers, frequently at precise angles to allow controlled pouring, puts workers at risk of manual handling injury. Workers handling hazardous substances may be at risk from spillage or splashback from poorly controlled pouring practices.

The Safe Pour device holds 20 to 25 litre containers in a secure frame which pivots on a stand. Workers can safely and easily tip the frame and container over, allowing precise and safe control of the pouring action while the stand bears the full weight of the container.

Safe Pour may be operated by a foot pedal, allowing both hands to be used on the pouring action. Release of the foot control automatically returns the container to an upright position.

The device is useful for pouring chemicals, detergent, paint, oil or any other liquid, including water.

Source WR & D Wells Pty Ltd
Phone (03) 9699 8999 Fax (03) 9699 7962

EDITORIAL

Genetics Australia 1997 Semen packs Available

I am pleased to introduce to you, **Genetics Australia's** Semen packs for 1997.

In previous years the **Genetics Australia** packs have been very popular with farmers. Many farmers have come to appreciate their value and this year's packs are no exception.

The packs offer the best of Australian proven genetics and great savings for **Genetics Australia** shareholders.

The Premium pack contains Australia's top two Holstein bulls **WINLUKE** and **SHOTIME**, with Australia's most exciting new prospect **FORMOST**, due for his first proof in July 1997.

Genetics Australia shareholders receive a rebate of \$120.00 meaning you can purchase **SHOTIME**, **WINLUKE** and **FORMOST** for just \$20.00 per dose.

The Budget pack contains the farmers favourites **MOOMAN** and **JUDGE**, together with another promising new prospect for July, **SKYHIGH**. With the Budget pack, shareholders receive a rebate of

SAFEPOUR

Invented, and manufactured, in Geraldton (W.A.) the **SAFEPOUR** device enables workers to safely tip over 15, 20 and 25 litre containers for pouring.

SAFEPOUR has a wide range of applications as any liquids can be dispensed safely. It was the Safety Institute of Australia Invention of the Year in 1996, and has won the **Worksafe WA** Safety Award for 1997.



\$110.00 meaning you can purchase **MOOMAN**, **JUDGE** and **SKYHIGH** for just \$13.00 per dose.

Sixty dose Twin packs are available for both packs and even higher rebates apply.

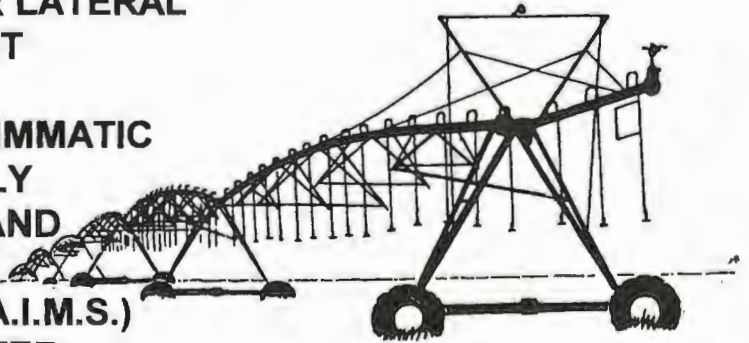
Please call the **Genetics Australia** office on Freecall 1800 039 047 for a copy of the brochure or with any orders or questions, or you may contact me directly on Mobile 018 519 791. **Genetics Australia** semen packs are available from your usual semen supplier.

Tony Wallach
Territory Manager - South Australia

INNOVATIONS IN IRRIGATION

ZIMMATIC CENTRE PIVOTS LINDSAY S.A. SALES

- ◆ LINDSAY IS THE BEST SELLING CENTRE PIVOT IN THE WORLD
- ◆ LINDSAY S.A. SALES CAN TAILOR BUILD A CENTRE PIVOT OR LATERAL MOVE TO SUIT YOUR EXACT REQUIREMENTS.
- ◆ THE WORLD RENOWNED ZIMMATIC CENTRE PIVOT IS THE ONLY PIVOT WITH BOTH R-MAC AND AUTOMATED IRRIGATION MANAGEMENT SYSTEMS (A.I.M.S.)
- ◆ WE CAN MATCH YOUR WATER SUPPLY TO THE ACREAGE YOU CAN WATER AT VERY COMPETITIVE PRICES.
- ◆ THE BEST ZIMMATIC SPARE PARTS BACKUP IN THE COUNTRY.



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- Zimmatic Pivots are constant speed uphill and down dale, and more importantly constant speed day and night.
 - Towable Systems move easily from site to site.
- Zimmatic pipe is the heaviest in the industry coupled with 120,000 LB gearboxes all add up to extra value and longer life.
- A.I.M.S. will allow you to pick-up those valuable corner acres effectively, with a

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South Australia: Trevor Manning - Tel: 0885 685 331

Packo Fullwood Head Office FreeCall on 1800 678 530

SADA DIARY DATES 1997

6 May	-	8.00pm Onkaparinga AGM - Charleston Hall	13 August	-	Central Council
7 May	-	8.00pm Southern Hills AGM - Mt Compass Sports & Social Club	10 September	-	Executive Meeting
12 May	-	11.00am Jervois AGM - Jervois Football Club Rooms	15 October	-	Central Council
12 May	-	8.00pm AGM - Lakes AGM Waterfront Motel	12 November	-	Executive Meeting
13 May	-	8.00pm Northern Hills AGM - Mt Pleasant Uniting Church	1 December	-	ADFF Council - Melbourne
14 May	-	Executive Meeting	2 December	-	ADFF Council - Melbourne
15 May	-	SAMMEC Mtg	3 December	-	ADIC Annual Conference
3 June	-	DIAA Conference	10 December	-	Central Council
4 June	-	SADA AGM			
16 July	-	Executive Meeting			
4 August	-	ADFF Council - Melbourne			
5 August	-	ADFF & 3pm ADIC Exe			
13 August	-	Central Council			
10 September	-	Executive Meeting			

N.B. Branch AGM's commence 21 April 1997. Please let the office know if you have not already done so - date and venue.

**DAIRY INDUSTRY ASSOCIATION OF AUSTRALIA
SOUTH AUSTRALIAN DIVISION**

Invites you to their

1997 ANNUAL CONFERENCE

Tuesday, 3 June, 1997

From 9.00 am until 5.15 pm.

followed by the

COCKTAIL PARTY

5.30 pm to 7.30 pm

at the

**RIDLEY CONVENTION & EXHIBITION CENTRE
Royal Showgrounds, Wayville**

**Entrance: Gate 1, Bonython Entrance in Rose Terrace
Parking: Free parking is available in the Showgrounds**

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**1997 ANNUAL CONFERENCE/COCKTAIL PARTY
REGISTRATION FORM**

CONFERENCE (Including lunch) \$25

COCKTAIL PARTY \$10

Please tick appropriate boxes

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CONFERENCE

COCKTAIL

PARTY

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Please book early

Bookings close 29 May.

**PLEASE RETURN THIS FORM WITH YOUR CHEQUE TO
Rick Teichert, PO. Box 101, MYLOR SA 5153**

**DAIRY INDUSTRY ASSOCIATION OF AUSTRALIA INC
SOUTH AUSTRALIAN DIVISION**

STATE CONFERENCE

to be held at
Ridley Convention & Exhibition Centre
Royal Showgrounds, Wayville

on

Tuesday, 3 June, 1997

PROGRAMME

Morning Chair	F. Beauchamp President, South Australian Dairyfarmers' Assoc.
8.15 am	Registration
9.00 am-9.15 am	<i>Opening address & welcome</i> John Felsted President, DIAA (South Australian Division)
9.15 am-10.00 am	<i>"The Balfours Story"</i> Max Dyason Chief Executive, Balfours
10.00 am-10.15 am	<i>Official Opening</i> His Excellency Sir Eric Neil, AC, CVO, Governor of South Australia
10.15 am-10.45 am	Morning Tea and Dairy Break
10.45 am-11.30 am	<i>"Ostrich or Eagle - where to from here?"</i> R.K. Critchley Chairman, Dairy Vale Foods Ltd.
11.30 am-12.15 pm	<i>"The Amalgamation of Brighton and Glenelg to form the City of Holdfast Bay"</i> Brian Nadilo Mayor, City of Holdfast Bay
12.15 pm-12.30 pm	Annual General Meeting DIAA (South Australian Division)
12.30 pm-2.30 pm	Tetra Pak Official Luncheon
Afternoon Chair	John Felsted President, DIAA (South Australian Division)

2.30 pm-3.00 pm	<i>"Building a Team Based Culture"</i> Leigh Hodges Managing Consultant, Coopers & Lybrand
3.00 pm-3.45 pm	<i>"Co-operatives - Quo Vadis?"</i> Ian Langdon Chairman, Australian Co-op Foods Ltd.
3.45 pm-4.00 pm	Afternoon Tea and Dairy Break
4.00 pm-4.30 pm	<i>"Adelaide Royal Show - Then and Now"</i> Jock Duncan President, Royal Agricultural & Horticultural Society of South Australia
4.30 pm-5.15 pm	<i>"Ashgrove Farm - a Tasmanian success story"</i> Jane Bennett Manager, Ashgrove Farm Boutique Cheese Factory.
5.30 pm - 7.30 pm	Cocktail Party Music - Frank Ferraro Announcement of: Product awards Milk quality awards Milk Vendor award Share Farmer of the year award

What is SA Milk Haulage & who directs the organisation?

SA Milk Haulage is a milk collection and cartage organisation, whose primary functions is to collect milk from the dairy farms and deliver the raw product direct to an end use site inside rigorous time schedules.

The organisation has been designed by the dairy companies to be an effective service and an efficient supplier of low cost transport services that will provide them with a competitive advantage.

Direction (or policy) is decided by a Board of Directors comprising an independent chairman, a milk tanker operator, two dairy farmers and two dairy company personnel.

An annual budget prepared by SA Milk Haulage and approved by the dairy companies has little or no profit available for distribution amongst tanker drivers.

In the main, tanker drivers either own or hire the prime mover, for which they are paid an incentive scheme rate based on litres carted or underwritten per kilometre when circumstances necessitate a minimum payment.

To measure how successful the organisation has been, the Board (and the dairy companies!) are very attentive to the total milk collection cost in cents per litre.

SA Milk Haulage has financed from its own resources changes to metering and data/information systems to support other industry sectors. Currently the Board is reviewing the effect of milk tanker collection schedules on milk temperature.

Shane Gale
Manager SAMH.

Conference crowd not disappointed

If ever evidence was needed that the dairy industry does not, and will not, stand still then the third Australian Large Herds Conference at Warrnambool in Victoria supplied evidence aplenty.

With a mammoth leap in the number of delegates from 300 in 1996 to just short of 500 this year, the Australian conference now rivals the New Zealand large Herds Conference which has been going for 28 years.

And while there were speakers from across the Tasman and from the UK the most influential speakers were Australians or people with Australian dairy interests.

David Beca is a case in point. A New Zealander who is part of a consortium developing a 600 cow dairy farm at Deniliquin in New South Wales, Mr Beca is sanguine about the future of Australian dairying. He sees little that is positive on the other side of the Tasman where escalating land prices and the high cost of supplements are limiting Kiwi farmers' capacity to remain profitable as the international milk price trend continues downwards.

Australia, according to Mr Beca, has ample reasonably priced land and ready access to a huge feed grain industry. Mr Beca and many Australian and New Zealand farmers attending the conference see high inputs of grain, fertiliser and irrigation as key management tools for profitable dairying that is sustainable. And while there are those who would consider the Beca view of input levels excessive, there were few at the conference who argued that some feed supplementation, increased phosphorus and nitrogen, better genetics, improved grass species and pasture management are not an essential part of dairying today. It seemed in the end to be a question of degree.

Dr Jakob Malmo of Maffra is one who deplores the high input road advocated by Mr Beca and Dr Les Sandles of Shepparton. Dr Malmo and his confreres see danger signs looming as high input systems exacerbate stress on cows, people and land. "Moderation in all things" was the Malmo catch-cry supported by evidence of many successful and profitable low input farms in his East Gippsland region of Victoria and numerous examples of farmers who had taken the high road and failed. Increasingly high inputs, Dr Malmo believes, are not sustainable. And UK farm consultant, Kay Carlsaw, was vehement in his criticism of farmers who decide to spend up on machinery and sophisticated feeding systems as soon as they began making some profit. "The high road to low profits" he called it, advocating simplicity in all things.

Dr Richard Eckard, another moderate, identified what he termed "a pendulum swing" internationally with countries that had traditionally run high input systems now investigating greater pasture utilisation through lower input systems while traditionally low input producers (like Australia) were swinging towards high inputs. Additionally, Dr Eckard expressed concern that environmental and moral questions played a part in the farming argument. High nitrogen inputs, he maintained, are not environmentally sustainable while paying increasingly high feed grain prices while people were dying of starvation in neighbouring countries posed a real moral dilemma.

Dr Sandles, on the other hand, argued cogently for high input systems which enable fuller utilisation of pasture and iron out the management risks. His supporters point to increased profitability from which improved lifestyle flows. Acknowledging that some farmers failed, he said this was not because the high input route was wrong but because it had not been fully or properly planned and managed. James Mann, a young Shepparton farmer,

experiencing the joys of parenthood for the first time, pointed graphically to what he has achieved on a high input system, raising gross margins from \$1500/ha to \$5000/ha over the past six years. And no, he says, he has not spent heavily on feeding systems or other machinery because there is no need. Nor is he feeling stressed.

Victorian dairy farmer, John Verstedden, questioned the value of clover as a nitrogen fixing agent when compared with applying nitrogen. "it (clover) doesn't like wet winters or dry summers over which we have little control," he said. It is also, he felt, responsible for more cow deaths than any other ailment. Irish-born researcher, John Roache, is bold enough and provocative enough to call clover a weed. Mr Roache who is currently undertaking post-graduate work in Australia said that reliance on clover was keeping Australian dairy production to 60-70% of its potential. "All other fertilisers have been heaped on but farmers have been neglecting the nitrogen needs of swards," he said.

Proponents of high input systems argue that all they are doing is attempting to maximise the utilisation of the cheapest feed input - pasture - and in the process they are making the unit cost of growing pasture cheaper. They reckon the average cost of growing grass on a dairy farm in Victoria is 23 cents/kg of dry matter, more expensive than grain, until pasture utilisation exceeds 70%. Fuller utilisation of pasture, they argue, is achieved, not lessened, through properly managed inputs which are part of a whole of farm management approach.

Copies of the 3rd Large Herds Conference Proceedings are available by sending a cheque for \$52.00 (includes postage) to Large Herds Australia, PO Box 889, Warragul Vic 3820.

BOOK LAUNCH

FEED PADS DOWN UNDER

"Feed Pads Down Under", a guide to building feed pads on Australian dairy farms, was launched at the Large Herds Conference in Warrnambool today.

Written by two of Australia's leading dairy scientists, Dr Tom Davison of Keenan and Mr Jeff Andrews of Queensland DPI, the book is the most comprehensive guide to feed pad design and construction in the southern hemisphere.

With 145 photographs showing farm applications, advice on maintenance and waste management and numerous design drawings, "Feed Pads Down Under" will save dairy farmers blood, sweat and tears when building their feed pads.

The book offers farmers a range of options to meet

different budgets from low cost pads at \$1-15 per cow to high cost units which can cost as much as \$100 per cow.

In clear sequences the text and pictures give farmers a practical guide to follow in order to:



- improve cow comfort
- reduce feed wastage
- reduce losses through mastitis, hoof and leg problems
- increase milk yields and composition
- protect the environment from manure run-off

"Feed Pads Down Under" is published by Queensland DPI and costs \$15. The book is available from Mutdapilly Research Station, Phone: (07) 5467 2100 or Keenan, Bendigo, Phone: (03) 5442 3333

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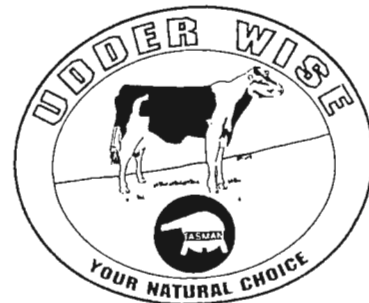
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It's IAMA's business to improve the viability of your business. We do this by offering only the best quality products, management advice and technical services.

If your animals could talk, they'd probably ask you to call IAMA.



IAMA

IAMA Dairy

On the track of dairy farm injuries.

Vehicles, dams and tractors are the main causes of fatal injuries on Victorian dairy farms.

Injury is a major occupational health and safety issue for agricultural industries. Over the past ten years in Victoria, more work-related deaths have occurred in agriculture than in any other industry group.

To find out more about the dangers of dairy farming, the United Dairyfarmers of Victoria commissioned research by the Monash University Accident Research Centre to analyse death and injury records. The Dairy Research and Development Corporation (DRDC) supported the project, with financial assistance from dairy farmers.

The Monash researchers used data from Victorian and national health and workers' compensation databases. However, they stressed that their findings are preliminary

because of the limitations of the information.

FATAL AND NON-FATAL

Vehicles, dams and tractors were the main causes of fatal injury on dairy farms - the same causes as on all types of farms. The main causes of non-fatal injury were cattle, hot water, gates/fences and the dairy plant. Burns, fractures, cuts and sprains were the major injuries, and the body parts most frequently injured were eyes, fingers, hands, forearms and the back.

ACTION

Apart from vehicles, dams and tractors, other hazards that the dairy industry needs to address include cattle, hot water and motorcycles. Back injury also seems to be a significant injury on dairy farms, although the casual factors were difficult to define from the information available to the researchers.

Recommendations for preventing dairy farm injuries included:

- *reducing opportunities for contact with cattle by improving either the design of the dairy or cattle handling practices*
- *developing safe practices and improving the design of the dairy for safer handling of hot water*
- *designing footwear to protect farmers from hot water splashes and spills*
- *investigating the circumstances in which frequent injuries (such as hand injuries) occur, to determine whether a general countermeasure, such as some form of hand protection, might be applicable*
- *reducing injuries to children, who are over-represented in the data for deaths and serious injuries.*

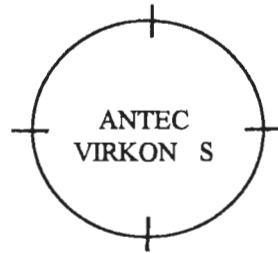
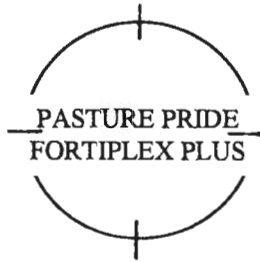
The researchers also made a number of recommendations to improve the availability and quality of data on dairy farm injuries for future research.



SADA TENT AT MT COMPASS FIELD DAY. SADA HOSTED A NUMBER OF PARTICIPANTS IN THE ASSOCIATION'S TENT INCLUDING WESFARMERS INSURANCE, MAPLAND, THE EMPLOYERS' CHAMBER OF COMMERCE, PIBA & PARSON'S TABO AS WELL AS MERCHANDISING ADC COWWEAR.

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The Ultimate Broad Spectrum Disinfectant.

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EMPLOYMENT IN AUSTRALIA

I would like to introduce myself as someone very energetic and enthusiastic. I am twenty three years of age. I live and work with my parents on a dairy farm, in Canada. I am hoping to take over the farm some day but in the mean time I would like to see a bit of Australia.

I would like to come to Australia to work on a farm. I have, for many years wanted to experience the farming in your area. I have been searching the net and reading a lot about your beautiful country.

I am planning to work for a year and at that time, evaluate my situation.

I would be very pleased to have you show my letter and resume to the farmers in your area, to see if they might be interested in giving me employment.

I am not afraid to work. I work very hard on the farm and can run a lot of different kinds of machinery. I milk cows and do field work. I enjoy the farm and do not mind working long hours.

Thank you for taking the time to read my letter. I hope you will be able to help me. Please respond by fax if possible.

My fax no. is: 00111 705 782 0128

Respectfully yours,

Paul Hillstrom
Dairy Farmer in Canada.

CAREER OBJECTIVE To one day own and operate my own dairy farm.

EDUCATION

Sept 1992 - April 1994 **Dairy Technology**
New Liskeard College of Agricultural Technology
New Liskeard, ON

Sept 1988 - June 1992 Central Algoma Secondary School
Desbarats, ON

CERTIFICATES/DIPLOMAS

1994 **Pesticide Certificate**

April 1994 **Dairy Technologist**
New Liskeard College

June 1992 **Ontario Secondary School Diploma**
Central Algoma Secondary School

WORK EXPERIENCE

April 1995 - Present **Herdsman - Machinery Operator**
Pauljen acres
Bruce Mines, ON

Oct 1994 - March 1995 **Machinery Operator**
E & L Logging
RR#1
Thessalon, ON

Sept 1993 - April 1994 **Cattle Processor - Machinery Operator**
Ron Bailey
New Liskeard, ON

Feb 1992 - June 1992 **Co-op Training (Machinist)**
A1 Petty Machine Shop
Sault Ste, Marie, ON

Elite Genetics, great value, proven performance...



WINLUKE



FORMOST



SHOTIME



MOOMAN



JUDGE



SKYHIGH

...it all comes together in your Genetics Australia Pack.

Each year, more farmers are taking advantage of the *Genetics Australia* semen packs, one of the easiest, reliable ways to purchase all of your genetic requirements.

The 1997 *Genetics Australia* packs offer farmers elite genetics at value for money prices.

The Premium Pack includes Australia's most popular bulls **SHOTIME** and **WINLUKE** together with **FORMOST** - a new prospect due

for his first ABV in July.

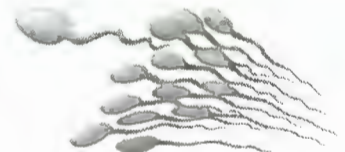
The Budget Pack includes farmers favourites **JUDGE** and **MOOMAN** with **SKYHIGH** - another new prospect for July.

These Packs are only available until 13th June, or earlier if semen stocks run low, so don't delay!

Order your packs now, or obtain more details from a colour brochure available by calling **FREECALL 1 800 039 047** or from your usual semen supplier.

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AUSTRALIA

Our commitment is your success



'Get things moving' say farmers

The South Australian Farmers Federation has called on State Government to "get on with the job" and progress the planned Adelaide to Darwin rail line.

Federation President Wayne Cornish said primary producers have been highlighting a variety of inter-related projects for a number of years which are set to enhance the State's export capability beyond 2000.

Mr Cornish said the Adelaide to Darwin rail link was a vital component of this long-term export strategy which would compliment the Adelaide Airport runway extension and provide additional support to more commodities and export business generally.

But he feared the planned SA-NT rail link could be frustrated by news this week a private Victorian consortium was planning to inject \$10 billion into a different rail plan which would see a line transverse the Eastern States to Mt Isa, cut across to Katherine and up to Darwin without ever entering South Australia.

"It would be catastrophic for primary producers, the broader industry community and the State economy if the SA-NT initiative isn't brought to fruition," he said.

"We need this initiative for SA now as it would impact positively on our competitiveness, impact on the freshness and marketability of our goods and our ability to tap into the global marketplace, particularly the near Asian markets so important to us."

Mr Cornish said the Federation would be requesting the State Government "seize the window of opportunity" and act now.

"What we want is the government to realise the State's potential and get things moving."

*Source South Australian Farmers Federation
Mr Cornish (08) 8232 5555*

Monitoring Milk For Pesticide Residues

All state dairy authorities including the Dairy Authority of South Australia, are involved in an ongoing Australian Milk Residue Analysis Survey.

The survey is supported and funded by the Australian Dairy Industry Council.

As part of the Australian milk Residue Analysis Survey milk samples from tanker loads are tested for organochlorine and organophosphate pesticide residues. The tests determine whether pesticide residues are present in milk based on Maximum Residue Limits (MRL's) listed in the Australian Food Standards Code.

Because the sampling program is coordinated and funded at a national level the results are used by Australian health authorities and by AQIS to satisfy export requirements for Australian dairy products. Trading partners such as the European Union are demanding evidence that satisfactory residue programs are in place.

The Dairy Authority of SA is required to take 18 tanker samples over the year from all areas of the State. The Authority appreciates the support of the dairy companies, SAMH and the tanker drivers in this program. Any tanker results greater than 50% of the MRL for a particular pesticide will result in tracebacks to individual farms in the tanker. Such milk will not be collected.

To safeguard the markets for our dairy products, dairy-farmers need to ensure that pesticide residues do not occur in milk.

Pesticide residues can occur from the following: -

1. The direct application to cows of pesticides for parasite control. Observe the correct application procedures and withholding periods.
2. Application of insecticide sprays in dairies and cattle housing areas.
3. Pesticide contaminated grain, concentrates, hay or silage.
4. The grazing of crops grown in pesticide contaminated soil. Observe correct withholding periods.
5. Cows having access to old pesticide containers, drums etc.
6. Accidental misuse of pesticides including lease of drums previously containing pesticides.
7. Using old, but now banned pesticides such as DDT.

*Steve Rice
Chief Executive Officer - Dairy Authority of
South Australia*



*Low Fat Recipes supplied by the
Australian Dairy Corporation*

BANANA & PASSIONFRUIT CUSTARD TART

12 sheets filo pastry
Australian Light
Evaporated **MILK**, for
brushing

3 eggs

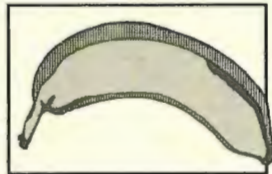
2 tablespoons castor sugar

2 1/2 cups Australian Light Evaporated **MILK**,
extra

1/4 teaspoon cinnamon

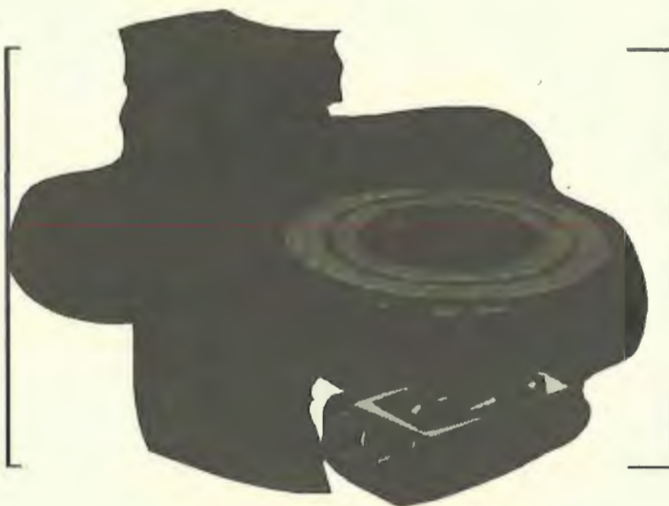
2 bananas, sliced

1/4 cup fresh or canned passionfruit pulp



Layer filo sheets together, brushing in between with **MILK**. Press into a quiche dish and trim the edges with scissors. Beat the eggs, sugar and milk together, pour into filo case and sprinkle with cinnamon. Bake at 180 degreesC for 45 minutes or until custard has set. Allow to cool. Top with combined banana and passionfruit before serving. Slice into wedges and serve.

Serves 8.



TURNIP & SWEET POTATO FRITTATA

2 spring onions, chopped

1 red capsicum, finely diced

1 turnip, diced

1 sweet potato, diced

1/2 cup corn kernels

4 eggs

1/4 cup Australian Grated Edam **CHEESE**

1/3 cup Australian Reduced Fat **MILK**

1 tablespoon chopped fresh parsley

cracked black pepper, to taste

Saute onion, capsicum, turnip, potato and corn in a non-stick frypan for 1-2 minutes. Lightly whisk together eggs, **CHEESE**, **MILK**, parsley and pepper and pour over vegetables. Cook on a low heat for 4-5 minutes or until the underside is golden. Place pan under a hot grill and cook the surface until set and golden.

Serves 4.

MUFFINS WITH MUSTARD EGG & CHEESE

2 English multi-grain muffins, split

1 tomato, sliced

2 eggs

1/4 cup Australian Skim **MILK**

2 teaspoons wholegrain mustard

2 tablespoons grated Australian Reduced Fat

Cheddar **CHEESE**

snipped chives, for garnish

Toast muffins on both sides, top with tomato and keep warm. Lightly whisk together eggs, **MILK**, mustard and **CHEESE** and pour into a small non-stick saucepan. Cook without stirring until mixture sets around the edges, then stir occasionally until scrambled. Spoon over muffins, sprinkle with chives and serve.

Serves 2

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- ◆ Industrial Matters - Wages, Working Conditions - (Employers Chamber of Commerce)
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- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Library (audio and video) & Technical Papers
- ◆ Friendly Stop with parking
(with a convenience!!)



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Disclaimer

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

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CEO's EDITORIAL

If recent media reports are any indication (Stock Journal, Border Watch and the Sunday Mail) there is much happening in the Dairy Industry in SA. Some of the reports are a bit off the mark while others give a good account of the reality of the situation. Whatever the case, the landscape of the SA industry is changing almost daily with farmers right in the middle.

The linchpin is of course the South East. There are four processors; Dairy Vale, De Cicco, Murray Goulburn and War-rabbool Cheese and Butter, competing for a limited quantity of milk in the region. It would be fair to say that there is an almost undignified scramble for suppliers by these companies. Opening prices, transport/freight rates, an integrated transport system are some of the key elements which are being bought, sold and traded.

Dairy farmers are in the thick of things, attempting to find the best option for themselves. For each farmer the best option may well be different to that of their neighbour. Difficult times, certainly, but there are options because of the competition in the market place.

While dairy farmers tackle the question of which company will provide them the best option, SADA continues to keep an eye on the bigger picture issues. One of these is the retention of an integrated trans-port system.



Integrated transport means the most economical cost of milk pick-up to dairy farmers in SA. It means the lack of duplication of resources (only one tanker going down the road instead of two or three) and effort. There is a strong case to be put for companies to collaborate in an integrated system rather than compete.

SADA supports an integrated transport system in this State. It is part of the Association's philosophy and policy. Processors operating in SA should consider their position on this issue carefully.

While the South East holds the attention of the Industry in SA, dairy

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farmers in other areas are not sitting by idly. A number of groups both through SADA and as independent groups are looking to extend the competition in the South East to their regions.

Invitations to 'new' processors are being issued. Dairy farmers are interested in examining what-ever options that may be available. No longer can the established processors take suppliers or supply for granted. Competition is a healthy thing.

Talking about competition the NSW Competition Policy Review Paper has been recently released. A quick look through the Issues Paper sees a range of possible 'costs' of deregulation that have been identified.

The first among these is the expected reduction to dairy farmers in their returns determined by the final unregulated price for market milk.

Farmers who have invested in 'quotas' stand to suffer a capital loss. (Thank goodness that SA never went down the quota track).

Regulated market milk prices have provided greater certainty to investment in the industry. Deregulation may well take this certainty away.

Higher incomes from the current regulated prices have enabled dairy farmers to undertake investment in environmental sustainability which may be slowed as a result of lower milk prices.

These are only the 'cost' side of the equation. There is also a benefit side of deregulation which is put in the Issues Paper. The 'cost' issues have been outlined to get dairy farmers thinking.

SA will face review of its Dairy Act Legislation in 1998. Many of the issues being examined in NSW and in Queensland at the moment will apply equally to this State. It is important to start thinking about the issues now.

All the competition in the world of existing and new processors will be useless if the Industry in this State is not able to maintain a regulated 'farmgate price' for dairy farmers.

THE SA SHAREFARMING AWARDS

The SA Sharefarming Awards for 1997/98 have now been decided, with the winners being announced at the Dairy Industry Association of Australia Conference at the Ridley Centre on 3 June 1997. Ian and Sharon Fox will now go on to represent the State in the National Finals to be held in Victoria.

Congratulations to all who took part, the SADA Sharefarming Taskforce for their organisation, and the many sponsors of the 1997/98 competition.

Full reports of the winner's operations will be published in the Journal

Winner SA Sharefarming Award 1997/98

Ian & Sharon Fox
Lynch Road
ALLENDALE EAST 5291
Share farm for HJ & JL Fox

Runners Up SA Sharefarming Award 1997/98

Andrew & Diana Vickers
PO 67
MILANG 5256
Share farm for Doug Collins

Encouragement Award

Tony & Maryann Eckermann
PO
MYPOLONGA 5254
Share farm for Frank Beauchamp

Stock Management Award

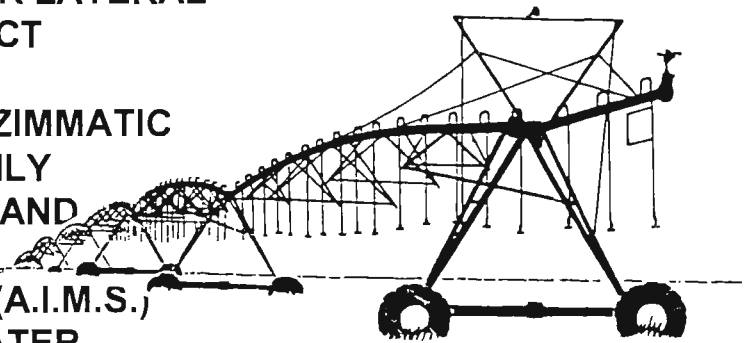
Chris & Diane Williams
RSD Narrung Road
MENINGIE 5264
Share farm for Bartsch & others

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EMPLOYMENT LAW

The Legal Landscape
by Philip Young, Partner, Thomsons

**Termination of Employment -
Common Law Claims**

Restrictions on Unfair Dismissal

The Workplace Relations Act 1996 which is now fully operational significantly restricts access by dismissed employees to the Federal unfair dismissal jurisdiction. Generally only certain employees covered by Federal Awards now have access to that jurisdiction. Even then employees engaged on probation, casual employees and employees engaged on a fixed-term contract are excluded.

The State Government proposes to extend existing restrictions as to employees engaged on probation, casual employees and fixed-term contract employees to mirror the Federal restrictions.

Common Law Claims

As a result of the restricted access to the unfair dismissal jurisdiction employees are increasingly issuing common law claims to pursue their entitlements following termination of employment.

It is now relevant to re-examine some of the common law principles concerning termination of employment.

Essentially the Common Law Courts can only award damages for breach of contract. Accordingly a common law claim must be determined by reference to the terms of the contract

rather than broader notions of fairness.

Notice

At its simplest if an up-to-date contract provides for one month's, or one week's notice of termination then that is all that the employee is entitled to. If an employee does not have access to an unfair dismissal jurisdiction (and if they have not been dismissed on unlawfully discriminatory grounds) they are not entitled to warnings or counselling. They are not even entitled to reasons for their dismissal. They are only entitled to the notice provided for in the contract.

If the contract is silent as to termination, if there is no written contract, or if the written contract is out-of-date because of a promotion or transfer, the court will generally find that there is an implied term that the employee is entitled to reasonable notice of termination. What is reasonable will depend upon a number of factors such as the employee's age, qualifications, length of service and the nature of the position. Depending upon all the circumstances reasonable notice may be as little as one week or may be as much as one year or possibly more.

The Common Law Courts do not recognise any entitlement to severance pay upon redundancy. Whether an employee is dismissed for poor performance, misconduct, redundancy or for no good reason at all, their only entitlement at common law is their contractual

entitlement to notice.

Basis of Calculation

There are currently conflicting authorities as to entitlements to annual leave and long service leave. A decision of the South Australian Industrial Court indicated that long service leave should be based upon the employee's total remuneration package including non-cash benefits. A decision of the Supreme Court of Victoria came to the same conclusion based on almost identical legislation. However in a very recent decision the South Australian District Court found that both annual leave and long service leave entitlements should be based upon the employee's salary only and not the value of their total remuneration package.

Almost universal practice amongst South Australian employers appears to be to pay annual leave and long service leave on the employee's salary rather than the full package. The recent District Court decision provides support for that practice.

That decision also found that payments made to an employee upon termination and described as "severance pay" should be taken into account by that court as payments in respect of notice rather than being quarantined from a specific payment described as notice.

Notice, or pay in lieu of notice, should clearly be calculated on the basis of the employee's total remuneration package.

DIARY DATES

16 July	-	Executive Meeting	15 October	-	Central Council
4 August	-	ADFF Council - Melbourne	12 November	-	Executive Meeting
5 August	-	ADFF & 3pm ADIC Exe	1 December	-	ADFF Council - Melbourne
13 August	-	Central Council	2 December	-	ADFF Council - Melbourne
10 September	-	Executive Meeting	3 December	-	ADIC Annual Conference

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FORMOST



SHOTIME



MOOMAN



JUDGE



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*** LAST CHANCE**

OFFER ENDS 13 JUNE 1997

NUFFIELD SCHOLARSHIPS FOR DAIRY FARMERS

One of the most rewarding opportunities for Australian dairyfarmers is the national dairying Scholarship which is awarded by the Australian Nuffield Farming Scholars Association.

This year's scholarship is sponsored by CAMA, the national body of the State Dairy Authorities, and DRDC. It is open to dairy farmers from all states of Australia. Successful applicants are usually aged 25-40 years.

Victorian Dairyfarmer, Mr Peter Notman, is the current Nuffield dairy scholar. Peter's scholarship, which was sponsored by the Victorian Dairy Industry Authority, is providing him with the opportunity to study dairy farming issues and practices in USA, Europe and South America.

A feature of the modern Nuffield Scholarship is organised study in Asian countries. This orientation also involves agricultural scholars from other countries and provides valuable contacts and insight into the culture and business ethic of the Pacific basin area. Nuffield Scholars traditionally study in UK and other areas of Europe, including meetings in Brussels with key European Union (EU) officials.

A Nuffield Scholar automatically belongs to an international network of successful and highly motivated agriculturists. The "cross-pollination" of ideas across various countries often provides impetus to entire industries.

Nuffield Scholars say that in reality the Scholarship never finishes. Scholars from other nations frequently visit Australia and New Zealand utilising the Nuffield network. This interaction is a form of constant renewal and allows past scholars to maintain feel for global trends, emerging technologies and enduring family friendships.

It is a big decision to commit to a Nuffield Scholarship over several months. Every farmer who has reached out and achieved a Nuffield Scholarship reaps rich rewards in opportunity, friendship, fulfilment and access to technology.

Interestingly, many applicants receive an encouraging "tap on the shoulder" from astute and caring acquaintances to alert them to the "riches" of Nuffield.

Is there someone whose shoulder you should tap? The benefits to communities flow for a long time.



Summary.

A Nuffield Scholarship will be awarded this year to an Australian Dairyfarmer - Sponsored by CAMA, the national body of State Dairy Authorities and DRDC.

The successful applicant will join scholars from other countries in organised study in Asia and Europe. Current Nuffield Scholar, Mr Peter Notman, has extended his tour to also include USA and South America.

A Nuffield Scholar becomes part of an international network which provides outstanding support in preparing a tour itinerary. This network continues for a lifetime and is a constant form of motivation and renewal, usually having a positive impact on a scholar's industry and in his/her community.

This can be an opportunity of a lifetime.

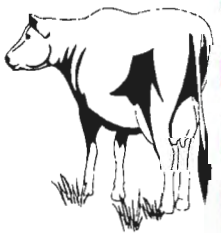
Details and application forms are available from (03) 9281 7424

Applications close May 30th, 1997.

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OUT-SOURCING IN THE DAIRY INDUSTRY

Dairy farmers are under stress from the relentless pressures to cut costs and increase farm productivity. It affects the family, their lifestyle, personal and family health, children's education and the future of the family farm. Farming has become more complex and as a result the lifestyle associated with dairy farming has deteriorated. In tough times the traditional reaction is to work harder but there is a limit as to how much physical work a farmer can do.

We need to identify opportunities to take a stronger managerial role and concentrate on the areas where we can exert the greatest influence. The expertise of the individuals within the partnership needs to be established. This will identify where contractors may be employed. The use of contractors or out-sourcing gives farmers the chance to reduce the amount of time spent in areas that could easily be done by people who have no knowledge of dairy farming but who are experts in their own field. Contractors, because they are able to concentrate on one job, can complete the task cheaper and faster, allowing the farmers to continue with their commitments.

However, such changes require a marked shift in attitude to value mental work (management) as well as physical labor. Many farmers need to make fundamental changes to a more sophisticated system of farming, with less hands-on physical work and more mental work in planning, thinking and most of all managing.

This need to change from being a worker to a manager conflicts with strongly held traditions in the farming community, which values physical work and from which rural people derive status

and self esteem. This creates another major stress on farmers. The challenge for the whole dairy community is to identify the skills and resources needed at all levels to meet these changes.

Most dairy farmers are already employing contractors to supply grain with an increasing number buying in hay. This takes the pressure off in regard to machinery purchases, maintenance and the time required to get the product from the paddock to the shed. In most cases the machinery is only used for a very short period of time every year and with the associated expenses it does not seem to be very cost effective unless you operate a very large enterprise. Bought in feed also allows for higher stocking rates per ha as you effectively purchase the equivalent area of land proportionate to the feed purchased. By purchasing these products off farm you also take the risk out of having a bad season as feed is usually available somewhere at a competitive price.

Silage making seems to be another area where contracting has gained some acceptance with professionals able to achieve optimum and controlled quality of silage. The opportunity also exists for neighbouring properties to produce maize silage under contract for storage in pits on your own farm.

The options available nowadays are endless with contractors rearing calves and achieving growth rates which are very hard to attain if these calves are reared on a small back paddock. Once again by agisting calves off farm you are effectively increasing the area available for the milking herd and you can leave the management of rearing calves to others. This is another major time saver. The cost of purchasing land for dairying is prohibitive in some areas and this option could be considered in lieu of expansion.

In the Lower Murray reclaimed

irrigation areas the contracting of channel cleaning, mole ploughing, rotary hoeing and laser leveling are all jobs that require specific machinery and expertise and it is much more cost effective to allow other people to complete the jobs on time with a minimal amount of disruption. Co-operative or syndicated ownership of machinery, with members contributing to the purchase price is another cost effective method of access to expensive equipment.

We do not think twice when we are employing an accountant to assist us in preparing our tax returns but balk at paying for someone to fix our tractor, erect new fences or spread super on our paddocks. For a minimal extra cost these jobs can be completed faster and more effectively whilst the farmers are able to concentrate on managing their most profitable commodity on farm, their milking herd. We should concentrate on making effective decisions by looking at our feed base and when to graze certain paddocks as well as when to apply the fertiliser and, for some, when to irrigate. These decisions will have a far greater effect on our bottom line than fencing or tractor repairs.

There are opportunities to utilise farm management consultants in assessing cost effective options on individual farms. Although there are costs involved in all these processes the benefits should more than compensate for them in increased productivity and profit and a reduction in time spent in the everyday running of the farm.

The way to the future sustainability of the dairy industry lies in the ability of farmers to change their attitude towards farming and treat the whole operation as a business venture with all the associated risk management assessments and cost/benefit analysis in place.

The challenge is there now and we need to ensure that the direction we take enables us to continue to be dairy farmers of the future.

LIBERAL GOVERNMENT SUPPORT FOR DAIRY INDUSTRY

A new \$280,000 dairy research facility was officially launched today at Flaxley in the Adelaide Hills by the Minister for Primary Industries Rob Kerin.

In unveiling the new 'rotary dairy' and ancillary equipment the Minister said the development signalled the confidence the Liberal Government, has in the Dairy Industry.

"The South Australian dairy industry is an important and exciting part of the State's economy - the total milk output from South Australia's 800 dairy farms is about 510 million litres per year with a farmgate value of about \$150 million."

"The Government is committed to maintaining a strong and vibrant dairy industry sector in this state. This new \$280,000 facility is just one of the keys to further developing dairy in South Australia," Mr Kerin said.

The key objectives which Primary Industries SA (PISA) have aimed for with the new rotary dairy are to:

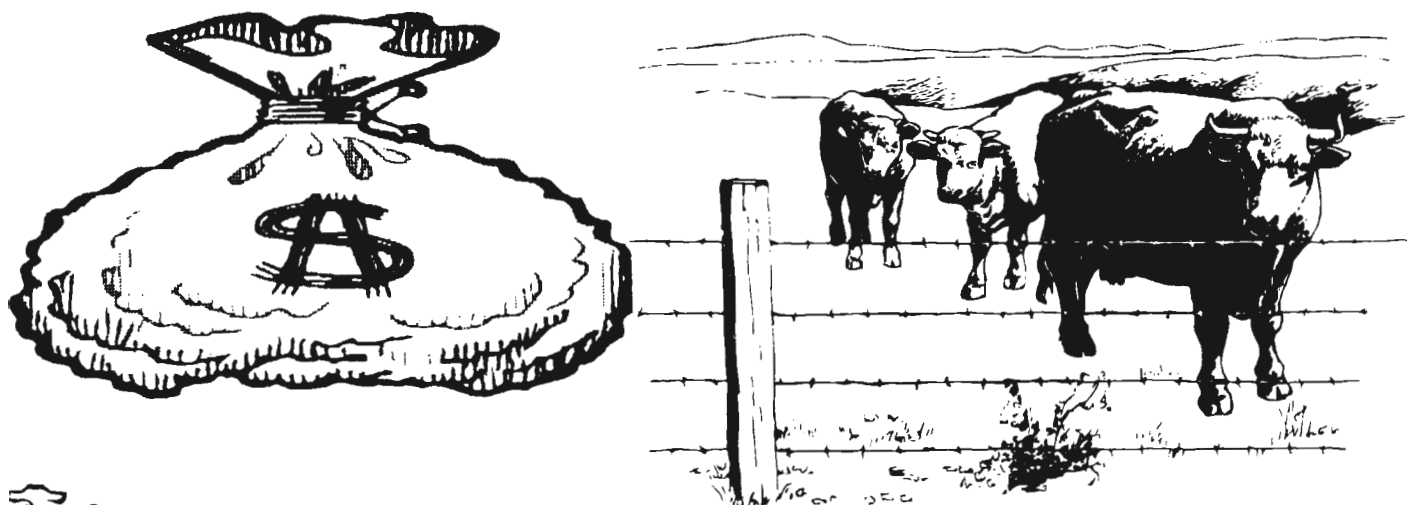
- demonstrate the latest 'state of the art' technology to the South Australian dairy farming community and relevant educational bodies
- enhance Flaxley's research, development and extension functions
- reduce costs and improve farm operation efficiencies

"We must assist industry growth and self reliance especially where it is in response to increased demand for our quality exports."

"South Australia has good potential to encourage new participants, both farmers and processors. We have recently held discussions with National Dairies, Dairy Vale, De Cicco Industries, Warrnambool Cheese and Butter Factory - current and new players are all confident about their future in South Australia and wish to get supplies of SA milk for new or expanded processing operations."

"The Australian dairy industry has shown itself to be technologically advanced and able to compete internationally both in terms of quality and price and is poised to make exciting and economically significant advances," Mr Kerin said.

Further Information: Barry Featherston 0417 808 565





Kaye Borrowdale in the the new dairy at Flaxley



Three generations for Simmons Dairy Supplies - From left Mike Gibbs, Mr Jim Gibbs, Neville , and Robin Gibbs, Hayden Hanna (PISA), Frank Beauchamp & Minister Rob Kerin.

From the President's Desk



by Ray Blackburn

Hopefully when you read this Update, the South West will have had some good follow-up rains so that we can all get on with some grass farming.

Since the last Dairy Council meeting on the 24th April, the Executive has been informed by the consultant Steve Spencer, that he is unable to meet the time-frame for the work he was going to do for us on Supply Management options.

Steve has become very heavily involved with the NSW Industry Review, as the NSW Dairyfarmers Association's submission to that Review Committee is due at about the same time as our Regional meetings.

As a result of this, the Executive have met and decided to ask the DIA to provide further information on the following Supply Management options for your consideration:

- 1) **Modified Quota System**
- 2) **Pooling**
- 3) **Supply Management
Co-operative**
- 4) **Farmer/ Factory Contracts**

These papers will be presented at the Regional meetings in June and again during the first day at the Annual Conference in July.

Of the above options, numbers 3 & 4 could be regarded as fall-back positions in the event that either option 1 or 2 should be unable to meet the future requirements of the industry, or National Competition Policy requirements.

As a result of many questions during the last round of Meetings, a paper on the Quota Exchange, operating in NSW, will also be presented at the June Regional Meetings.

At Conference in July, delegates will be required to vote, in principle, for their preferred supply management option so that WAFF Dairy Section have a direction in which to focus for the Legislative Review.

It is envisaged that Steve Spencer will be available to assist the WAFF Dairy Section to work industry's preferred option through the Review, and also present a strong case for retention of the Farm Gate Price for market milk.

The Review process requires the Review Committee to analyse all Supply Management options, with or without legislation, to ensure that supply management delivers the best public and economic outcome. During the process, the WA Farmers Federation will have ample opportunity to submit and debate its preferred Supply Management option with the Review Committee but will have to prove that this is in the public benefit.

The make-up of the Review Committee has not been finalised, but it is envisaged the Review will begin August/September and take approximately 6 months to complete.

KENTISH DOWNS FARM WALK (A Look At Sonya & Andrew Jensen's Dairy Farm)

The Southern Fleurieu AGM gave a number of people the chance to visit Sonya and Andrew Jensen's property 'Kentish Downs' at Parawa. Our hosts Sonya and Andrew, accompanied by sons William (4 years) and Angus (11 months) together with their full time farm workers Nick Bennett and Locky Stock turned on perfect weather for the farm walk. Among the visitors were Greg Mitchell (now well disguised as a consultant), Grant Bailey and Barry Calaby from the NAB.

Andrew began by giving us an overview of the operation including a brief history. When they began in 1991 the dairy property consisted of 203 cows on some 210 hectares. Production was around 5,051 litres per hectare or 5,300 per cow. By his own admission Andrew has 'pinched' a few hectares here and there from the sheep operation over a period of time. Some 52 acres of the property is under irrigation at the moment. The dairy operation now consists of a herd of 360 cows, being 300 autumn and 60 spring calvers. Production in 1996 was 7640 litres per hectare or 7800 per cow. The five year plan is to be milking 500 cows by 2002 with perhaps a rotary dairy at that stage.

While the exit is 'a bit slow' according to Andrew it was a question of budget constraint. One thing that did make a difference was the low line which runs at 38psi and has improved teat condition considerably. We were all impressed with the test buckets - glass bowls left over from the old carousel. Nothing has gone to waste.

Effluent management revolved around a two pond system. A 2 inch main line and a 3 hp pump irrigated a number of paddocks with effluent water. Andrew estimated the total effluent produced at 10,000 litres a day. Every 18 months or so the pond sludge is emptied, dried and spread with the super spreader on a number of paddocks.

A number of questions were raised by the audience on the use of waste water to irrigate. Greg Mitchell noted that a mix of waste and irrigation water should result in no salinity problems. The general consensus to the question of putting stock onto effluent treated paddocks immediately was that there should be no ill effect. But, most people preferred to have a separation period prior to running their stock.



The dairy itself has been extended and converted recently from a 12 a side double up to a 20 a side double up with a 4 inch low line. This is a long way from the original 8 unit carousel! Cow flow is between 160-180 cows per hour. The total conversion cost some \$80,000 with about \$33,000 being spent on the milking machines which were installed by Simmons.

Andrew stated that he hoped to irrigate 60 acres on the basis of one million gallons per acre. This year they had achieved 52 acres with 40 million gallons. The plan was to continue to develop a paddock with permanent irrigation each year at a cost of about \$570 per acre.

KENTISH DOWNS FARM WALK (Contd) (A Look At Sonya & Andrew Jensens' Dairy Farm)

Greg Mitchell pointed out that research at Flaxley indicated the Jensen's could irrigate about 110 acres with their water capacity.

While the crowd strolled slowly back to the vehicles, Greg Mitchell was busy with the calculator. A number of figures were punched in (500 cows, 140 million gallons of milk, 210 acres...). His conclusion was that the Jensen's plans for 17 tonnes of pasture use per acre, half through irrigation, 7+ tonnes through dryland was a good and realistic target to aim for.

The next stop was the calf rearing operation which was very much Sonya's domain. Calf rearing is done on an incentive basis based on weight gain. Calves are fed 3 litres twice daily until they are 10 days old after which they get 5 litres once daily until they are 8 weeks old. After this they are gradually reduced down to 2 litres a day until they are weaned at 12 weeks. Last year the average weaning weight was 103 kg. The calves are challenge fed pellets from day one with gradual addition of barley/lupins when they are consuming at least 2 kg/hd/day. All calves have access to straw.

Heifers have adlib access to pellets after weaning until they are consuming enough pasture after which pellets are discontinued. A barley/lupin ration is fed daily as required until they are mated at 15 months.

The calves are batched in groups of 25 in their own enclosures according to age. An ingenious feeding system based on an old vat (for mixing the milk), pipelines (for both the milk and water) out to the feeding area which features a special *Jensen* designed calfeteria is housed in a sheep shed. It allows 125 litres of milk to be pumped out to the feeding trough with minimum effort. The feed trough allows each calf access to a teat without the run around of the barrel systems used previously. Sonya pointed out that the engineering skills behind the feeding system were that of her father Jim Martin.

Finally, the silage storage area was examined. Last year some 800 tonnes of pit silage, 1130 large square bales of silage and 150 bales of hay were made. In the future with a shift in calving pattern to June-July from the current March-April, the plan is to use the cows as harvesters and conserve less fodder. The silage that will be cut will possibly be done solely by contractors into large square bales and the pit silage discontinued due to its labour and capital intensive nature.



Thanks must go to the team at Kentish Downs; Sonya, Andrew and children William and Angus (who were impeccably behaved even through the Branch meeting) and the 'lads' Nick and Locky. And it certainly is a *team* effort centred around a very clear plan for the property and dairy operation. Great to see dairy farming in such capable hands.

Thanks also to the Branch and President Rob Mulhern for organising another successful farm-walk. It is a concept that other Branches should possibly look at from time to time as an alternative to a straight forward meeting.

Continued on page 24

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Women in Dairying Follow-up

In the latter part of last year meetings convened by the National Women in Dairying Forum were held at Mt Compass and Meningie.

Representatives from each of these meetings were elected to form a committee, Women in Dairying Network, or (loose women) to look into the issues and concerns that are associated with being involved in the dairy industry combining business and family and how women could become more involved.

Funding has been made available through Dairy SA and DRDC funds to hold a series of pilot workshops.

- (1) Understanding the Milk Statement.
- (2) Common Cow Problems.

(3) Milking Machine Troubleshooting.

Understanding the Milk Statement will be held at the end of May at the Wellington Hotel. Due to the nature and complexity of this subject, the first session has been offered to 10 people within the Fleurieu Peninsular, Jervois - Murray Bridge and Meningie area. This course has been thoroughly researched and ably put together by Steve Scown. If the session proves to be a success then further sessions will be planned for a later date.

The second workshop "Common Cow Problems" will be coordinated by Cathy Harvey and held on June 28th at Meningie.

Milking Machine Maintenance will be held on July 31st, times and places will be advertised closer to the event.

If you are interested in participating in any of these sessions, it is essential for future planning (numbers & creche arrangements) that you contact either Jodie Connor 08 8556 8458, Jill McKenzie 08 8556 9011, Cathy Harvey 08 8575 4255, Jane Kelleher 08 8575 1389 or Lesley Fischer 08 8575 4214.



SUMMARY - BRANCH MEETINGS

SADA BRANCH MEETING - A SUMMARY

In the lead-up to the SADA AGM the twelve SADA Branches also conducted their AGM's recently. A number of new delegates to Central Council were elected but in the main members have taken a 'steady as she goes' approach in choosing their leadership.

The key topic at all of the meetings of course was the situation in the South East. SADA General President Frank Beauchamp gave all the Branches an up to the minute report of developments in the SE. This was usually followed by a lively question and answer session on the topic.

Clearly all dairy farmers in the State are vitally interested in the fact that there is now going to be some genuine competition for milk in SA. Four companies: Dairy Vale; De Cicco; Murray Goulburn and Warmambool Cheese & Butter, with an indicative requirement of 195 million litres are vying for the 115 million litres of milk produced in the region!! The competition is hotting up. There is also a strong feeling that in the not too distant future this competition in the SE will reach all parts of the State.

Other issues which came up at Branch meetings

included progress on the *DAIRY SA* program, the ADFP Convention and SADA Conference and UHT milk.

Branches nominated their representatives to *DAIRY SA* and members were urged to *get involved*. Research levies, which all dairy farmers currently pay to DRDC, will now become more readily available at local level for extension work. Involvement at Branch level through the *DAIRY SA* structure is vital if dairy farmers are to get the full benefit of those levies.

The ADFP Convention and Tour which SADA coordinated this year went off well. Thanks must go to the number of people who at one time or another assisted.

The SADA Conference was held at Nuriootpa facilitated by Jon Lamb. The message from those who attended confirmed that the program was innovative and worthwhile. Unfortunately, due to a number of reasons the attendance at the Conference was very low. SADA needs to look closely at this issue prior to its next conference. Again a vote of thanks to all those who assisted in the organising.

Based on a membership of 543 dairy farmers in twelve Branches SADA's Central Council will consist of 19 delegates. The Central Council delegates for 1997/1998 are:

SADA DELAGATES TO CENTRAL COUNCIL 1997/98

BRANCH	MEMBERS	NON-MEMBERS	DELEGATES
Barossa:	18	7	John Nietschke
Central Hills:	37	26	Ken Smith
Jervois:	30	20	Hans van Dyk
Lakes:	47	9	John Williams Garry Spain
Milang:	18	10	Lyndon Cleggett
Northern:	18	18	Don Zweck
Northern Hills:	27	8	Jeff Semmler
Onkaparinga:	30	16	Max Hannaford
River Murray:	50	32	Frank Beauchamp Roy Dalitz
South East:	136	44	Tony Riechelt Ron Purvis Bronte Wilson Wayne Copping
Southern Fleurieu:	92	52	Rob Mulhern Julie Weatherald Geoff Moule
Southern Hills:	40	14	Phil Kernick

Farm debt not always a sign of financial trouble

Large amounts of farm debt do not necessarily indicate financial difficulty, says a recent DPIE paper presented to a meeting of one of the APEC Agricultural Technical Committee working groups.

Mr Noel Beynon, Manager Rural Industry Policy, who presented the paper at a seminar on agricultural finances in Taiwan, said larger farms generally carry higher levels of debt but are better able to service of debt than smaller farms.

"Broadacre agricultural industries account for the largest proportion of debt owed by commercial farms, but this has largely been offset by an increase in the value of farm assets," Mr Beynon said.

"Debt owed by commercial farms rose from 34 per cent in real terms between 1984 and 1995, but on average equity ratios for broadacre and dairy have remained at around 85 per cent.

"This has increased farmers capacity to borrow proportionately."

Mr Meynon said an ABARE study showed that the top one-third of broadacre producers in 1992-93 accounted for 66 per cent of the sector's debt and 70 per cent of output.

"What is important is the ability of the business to service its debt. As this is closely linked to cash flows, which in Australia are highly variable, the debt serving ratio is also variable.

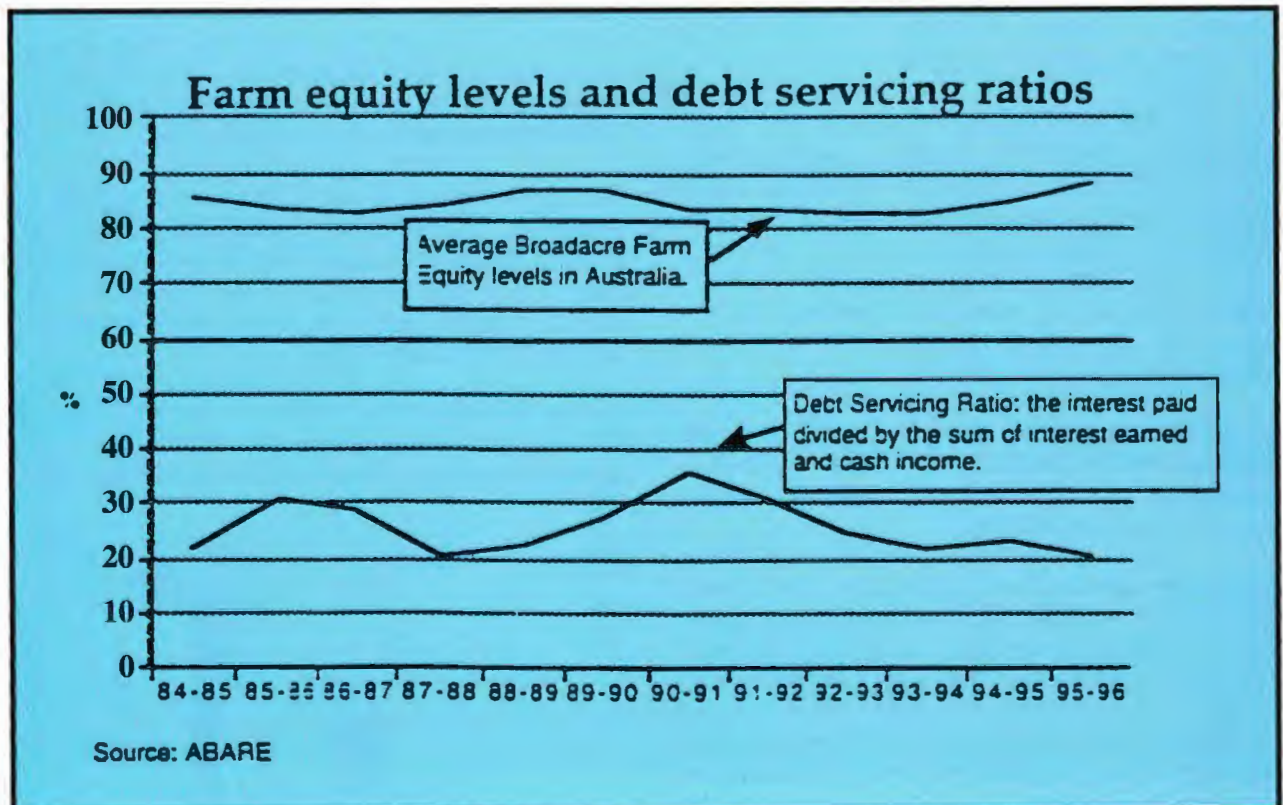
"Australian agriculture is characterised by significant regional differences in type of debt, the structure of investments and levels of equity.

"A significant proportion of debt in the higher rainfall areas is made up of finance for additional land purchases, while borrowing for working capital contributes a higher proportion of debt in lower rainfall, sheep-beef country.

"Younger farmers also appear to carry higher levels of debt than older farmers, a large percentage of whom are debt free.

"Debt used for working capital is also strongly linked to periods of drought or low commodity prices within the context of farm business planning for profit and sustainable resource management use," he said.

Source: DPIE 5/5/97



BAILED OUT BY WESFARMERS

How good is your insurance company? It takes a claim to find out!

I answered the phone at about 2.30pm on a Saturday afternoon to hear my daughter say "The house is flooded. the police and fire brigade have broken in. The SA Water main broke up the street and there is water everywhere." You may recall the TV coverage of the Modbury Heights incident on 22 March, 1997.

Hans contacted Graeme Searle, our local representative at about 3.30pm.

When we arrived at Modbury Heights at 7.15pm the carpets had been removed from the lounge, dining and master bedrooms and the kitchen window, which was broken by the fire brigade, replaced. The insurance assessor was there helping the carpet layers to remove carpet from the other two bedrooms. Dryers were organised to be brought in on the Sunday to begin the process of drying the concrete slab floor.

Later we selected the replacement carpet which was laid when it became available from the suppliers. The vinyl tiles were resealed. Various other items were cleaned or tested and replaced if necessary. A structural assessment of the property was made.

We had transferred our insurance at the end of January to support a company which supports dairy farmers and has very competitive premiums.

This whole process was completed in a very professional manner with the insurance assessor liaising with our 20 year old daughter who lives in the house. The claim has been processed without us sighting a bill.

We urge other dairy farmers to obtain a quote from Wesfarmers when next their insurance premiums are due. Their prices will be competitive and we can vouch for their service.

Tina van Dyk
Jervois.

MEDIA RELEASE

DAIRY PROCESSORS AWARDED CERTIFICATES FOR QUALITY

The Minister for Primary Industries Rob Kerin presented HACCP Quality Management Certificates to a number of Licensed Dairy Processors at a special ceremony in Adelaide today.

The certificates are awarded to processors who meet the Hazard at Critical Control Points (HACCP) quality assurance programs.

Mr Kerin said that the Dairy Authority of South Australia is to be congratulated for their initiative in developing the concept of HACCP Quality Management Certificates.

"It is a recognition that quality and the highest standards have never been more important, as we look to reassure our existing customers, and seek new markets in Australia and overseas," he said.

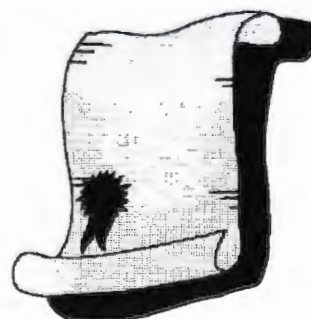
He said that following a number of incidents with tainted products, consumers needed reassurance about quality control. Accreditation such as the

HACCP Quality management Certificates is a signal that the goods consumers buy have been through the most rigorous checking processes.

"The South Australian Dairy Industry and dairy processors should be proud of their strong commitment to compliance with HACCP requirements to ensure the safety of all dairy products produced in the State," he said.

The presentation of certificates was held at a workshop, "CLEANING - GETTING THE JOB DONE!" presented by the Dairy Authority of South Australia in association with the Dairy Industry Quality Centre and the Dairy Research and Development Corporation.

Further Information: Steve Rice, Dairy Authority of South Australia (08) 8223 2277
Barry Featherston, PISA, 8226 0449 OR 0417 808 565





HAVE YOU HEARD ABOUT DAIRYPOL? THE INSURANCE PLAN DESIGNED BY DAIRY FARMERS FOR DAIRY FARMERS.

Dairypol is an insurance plan that was designed in consultation with dairy farmers from all over Australia.

It's a plan for you, your family, and your farm. A plan that truly reflects the needs of today's dairy farmer.

It gives you the choice of cover to best meet your needs and your budget,



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INSURANCE**

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in one, fully integrated plan.

For more information on the Dairypol plan call your local WFI representative.

Wesfarmers Federation Insurance.
We're never far away.

National Database of Dairy Research

Australian dairy industry members can gain access to information on current and recently completed dairy research through a nationwide database, Australian Rural Research in Progress (ARRIP).

For each of the 5000 research projects recorded on the database, ARRIP lists:

- the people and organisations conducting research in dairy, and other agricultural and natural resources industries
- the purpose of the research and the organisation(s) funding it.

About 1500 records are added to the database each year.

Partly funded by the Dairy Research and Development Corporation, ARRIP is a unique communication and management tool which is continually updated by individual researchers and funding agencies.

ARRIP is available on CD-ROM through Ozline (a public access on-line network of more than 35 Australian research, directory and bibliographic databases) or through your library.

Fostering Links Between Industry & Research

Dairy farm business management has been identified as critical for maintaining industry competitiveness and prosperity.

This priority has emerged during industry meetings and workshops held to help the DRDC complete its new five year strategic plan.

As a result, the DRDC has placed even greater importance on the farm economics R&D program by making it a program on its own rather than part of another program.

Benchmarking

One of the key components of the new 'Dairy Farm Business Management' program will be the DRDC's dairy farm benchmarking initiative.

This is aimed at deriving benchmarks for a range of farm performance indicators in various dairying regions.

Another issue that has been raised with me regularly is the need for more analysis and information to help industry assess the impact of dairy farm intensification on profitability and lifestyle of farmers.

To address this issue, we have commissioned a study to examine this scenario and the results are expected to be available by May.

In a related project, the DRDC is looking at one of the most difficult issues confronting dairy and other farmers in Australia, and that is how to handle the continuing decline in their terms of trade.

Traditionally, Australian farmers have battled against this trend, where farm input prices rise more quickly than output prices, by increasing productivity.

The DRDC's Industry Performance Portfolio is

currently funding a project to measure how much dairy farm productivity has increased in recent years, and what proportion of this increase is due to new technology.

This information should help promote the use of new technologies and management practices to farmers, and be useful to industry and the DRDC for policy and planning purposes.

Recent reports

We have recently received the following reports:

'Japanese food applications for functional whey proteins', by Dr. John Pearce.

'Low concentration ratio membrane processing and the effect on seasonal cheese composition and quality variation', by Dr Malcolm Broome.

'Better butter-based blend', by Dr Stephen Dungey and Dr Kees Versteeg.

For copies call Carol on (03)9889 0577. Some reports are available on a restricted basis only.

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Last Chance for Savings on Genetics

South Australian dairy farmers are taking advantage of the generous Shareholder rebates available with the purchase of **Genetics Australia** semen packs.

Genetics Australia South Australia Representative, Tony Wallach said the response was very pleasing.

"The semen packs are a real opportunity for South Australian dairy farmers to purchase semen at a big discount on the normal price".

"The semen packs offer Australia's most popular bulls in the "premium" and "budget" price ranges".

The opportunity to purchase two bulls due for proof in July - FOREMOST in the Premium pack and SKYHIGH in the Budget pack - adds further interest", said Mr Wallach.

Mr Wallach stressed that farmers needed to order the semen packs and that they had to be ordered before 13th June.

"It is easy to order by contacting your direct semen supplier, by calling Genetics Australia's free call number 1800 039 047".

When purchasing the packs farmers pay the retail price and receive a cash rebate.

The Premium pack - SHOTIME, WINLUKE and FORMOST - retails for \$720 on which a \$120 cash rebate is paid directly to the farmer.

"The best bulls in Australia available at just \$20 per dose is exceptional value", said Mr Wallach.

"The Budget pack with MOOMAN, JUDGE and SKYHIGH is just \$13 per dose after the rebate".

"Farmers who are not already **Genetics Australia** Shareholders can purchase the packs. When the order is received a Shareholder application form will be forwarded for signature and payment of the share value of \$35.00. Once this is completed the cash rebate will be sent.

Mr Wallach urged all South Australian farmers to consider the advantage of becoming a **Genetics Australia** shareholder.

"As a shareholder you benefit from considerable savings but you also add strength to Australia's farmer-owned artificial breeding organisation".

'Dob in' a Landcarer for a prestigious award

Do you know someone who deserves recognition for their landcare efforts?

If you do, now's the time to nominate them for a National Landcare Award. Entries close June 20.

That's the word SA award co-ordinator Grant Lomman.

He says the categories are diverse, and cater for all individuals and groups fostering the success of the landcare movement.

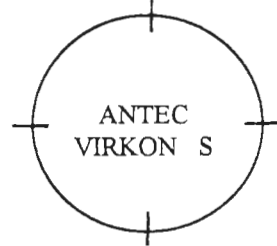
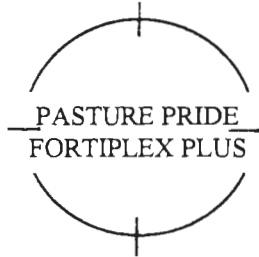
Award categories are:

- Telstra Landcare Education Award
- Telstra Landcare Local Government Award
- Roundup Landcare Primary Producer Award
- Community Group Award
- Ford Landcare Media Award
- Xerox Landcare Business Award
- Environment Australia Landcare Nature Conservation Award
- BP Landcare Catchments Award
- NLP Individual Landcarer Award

Each winner receives \$500 in cash and the right to represent the state at the National Landcare Awards in March next year.

The state awards, sponsored by Boral Energy, will be presented during the National Landcare Conference. For further details, or a nomination form, contact Grant Lomman (08) 83039512

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Contains:

- * Bovatec & Avotan
- * 15 Essential Vitamins
- * 4 Complexed Minerals for improved bioavailability (includes Zinpro)
- * 5LT, 10LT, & 20LT PACKS
- * A convenient 20ml dose
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NO SLUDGE / NO BLOCKED TEATS

The Ultimate Broad Spectrum Disinfectant.

- * Kills Viruses, Bacteria, Fungi & spores
- * Safe to use / No residues
- * Environmentally Friendly
- * Use to disinfect pens & sheds to break the Disease Cycle
- * Use to disinfect Calf feeding equipment daily.

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A Year of Achievement

The Hon John Anderson MP Minister for Primary Industries and Energy

- **Provided for the \$1.25 Billion Natural Heritage Trust - the largest environmental commitment in Australia's history.**
- **Provided \$170 million for additional drought relief during the first year in Government.**
- **Developing a Business Plan for Australian Agriculture following the National Rural Finance Summit.**
- **Implemented a balanced forest policy, including the implementation of the first Regional Forest Agreement (for East Gippsland) and more stable arrangements for woodchip exports.**
- **Focussed on major industry reviews, future direction and policy development for grains, meat, wool, sugar, horticulture, rural adjustment and drought.**
- **Established the Prime Minister's Supermarket to Asia Council.**
- **Improved access arrangements in a range of markets including for beef, horticulture, dairy products and wool.**
- **Confirmed allocation of \$14.7 million for implementation of the Northern Australia Quarantine Strategy (NAQS), and a total Commonwealth, State and Territory allocation of \$18.8 million for papaya fruit fly eradication.**
- **Finalised major reviews of the quarantine and meat inspection programs, with implementation to be announced in the context of the 1997 Budget.**

Murray Darling Basin

The Natural Heritage Trust will provide an extra \$163 million over the next five years for the Murray Darling 2001 project. Funding was provided to get work underway in 1996.

The project aims to improve water quality by reducing salt and nutrient levels, restoring riparian land systems, wetlands and floodplains, integrated catchment management and flow management strategies, and encouraging economically and environmentally sustainable landuse.

\$13 million will support specific initiatives to enhance riverine environments by improving water flows, regenerating native fish populations, and managing European Carp.

Business Plan for Australian Agriculture

The Business Plan will establish a broad vision for Australian agriculture and identify key issues which need to be addressed by the Government, farmers and the service industries if the sector is to capture the significant opportunities now emerging in export markets, particularly in Asia.

The Business Plan will set out a strategy for meeting the sector's challenges and identify the responsibilities which belong to the various stakeholders, and the role they can play in dealing with them effectively.

The Minister for Primary Industries and Energy held an initial roundtable with industry leaders in January to discuss a range of key issues, such as adjustment, farm welfare and natural resources management, as the first step in an extensive consultation process during development of the Plan which will be finalised in 1997.

Rural Women

In October 1996, we celebrated the inaugural World Rural Women's Day. This included discussion between the Prime Minister and the Minister for Primary Industries and Energy and 14 of Australia's prominent rural women on issues confronting rural communities. One of the outcomes of the meeting was the appointment by the Prime Minister of a rural woman producer to the Supermarket to Asia Council.

Other major initiatives to ensure rural women's views and expertise are available to policy makers will include: the convening of a major national Forum on Women in Agriculture and Resource Management in March 1997; promotion and sponsorship of a scholarship for a mature-aged woman to undertake the Australian Rural Leadership program; the establishment of a Rural Women's Advisory Group to

(continued over)

REBUILDING AUSTRALIA'S PRIMARY AND RESOURCE INDUSTRIES (Contd)

provide advice to the Department of Primary Industries and Energy, and an intergovernmental committee, the Rural Women's Working Group on the Standing Committee on Agriculture and Resource Management (SCARM).

Rural Youth

The Government increased boarding and correspondence allowances under the Assistance for Isolated Children's (AIC) Scheme to assist families in isolated and remote locations access education. Students from geographically isolated areas are one of the major target groups eligible for the new merit-based undergraduate scholarships which provide exemption from the HECS payments. Young people in rural areas are able to access a range of skills and accredited training through involvement in community based projects funded through the Government's Green Corps initiative. The new Apprenticeship Scheme offers young people in rural locations better job and career path possibilities.

The increasing rate of suicide by young people in rural areas is a particular concern for the Government. \$6 million was allocated for improved counselling services in rural areas, with the Department of Primary Industries and Energy contributing funds to a national rural suicide prevention project with pilot programs in three rural communities undergoing major structural adjustment.

Rural and Regional Health

The Government established the first two university Departments of Rural Health in Broken Hill and Mt Isa, with four additional Departments to be established over the next two years. The John Flynn Medical Scholarships Program has been introduced to provide medical students with opportunities to experience country medicine. The Government increased financial assistance for locum medical services in rural areas.

Other specific initiatives are being taken to address the problems of stress on farm families, as well as particular health needs. Rural health projects have figured prominently in grants for funding under the Rural Access Program.

The Department of Primary Industries and Energy, in collaboration with the Department of Health, is in the preliminary stages of organising a National Forum on Rural Health and Safety to be held in October 1997.

LETTER TO DAIRY FARMERS

Dear Dairy farmer,

It is appropriate to let you know that I have resigned from my position as general manager of SA Milk Haulage Pty Limited (SAMH). The SAMH Board have engaged a consultancy firm to seek a replacement person. The consultants have commenced to advertise the position.

As you should appreciate this will bring to an end my eight year involvement with SAMH. During these years I have been fortunate to work alongside many different tanker drivers.

You are not just an ordinary truck driver, your special qualities have been a driving force in the establishment of a cost effective, efficient milk collection system to the benefit of the dairy industry in South Australia. It goes without saying that as a group we have enjoyed great support from our office personnel, the milk processors and dairy farmers. Their support has allowed our unique business to occupy the commanding status it does today.

I am sure you will continue to co-operate when changes are needed to keep the business up front. Your collaboration when the industry needed operational changes to reduce second pumping of milk, to effect just in time delivery to the milk processors and upgrade the tanker pumping and data collection system is not widely recognised. The real reward though is knowing your initiative effected the changes and solved the problems.

Keep up the good work. I would urge you to continue to maintain improvement and support your fellow tanker drivers and office personnel at any sign of uncertainty. As I am likely to continue my career in transport, I look forward to seeing you along the road somewhere.

Kind regards,

Shane Gale.





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far more
by far....**

**Talk
with
the
animals**

If you could only talk to your animals all your dairy health and nutrition problems would be solved. Unfortunately, you can't.

However, you can talk to your local IAMA Dairy animal health specialists who can provide innovative answers to your problems.

It's IAMA's business to improve the viability of your business. We do this by offering only the best quality products, management advice and technical services.

If your animals could talk, they'd probably ask you to call IAMA.



IAMA

IAMA Dairy

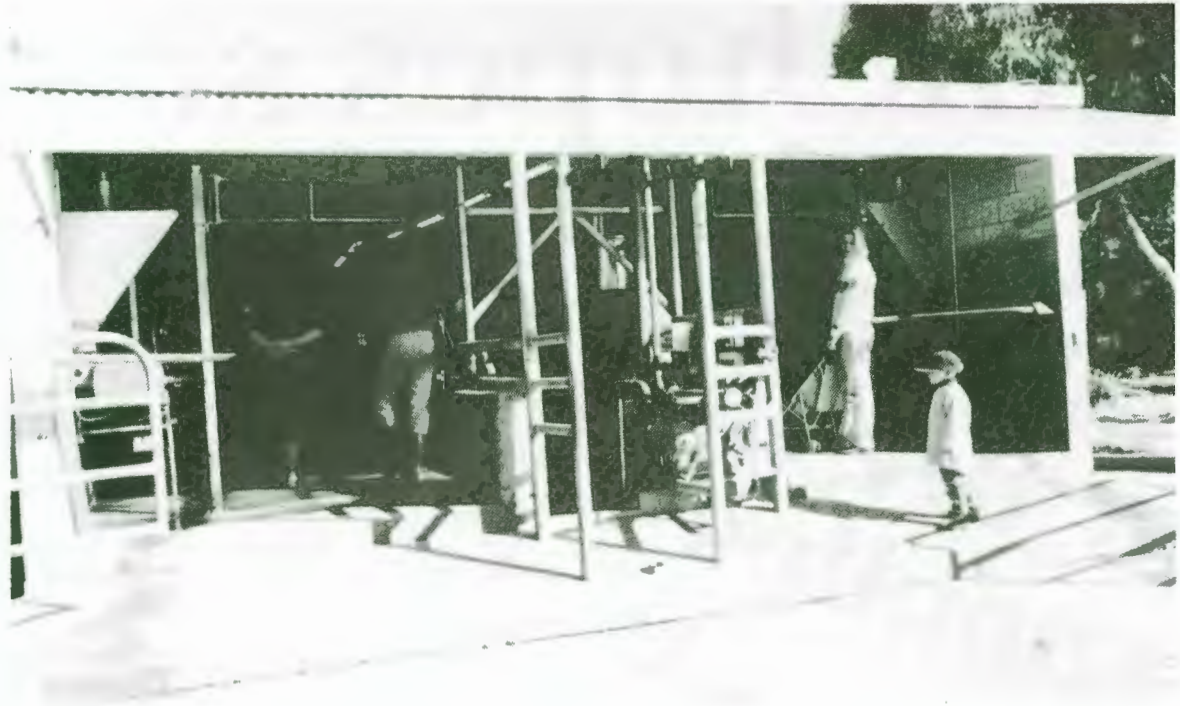
DAIRY FARMING AT THE JENSENS



Dairyfarming a Family Affair - Sonya & Angus



JENSENS FARM WALK (Contd)



Top - The Jensen Dairy - recently extended Bottom - Effluent Management System



Milk hopes soar

**Victorian
milk raid
to dry up
supplies**

**Milk war
hots as Vics
up the bid**

SA's major players



WCBF eyes Mil Lel receipt depot



DAIRYING

'SHOT IN

De Cicco here for 'long haul'...

THE ARM'



New lease of life for S-E

SWEET POTATO & CHEDDAR MUFFINS

Makes 12

- 2 cups self raising flour, sifted
- 1/4 cup Australian Skim **MILK** Powder
- 1/4 cup grated kumera (orange sweet potato)
- 2 tablespoons grated Australian Reduced Fat Cheddar **CHEESE**
- 1/2 small red capsicum, finely diced
- 3 spring onions, chopped
- 2 eggs
- 1 cup Australian Reduced Fat **MILK**
- cracked black pepper, to taste

Combine flour, skim **MILK** powder, sweet potato, **CHEESE**, capsicum and onion in a mixing bowl. Lightly whisk together eggs, **MILK** and pepper and add to the sweet potato mixture. Spoon mixture into a non-stick 12 muffin tin and bake at 180degreesC for 25-30 minutes or until golden and cooked through. Turn out and allow to cool on a wire rack.

APPLE & RASPBERRY CUSTARD CRUMBLE

Serves 4

- 300g fresh or frozen raspberries
- 1 x 425g can pie apple
- 1 teaspoon cinnamon
- 1 tablespoon custard powder
- 1 tablespoon castor sugar
- 1 cup Australian Skim **MILK**
- 1/2 cup untoasted muesli
- 3 tablespoon honey
- 1 teaspoon cinnamon, extra

Combine raspberries, apple and cinnamon together and spoon into a large gratin dish. In a small saucepan combine custard powder and castor sugar with a little of the **MILK**, to form a paste. Add remaining **MILK** and heat, stirring until thickened. Pour custard over fruit and top with combined remaining ingredients. Bake at 180degreesC for 45 minutes. Allow to stand for 5 minutes before serving.

MOCHA MOUSSE

Serves 4

- 2 x 375ml can Australian Light Evaporated **MILK**
- 2 tablespoons cocoa powder, sifted
- 2 teaspoons instant coffee powder
- 1/4 cup castor sugar
- 1 1/2 tablespoons gelatine
- 1/4 cup water

Combine milk, cocoa, coffee and sugar in a saucepan and whisk over heat until just before boiling point. Combine gelatine and water in a bowl and stir over boiling water until dissolved or microwave on High for 45 seconds. Fold gelatine through mixture and spoon into serving dishes. Refrigerate until set.



PORK WITH BROCCOLI & ALMONDS

- 500g pork stir-fry
- 1 tablespoon oil
- 2 cups broccoli florets
- 1 can Rosella Cream of Mushroom Soup
- 1/4 cup water
- 1/4 cup **CREAM**
- 2 tablespoons toasted slivered almonds

1. Stir-fry pork in hot oil until golden brown. Add broccoli, stir-fry for 2-3 minutes longer.
2. Add soup and water, bring to the boil and simmer for 5 minutes.
3. Stir in **CREAM** and reheat gently. Serve sprinkled with almonds, with rice and carrots.

Serves 4.

Ideas for controlling weight, Diabetes, Cholesterol and High Blood Pressure supplied by the Australian Dairy Corporation

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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Association Services

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- Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- Industrial Matters - Wages, Working Conditions - (Employers Chamber of Commerce)
Free Call 1800 088 105
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- Lobbying
- Representation on Concerns
- Information
- Watchdog Role
- Sounding Board
- Library (audio and video) & Technical Papers
- Friendly Stop with parking
(with a convenience!!)



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Disclaimer

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Dairying - efficient, clever, innovative and sustainable



THE SOUTH AUSTRALIAN DAIRY FARMERS'

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JUNE 1997

CEO's EDITORIAL

It's official! The SA Dairy Industry has three new players. De Cicco Industries, Murray Goulburn and Warrnambool Cheese & Butter have signed off and the SAMMEC (Equalisation) Agreement. By the time this Journal hits the streets many farmers in the South East will be supplying their 'new' companies.

New competitors for milk can only benefit returns to dairy farmers. Only a few weeks ago it was reported that the four companies in the South East between them were looking for up to 195 million litres of milk annually. The present production is only about 120 million litres! Demand is greater than supply. This can only lead to industry growth and better commodity prices. What is happening in the South East will eventually spread to the rest of the State.

Speaking of the State perspective it was interesting to read Nigel Austin's report 'Paddock to Plate' in the Advertiser, Saturday 28 June. Austin notes that '...the new face of farming is increasingly about capturing more of that retail dollar ...'

Some of the statistics that appear in the article are worth noting. For example, last year farming, fishing & forestry produced \$3.6 billion worth of produce combined with the food sector' agri-food

business) the value reached \$8 billion. Total employment (rural & food processing) is about 66,000 employees. Austin makes the point that one direct job in agri-food creates one indirect job in machinery, merchandise, fertiliser, irrigation, finance, transport, shipping & handling - the total employment reaches 120,000 or 20 per cent of the State's total!

Dairying has its fair share of these figures. Dairy, including milk production, stands at \$170 million. In comparison cereal crops \$1.3 billion, fish & \$176 million, beef \$162 million, grapes for wine \$331 million and sheep (four wool, mutton, & lamb) \$500 million.

The Australian Barley Board was SA's largest exporter in 1996-97 with a figure of \$350 million.



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Dairy Vale Foods sat at No 9 with a creditable \$40 million. Metro Meats topped the leading food processors with \$600 million - Dairy Vale Foods at No 3 with \$135 million.

The point of reproducing these figures is to reinforce the position and importance of dairying to this State's economy. It is part of the bigger picture - and to dairy

EXTRA GRAZING BOOSTS DAIRY COWS

Milk producers could make savings on silage and concentrate feed costs and improve milk protein content by grazing cows later in the grass growing season, according to the latest British research reports.

Last year extended grazing later into October and November saved 90 tonnes of silage at the Scottish Agricultural College's Acrehead farm near Dumfries. The late-grazed area was shut off in early September and the 65 cows put in from September and 30 to December.

According to researcher John Bax, the animals were grazed in strips from the back of the field and did not walk over long grass, so the land was not damaged by hooves.

The 16 hectare (40 acre) area grazed provided 0.2 ha (0.5 acres) a day for 80 days. Mr Bax believes that added to the gain from feed savings and the milk protein content increase, the welfare benefits of a gradual move to winter housing included reduced stress and fewer foot problems. Milk production and quality did not suffer at all.

"Late grazing offers considerable potential, especially for those who might be short of silage in any season. But the system is best for dairy cows as dry cows would easily put on too much condition," said Mr Bax.

John Bax, Scottish Agricultural College, SAC Central Office, West Mains Road, Edinburgh, United Kingdom, EH9 3JG. Tel: +44 131 662 1303.

DAIRY AUTHORITY OF SOUTH AUSTRALIA

Competition Policy Review of Dairy Legislation

The Competition Principles Agreement, endorsed by all members of the Council of Australian Governments (COAG) in April 1995, commits the South Australian Government to undertake a review of all State legislation which restricts competition by the year 2000.

The Agreement requires that legislation should not restrict competition unless it can be demonstrated that the benefits to the community as a whole outweigh the costs and that the objectives of the legislation require that competition be restricted.

The reviews of State legislation will require the following:-

- the objectives of legislation will be clarified;
- the nature of the restriction will be identified;
- the likely effects of the restriction on competition and the economy generally will be analysed;
- the costs and benefits of the restriction will be assessed and balanced;
- alternative means for achieving the same result would be considered;
- any anti-competitive legislation must demonstrate new public benefit; and
- retained anti-competitive legislation must be reviewed at least once every ten years to determine if it is still required.

The NSW and Queensland Governments have commenced reviews of dairy legislation in those States and a review is likely to commence in WA later this year. An issues paper has been released by the NSW Government.

The South Australian, Victorian and Tasmanian dairy legislation will be reviewed by July 1998. The South Australian Dairy Industry Act, 1992 has now been in operation since 1st July 1993 and all aspects of the legislation will be reviewed, not just aspects of the legislation seen as restricting competition.

These State based reviews are not to be confused with the review of Commonwealth dairy marketing arrangements due to take place in 1999/2000.

Steve Rice
Chief Executive.



AUSTUDY 'NOT RIGHT' FOR BUSH

The South Australian Farmers Federation says the Coalition Government has "failed" in its election promise to improve access to Austudy for farming families.

Federation Community Services Chairman Dale Perkins, of Penola, said, the Actual Means Test has been tightened and fewer deserving farm families now have the opportunity or encouragement to complete their education.

And to get its message across, the Federation's members have joined a national letter writing campaign targeting politicians.

"We're appealing to our primary producers to write to their local Members of Parliament, State Senators and the Minister for Employment, Education and Youth Affairs Senator Amanda Vanstone to ensure our case is heard," Mr Perkins said.

"We want all Federation members whose families may be affected by this ongoing unfair lack of access to Austudy to express their objections."

The Federation has prepared a package of information for farmers who want to take part in the campaign. To obtain this information, members can phone the Federation on (08) 8232 5555 or fax (08) 8232 1311.

"The more people who join the campaign, the greater our chances of having the Actual Means Test changed to better cater for the needs of rural Australia," Mr Perkins said.

"Farmers now and into the next century will need to have access to and be able to take part in education and training to improve their overall business and management acumen."

It's understood Senator Vanstone has indicated the Actual Means Test - the core eligibility test used to determine access to Austudy - will undergo another review before the start of the 1998 academic year.

"It was through lobbying backbench politicians and the huge outcry by affected students earlier this year that Senator Vanstone backed down and changed some of the criteria and allowed a review of all disallowed applications, but the Minister hasn't gone far enough.

"Its time to go to the heart of the issue and that's to right the wrongs in the Actual Means Test which, frankly, do not cater for the farming family."

Public Relations Executive Officer Alexia Deegan (08) 8232 5555; A/H (08) 8272 6242

VICTORIAN MILK AGREEMENT CLOSE

A DEAL between a Victorian milk processor and five Tasmanian dairy farmers to send milk to the mainland could be finalised as soon as next week.

Five large dairy operators have formed a new company - Tasmania Quality Milk - to supply Victorian cheese producer De Cicco with up to 40 million litres of Tasmanian milk a year.

Tasmanian Quality Milk spokesman Robin Dornauf said negotiations with De Cicco were complete and the contract was ready to sign.

He said the farmers would be 10% better off under the deal - after transport costs - assuming UMT's prices were similar to this year.

Tasmanian Quality Milk would not wait for UMT's opening price announcement before it committed itself to De Cicco.

Group members are presently UMT and Cadbury suppliers.

Mr Dornauf said initially the De Cicco deal could be for 25 million litres of milk a year but planned volumes would rise to between 36 and 40 million litres.

It would amount to 12% of UMT's present volume and involve 4000 to 5000 cows.

"It could rise well above 40 million in the future," he said.

De Cicco, an Australian family company that has operated for 30 years, is engaged in a major expansion program.

It is believed the company takes about 40 million litres of milk a year but is about to commission new equipment that will boost capacity to more than 100 litres.

De Cicco's processing facility is based in North Coburg in Melbourne.

Mr Dornauf said rumours about temperature problems in a trial shipment of milk sent to Victoria were totally false.

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GOVERNMENT RELEASES McCOLL COMMITTEE'S MID TERM REVIEW OF THE RURAL ADJUSTMENT SCHEME

The Minister for Primary Industries and Energy, John Anderson, today released the report of the Mid-term Review of the Rural Adjustment Scheme (RAS).

The RAS review was conducted by an independent committee chaired by agricultural industry consultant, Mr Jim McColl.

Mr Anderson thanked Mr McColl and his committee members, Ross Donald and Chris Shearer, for producing what he described as a "sound report that gave a clear overview of the adjustment challenges facing the farm sector and presented a clear strategy for dealing with them".

Mr Anderson said the McColl Committee had concluded that "with the exception of education and training support, the effectiveness of the RAS was questionable".

He said the Committee found that "the Scheme has not had a significant positive impact on the adjustment process and has not met the goal of fostering the development of a profitable and competitive farm sector".

"The Government notes the Committee's view that the RAS is not appropriate to the adjustment needs of Australian agriculture in today's business environment or that expected in the next century," he said.

He said the Government would make a major rural policy statement later in 1997 that would draw together the Government's response to the series of major rural policy reviews conducted during the past 12 months.

Mr Anderson said the rural policy statement would cover rural adjustment, risk management,

drought, farm family welfare, farmer education and training and rural community development.

He said the Government's rural policy statement would be developed in consultation with the States and farmer organisations and provide a detailed response to the recommendations of the following reviews:

- Rural Adjustment Scheme Mid-term Review
- Special Rural Task Force report on the impact of the Social Security assets test on rural customers
- Drought Policy Review Task Force Report
- National Rural Finance Summit Activating Committee Report
- Rural Communities Access Program review

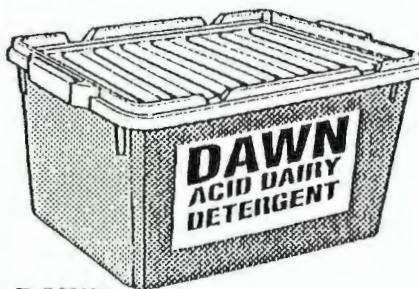
"The Liberal and National Parties have acted decisively during our first year in Government to get the nation's economic house in order and begin the reforms needed to boost the fortunes of the farm sector.

"There are a number of key challenges identified by the reviews conducted during the past 12 months where Government has an important role to play, in conjunction with the farm sector, if it is to bounce back from the exceptionally difficult circumstances it has endured over the past decade.

Media contact Robert Haynes (06) 277 7520 or (0419) 493 511.

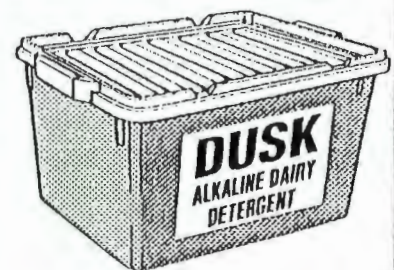
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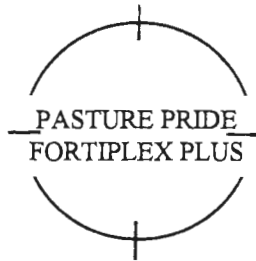
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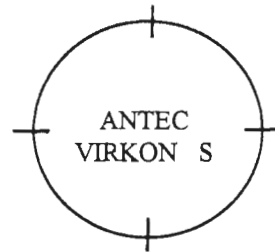


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TONY WALLACH IN UNITED KINGDOM

Genetics Australia semen is now available in the United Kingdom. The first shipment of semen from WINLUKE and SHOTIME was delivered in April 1997. Genetics Australia have been working with European based magazine Holstein International over the last 2-3 years. Advertising and editorial in the magazine has largely contributed to the interest shown in Australian genetics. Genetics Australia have subsequently appointed an agent for Europe, Inimex Genetics, based in Wales, UK.

The semen is being sold in the UK by a company named Avoncroft Sires, a Co-operative based near Birmingham in the English midlands. Avoncroft Sires run a small progeny test program and sell a range of bulls from around the world, which now includes bulls from Genetics Australia.

Genetics Australia's Tony Wallach recently spent 5 days travelling around the UK, speaking with Avoncroft representatives and visiting breeders and farms. The thrust of the meetings was to make the UK people aware of the Australian breeding industry and where the bulls had come from. Australia is not known as a dairy country around the world, so it came

as quite a shock for them to find Australia's dairy cow population at 1.9 million dairy cows (compared to 2 million dairy cows in the UK). Tony also talked of the background to Genetics Australia and its place in the industry.

A topic of great interest was the summary of the genetic background to Australia's dairy cows. Tony explained the north American history in relation to the Holstein breed in Australia, and that Australian cows were proven for their ability to produce in a grass based farming environment.

The current economic climate for dairy farmers in the UK is relatively poor and farmers are considering lower cost production methods. Grazing management and grassland development feature prominently in alternative production methods being considered. As such international Holstein genetics, proven off grass, such as SHOTIME and WINLUKE are seen as top prospects.

"The response to the information I presented was very positive. I enjoyed the opportunity to learn about their industry, at the same time as passing information about our industry. We are looking forward to continuing interest in our activities" Tony said.



Left to Right - Nick Kirby, Genetics Australia's agent from Inimex Genetics, Tony Wallach, Genetics Australia, John Williams and David Matthews of Avoncroft Sires.

NEWS AUSTRALIAN DAIRY CORPORATION

1997/98 DAIRY INDUSTRY LEVIES AND PAYMENTS

This is to confirm that the following dairy industry levy rates and Domestic market Support payments will apply in 1997/98.

Levy	Indicative rate (Cents per kilogram)	
	<u>Milk fat</u>	<u>Protein</u>
Market Milk	15.7500	38.3906
Manufacturing Milk	31.4350	75.6570
Promotion	1.8025	4.3936
Research	1.015	2.474
Corporation	0.1400	0.3413
Animal Health	0.0223	0.0543

The DMS payment to farmer producers of manufacturing milk will be:

(Cents per kilogram)	
<u>Milk fat</u>	<u>Protein</u>
14.2137	34.1173



The incoming President of DIAA (SA) Bob Snewin is congratulated by outgoing President John Felsted

7
2001

PFIZER MILK QUALITY AWARDS

The Dairy Industry Association of Australia ran a Milk Quality Competition for South Australia's dairy farmers for 1996/97. Pfizer Animal Health generously sponsored prizes and certificates for winners, who were announced at the DIAA/SADA Annual Conference on June 3.

The competition was judged on bulk milk cell counts over the previous twelve months (supplied by HISCOL), with five regions used to determine regional winners.

* **State Winner**

RG, KM, BI & KM Bond, Yankalilla

* **State Runner Up**

AJ & SJ Maxwell, Lobethal

* **Regional Winners**

1. **South East**

Winner - LR & KL Wetherall & Sons, Penola
 Runner Up - IF & JA Rogers, Kalangadoo

2. **Northern**

Winner - N Pech, Laura
 Runner Up - Buchanan Proprietors, Eudunda

3. **Hills**

Winner - Delford Dale Pty Ltd, Mt Torrens

Runner Up - EJ & SJ Schneemilch, Macclesfield

4. **Fleurieu**

Winner - MW Brand, Victor Harbor
 Runner Up - RH & KD Putland, Delamere

5. **River & Lakes-**

Runner Up - JJ Warland, Mypolonga
 D & H, PG & DA
 Hodges, Murray Bridge

* **Encouragement Awards**

Most Improved

TA Zohs, Mt Gambier
 K Jenkins & DM Gullidge, McLaren Vale
 B Hansen, Jervois

CONGRATULATIONS to all winners and runners up.

Prizes and certificates will be presented at regional meetings or other group activities, with the State winner enjoying a dinner and overnight stay at one of Adelaide's best hotels, courtesy of Pfizer Animal Health.

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'I want my milk in cartons please...'

L to R Shoni, Andrea Allan (winner of the TETRA Milk Drinking Competition) & Craig Salkeld - TETRA PAK



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IAMA Dairy

RIVER PUMPING RESTRICTIONS A CONCERN TO DAIRY FARMS IN NSW

Concern over river health has prompted the NSW Government to consider restricting irrigation pumping during low rainfall periods to ensure minimum flow levels in the rivers.

In the case of unregulated coastal rivers, which support a large dairy industry, these minimum flow restrictions may have a significant effect on pastures and farm income. It is usually only during periods of low river flow that the farmers rely on river pumping for pasture production.

The Australian Bureau of Agricultural and Resource Economics (ABARE) has developed a model which accounts for the effects of uncertain rainfall and irrigation on soil moisture - and consequently pasture yields - on dairy farms in the Williams River in the Hunter Valley.

The Williams River is one of the many rivers that support the State's large coastal dairy industry. These dairy farms combine dryland and irrigated pastures, and high annual

rainfall means irrigation is only a supplementary source of soil moisture during dry periods.

"During normal seasons, dairy farmers tend to use little water from rivers for their pastures," said ABARE's Dr Donna Brennan, who developed the model, "but in periods of low rainfall the amount of water they seek to pump from a river may represent a large proportion of the flow.

"The increased demand during low flow periods jeopardises the maintenance of instream flows, which are needed to ensure water quality standards to downstream users. In the case of the Williams River, the main downstream use of the river is to supply water for the city of Newcastle."

The ABARE model consists of a series of modules - climate, river flow, soil moisture and pasture growth, and dairy farm management - which represent biophysical and economic elements in the farm production environment.

"By emphasising the impact of different soil moisture conditions on pasture productivity, realistic estimates can be made of the costs associated with prolonged pumping restrictions," she said.

"The model has shown that minimum river flow standards not only reduce mean farm income to farmers but further 'skew' the effects of drought on incomes by denying farmers access to a drought relief strategy.

"Farmers can, however, make short-term adjustments to maximise income as well as longer term adjustments to pasture management practices aimed at reducing risks.

"Some of the alternatives available include buying in feed, keeping reserves of silage on the farm and reducing milk production," Dr Brennan said.

Contact
Donna Brennan, ABARE
(06) 272 2383.

SOUTH AUSTRALIAN NEWS

Administration

Dr Geoff Neumann resigned from his position as South Australia's Chief Veterinary Officer to take up consultancy work. The position is being filled on a temporary basis by Dr Robin Vandegraaff pending the selection of a permanent appointee.

An Apiary Industries Development officer was appointed on a two-year contract to develop a strategic plan for the local industry. It is planned that the SA apiary industry will eventually become less dependent on government regulation and input in its disease control strategies.

The new Livestock Act was passed by Parliament. The regulations are yet to be written.

Enzootic bovine leucosis

The results for the 11th round of Bulk Milk Testing for enzootic bovine leucosis were released and were the 5th consecutive test where no new herds were detected. The results were delayed due to the need to recalibrate the test as there appeared to have been a shift in the sensitivity of the test. The issue has been taken up with the kit's manufacturer.

Kim Critchley - PISA

Source Animal Health Surveillance Quarterly Issue 1



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AUSTRALIAN RURAL LEADERSHIP PROGRAM

Mr Frank Beauchamp
President
SA Dairyfarmers' Association

Dear Frank

I am writing to seek your help to identify high calibre candidates for the 1998/99 course in the Australian Rural Leadership Program.

Perhaps you might personally encourage one or two bright young leaders, with the capacity and prospects of leading at the higher levels and making a difference in the SA Dairy Industry, to apply. Please note that applications close on 31 July.

Thanks for your interest in the Program and I look forward to hearing from some first class SA Dairy applicants in due course.

If you would like some more application forms, please give me a call.

Yours sincerely
Mike Beckingham
Executive Director.



APPLICATIONS FOR THE 1998 AUSTRALIAN RURAL LEADERSHIP PROGRAM

Applications for rural Australia's premier leadership development program are now open.

Leaders in industries and organisations from all facets of rural life - including agriculture, agribusiness, tourism, indigenous affairs, fisheries, forestry, the media, rural woman, rural communities, government and community organisations are urged to apply.

The program will assist these leaders to develop the skills, knowledge, networks and experience needed to achieve at higher levels.

About the program

The program is for the development of the men and women who will lead rural and regional Australia well into the next century - men and women with vision and a commitment to shaping the future.

It is a two-year, part time course which generally is conducted in one-week long sessions. The course includes an outdoor exercise in northern Australia and a study trip to Asia. Among the most striking aspects of the program is the interaction with current national and international leaders in all facets of industry, government and community life. This aspect of the program is highly valued by the participants and very rewarding.

How to apply

Application forms are available from the Australian Rural Leadership Foundation office, telephone (06) 281 0680 or fax (06) 285 4676

Applications must be in writing.

Applications for the 1998 course close on 31 July 1997.

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LETTER FROM DAIRY AUTHORITY OF SOUTH AUSTRALIA

ATTENTION

DAIRYFARMERS IN THE SOUTH-EAST

The Dairy Authority of South Australia requires all licensed dairyfarmers to submit an Annual Return for statistical purposes on an annual basis. The forms will be forwarded to every producer during July/August 1997.

A number of dairy farmers will be supplying new processors in the region as of 1 July 1997.

Those dairyfarmers supplying a different processor after 1 July will only need to include this information when completing the ANNUAL RETURN.

It will not be necessary to inform the Dairy Authority prior to this date

Steve Rice
Chief Executive Officer

SOUTH EAST WATER POLICY OUTCOME - A WIN FOR DAIRY FARMERS

A Media release on Monday 30 June by the Minister for the Environment and Natural Resources, Mr David Wotton spelled a new Water Allocation Plan for the South East. The new Plan replaced the initial Interim Policy released in May 1997, on proclamation of the Lacedpede-Kongorong.

The restructure of the May interim Policy came about as a result of determined action by the South East Branch of SADA, among other groups. This action included intensive lobbying at a local and State level. A deputation from the South East in the form of Tony Reichelt and Wayne Copping met with Minister Wotton in mid-June to put the dairy farmer case. In addition, SADA submitted a Paper to the Water Resources forum which was held at the Presidential Motel, Mt Gambier on 27 June.

The SADA submission pointed out to the Minister that '...without a reasonable allocation of water there was every expectation that the potential growth in the SE would falter...' It also noted the value of the farmgate to the region in dollar terms (\$33 million) with a potential to rise beyond \$56 million in the next five years.

Four key elements were sought in the Minister's consideration of any new Interim Policy:

- a. the need to consider foremost the factors of sustainability and environmental impact on the region in relation to water resources
- b. the need to encourage the potential that has been recognised and acknowledged with the Dairy (and other rural) Industry through a dynamic policy in relation to water resources allocation
- c. allocation of the available water s against an appropriate management plan

- d. the provision of adequate ability to transfer water allocations.

The Forum gathered together about 50 people from both local and State government, local industry and farmer associations. DENR hydrogeological expert Fred Stadter; Presiding Member Lower South East Water Resources Committee, David Botting; SAFF Vice President & dairy farmer Dale Perkins; and South East Economic Development Board, Grant King were among numerous speakers.

Some key facts to emerge from Fred Stadter included the quantity of water available in the region:

	quality (in '000 m/l)	recharge	use
Surface water	288,000	-	50,000
Unconfined aquifer	350,000	800,000	330,000
Confined aquifer	580,000	-	50,000

He admitted that there were gaps in the available knowledge.

The majority of speakers used their allocated time to put forward persuasive argument in relation to specific commodities and interests. With few exceptions there were similar themes running through their presentations.

Minister Wotton, who in his opening remarks acknowledged the importance of water to the region also said that he was at the Forum to listen. And that he did.

With the release of the New Water Allocation Plan for the South East the Minister has gone a long way forward achieving the twin aims of economic development and sustainable water use. There is now a period of 12-15 months in which a number of crucial issues raised at the Forum, but, which could not be addressed in the period, to be examined carefully. This means further detailed analysis and lobbying on behalf of dairy farmers in the South East by SADA.

The Minister's media release, 'New Water Allocation Plan for the South East' is reproduced in full, for your consideration.



Tony Reichelt (SE President), Harold Allison - Member for Gordon & Ms Megan Dyson (Minister's Office) discuss the issues at the SE Water Resources Forum

MEDIA RELEASE

Monday June 30, 1997

NEW WATER ALLOCATION PLAN FOR THE SOUTH EAST

The Minister for the Environment and Natural Resources, Mr David Wotton, today released a new Water Allocation Plan for the Lacepede-Kongorong area of the lower South East, to achieve the twin aims of economic development and sustainable water use.

Mr Wotton last week attended a forum in Mount Gambier where a new plan was discussed with the Lower South East Water Resources Committee, and 14 representative bodies including the South Australian Farmers' Federation, SA Potato Growers Association, the South East Economic Development Board, and the South Australian Dairy Farmers Association. Members of Parliament the Hon. Harold Allison MLA for Gordon; the Hon. Angus Redford MLC; and Terry Roberts MLC were also present.

"The South East of South Australia is one of the most productive agricultural regions in the nation, and its productivity is heavily dependent on a plentiful supply of good quality water, now and in the future", Mr Wotton said.

"We needed a legally enforceable allocation policy for this very valuable and limited water resource, and now we have one thanks to some intensive consultation, a lot of goodwill, and a preparedness to compromise to meet competing interests", he said.

"The policy assigns rights to individuals to make use of the water resources in a careful and sustainable way. It is a fair policy which provides an opportunity for everyone to use water wisely and profitably".

The new Plan will remain in place for about one year, during which time the Lower South East Water Resources Committee will be responsible for leading community consultation on the plan's effectiveness in managing the increasing use of the resource. During last Friday's Forum, a number of issues were raised which could not be addressed in the interim policy, but which can

be examined in the next 12 to 15 months. At the end of this period, a new Water Allocation Plan will be developed, to become the basis for licensing over the following period.

The new Interim Plan provides for water to be allocated to existing users first. Then, up to 60% of the Permissible Annual Volume (PAV) of each Hundred is to be allocated on a first come, first served basis to bona fide irrigators and other users. Those who are allocated water will have to develop their irrigation infrastructure in accordance with an approved Irrigation Development and Management Program. (IDMP)

Once the 60% limited for each Hundred has been reached, trading of water allocations within Hundreds will be permitted. Further allocations up to a limit of 90% of the PAV will be available, again on a first come, first served basis to bona fide users, and subject to an IDMP, but restricted to an amount related to each property's contribution to recharge.

"It makes good sense to cap the allocations at 90% because we can then hold 10% in reserve for successful appeals and any other unforeseen circumstance", the Minister said.

"In one of the Hundreds we have already reached that limit, and in three others we are approaching the limit, so for these four management areas special provisions will apply."

"The whole point of proclaiming the Lacepede-Kongorong area and developing this allocation plan has been to get on the front foot before problems of over-use occur. In most other water resource areas, we have proclaimed them and developed an allocation plan long after the use has exceeded the permissible volumes. Falling groundwater levels and rising salinity levels are the first indications that something is wrong. Here we have a chance to get it right", Mr Wotton said.

The new Water Allocation Plan for the Lacepede-Kongorong area, together with the requirements of Irrigation Development and Management Programs, are available from the office Department of Environment and Natural Resources in 11 Helen Street, Mount Gambier, Telephone 08 8735 111.

TOOPERANG DISCUSSION GROUP

An invitation from the Tooperang Discussion Group saw Philip & myself travel to the Snyder's dairy operation near Mt Compass. To say that the day was cold was probably an understatement!

The day brought together about 20 people including representatives from Pfizers and BHP, Greg Mitchell and a number of dairy farmers.

Pfizers presented a number of products including one called Eskalin, which is used to control acidosis dairy cattle. Greg Moorhouse of Pfizer went through the product's claims including the research aspects. He came under some intense questioning by the

group on the use of the product.

The next presentation was on the range of Spitfire electric fencing products made by BHP. The highlight was when one of the control boxes was deliberately bounced on the shed floor from about 6 metres - it still worked.

Lunch was followed by a farm walk. The group was informed that the property of 136 hectares run the show cows on it while the others were adjusted. The calving pattern was seasonal - March/April.

Pasture utilisation was on about a 30 day rotation across a number of paddocks which were being progressively developed. It was

interesting to see the 'before and after' pastures and to listen to the discussion on why some seemed to have developed more than others. Greg Mitchell's comments were that the 'rotation' was all important and should be maintained, with five inches of feed being the optimism. 'Pasture use per hectare...' said Greg' ... is closely linked to profit.'

Thanks to Lee McKenzie & Dan McCaul for the invitation to attend the day. It was obvious that the group was not only humorous (can't print some of the comments!) but well motivated. Never ceases to amaze what skills a dairy farmer is required to have; part vet/chemist, part electrician, part agronomist - all dairy farmer!



Participants from left to right at the Tooperang Discussion Group - Dan McCaul, Greg Mitchell & Lee McKenzie

IAMA PRIZE WINNER

At the Annual Conference of the SADA held at Nuriootpa the **IAMA** sponsored prizes were drawn. **IAMA** were very willing sponsors to help SADA encourage members to sign up new members and for non-members to join the Association.

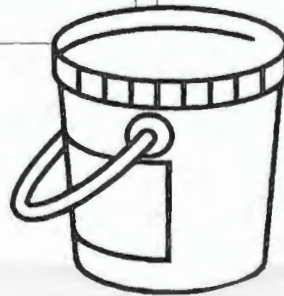
Two prizes were drawn on the day to a value of \$500 each. Graeme Smart of Mypolonga was the winner of the prize for signing up a new member. Quite a few people deserved to win this prize in that they had spent considerable time in canvassing new members. However in situations like these there can only be one winner and Graeme was the fortunate one. Graeme did deserve it though as he spent quite some time with me visiting dairyfarmers in his area.

The second prize went to someone who had recently joined. The Raukan Aboriginal Community were very excited with their win and when I visited the property with the goods from **IAMA** I had a very warm reception. Derek Walker, the Farm Manager, had only recently

signed the paper work with a bit of encouragement from the previous owner, Paul Kuchel. This membership was also important for the Lakes Branch in that they were getting very close to losing one representative on Central Council in that their membership is only 47 with the cut out being 45 at this stage.

Membership is remaining relatively steady at this stage with a few leaving the Industry mainly from the Adelaide Hills region. The number of Licensed producers as at 30/6/97 is now **769**. There is much activity in the South East at present and the office staff hope the transition will be a smooth one on July the first when quite a few dairyfarmers in the South East will be supplying new processors.

Phil Down
Development Officer SADA



Presenting the IAMA prize to some of the staff at Rauken is Philip Down. The very happy workers are, Neville Mark, Roger Rigney, Grant Rigney & Lawson Rigney.



SHAREFARMERS OUTFOXED

Lower South East dairy farmers Ian & Sharon Fox scooped the pool in the 1997 SA Sharefarmer of the Year Competition. The Fox family operation is based at Allendale East; the property 'Kurleah' of 162 hectares is owned by Ian's parent, Heather & Jack Fox.

The Winners were announced at the Dairy Industry Association of Australia (DIAA) Conference in June. Ian & Sharon, who attended the Conference and Cocktail Party, were left speechless, but very happy, when the announcement was made.

The Sharefarming Agreement is on a 50:50 basis, with Ian & Sharon owning another 50 hectares for calf and heifer rearing. Five seasons ago the H & J Fox property was a beef/sheep farm. With a large capital expense and a lot of hard work a 26 a side herringbone was built and the sharefarming partnership was farmed based on 150 cows purchased by Ian & Sharon.

The dairy block has a centre pivot which irrigated 50 hectares in 1995-96. This was extended to almost 100 hectares in the following season. Production for the 200 Holstein Friesians peaked at 29.5 litres per cow. The Foxes expect to milk 230 cows in the coming season, -peaking at above 30 litres, '...somewhere around 32-33 litres we hope...' according to Ian.

Fifty heifers one reared each year; being fed colostrum milk for about 6-8 weeks. The heifer

calves have straw and 'Moosli' a calf mineral grain fed ad-lib. Heifers are calved at two years and usually mated to an Angus or Murray Grey for ease of calving. The cows are Al'ed with a Friesian bull put out to mop up.

Hay is usually cut around November in the dry paddocks, with silage made in February/March if feed is abundant.

Ian & Sharon have not neglected their own education and development in dairying. In their second year in the dairy Sharon completed a VAC General Farm Management course at McMillan College. Ian has been instrumental in setting up the local Focus Farm and attends most field days. They both belong to the local discussion group 'Udderly Achievable' along with 11 other dairy farming families.

Sponsored by IAMA, National Australia Bank, Incitec, Laucke Mills and Heritage Seeds, the Fox's have won prizes valued at over \$4,500. They will now go on to represent SA at the National Genetics Share Dairyfarmer of the Year Competition in Melbourne in September.

SADA would like to acknowledge and thank the sponsors for their continued support and to the SADA Sharefarming Taskforce for its organising of the Competition. Finally, the Association congratulates all those who entered the Share Dairyfarming Competition, in particular the 1997 winners Ian & Sharon Fox.



Left to Right - Chris & Dianne Williams and Sharon & Ian Fox

MONITORING YOUR FARM OPERATION

There's an old adage, "It's a lot easier to manage something if you can measure it". Dairy SA is taking note of this by providing farm monitoring tools for SA dairy farmers this year.

DairySA, the new research and extension organisation for the state's dairy industry, is continuing the provision of pasture use and gross margins analyses to farmers this year. These management tools have been provided by Primary Industries SA. This year, DairySA will be working with private consultants and PISA to promote these tools as widely throughout the state.

Pasture Use

Your farm may rely on irrigated ryegrass pastures, dryland subclover, lucerne on sandy soils or short-term fodders in crop rotations. Regardless, your targets are high yields and getting stock to consume as much home-grown herbage as possible.

DairySA's Pasture Use Estimate allows you to measure and monitor the amount of pasture used each year. It involves a reverse feed budgeting calculation, using your stocking, production and supplementary feeding records to estimate pasture use. Several studies show the calculation is quite accurate in measuring pasture use.

So why use it? Up until recently, the amount of pasture used on farms was a bit of a mystery. Farmers could invest heavily their

pastures and crops without being quite sure of the total herbage grown and used. We could measure hay cuts, but did not properly know how much herbage was being grazed directly from paddocks.

Many farmers in the Mt Lofty Ranges have been monitoring pasture use on their farms for several years. Some have adjusted management and are now getting twice as much pasture into cows as they were from the same ground a few years ago. Farmers have been able to compare their pasture use with seasonal conditions, and with the pasture use of other farms in the district, and are confidently setting realistic targets for stocking and pasture use on their farms. They feel more comfortable about the investments they are making in pastures.

Gross Margins

Be it increased gross margins, more grain feeding, or a sensible cost-reduction strategy, farm management must deliver improved operating profits. Your bank balance gives the big answers on farm performance, however a more structured breakdown of income and expenses provides a better analysis of a farm's specific strengths and weaknesses. Accountants and consultants are able to provide a very structured analysis for your farm.

John Threlfall, PISA's Dairy Adviser at Flaxley, pioneered the use of a straightforward gross margins analysis by discussion groups in the Mt. Lofty Ranges. The financial analysis is complimented by a summary of

physical information for each farm. In a group setting, this analysis allows farmers to review their farm operation and compare key performance information against others in the district.

For instance, are fertilisers or grain a greater fraction of your total costs than for other farms? Which is more important for farm profitability in your region? These are the sort of questions addressed by groups using the gross margins analysis.

Delivery to Groups in 1997

DairySA aims to provide these management tools to any interested dairy farmer groups in 1997. Farm information can be collected in July and August, with analysis reports being delivered back to groups by the end of September. Interested groups can contact Greg Mitchell (Phone/Fax 08-8398 3184) for more information.

All information collected remains confidential (unless otherwise agreed), with only anonymous district summaries being produced for statewide use. DairySA is looking at using an anonymous statewide summary for developing industry-wide costs-of-production information for use by the industry.



LETTER TO THE EDITOR

After just over 10 years of dedicated and excellent service to the ADFP and the ADHS, Mark Jeffries has tendered his resignation to be effective from August 7th, 1997.

Mark is to take up a position with the NZDB Livestock Improvement Corporation as their Animal Evaluation Executive Manager. I wish Mark and Anna all the very best of luck and best wishes in their new environment. Our loss is New Zealand's gain.

I asked Mark to delay his departure until after the next ADFP Council meeting so there is an opportunity for him to attend a last ADFP Council

meeting and so we can hold a dinner in his honour on Monday night, August 4th to thank Mark and Anna for their contributions to the ADFP and Australian dairy farmers.

The ADHS Board will be meeting this afternoon to begin preliminary discussions on how we go about the very difficult task of finding a replacement for Mark. There will be an opportunity to report further on progress with this at the August meeting.

John McQueen.

QUARTERLY DISEASE STATISTICS

Table 2: Dairy herds tested free of EBL at 31 March 1997

	Free	Herds
NSW	1386	1795
NT	0	0
QLD	1713	2027
SA	750	807
TAS	718	810
VIC	5291	8453
WA	455	467
AUST	10 313	14 359

Control activities

Enzotic bovine leucosis

Enzotic bovine leucosis (EBL) accreditation programs have been operating in the dairy industries in Queensland and NSW for several years. Victoria, SA, WA and Tasmania are all undertaking a program of bulk milk testing of all dairy herds. Table 2 shows the number of herds tested free of EBL at the end of the quarter.

Table 3: Herd/flocks with JD at 31 March 1997

	Cattle	Sheep	Goats	Alpacas	Total
NSW	135	161	4	1	301
NT					free
QLD					free
SA	27	0	0	0	27
TAS	32	7	9	0	48
VIC	1643	42	0	11	1696
WA					free
AUST	1837	210	13	12	2072

Johnes disease

JD is seen primarily in dairy cattle. It occurs occasionally in beef cattle, sheep and dairy goats, and has been diagnosed in a small number of alpacas. JD occurs in NSW, Victoria, and South Australia. Surveillance programs in Queensland, Western Australia and the Northern Territory beef herd support the view that they are free of JD, and active measures are taken to stamp-out any incursions. Table 3 shows the number of herds and flocks known or suspected to be infected.

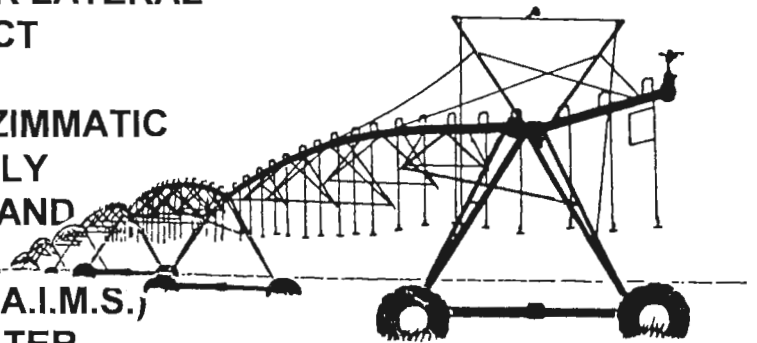
Source: Animal Health Surveillance Quarterly Issue 1

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MEDIA RELEASE

GOOD NEWS FOR AYRSHIRE BREEDERS

There was excellent news for Australian Ayrshire breeders in the May 1997 Canadian Animal Model proofs, with several new sires making it into the top ranks.

According to Semex Australia's NSW field representative, David Mayo the new sires not only give a fresh look to Semex's sire line-up but also add diversity.

Debuting at the number two LPI spot, was Forever Schoon MM Cornelius AYCORNELIUS, the latest son of Blackaddar Isle Milkman. He posted higher ratings for protein and most type traits than the long-established number one sire Bonnie Brae Heligo.

"AYCORNELIUS has a solid production proof and an outstanding type proof. But better still, he is an outcross sire with different bloodlines to those used extensively in this country," David said.

"Ayrshire breeders have been looking for a quality outcross sire for some time, and to get one now with such a good all-round proof is a major bonus for the breed."

With an LPI of + 1510, butterfat and protein deviations of +0.12% and +0.10% respectively and a +15 for conformation, AYCORNELIUS is worth a closer look. AYCORNELIUS sells for \$24rrp per dose.

Another exciting entry into the May proofs was Woodland View Pedro ET, AYPEDRO.

This is a son of Sycamore-Meade LL Olympic and the famous Woodland View Prudence cow. AYPEDRO ranked fifth on LPI with a score of + 1286.

He scored +14 for conformation and has butterfat and protein deviations of +0.31% and +0.11% respectively, he has two generations of EX dams behind him.

AYPEDRO is available for \$24rrp per dose.

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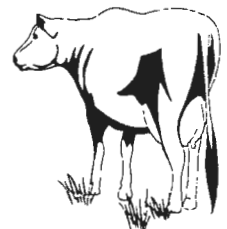
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SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

STATEMENT BY THE EXECUTIVE COMMITTEE AND THE CENTRAL COUNCIL

In the opinion of the Executive Committee and the Central Council the accompanying financial statements as set out on pages 2 to 7:

- (a) Present fairly the financial position of the South Australian Dairyfarmers' Association Incorporated as at 31 March 1997 and the result for the year then ended; and
- (b) Have been prepared and presented in accordance with Australian accounting standards that are applicable to the Association as a non-reporting entity as explained in Note 1 to the financial statements.

The Executive Committee and the Central Council have reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due.

The Executive Committee and the Central Council hereby state that during the financial year ended 31 March 1997:

- (a)
 - (i) no officer of the Association;
 - (ii) no firm of which an officer is a member; and
 - (iii) no body corporate in which an officer has a substantial financial interest

has received, or become entitled to receive, a benefit as a result of a contract between the officer, firm or body corporate and the Association; and

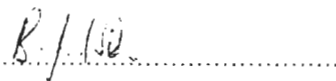
- (b) No officer of the Association has received directly or indirectly from the Association any payment or other benefit of a pecuniary value, except for an amount of \$25,000 paid as an honorarium to the President, an amount of \$2,000 paid to each of 2 vice presidents as honoraria, and \$2,000 paid to the treasurer as an honorarium.

The above statement is made in accordance with a resolution of the Executive Committee and the Central Council and is signed for and on behalf of the Executive Committee and the Central Council by:



F.T. BEAUCHAMP

President



BRONTE WILSON

Treasurer

Dated this 19th day of May 1997.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

**BALANCE SHEET
AS AT 31 MARCH 1997**

	Note	1997	1996
ACCUMULATED FUNDS			
Opening balance		356,426	301,690
Net deficit for the year		<u>(3,475)</u>	<u>54,736</u>
Closing balance		352,951	356,426
Asset revaluation reserve		<u>3,800</u>	<u>3,800</u>
TOTAL ACCUMULATED FUNDS		<u>\$ 356,751</u>	<u>\$ 360,226</u>
REPRESENTED BY:			
ASSETS			
Current Assets			
Petty cash imprest		50	50
Sundry debtors		8,833	5,428
Prepayments		<u>3,493</u>	
		12,376	5,478
Non-Current Assets .			
Investments	2	231,993	225,652
Property, plant and equipment	3	<u>154,027</u>	<u>167,048</u>
		386,020	392,700
TOTAL ASSETS		<u>398,396</u>	<u>398,178</u>
LESS LIABILITIES			
Current Liabilities			
Bank overdraft		6,709	20,030
Income received in advance		8,780	-
Sundry creditors and accruals		10,644	6,147
Provision for annual leave		<u>9,374</u>	<u>6,486</u>
		<u>35,507</u>	<u>32,663</u>
Non-Current Liabilities			
Provision for annual leave		<u>6,138</u>	<u>5,289</u>
		6,138	5,289
TOTAL LIABILITIES		<u>41,645</u>	<u>37,952</u>
NET ASSETS		<u>\$ 356,751</u>	<u>\$ 360,226</u>

The accompanying notes form part of these accounts

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

STATEMENT OF INCOME AND EXPENDITURE

FOR THE YEAR ENDED 31 MARCH 1997

	1997	1996
	\$	\$
Income		
<u>Operating Income</u>		
Annual conference - net cost	1,938	2,834
Insurance commissions	53,205	49,127
Levy payments	184,693	151,932
Subscriptions received	<u>68,095</u>	<u>84,255</u>
	<u>307,931</u>	<u>288,148</u>
 <u>Sundry Income</u>		
Dividends received	6,982	6,911
Interest received	8,175	5,634
Profit on sale of equipment	30	460
Reimbursement from SAMMEC	1,261	4,275
SEDA funds	-	24,885
Seminar net income	50	3,315
Sundry income	3,549	5,209
Telstra Farmwide	<u>9,923</u>	160
	<u>29,970</u>	<u>48,843</u>
 TOTAL INCOME	 <u>337,901</u>	 <u>336,991</u>
Less Expenditure		
Administration Committee Expenses	2,536	
Administration salaries	91,492	82,613
Advertising	-	1,316
Affiliation fees - ADFP	38,000	30,000
Audit and accounting fees	1,730	4,370
Bad debts	1,095	330
Bank charges	1,319	1,272
Central Council meeting and branch expenses	22,998	26,626
Consulting fees	6,338	475
Depreciation	21,078	17,947
EBL Administration	587	
Entertaining	396	300
Executive Committee Expenses	33,322	40,013
Finance Committee Expenses	834	
Fringe benefits tax	4,488	997
General expenses	6,458	1,208
Insurance	6,531	6,387
Investment management	295	859
Journal - net cost	6,023	3,548



Lease Expense	4,195	3,337
Legal fees	-	2,567
Light & power	1,486	1,288
Loss on disposal of plant & equipment	-	1,003
Loss on sale of shares	-	1,541
Member Services	3,657	
Motor vehicle expenses	6,387	5,975
Office expenses	3,545	4,391
Policy Committee Expenses	4,128	
Postage and telephone	11,500	10,126
Printing and stationery	5,015	5,152
Provision for annual leave & long service leave	3,737	2,798
Rates & taxes	1,152	1,082
READD	12,000	12,000
Repairs & maintenance	1,484	388
Strata fund expenses	938	563
Subscriptions and donations	1,908	910
Superannuation	8,515	4,609
Technical Committee Expenses	4,609	
Training - Staff	1,736	1,352
Travelling expenses	17,950	4,178
Water resource Meeting Expenses	1,085	
Workcover	803	734
Yellow Brick Road	(26)	(2,006)
TOTAL EXPENDITURE	<u>341,376</u>	<u>282,255</u>
NET (DEFICIT) FOR THE YEAR	\$ (3,475)	
NET SURPLUS FOR THE YEAR		\$ 54,736
	=====	=====

The accompanying notes form part of these accounts

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

NOTES TO AND FORMING PART OF THE ACCOUNTS

NOTE 1 - STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

In the opinion of the Executive Committee, the Association is of a type identified in Statement of Accounting Concepts 1 as a non-reporting entity. Accordingly, the accounts constitute a "Special Purpose Financial Report" which has been prepared to meet the reporting obligations of the Executive Committee and the Central Council, and the limited information needs of the members.

The financial statements have been prepared in accordance with Statements of Accounting Concepts. Accounting Standards and other mandatory professional reporting requirements issued by the Australian accounting bodies have been adopted except for:

- AAS22 Related Party Disclosures.
- AAS28 Statement of Cash Flows.
- AAS30 Employee Entitlements

These standards have not been adopted because, in the opinion of the Executive Committee, the cost of compliance outweighs the benefits of the resulting information.

The financial statements have been prepared on the basis of historical costs and do not take into account changing money values or current valuations of non-current assets. The accounting policies have been consistently applied.

Significant accounting policies that have been involved in the preparation and presentation of the financial statements are:

(a) Investments

Interests in listed securities are brought to account at cost.

Dividend income is recognised when it is received.

(b) Property, Plant and Equipment

Items of property, plant and equipment are brought to account at cost. Property, plant and equipment are depreciated over their estimated useful lives using the prime cost method.

Profits and losses on the disposal of plant and equipment are taken into account in determining the surplus for the year.

(c) Employee Entitlements

Provision is made in respect of the Association's liability for annual and long service leave at balance date. Long service leave is accrued in respect of all employees with more than 7 years service.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

NOTES TO AND FORMING PART OF THE ACCOUNTS

	1997	1996
	\$	\$
<u>NOTE 2 - INVESTMENTS</u>		
Shares in listed companies	119,763	119,763
Deposits	110,930	104,589
Debentures	<u>1,300</u>	<u>1,300</u>
	<u>\$231,993</u>	<u>\$225,652</u>
Market value of shares in listed companies	<u>\$145,910</u>	<u>\$133,828</u>
<u>NOTE 3 - PROPERTY, PLANT AND EQUIPMENT</u>		
Office furniture & equipment	45,164	39,860
Accumulated depreciation	<u>21,256</u>	<u>15,226</u>
	<u>23,908</u>	<u>24,634</u>
Motor vehicle	28,800	28,800
Accumulated depreciation	<u>13,449</u>	<u>7,689</u>
	<u>15,351</u>	<u>21,111</u>
Strata Titled Commercial Unit	134,837	134,837
Accumulated depreciation	<u>20,669</u>	<u>13,636</u>
	<u>114,168</u>	<u>121,201</u>
Library Books	<u>600</u>	<u>102</u>
	<u>\$154,027</u>	<u>\$167,048</u>
<u>NOTE 4 - OPERATING LEASES</u>		
Lease Commitments		
• not later than 1 year	4,223	4,223
• later than 1 and not later than 2 years	4,223	4,223
• later than 2 and not later than 5 years	<u>4,575</u>	<u>8,798</u>
	<u>\$13,021</u>	<u>\$14,288</u>

AUDITOR'S REPORT

TO THE MEMBERS OF

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

Scope

We have audited the financial statements of South Australian Dairyfarmers' Association Incorporated for the year ended 31 March 1997 as set out on pages 2 to 6. The financial statements are a special purpose financial report and have been prepared on the basis explained in Note 1 to the accounts. The Associations' Executive Committee is responsible for the preparation and presentation of the financial statements and the information they contain. We have conducted an independent audit of these financial statements in order to express an opinion on them to the Members.

Our audit has been conducted in accordance with Australian auditing standards to provide reasonable assurance as to whether the financial statements are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial statements and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial statements are presented fairly in accordance with the accounting policies described in Note 1 to the accounts.

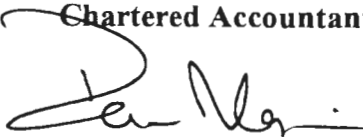
The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion, the financial statements of South Australian Dairyfarmers' Association Incorporated present fairly the state of affairs of the Association as at 31 March 1997 and of the deficit for the year ended on that date in accordance with Australian accounting standards and other mandatory professional reporting requirements that are applicable to the Association as a non-reporting entity.

MANN JUDD

Chartered Accountants



D A MAJOR

Partner

Signed at Adelaide this 29th day of May 1997.

FAMILY TUNA CASSEROLE

1 onion, sliced
1 tablespoon **BUTTER**
1 x 425g can tuna, drained
1 tomato sliced
1 cup grated tasty **CHEESE**
1 can Creamy Chicken and Corn Soup
1/2 cup breadcrumbs

1. Fry onion in **BUTTER** until soft. Layer onion, tuna and tomato in a casserole.
2. Mix half the **CHEESE** with the soup. Pour over the tuna.
3. Mix remaining **CHEESE** with breadcrumbs, sprinkle over tuna. Bake at 180 degreesC for 25-30 minutes, until golden brown. Serve with salad.

Serves 4.

CRISPY CORN CHICKEN BAKE

500g boneless chicken, cubed
1/2 red pepper (capsicum), chopped
1 tablespoon oil
1 can Creamy Chicken & Corn Soup
1/4 cup sour **CREAM**
1 cup grated tasty **CHEESE**
2 cups corn chips

1. Brown chicken and red pepper in hot oil. Add soup and sour **CREAM**, stir until boiling. Pour into a casserole dish, top with **CHEESE** and corn chips.
2. Bake at 180degreesC for 15 minutes. Serve with salad or steamed vegetables.

Serves 4

STEAK & MUSHROOMS With a Cheese Crust

500g cubed blade steak
2 tablespoons oil
2 cups sliced cap mushrooms
1/4 cup red wine
1 can Hearty Beef Soup

Cheese Crust:

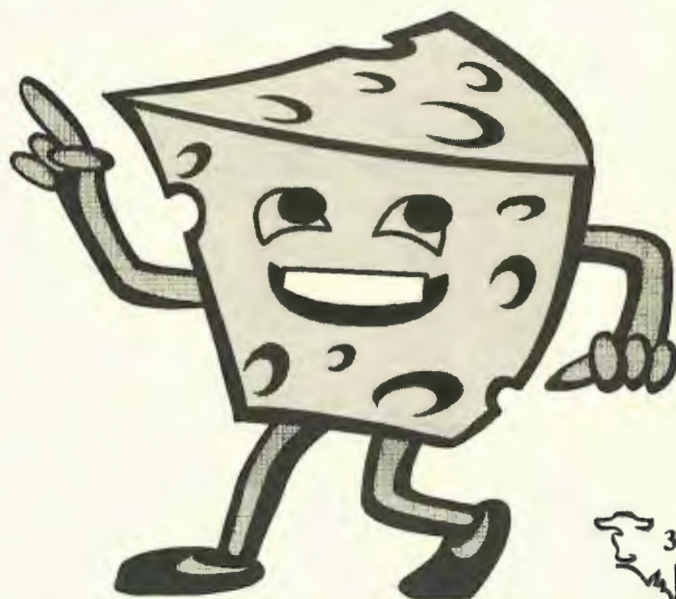
1 tablespoon **BUTTER**
1 cup self-raising flour
1/2 cup grated tasty **CHEESE**
1/3 cup **MILK**

1. Brown steak in hot oil, in batches, and place in a casserole dish.
2. Fry mushrooms gently until soft, add wine and allow to reduce by half. Add soup, mix well and add to casserole dish.
3. Cover and bake at 180degreesC for 40-50 minutes, until meat is tender.

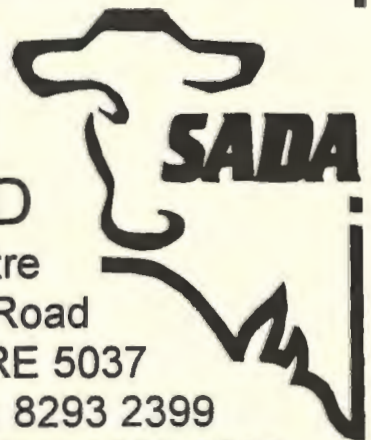
4. Cheese Crust:

Rub **BUTTER** into flour. Stir in half the **CHEESE**, then enough **MILK** to form a soft dough. Pat dough out, cut into pieces and place onto casserole. Sprinkle with remaining **CHEESE** and return to oven for 20-25 minutes. Serve with peas and carrots.

Serves 4.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions - (Employers Chamber of Commerce)
Free Call 1800 088 105
- ◆ Sharefarming Agreements
- ◆ Lobbying
- ◆ Representation on Concerns
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Library (audio and video) & Technical Papers
- ◆ Friendly Stop with parking
(with a convenience!!)



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Incorporated

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Disclaimer

The South Australian Dairyfarmers' Journal is the official organ of the South Australian Dairyfarmers' Association and is produced and published by the Association on a monthly basis.

Opinions and views expressed or implied in the South Australian Dairyfarmers' Journal are not necessarily those of the SADA, and responsibility for the validity or accuracy of any statement, and the content of any advertisement, lies solely with the author or advertiser.

The Editor reserves the right to accept or reject any material or advertisement submitted for publication.

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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NO. 4 JULY 1997

CEO's EDITORIAL

Congratulations to Sue & Tim Thorn of Hope Forest who were winners of the Commonwealth Bank *Ibis Awards* for the Adelaide Hills and Kangaroo Island Region. The Thorns were among the six zone winners to be presented with their awards at the SAFF Conference held on 22-23 July.

Sue & Tim run *Fleurieu Jerseys*, a 107 hectare operation of 90 cows. In 1996 the herd of 83 cows averaged 6860 litres and some 600 kg of fat & protein. Judges of the *Ibis Awards* found that the Thorns have successfully combined high productivity with protection and management of native vegetation.

After the presentation a somewhat roguish Rob Brokenshire (Member for Mawson - the Thorn's local member, fellow Jersey breeder and SADA member) was quick to point out the 'real reason' for the Thorn's success: Jerseys are far kinder to the environment than '...those other cows...' Too many late night sittings in Parliament, or, is it just a natural Jersey bias Rob.

Congratulations also must go to the Lillecrapp family of 'Todmorden' in the Far North West who were judged as State

winners of the *Ibis Award*.

An open invitation to the SAFF Conference allowed me to catch up with a number of people and importantly to update on a number of rural issues. While farmer organisations can tackle almost any issue, sadly, they cannot control or influence the weather.

The lack of good seasonal rains continue to cast an ever increasing shadow over much of the landscape. The season does not look to be easy.

For the Dairy Industry, farmers understand this all too well. Processors must be made to understand the position equally. Lack of good rains, lack of water (it is not a drought at this

(Continued on page 2)



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(Continued from page 1)

point) has a dramatic impact on cost of production and production itself.

Opening Prices for manufacturing milk have come through - albeit very slowly! With all due respect to the processors surely these prices can be announced in a more timely manner. Whether they be good, bad or indifferent dairy farmers rely on Opening Prices to set their operating plans for the year.

It becomes difficult to plan if the key element - Opening Prices, are not announced prior to the new season opening. Dairy farmers run a business which like any other needs to set budgets and plan for future operations. They deserve Opening Prices in a timely manner - it is common business sense, if nothing else.

SADA has taken the pragmatic decision to 'open the batting' on the deregulation debate in this State. Farmers need to understand all aspects of the debate. As such the Association will be seeking view points from all sectors of the Industry; processors, politicians, dairy farmers as contributions to the debate. New South Wales and Queensland are currently reviewing the legislation in their States which underpins regulation governing the Industry. SA will be required to do the same in 1998, as will Tasmania and Victoria.

This approach will enable dairy farmers to be well informed in what will be a very complex and difficult decision making period.

Editor

Dairy Product Safety Well Managed

Recent announcements of the recall of food products containing contaminated sesame seeds included advice that the contamination from this source was first detected as a result of the excellent testing and monitoring systems operated by the Victorian dairy industry.

Commenting on these developments, the Chief Executive Officer of the Victorian Dairy Industry Authority, Mr David Loutit said, 'we first became aware of chemical residues as part of our standard milk residue testing program'.

The Victorian dairy industry undertakes regular testing of milk products for chemical residues and has been doing so for nine years. These tests consistently show no residue problems. Recently these tests revealed the presence of organochlorine residues in milk from seven Gippsland dairy farms.

"As soon as these levels were detected the appropriate Government authorities were notified and a management program between the VDIA, the Department of Natural Resources & Environment and the factory concerned, was commenced. All milk from these farms was stored and then processed separately from all other milk. The powdered product from this milk was tested and has been stored awaiting the finalisation of this program".

After implementing safe procedures for handling of this milk, extensive testing on farm revealed that the source of the contamination was animal feed containing sesame seeds.

In concluding Mr Loutit said, "we can assure the public that contaminated milk from these farms will not be used to produce dairy products for human consumption. The animal feed is no longer being used and therefore there is no risk to human health".

For further information please contact Mr David Loutit of the Victorian Dairy Industry Authority. (Bus). Tel. 039 426 1600 (Mobile) 0419 382 742 (Home) 9700 2972





HAVE YOU HEARD ABOUT DAIRYPOL? THE INSURANCE PLAN DESIGNED BY DAIRY FARMERS FOR DAIRY FARMERS.

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Farmers encouraged to put livestock in Head-Lock

A NEW Head-Lock designed by Rural Pacific Marketing offers livestock owners and breeders the ultimate in safety, restraint and ease of application for a variety of uses.

The RPM Head-Lock features a robust pipe construction to eliminate bruising, is designed to easily bolt on to existing RPM Head Bails and can be adapted to fit on to other head bails.

The unique scissor action arms restricts the up and down movement of the animal's head, improving safety for livestock farmers.

One of the major features is a quick release ratchet that does not jam, allowing the operator to free any livestock that burrow down.

The specially designed RPM Head-Lock adjusts to any size head or height to ensure the animal is properly restrained during maintenance procedures.

Judge said some of the procedures that need to be performed on livestock, such as dehorning and ear tagging, can cause the animal to stress and their violent reactions can often result in injury to either the animal or the person performing the procedure.

"The RPM Head-Lock helps eliminate this risk with its unique scissor-action bars which hold the animal's head in place on top and under the animal's neck, limiting their head movement.

"We are aware of the importance of strong, hardwearing equipment that must also be efficient and safety conscious. The RPM Head-Lock is designed to be easily operated by one person and is fully adjustable to suit different sized animals, Judge said.

RPM opening back doors for rural industry

RURAL Pacific Marketing has designed a new durable Rear Door for cattle crushes to make working with livestock more efficient and safer.

The major feature of the new Rear Door is a unique two piece design which allows the door to open from the middle to each side rather than working from one side to the other.

The door system is both quiet and positive in its action, taking around half the time to open and close compared to existing one piece models.

An added safety feature is the automatic trip lock action which ensures the door cannot be opened from behind meaning extra safety for operators.

RPM general manager, Mr Bob Judge, said the new Rear Door offered livestock farmers and breeders a faster, safer and more efficient option to existing styles in cattle crushes.

"This factor together with the automatic trip lock, is very important when you are performing delicate procedures."

Polywheels, one of the most popular RPM accessories are featured on the new Rear Door. Made of UV stabilised polyurethane, these long-life wheels are self-lubricating and sun resistant to ensure the fast and smooth action of the door.

The Rear Door can also be fitted with an operation lever to open it from the front of the cattle crush.

For further information contact:
Bob Judge
General Manager
Rural Pacific Marketing
Ph: 07 3344 6222

Dairy device keeps close watch on milk

There is nothing quite like entering the milking shed in the morning to find the vat refrigeration broken down and the milk hot and fit only for dumping.

Nightmares such as this will be avoidable with the world's first dairy monitor to be launched next month. The monitor, an electronic measuring device that keeps tabs on temperatures, milk lines, flows and volumes in sheds, will sound an alarm if things go away. It has been tested on farms in Gippsland.

"It's something completely different," said Michael Thorley of manufacturer Milkaware.

"Traditionally, farmers have had to buy four or five different thermometers, gauges and measuring devices to keep a check on dairy shed functions.

"Alternatively, they may forget or not have the time to double check things.

"This covers all those and sounds an alarm in the event of a breakdown."

Mr Thorley said if milk wasn't refrigerated to 4 deg. within two hours or if parts of the milking machine were not working, an alarm sounded.

He said the device could offer reassurance in sheds operated by less experienced personnel and was particularly helpful in larger herds.

It is expected to retail at \$1700-\$1900.

Source Weekly Times 9/7/97





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by far....**

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with
the
animals**

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If your animals could talk, they'd probably ask you to call IAMA.



IAMA

IAMA Dairy

DEREGULATION

Introduction

By the year 2000, under the National Competition Principles Agreement, the SA Government is committed to undertake a review of all State legislation which restricts competition. To fulfil its obligation the SA Dairy Industry Act 1992 is to be reviewed by the Government in 1998.

The decision to review legislation has come about due to a series of agreements signed in April 1995, by the Council of Australian Governments (COAG). COAG consists of all State & Territory governments and the Federal government. In entering these agreements the States undertook to review all legislation which could impact on competition principles. In return the States would benefit in grants totaling \$12.5 billion dollars (in 1994-95 dollars) paid by the Federal government over a period of nine years from 1997-98.

The COAG agreements were put in place to achieve microeconomic reforms in the Australian economy based on a blue print provided by Professor Fred Hilmer (The Hilmer Report). The reforms are seen as necessary to increase productivity, economic efficiency and competitiveness both in the domestic and world markets - national competition policy.

In essence national competition policy is about removing legislation and regulation which may restrict competition, unless it can be shown that the community benefit outweighs the cost of that legislation and regulation. In very simple terms national competition policy is about 'deregulation'.

Dairy Industry - Implications

The implications for the Dairy Industry have been well summarised by Mr Rowley, President of the ADFP and Chairman of the ADIC. In the Council's 1996 Annual Report Mr Rowley reported:

'The national competition policy review will be a critical issue. Without some regulation will farmers retain sufficient bargaining power to gain a fair share of industry revenue? While there has been significant rationalisation in the milk processing sector over recent years there remains the question of whether processors, in a deregulated market, could balance the power of the supermarkets or would they put downward pressure on producer prices. The industry will need to show significant common purpose to demonstrate public benefit if it is to leave this question

untested and maintain the farmgate price for market milk.'

The ADFP's position was further detailed by Mr John McQueen, CEO ADFP in the ADIC Annual Report 1996. In part John McQueen reported that the ADFP's policy position on the retention of the farm gate price for liquid milk and an equity of supply arrangements had been debated widely and had received strong support from all sectors of the industry.

Without some regulation will farmers retain sufficient bargaining power to gain a fair share of industry revenue?

ADFP had taken a leading role in developing a national approach to the review of marketing arrangements for liquid milk in each State. ADFP will provide assistance to all States to argue the merits of retaining regulation which will ensure the farm gate price and equity of access arrangements in each State, in order to balance the market power of 14,000 dairy farmers against three major milk processors and four major supermarket retailers.

In SA the review will concentrate on the legislation which underpins regulation in this State - that is the Dairy Industry Act 1992. This legislation enables dairy farmers to apply for an adjustment in market milk rates twice a year. Government sets this rate as farmgate price. Post farmgate is deregulated with processors and retailers setting prices. The Dairy Authority of South Australia is the body which administers this key element of regulation. The Act also underpins the Equalisation Agreement administered by SAMMEC. Equalisation ensures the equitable distribution of the State's white milk market (currently around 26%) which provides some 40% of a dairy farmer's income.

The industry will need to show significant common purpose to demonstrate public benefit if it is to leave this question untested and maintain the farmgate price for market milk

Deregulation at Home and Abroad The New Zealand & UK Milk Examples

There are a number of examples of deregulation both in Australia and abroad from which lessons need to be learned. Two in particular are deregulation of drinking milk markets in NZ and the UK.

In the mid 1980's New Zealand government officials argued that regulation at farmgate and retail was maintaining an artificially inflated price for milk to consumers, and that farmers were receiving a consumer transfer which was not justified. They argued that without regulation the price to the consumer would drop.

Deregulation of the New Zealand Town Milk Industry began in September 1987 with the removal of the regulated farmgate price and regulated drinking milk price. From April 1993 the regulations on the processor

DEREGULATION (Contd)

sector were removed.

Prior to deregulation in 1987, the consumer price for milk was 85 cents per litre (one litre carton). Within 6 months the consumer price had risen to between 90 cents and \$1 per litre depending on licensed districts. Within a further 12 months the consumer price had risen to between \$1.10 & \$1.20 per litre. Part of this rise was due to the introduction of a 10% GST. Within a further 12 months (April 1990) the consumer price had risen again to \$1.20 to 1.30 per litre.

Therefore, within about two and a half years of deregulation, the consumer price had risen by between 71% and 85% based on the weighted average price, or between 41% and 53% based on the litre price.

The ADFF conducted an analysis of the price of drinking milk in New Zealand based on the number of minutes a consumer needed to work in order to purchase a litre of milk. There was an almost 30% rise in the real cost of drinking milk to the consumer between 1987 and 1989. Even after eight years of deregulation this figure is 15% more than prior to deregulation.

Farmgate price, paid to farmers in most cases remained the same or dropped. The prices were not uniform, differing from company to company. Therefore, it was not the farmgate price which contributed to any increase in the consumer price.

In the UK, a similar story emerges. According to UK dairy industry consultant Mike Bessey, as reported in the Ontario Milk Producer (Canada), the deregulation of the industry two years ago has seen '*...chaos, restructuring and rationalisation...*'

Initially, paranoia and panic among processors pushed up milk prices after the milk boards disappeared. Now, with just eight buyers controlling 80% of the market, returns to dairy farmers have dropped.

Dairy farmers were jittery about losing the stability the boards (regulation) offered them. Legislation abolishing the boards allowed farmer co-ops to be formed to sell milk on behalf of farmers. Some 70% of farmers joined the Milk Marque Co-op (England & Wales), 20% of farmers signed contracts with processors and 10% formed mini-coops.

As the boards were about to be abolished in 1994, processors panicked. To ensure milk supplies prices were bidden up 15 to 20% overnight. Overall the following year farm gate prices were up 12%; but, prices fell about 15% in 1996 and were expected to

fall further in 1997.

Having gotten over their initial nervousness, processors are now bidding lower for Milk Marque contracts. Bessey reports that farmers are concerned about falling prices and loss of stability and there is little new investment in plants.

SA - Chicken Meat

Closer to home the comments of Mr Terry Daniell, Chairman, Chicken Meat Section of SAFF should be noted. In the SAFF Annual Report 1997, Mr Daniell reports that '*... the (SA)State Government has been absolutely determined to deregulate the industry...*'

His concluding remarks note the disappointment that the Government is to '*... hell bent ...*' on repealing the SA Poultry Meat Industry Act which has provided a framework for industry negotiation up till now. The repeal has caused uncertainty and put at risk many members' livelihoods.

The Victorian Dairy Industry Situation

The situation in the Victorian Dairy Industry is key to that in Australia. Victoria holds 62% of the milk production in Australia, as opposed to 12.8% in NSW, 8.6% in Queensland and 6% in South Australia.

A number of organisations have already begun to formulate their position in Victoria. The Victorian Dairy Industry Authority (VDIA) commissioned an extensive study, 'The Future Structure and Operation of the Australian Dairy Industry The year 2000 and Beyond - a Victorian Perspective' in 1996. The VDIA commissioned report clearly highlighted the Industry's view that regulation of the market milk price would be discontinued.

The United Dairyfarmers of Victoria (UDV) has also put forward its views. Acting UDV President, Geoff Gardner recently stated:

'At this stage the UDV does not have a position on whether State regulation that sets the farmgate market milk price or the Federal Marketing arrangements that support the domestic price of dairy products above the export price, should continue.'

'The UDV will be consulting with the dairy factories about their views expressed over recent months that deregulation will deliver benefits to their commercial operations.'

'It will be in the interests of the UDV and the manufacturers to develop a position which is best for

The VDIA commissioned report clearly highlighted the Industry's view that regulation of the market milk price would be discontinued

DEREGULATION (Contd)

Victorian dairy farmers who are the stake holders in the industry.'

A number of factories in Victoria have also put forward the notion of deregulation being in the interests of the Industry (and their own farmers).

Due to the influence, nature and size of the Victorian Industry (almost two thirds of Australia and over ten times the size of SA) what happens in Victoria will be critical to the outcome in SA.

SADA's Role

The deregulation debate is complex and will require a great deal of skill and considerable resources to negotiate through. It is too important an issue to allow only one side of the argument to hold sway.

SADA has taken its responsibility to inform members as a highest of priorities. Equally, it encourages members (all dairy farmers) to come forward, whether through the Journal, SADA meetings, discussion groups and the like to debate the issue.

Further articles on deregulation will be a feature of this Journal in the coming months. SADA will attempt to put a balanced and objective view to the debate. Contributions from Industry and other groups are welcomed.

Editor

Editor



SADA DIRECTORY

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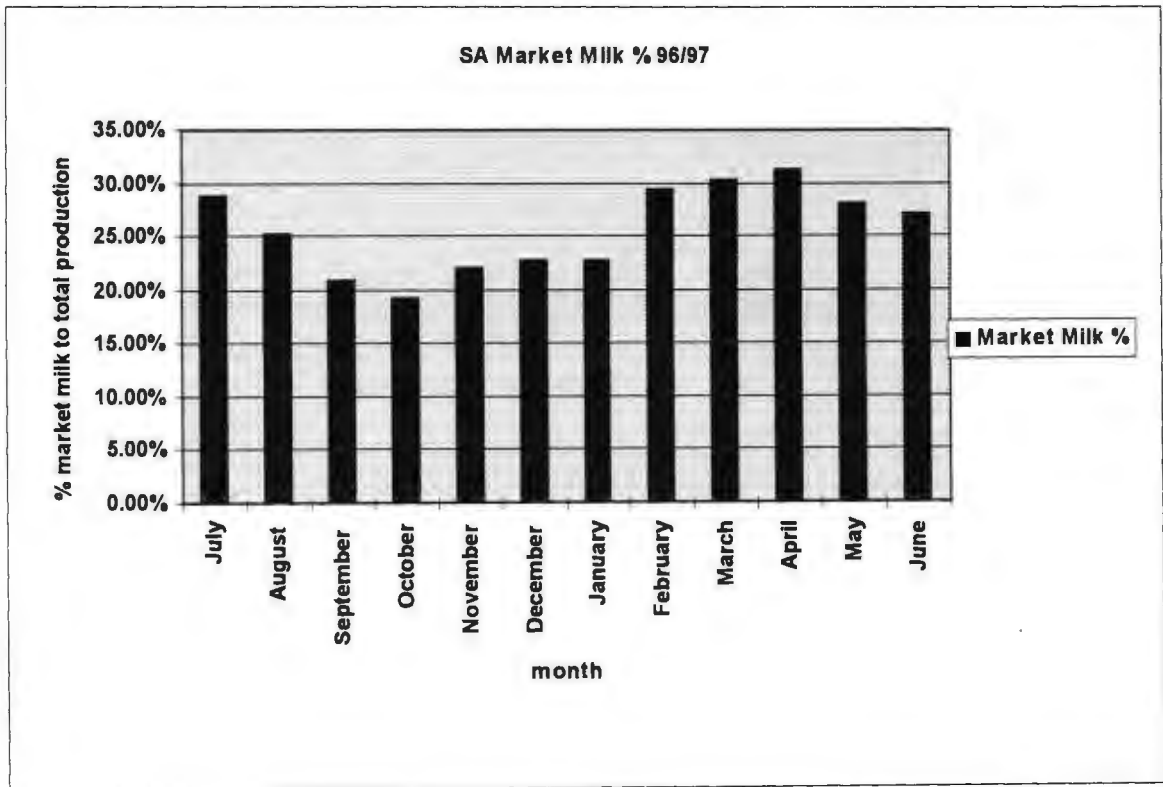
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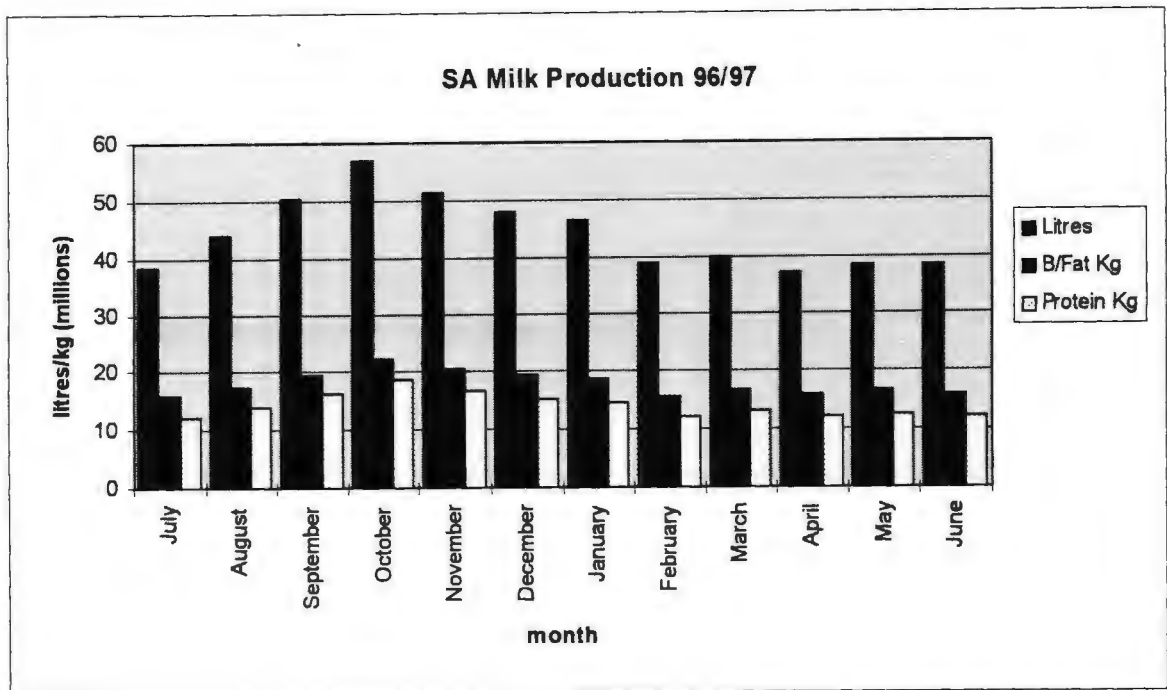
IF YOU ARE INTERESTED IN REGISTERING YOUR SERVICE OR KNOW OF OTHERS WHO MAY BE ABLE TO PROVIDE THE SERVICE PLEASE CONTACT THE OFFICE.

tele (08) 8293 2399 fax (08) 8293 8886

MILK PRODUCTION AND PRICES



The information on these graphs is sourced from monthly figures provided to the Association by the Secretary of SAMMEC. They provide accurate data on the State's production pattern.



MILK PRODUCTION AND PRICES (Contd)

South Australia's milk production has increased in the 1996/97 season from 512 million litres to 528.3 million litres, an increase of over 3%. Average butterfat was 4.06% and protein 3.2%. Market milk percentage stood at an average of 25.7% with a monthly high of 31.1% in April and a low of 19.4 in October.

There are now 769 licensed dairy farmers in SA (DASA figures). The average production for a dairy farmer is 687,000 litres of milk with 27,839 kg butterfat (4.06%) and 22,012 kg protein (3.2%).

Dear Members,

SADA will continue to publish its price comparison throughout the year. However, some assistance from dairy farmers is required to form and run a 'reference' group to make sure the comparisons are valid.

I am looking for about 10 farmers (two from each company) who are willing to supply me with their production statistics on an ongoing basis to act as the reference group. A fax at your end (while not essential) would be handy. If you can help please contact me at the Office.

Of course all information will be treated in the strictest of confidence.

*Regards,
Chris*



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SADA DISTRICT EXECUTIVE MEETINGS - A SUCCESSFUL IDEA

The SADA Executive has been conducting a range of meetings with Branch Committees at District level. Each meeting has involved the SADA Executive (President Frank Beauchamp: Vice Presidents John Nietschke & Lyndon Cleggett and Treasurer Bronte Wilson) and members of the various Branch Committees.

The idea of the meetings is to get more *grass roots* input into the Association's policies and decision making. With four out of five District meetings held to date all the people involved have been impressed. The flow of information up, down and across has been excellent.

While there has been a set agenda the discussions have not been restricted in any way. In fact, there has been quite lively debate and discussion on a range of topics. People have spoken their minds openly and honestly.

A number of key innovative ideas and suggestions have resulted. It is planned to broaden the process by holding open District meetings in the future. In this way dairy farmer Members will be able to have greater direct contact and access to their dairy farmer leaders.

The meetings to date have covered such topics as:

- the recent changes to the SAMMEC Agreement and the value that dairy farmers place on

continuation of Equalisation

- Deregulation - what is happening interstate and what is about to happen in SA
- the future of Flaxley Research Centre
- SADA - its direction in best representing members
- Infrastructure for sustained dairy farming - water and electricity supply
- Opening prices and SADA's Cost of Production survey

Some of the issues discussed have been difficult. For example, the question of Equalisation will always get comments across the regions in the State. SADA has taken the view that it is important to allow Members to express their view. At the same time it is important to focus on upcoming issues which will have an even greater impact on farmers.

If you have an opinion on any of the above issues (or indeed anything else within the Industry) Members are urged to express that opinion. Talk to your local Branch Committee or Central Council delegate or contact the Office direct.

Thanks to the Branches for their organising and input into this round of meetings, in particular those who coordinated venues etc.

The Dairy First project is now concluded. The 10 month field trial of the prototype Dairy First on-farm quality assurance program on 78 pilot farms in Victoria and South Australia was completed in May.

The Final Report on the project has been submitted to the Department of Industry, Science and Technology, which provided funding for the project.

RESULTS OF THE FIELD TRIAL

Impact of the *Dairy First* Program on pilot farms was measured in several ways. Where appropriate, results for the 7 regional groups of pilot farms were compared with those for matched groups of non-participating farms both from within the same company and from other companies in the region.

Attitude survey. The second round of the farmer attitude survey was conducted in April 1997, with 133 of the farmers who participated in the 1996 survey responding. Movement in attitude of pilot farmers towards quality management during the period of the field trial was compared with that of the control farmers.

The results of the survey clearly indicated a positive impact of the *Dairy First* Program on farmers in the pilot groups in terms of their attitudes, reported behaviour and underlying values.

While the survey results also suggested movement in some of the reported behaviours and attitudes of farmers in the matching control groups towards practices consistent with quality management, this 'halo' effect did not extend to the underlying values of the control farmers.

The results of the survey suggested that the *Dairy First* Program would be successful in modifying behaviour of dairy farmers and that it would have a good chance of widespread adoption under commercial conditions.

Herd size was generally not a significant factor in

determining responses to the 1997 attitude survey.

Exit questionnaire. An exit questionnaire was completed by 53 of the pilot farmers during the final on-farm audit of the field trial. Information collected via the questionnaire confirmed the results of the attitude survey. For example:

- 96% of the pilot farmers indicated that they would be continuing voluntarily, with at least some aspect of the Program when the trial ended;
- 75% had introduced management changes as a result of their involvement in the Program; and
- 77% were now more confident in their ability to produce a safe, quality product.

Greater awareness of the significant quality issues, a better understanding of the quality assurance concept and an increased focus on the whole farm operation were the most frequently nominated benefits from the Program.

Maintaining the prototype *Dairy First* Program required no extra time on 17% of the pilot farms, 10-30 minutes per week on 43% of the farms, 45-60 minutes per week on 15% of the farms and 1.5-3 hours per week on 25% of the farms.

Time inputs, however, could be expected to be less with the revised record forms in the generic manuals, and with the use of more streamlined methods of record keeping, such as purpose-designed diaries.

Audit scores. Statistical analysis of the on-farm audit data clearly indicated a positive impact of the *Dairy First* Program on the management practices used on the pilot farms. For example:

- of the 76 pilot farms included in the final data set, 96.1% showed an improvement in audit scores (which are a measure of the extent to which the management practices specified in the *Dairy First* Farm Operations Manual have been implemented) during the course of the field trial;
- each of the 7 pilot groups showed a statistically significant improvement in overall audit scores during the field trial; and
- significant improvement in audit scores for the

DAIRY FIRST NEWS (CONTD)

individual operational areas within each of the 7 pilot groups was evident in 70% of cases.

Milk quality. It was not anticipated that improvement in the quality of milk from the pilot farms would be evident during the field trial. However, statistically significant improvement in thermoduric counts did in fact occur with 3 of the 6 pilot groups for which test data were available.

Significant improvement in bulk milk cell counts (BMCC) was also demonstrated in several of the 7 pilot groups, though the results were not as definitive as for the thermoduric counts.

Conclusions. It was concluded that, overall, the field trial of the *Dairy First* Program had a very successful outcome. This outcome was achieved despite many of the pilot farmers experiencing some quite difficult climatic and economic conditions during the period of the field trial.

QUALITY OF FARM INPUTS

Checks were made on the quality of some of the inputs to the milk production system on the pilot farms during the field trial. For example, it was found that:

- bacteriological quality of water used in the dairy shed was in need of improvement on some farms to reduce the risks to milk quality. Chemical quality of shed water was also marginal for cleaning purposes in a few cases; and
- incidence of Salmonella in stock water was low.

A need for farmers to be better informed about the quality of inputs brought onto the farm was also identified, e.g. documentation on chemical treatments applied to stockfeed prior to purchase would help farmers decide if the stockfeed represented a food safety hazard. To assist farmers in this regard, two Commodity

Supplier Declarations Forms have been included in the *Dairy First* Manuals.

The NACMA (National Agricultural Commodities Marketing Association) Commodity Supplier Declaration Form is to be completed by the grower of the stockfeed. This form, which was recently approved by the Grains Council of Australia, is intended for use throughout the stockfeed industry.

The NACMA form is complemented by the *Dairy First* Commodity Supplier Declaration Form, which is to be completed by stockfeed millers, grain merchants and other intermediaries in the stock feed supply chain.

Further inquiries related to the future management of the Dairy First Program should be directed to John Craven at the DRDC, PO Box 8000, Glen Iris 3146, or on telephone (03) 9889 0577.

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CATTLE COMPENSATION REPORT

CATTLE COMPENSATION REPORT - By Cathy Harvey

The following is a report from the latest Cattle Compensation Committee meeting in May 1997.

The Cattle Compensation Fund has a minimum limit that must remain in the fund to cope with unforeseen outbreaks. In the present economic climate of low interest rates the fund is just sustaining this level while meeting the commitments it had made to ongoing projects. The committee has decided to not reopen the fund for new project funding.

The Cattle Compensation Act is also going to be rolled into a Livestock Act soon. At present the Stamp Duty collected at slaughter is deemed at tax and will have to be changed. Funding for animal projects will be reviewed under the Act. This means that there very well may cease to be a Cattle Compensation Fund and committee.

There are 8 continuing projects for 1997/98, all of which have relevance to the Dairy Industry. I will briefly summarise these for you. If anyone would like more detail I would be happy to discuss this with them.

1. News of Cattle Compensation Fund Projects: - This project endures a journalist who writes up these projects in farmer friendly language and disseminates them through many papers. This is done to ensure maximum exposure of projects to farmers.

2. High rainfall Mixed pastures: - This project aims to provide the cattle industry with information on the comparative seasonal production and persistence of pasture cultivars under commercial grazing regimes in S.A. high rainfall areas. This project is in its last year, a departmental technical report should be produced soon. The

committee has requested that some field extension days be run by the end of Spring in the appropriate areas.

3. Control of Johne's Disease in known infected Herds: - This has been a long complex programme with changing aims. The first aim - to attempt to eradicate Johne's Disease in known infected herds is still continuing. There is a limit to fund only up to 5 new herds this year. The disease is not easily eradicated once in the herd though the incidence has been reduced. Jack van Wick has comprehensive results from the herds so far. The results from his studies confirm that the faecal culture test is more sensitive than the blood ELISA test and will detect a greater number of infected animals because it usually detects animals prior to their development of detectable antibodies. Both blood and faecal test should be conducted to confirm that a herd is infected and also confirm that the disease has been eradicated from a herd.

A new aim was to obtain funding to subsidise the lab tests in the N.J.F.M.A.P. The committee would like to see the N.J.D.M.A.P. marketed rigorously. Up to this time only one herd had joined. Surely most studs should be looking to sell cattle with an assured - ve status.

4. The EBL Bulk Milk Survey: - This project commenced in 1994. All dairies in the state have had 11 bulk milk tests. Of these 90.7% are - ve, no new herds have been detected in the last four rounds. This is pleasing, but the level of infection in the herd must be above a certain % (5 I think) to register on the bulk milk test. The committee has agreed to fund the monitoring for another twelve months, but would then like to see SADA and Industry fund its own monitoring system. Funding will continue to help eradication in known infected herds.

5. Sustainable release of

VitBiz: - This project is in its final year. Geoff Judson and Mr. Chen have screened new Bizesters which are promising. They are now searching for a vehicle to provide a prolonged sustained release of the Biz.

6. Mineral Supplements for Dairy Cows: - This project is almost complete and the results of this will be written up soon and extension to increase farmer awareness of the economic benefits of selective supplements of minerals and vitamins for increased milk production will be undertaken, particularly in the Lower Murray Lands region, (where the project was run). Information from this project will be relevant to dairy farmers in other regions of the state who supplementarily feed their cows.

7. HGP Programme: - This project funding is to cover the costs associated with the conduct of the National HGP Control System. PISA does not have the capacity to directly cover the costs of the programme where the primary beneficiaries are cattle producers who receive a premium for HGP free cattle destined for the EC market. Without continued industry funding the programme in SA will discontinue and in such circumstances, AQIS may withdraw export licenses of SA abattoirs.

8. NJDMAP Training: - This project supports a training programme for the rural veterinary practitioners that will be involved in the NJDMAP. Rural vets must be "accredited" to participate and help their clients participate in the NJDMAP.

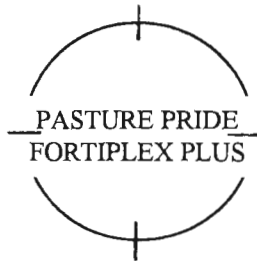
The above is a summary (brief) of continuing projects being funded.

Cathy Harvey.

Many thanks to Cathy Harvey who continues to represent SADA at Cattle Compensation Committee. The time and effort that Cathy put into this on behalf of all dairy farmers is most appreciated.

Editor

TOP GUNS IN CALF REARING

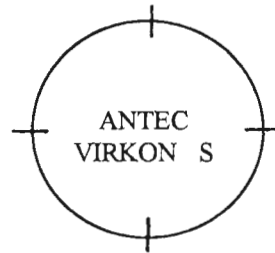


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Australian farm structure changing

Australian farms are becoming larger and fewer, a new report by the Australian Bureau of Agricultural and Resource Economics (ABARE) has shown.

The latest edition of ABARE's "Current Issues" released last month compares the changes in numbers and sizes of broadacre, dairy and horticulture farms over the past ten years.

Most of the structural change in the rural sector during this time has occurred gradually in response to market pressures and opportunities, rather than purely as a result of catastrophic events such as drought, the report concludes.

Farm numbers have been declining gradually at the rate of just over 1 per cent a year for the last decade, due mainly to the amalgamation of farms and increasing farm sizes.

While there has been relatively little change in the real Gross Value of Production (GVP) for the major rural commodities, the change in farm numbers and size varies between regions and industries.

The report defines farm entry into agriculture as occurring when part of an original farm is sold to a new owner with no farming the adjacent or nearby Statistical Local Area, so that one farm becomes two separate entities.

A farm is removed when it amalgamates with a farm in the same area or farming activity no longer takes place on that property. If a farm is sold as a whole to a new owner, no change in farm units is recorded for the purpose of this study.

In terms of regional changes, Central-North NSW, Coastal NSW and parts of western Victoria have experienced the greatest rate of decline in farm numbers (of between 2 and 2.5 per cent per annum) over the last decade.

In contrast, farm numbers have increased in the outskirts of Darwin and the East Kimberley-Wyndham Ord River Scheme region of Western Australia.

The probability of a farm being lost to agriculture decreases as the farm size increases, but this too depends on the industry it is engaged in, according to Dr Ray Lindsay of ABARE's Agriculture Branch.

"Dairy farm numbers have decreased the most," he said.

"This has arisen both from smaller dairy farms

leaving the industry and from the remaining dairy farms becoming larger.

"Size appears to particularly influence the success of horticulture farms. The proportion of farms which leave the industry in the first three years of operation almost halves as the farms become larger.

"The total number of horticultural farms has hardly changed in 10 years. Yet they have a higher rate of both entry and exit than broadacre and dairy farms.

"The reason appears to be a shift in geographic location of the industry, with decreases in one area offset by an increase in farm numbers in another area."

The study also looks at the likelihood of farms changing size over a four year period, and found that for all industries studied, farms that become larger stay larger and farms that get smaller tend to stay smaller.

ABARE's Acting Executive Director, Dr Stephen Beare said studies such as these will give a clearer picture of the nature of structural adjustment in the rural sector.

This better understanding is useful in determining the future shape of the rural community and will help service providers ascertain the infrastructure needs of that community.

Contacts: Dr. Ray Lindsay (06) 272 2215
Sharon Palmer (06) 272 2257

Farmers - the new generation

New entrants to farming are generally better educated than long established farmers, according to a recent Australian Bureau of Agricultural and Resource Economics (ABARE), report.

This could have implications for the innovativeness of farmers.

'Farmers - The new generation' is one of the articles in the recent Australian Farm Surveys Report 1997.

In this article, ABARE researchers Jayne Garnaut and Hazel Lim-Applegate, classified farmers participating in ABARE's 1995-96 broadacre survey into two broad categories: 'recent entrants' and 'long established'. Farmers fell into one of the two categories, depending on when they first commenced farming.

Recent entrants were defined as those who acquired their first farm property assets in the 10 year period from June 1986 to June 1996, while long established farmers were

defined as those who had acquired their first farm property assets before 30 June 1986.

The researchers found most farmers surveyed came from farming backgrounds, with most of their childhood and adult years spent on farms.

"Long established farmers reported spending, on average, 12 of their first 15 years and a further 35 out of the next 40 years on a farm," they said.

"Recent entrants also reported substantial farming backgrounds, spending an average of 10 of their first 15 years and a further 19 out of the next 27 years on a farm. This left them with eight years in education and employment in non-farm activities after the age of 15.

"This greater period spent by recent entrants in education and employment in non-farm activities may possibly have implications for the innovativeness of farmers.

"For example, Dr Richard Stayner (Rural Development Centre - University of New England) found in recent case studies of Australian farmers that entrants from other careers were more open to innovation and to seeking objective advice than farmers with a background only in farming."

In terms of their means of entry to farming, the researchers found nearly half of the farmers who first purchased farm assets after 1986 had previously been a member of a farm business, obtaining a share of the farm business profits but not owning any of the assets.

"The majority of recent entrants relied mainly on bank loans and their own savings to acquire farm business assets, with 36 per cent using commercial borrowing's and 34 per cent their own funds," they said.

"Only 16 per cent of recent entrants acquired their first assets primarily through inheritance."

The researchers also found nearly all farms surveyed were owned and operated by people related to each other by birth or marriage.

"More than 60 per cent of long established farms were owned and operated by the person surveyed - generally the individual holding the main management position on the farm - and their spouse," they said.

"The percentage of farms owned and operated solely by the person surveyed and their spouse was substantially higher for new entrants, at over 80 per cent."

The researchers said the greater concentration of ownership and management of recently entered farms could be related to the age difference between the two groups, with recent entrants being younger and less likely to have independent children to share the ownership and management of the farm.

"Very few recent entrants operated their farm in conjunction with independent children, compared with an estimated 11 per cent of long established farmers," they said.

Finally, the researchers found that while total hours worked in a week were similar for both categories, farmers in the recent entrants group averaged six hours a week more in off-farm employment than those in the long established group.

Strategic plan for pasture seeds

The Australian pasture seeds industry has ensured it's long term growth through the launch of the Five-Year Strategic Plan for Pasture Seeds Research and Development.

"The program addresses key industry issues, including enhancing export opportunities, improving industry productivity and improving both communication within the industry and the availability of technical information," the Research Manager for the new program, Mr Peter Peterson said.

"Although a relatively small industry, pasture seeds make up a vital component of Australia's livestock and pastoral enterprises. There is also scope for significant expansion by this industry into the international market.

"The certified seeds for clover, serradella, medics and lucerne are currently levied to raise nearly \$100,000 annually for pasture seeds Research and Development (R&D). This is matched by Commonwealth funding, which means there is around \$200,000 available for the program."

The Rural Industries Research and Development Corporation (RIRDC) manages the pasture seeds program on behalf of the industry and the Commonwealth Government.

"Another area of interest is the proposed establishment of a National Seeds Research Centre which will also provide an opportunity to address the environmental issues effecting the pasture seeds industry," Mr Peterson said.

"Those pasture seeds which are currently levied are naturally the primary focus of the five year plan,

although legislation provides for certified seed of other pasture species and cultivars to be added to the program.

"The industry has indicated its support for a levy to be placed on sub-tropical pasture species produced in Australia to allow these species to be included in the research program.

"There is also scope for perennial grasses such as phalaris, cocksfoot, tall fescue and ryegrass to be levied to guarantee research projects being conducted on these species, especially as they can be grown for seed in all States."

A main focus of the program is export expansion, as Australia is currently a relatively minor player in the international market. By being located in the southern hemisphere, Australia has the opportunity to export to countries in the northern hemisphere in their off-

season.

"However, the export market is very volatile so the program aims to bring production up to international standards and use market research and extensive product promotion to develop high-quality Australian seed which is recognised world-wide," Mr Peterson said.

"Performance indicators will be used to ensure the objectives in the plan are met, and identify areas of possible expansion of the program if crops such as herbs and spices are levied.

"If these objectives are met, it will enable the overall industry vision of a profitable and sustainable industry based on a reputation for the reliable supply of pasture seeds to be achieved."

Contact: Mr Peter Peterson (06) 272 6530

DAIRY INDUSTRY LEADER STEPS DOWN

Terry O'Callaghan, highly respected chief executive officer of the United Dairyfarmers of Victoria (UDV), has retired after almost 18 years of service.

Mr O'Callaghan is well known to Victorian dairyfarmers and dairyfarmers around Australia and overseas through his tireless promotion of the interests of dairyfarmers and his dedicated service to the dairy industry.

Acting UDV president, Geoff Gardiner, said many of the benefits which dairyfarmers now took for granted were the direct result of Mr O'Callaghan's initiatives and advocacy since he joined the UDV as administrative director in September 1979.

"Terry has always fought for a better deal for dairyfarmers and their families," Mr Gardiner said, "But dairyfarmers are not the only ones who are enjoying the fruits of Terry's labours. The economic flow-on to the whole community from today's modern and progressive Victorian dairy industry is the greatest testimony to Terry's work.

"He has foresight, not as a result of guess work, but as an outcome of his analytical skill, sharp intellect and boundless energy. The UDV has never been a static organisation; we have to keep one step ahead of the changes taking place in the industry and community to achieve our goals and Terry has been both a leader and supporter of change.

"We all reach that stage of life when we have to make the difficult decision to move out of the work force and Terry has decided that the time has come to spend more time with his wife and extended family. Everyone in the UDV executive and membership will miss Terry's wit, charm and courteous contribution to the affairs of our industry but we wish him well in this new period of his life."

.....
Dear Terry,

SADA is sad to hear that you have decided to *call it a day* with the Industry and with the UDV. Your skills and talents which Geoff Gardiner described so well will be sorely missed by the many people who have come to know you and respect your efforts. No doubt that some other *retirement* pursuit will now benefit from your energies! Thanks also for being a role model and leader to some others still struggling in the ranks of executive officers.

Best wishes to you and Rene. Good health.

Regards,

Chris



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DairySA CORNER

Recent events have once again focussed on environmental issues that will impact on the long term sustainability and expansion of the Dairy Industry in South Australia.

The proclamation of the ground water resources in the Lacepede Kongorong Proclaimed Wells Area in the South East of the State and the agreement to cap the use of water in the Murray Darling Basin have brought home to dairy farmers that water is a limited resource that has to be exploited to its full potential. The need for dairy farmers to develop management strategies for the most efficient use of water are going to be of prime importance. As the price of water increases there will be an increased emphasis on our ability to extract greater benefit per Megalitre of water applied than other industries. The impacts of any industry on the environment will need to be minimised and programs are currently being developed by DairySA to ensure that the Dairy Industry promotes best management practices.

Increasing attention is being paid to land degradation and water quality. Already many authorities responsible for land and water quality are developing or have developed catchment management strategies to maintain and improve land and water quality in the future.

The Dairy Industry is well placed to respond to environmental regulations and pressures and in many cases will be able to take advantage of them. The Industry has many strengths which include:

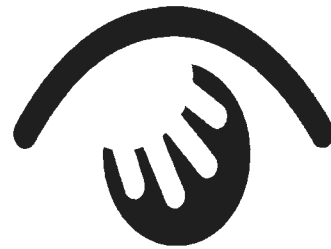
- the capacity to accommodate and absorb change
- it has a clean green image in international markets
- it has sound technical knowledge in soil/water/pasture and animal management
- it has lower inputs of pesticides and herbicides compared with horticulture
- it has comparatively high levels of investment in nutrient and waste management

In South Australia the pro-active approach to dairy shed waste management has put our industry in a very positive position. A number of programs in the Lower Murray and Mount Lofty Ranges have been able to quantify the benefits of proper grazing techniques, timing and quantities of fertiliser applications and the most efficient irrigation practices. Research projects have indicated that most nutrients are removed within three irrigations after application. Groundwater quality is an issue with high nitrate levels in some areas and salinity in other areas.

The Graz-guide project, currently funded by DairySA, is addressing some of these issues as part of improved pasture growth and pasture utilisation. The Graz-guide program manager is Mr Greg Mitchell who was previously employed by Primary Industries SA. He

has already met with a number of discussion groups around the State and is also involved with the collection of gross margin data. There will be a limit placed on the number of discussion groups that he is able to service so if you wish to be involved with this program you should contact Greg Mitchell on (08) 8398 3184 or 0417 814034 either as an individual or as part of an existing discussion group.

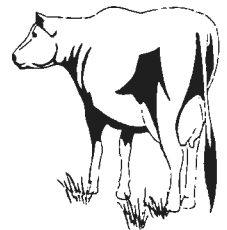
Hans van Dyk
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Manufacturer	\$/kg butterfat	\$/kg protein	Volume Charge cpl	Other payments for manufacturing milk	Other charges																					
Dairy Vale July '97-Dec '97 Jan '98-Jun '98	1.94 tbc	3.86 tbc	n/a	<ul style="list-style-type: none"> Apply from 1 July-31 Dec 1997. No prices have yet been announced for the second half of the year at this stage A Milk Quality Reward based on protein is paid consisting of 10c/kg for TPC <10,000 and 5 c/kg for Somatic Cell Count <200,000. A bonus of 10c/kg is paid for reaching both standards giving a maximum possible Milk Quality Reward of 25c/kg protein. 																						
De Cicco Jul '97-Jun '98	2.05	4.13	n/a	<ul style="list-style-type: none"> Incentive of 4c/kg butterfat and 12c/kg protein to apply Nov-May 																						
Murray Goulburn Jul '97-Jun '98	1.70	4.00	2.8	<ul style="list-style-type: none"> Seasonal incentive of 10 c/kg butterfat and 25 c/kg protein to apply from 1 Jan '98. Winter incentive of 38.0 c/kg butterfat and 92 c/kg protein paid in 3 lowest months. A collection fee of \$7.50 will be redistributed at the rate of 3 c/kg butterfat and 7 c/kg protein. Productivity incentives based on combined yield of butterfat and protein will be paid on a scale ranging from 1c/kg bf and 2.5 c/kg protein for 15001-22000 kg to 7c/kg bf and 18 c/kg protein for above 105,000 kg. Quality Premium Payments on two levels: <table border="0" style="margin-left: 20px;"> <tr> <td>BACTOSCAN</td> <td>AA or A</td> <td><i>PREMIUM 1</i></td> </tr> <tr> <td>THERMODURIC</td> <td>2000 or less</td> <td>Butterfat 7 c/kg</td> </tr> <tr> <td>BMCC</td> <td>250,000 or less</td> <td>Protein 17 c/kg</td> </tr> <tr> <td colspan="3"> </td> </tr> <tr> <td>BACTOSCAN</td> <td>AA or A</td> <td><i>PREMIUM 2</i></td> </tr> <tr> <td>THERMODURIC</td> <td>2000 or less</td> <td>Butterfat 2 c/kg</td> </tr> <tr> <td>BMCC</td> <td>251,000 -350,000</td> <td>Protein 4 c/kg</td> </tr> </table> 	BACTOSCAN	AA or A	<i>PREMIUM 1</i>	THERMODURIC	2000 or less	Butterfat 7 c/kg	BMCC	250,000 or less	Protein 17 c/kg				BACTOSCAN	AA or A	<i>PREMIUM 2</i>	THERMODURIC	2000 or less	Butterfat 2 c/kg	BMCC	251,000 -350,000	Protein 4 c/kg	Additional \$20 second pick-up in the same 24 hr period
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Warrnambool Jul '97-Dec '97 Jan '98-Jun '98	1.80 1.92	4.00 4.27	2.8 2.8	<ul style="list-style-type: none"> Off season incentive is paid in SA for Feb, Mar, Apr of 70 c/kg butterfat & \$2.75 c/kg protein 																						

Figures compiled by SADA and derived from manufacturers. Correct as at 31 July 1997.

RPM out to bag and tag new markets

AUSTRALIA's leading manufacturer of innovative farm products for the country's leading primary producers has embarked on a new direction with more traditional items - ear tags.

Rural Pacific Marketing (RPM), which has introduced the country's beef and dairy producers to such unique products as Fly-End, the Milk Checker, and PastureGauge, plus its own range of award-winning cattle crushes, has teamed with US company Y-TEX to represent its products down under.

Y-TEX is America's "Number #1" ear tag, and RPM will be seeking to gain immediate inroads in Australia against its competitors in the beef, dairy, sheep and pig industries. RPM general manager, Mr Bob Judge, said he believed the Y-TEX ear tag held considerable advantages over its rivals which would be easily recognised, and appreciated, by primary producers.

"Y-TEX ear tags have been designed specifically to combat problems identified in the livestock industry," he said.

"All Y-TEX ear tags are engineered for ease of application, maximum retention, durability and high visibility."

The major features of the tags for beef and dairy producers include a longer neck, patented Snap-Lok collar and sloped shoulder which resists snagging.

The product also features a reinforced neck to avoid tearing, a larger surface area and is available in a wide variety of sizes and colours.

Judge said the fast, simple application offered by the Y-TEX range is another key factor in their success.

"The application process is quick and easy, and the design of the applicator ensures that the chance of spreading infection is greatly reduced as the applicator pin does not come into contact with the skin.

The Y-TEX sizing system is unique in that it has a star rating system rather than the normal sizing scale of small, medium and large.

The star system ranges from One Star to Four Star which are comparable to other brand's sizing scales but are larger, and wider, offering more surface area.

Judge said RPM's foray into the ear tag market is another indication of their dedication to providing the rural industry with the best products available.

"We are committed to providing new products to

meet the changing needs of the rural industry. Our dedication as a supplier is to provide an effective solution for problems that affect the marketplace.

"Y-TEX ear tags will minimise losses and enhance productivity and economic benefits by providing more effective monitoring measures," Judge said.

Extensive field testing has been conducted on the Y-TEX ear tags at various properties in rural Queensland.

Mal Davison, owner of "Hatari" property at Bauhinia near Biloela has been using Y-TEX ear tags since 1994. He averages 800 head of steer on a 1,889 hectare property.

Davison said he liked the combination of the longer neck and the flexibility.

"They seem to stay in the ear longer than other brands. They remain flexible in the ear, don't go hard and crack, and the numbers stay on longer," Davison said.

Derrick Spann of 10,000 acre "St Claire" property near Princhester has about 1,200 head of cattle and has been using Y-TEX ear tags since 1994. Spann said he liked the size, length, flexibility, and the ease with which they stay in the ear.

The tags will be available mid-August through all leading RPM distributors.

For further information contact:

Bob Judge
General Manager
Rural Pacific Marketing
Ph: 07 3344 6222
or
Deborah Juleff
Account Manager
Lape & Partners
Ph: 07 3368 1650



STRAWBERRY SPONGE ROULADE

Serves 8

- 4 eggs
- 2 tablespoons castor sugar
- 1/3 cup cornflour
- 250g Australian Ricotta **CHEESE**
- 1/4 cup fresh or canned passionfruit pulp
- 125g strawberries, sliced
- 1 tablespoon castor sugar, extra

Beat the eggs and sugar together until thick, fluffy and pale in colour (approx. 5 minutes). Sift the cornflour onto the surface and gently fold through. Pour into a greaseproof paper lined 25cm x 35cm Swiss roll tin and bake at 200degreesC for 15 minutes or until cooked. Turn out onto a damp teatowel, remove the paper and roll up gently lengthways. Allow to cool in teatowel. Combine remaining ingredients together and use to fill the roulade. Roll up as for a Swiss roll. Slice and serve.

DATE & APRICOT MUESLI SQUARES

Makes 16

- 125g Australian Reduced Fat Cream **CHEESE**
- 1/2 cup castor sugar
- 2 teaspoons grated lemon rind
- 1/2 cup wholemeal plain flour
- 1/4 cup Australian Light Evaporated **MILK**
- 1 cup chopped dates
- 1/2 cup chopped dried apricots
- 1/2 cup untoasted muesli
- 1/4 cup rolled oats

Beat the cream **CHEESE**, sugar and lemon rind together until well combined. Fold through flour and milk alternately. Fold through remaining ingredients and spoon into a grease-proof paper lined 16cm x 28cm slab tin. Press down and bake at 180degreesC for 30-35 minutes. Allow to cool before cutting into squares.

SESAME FISH STIR-FRY WITH SNOWPEAS

Serves 4



- 2 tablespoons water
- 1 Spanish onion, thinly sliced
- 2 tablespoons low salt soy sauce
- grated rind and juice of 1 lime
- 1 tablespoon grated ginger
- 4 yellow squash, quartered
- 1 red capsicum, cut into thin strips
- 100g snowpeas
- 500gm firm white fish fillets (eg. trevally, rockling), cubed
- 1 cup Australian Natural or low Fat **YOGURT**
- 1 tablespoon cornflour
- 4 cups boiled white rice, for serving
- 1 teaspoon sesame seeds, toasted

Heat water in a wok or large pot. Add the onion and cook for 1-2 minutes. Add the soy, lime rind and juice, ginger and vegetables and cook for 5 minutes, stirring occasionally. Add the fish, stirring until cooked. Combine the **YOGURT** and cornflour and add to the pan, stirring until thickened and heated through. Serve over rice and sprinkle with sesame seeds.

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DAIRY

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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Incorporated

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Disclaimer

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The Editor reserves the right to accept or reject any material or advertisement submitted for publication.

Dairying - efficient, clever, innovative and sustainable



CHIEF EXECUTIVE'S EDITORIAL

SADA is responsible for submitting an application for adjustment for market milk twice annually on behalf of dairy farmers. The Board of the Dairy Authority of South Australia (DASA) are currently considering the latest application by SADA. SADA President and CEO attended a meeting with the DASA Board recently to support its application.

Any increase of course goes to all dairy farmers, not just members of SADA. Perhaps this point can be made subtly to those who do not support the Association.

While the recent rains will bring some relief to many farmers there is still a shortage of certain feed types and increasing prices. Through DRDC there is a national El Nino Drought Strategy Workshop being conducted. John Williams (Meningie dairy farmer and Lakes Branch President) will be representing SADA at the Workshop. The strategies that are developed will be reported widely to enable all dairy farmers to assess their own situation.

The venue and dates for the Large Herds Conference 1998 has been decided as the Barossa Convention Centre from 20-23 March by the organisers Tom Phillips & Associates. SADA is supporting the Large Herds Conference as the premier dairy farmer event in SA next year. In talking to Tom Phillips recently there will be something for every dairy farmer in SA at the Conference.

The deregulation debate continues. This Journal contains two articles from across the borders of this State. In early 1998 it will be SA's turn to examine the merits or otherwise of a totally deregulated industry. Dairy farmers are urged to read, discuss, ask questions and put their points of view across. SADA needs to hear from as many voices as possible. Only then will the Association be able to do its job effectively.

The water resources issue, particularly in the SE, is receiving close attention by that Branch and the Office. There is still a considerable amount of dissatisfaction about the recently introduced 'interim water resources policy'. SADA continues its lobbying campaign on the issue.

News from ADFF is that Robert Poole has been appointed Executive Officer of ADHIS, replacing Mark Jeffries who has taken up an appointment in NZ. Robert has an Agricultural Science Degree from Melbourne University majoring in Finance and Economics, Genetics and Animal Production. SADA certainly wishes Robert well in this important and challenging position and looks forward to seeing him soon in SA.

The Royal Show is in full swing (albeit a little damp) as this goes to press. SADA organised a b-b-cue for the dairy exhibitors on Thursday prior to the actual Show starting. By the way the food went the evening was a real success.

This success comes on top of the Exhibition Dairy which is a favourite at the Show and the Great Dairy Milk Off (hand milking competition!!) as part of Dairy Day which is gaining in fun and popularity. Dairy continues to be given a great public profile through events such as Dairy Day.

If you happen to come to the Office from now on be prepared for a surprise. There have been some renovations. Rather than one large meeting room and a cubby-hole for the President and Development Officer/Clerical Assistant there is now a smaller conference room and two separate offices.

The President and staff will now be able to go about the business of the Association without interruptions from the number of people who seem to be constantly about. A long overdue improvement.

See you at the Jervois Field Day!!

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Copra meal is fed as a strategic feed to dairy cows as follows;

Phase 1. Feed up to 1kg/day of copra per day for 30 days pre calving to increase peak milk yield

Phase 2. Feed 1 to 3 kg copra per day for the first 60 days post calving to maintain energy and protein intake. The correct balance of protein to energy is required to prevent rapid decline in bodyweight and blood glucose. The aim is for the cow to conceive by day 60.

Phase 3. After 60 days, reduce the level of copra feeding to the seasonal conditions.

The key attributes of copra meal feeding include;

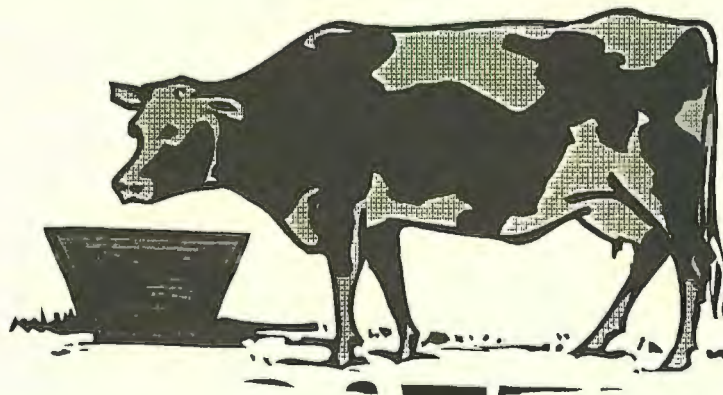
- provides a good nutritional balance of digestible fibre, protein and oil
- palatable and non-dusty
- provides a supply of the amino acids methionine, lysine and isoleucine which are often limiting in cows given high protein pastures
- increases efficiency of microbial protein synthesis
- provides a synchronous release of nutrients when fed together with grain

Copra is used in dairy cow feeding to achieve the following

- increase conception rates
- increase peak milk yield
- increase replacement heifer growth rates (feeding 0.5-1.0 kg/day)
- increase body condition
- increase efficiency of utilisation of nutrients.

Copra is available in either bulk, bulker bags or 40 kg bags.

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 Straws 260 straws

		ASI	RRP	Total	Rebate
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Genetic Check					
WINLUKE	40 Straws	139	26.00	\$1040.00	\$260.00
SHOTIME	40 Straws	134	24.00	\$960.00	\$240.00
Other Sires					
FORMOST	25 Straws	134	20.00	\$500.00	
SKYHIGH	25 Straws	125	18.00	\$450.00	
MOOMAN	20 Straws	122	14.00	\$280.00	
JUDGE	30 Straws	110	15.00	\$450.00	
260 Straws		125	Semen	\$4,160.00	
		ASI	Cost		
less rebate				\$500.00	
Net semen cost				\$3,660.00	
Av. Price/dose				\$14.08	
Av. ASI/dose				125	

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New Bulls for South Australian Dairy Farmers

The July release of Australian Breeding Values has produced bulls to appeal to South Australian dairy farmers.

Genetics Australia South Australia Representative, Tony Wallach said that the six new Holsteins include **FORMOST**, the highest new Holsteins from any source.

“With 134 ASI, 44 kg protein and 1526 litres **FORMOST** will be in demand”, said Tony.

“Another new bull is **PATENT** who joins the team with 1.9 for Overall Type and 1.9 for Mammary system. He has 118 ASI and 36kg protein making him a very attractive all round bull”.

“**PATENT** joins **LOFTY**, **SHOTIME**, **ELLAY** and **WINLUKE** as top type bulls in the *Genetics Australia* team”.

“**SKYHIGH** is a bellman son with 125 ASI, 42kg protein and 1685 litres of milk. He has great

workabilities including 95% for milking speed and for farmer likeability”.

“**PINACLE** is an interesting outcross being a Perry son with 127 ASI and 37kg protein and strong positive deviations for protein percent and fat percent.”

Tony said *Genetics Australia* was pleased with the performance of **SHOTIME** and **WINLUKE** who maintained their proof - **SHOTIME** at 134 ASI and **WINLUKE** at 139 ASI with even stronger positive deviations for protein and fat percentages.

“**WINLUKE** is sure to remain popular. His type rating of 1.7 for Overall Type and 1.3 for Mammary System has actually improved and places him among the best five bulls on type of the top 50 bulls on ASI - along with **SHOTIME**, **ELLAY** and **PATENT**”.

“**JUDGE** after adding more than nine thousand daughters has an improved proof including 110 ASI with 37kg protein, 1.3 Overall type and 1.0 for

Mammary System. He also has achieved a highly reliable calving ease rating which rates him with the best in the breed for calving ease”.

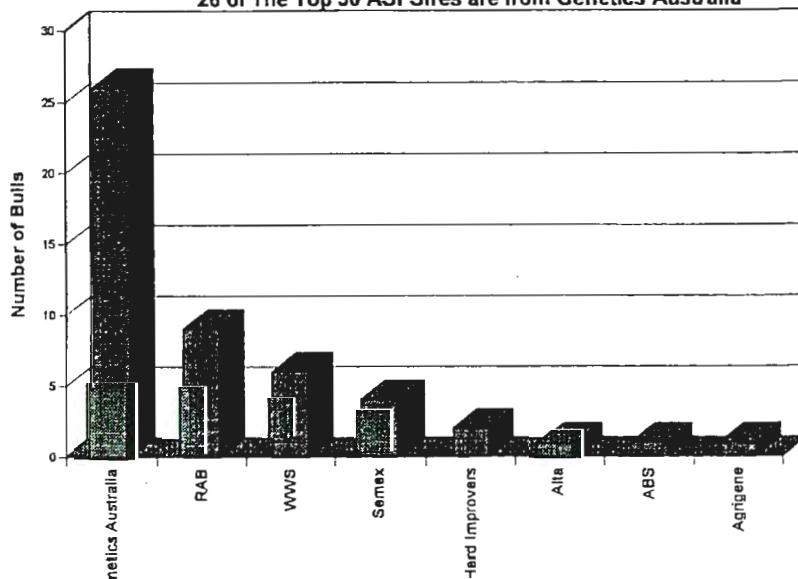
“**MOOMAN** will continue to appeal as an outcross bull with 122 ASI, 34kg protein and excellent workability and type profile”.

“*Genetics Australia* has not only produced twenty six of the top Holstein bulls on ASI but of those top 50 bulls four of seven bulls better than 1.5 for Overall Type and three of four bulls better than 1.5 for Mammary System are from *Genetics Australia*” said Tony.

“There is no doubt that *Genetics Australia's* progeny test program is producing superior bulls, not only for production but for non-production traits as well”.

“Of course the bull team includes those already well known to South Australian farmers - such as **ELLAY**, **SHORMAR** and **STEFAN**. The team is the strongest available and offers top value for money genetics’ concluded Alan.

Top 50 Holstein Production Sires By Source
26 of The Top 50 ASI Sires are from *Genetics Australia*





Three daughters of the top new Holstein FORMOST milked by Peter & Wendy White of Tinamba. "We are very pleased with the consistency of the FORMOST daughters, they are a very even group considering the variability of the dams."

International Farm Flashes

WITH JOHNE'S, EXPECT AN 800 POUND DROP IN PRODUCTION

After sampling 1,653 cows on 23 randomly selected Wisconsin farms, UW-Madison researchers found Johne's-free herd mates outproduced infected cows by 829 pounds of milk.

At the start, 31 herds were a part of the study. Eight were eliminated due to one of three reasons: the herd didn't have any Johne's-infected cows, lack of SCC data, or production below 17,500 M.

For the 23 herds remaining in the study, average herd size was 72 cows. Herd sizes ranged from 34 to 220, and

average production was 20,785 M. All cows were tested for paratuberculosis (Johne's) with the Elisa test. Of the 1,653 tested cows, 147 turned up positive, and herd infection levels ranged from 4.2 to 28.6 percent. Results were reported in the June 1 1996, *Journal of the American Veterinary Medical Association*.

PROPER HARVESTING GETS FORAGES OVER 3/8-INCH THEORETICAL CUT

At times, it's like walking a tightrope - getting forages long enough to have good rumen health while at the same time keeping forages short enough so equipment can move the feed.

"The recommended theoretical length of cut for alfalfa silage is 3/8 inch or

longer," says Ron Schuler, Wisconsin agricultural engineer. To get longer forages, here's what you can do:

- Raise the feedroll speed. Boosting the feedroll speed or putting more feed through the forage harvester should be the first adjustment.
- Change the number of knives. Less knives will make longer forage. If you have an 8-knife cutterhead, removing every other knife will double the theoretical length of cut. To maintain balance, be sure to remove every other knife when there are 8 knives or every third knife when there are 9 or 12 knives in the cutterhead.

Source Hoard's Dairyman June 1997

MEDIA RELEASE

Optimum pasture production with reduced water allocation

With water allocations for this season already announced in many areas, dairy farmers need to carefully consider how to get optimum pasture production from limited available water.

According to John Barbetti, Incitec Fertilizers Area Sales Manager for the Goulburn Valley, reduced water allocation should not necessarily mean reduced pasture production.

In fact with good water management and a sound and well developed fertilizer program incorporating the strategic use of nitrogen, Mr Barbetti believes pasture production can be increased.

"The most economical feed a dairy farmer has at his disposal is pasture and for an investment of around one dollar per kilogram of nitrogen, farmers can produce up to 15 kg of dry matter," said Mr Barbetti.

"This equates to producing feed at a cost of between \$70 and \$100 per tonne of dry matter, depending on the nitrogen product used and seasonal conditions."

Mr Barbetti said careful consideration as to the form of nitrogen used is essential, as responses will vary depending on temperature, pasture type and composition, drainage, irrigation management and levels of other nutrients, particularly phosphorus, potassium and sulfur.

"When choosing the correct nitrogen fertilizer, dairy farmers need to understand that there is no one product that is effective in every situation."

Outlining four main forms of nitrogen fertilizer, Mr Barbetti said that all have quite different characteristics depending on the required response. These include Nitrate nitrogen eg. Nitram ,

Ammonium nitrogen eg. DAP, Amide nitrogen eg urea, and Organic nitrogen eg. manure.

"Some plants can use nitrogen in the ammonium form, however ammonium is usually converted to nitrate by soil bacteria in a process called nitrification prior to plant uptake in most situations," he said.

"Nitram provides 34% nitrogen, present in two equal forms - ammonium nitrogen and nitrate nitrogen. The nitrate nitrogen is immediately available to plants, while the ammonium form takes longer to be converted to nitrate by soil bacteria.

"Under cool conditions, urea is a slower releasing nitrogen source, as the highly soluble product needs to convert to ammonium and then nitrate before it is plant available.

"DAP is a nitrogen and phosphorus compound. The nitrogen in DAP is in the ammonium form and will find to clay and is not subject to leaching or denitrification.

"Organic nitrogen from manure is resistant to leaching, however its conversion to plant available nitrate may take longer than most farmers are prepared to wait."

Turning to maximising application methods, Mr Barbetti said that differences between fertilizer products are not always consistent and may be due to the conditions which are experienced in the days after application.

"Volatilization losses can occur when urea and other fertilizers containing ammonium nitrogen such as DAP are surface applied without incorporation into the soil by rainfall or irrigation.

"In this situation, such losses are greater for urea compared to Nitram, as urea produces an alkaline reaction on dissolution, creating conditions which favour ammonia loss.

"It may be beneficial to choose nitrogen fertilizers such as Nitram in situations where the potential for volatilization losses are high.

"If there is now potential for volatilization loss and conditions are warm, consideration should be given to urea."

Mr Barbetti said it is essential that dairy farmers choose the most effective form of nitrogen for their circumstances, rather than the cheapest product.

"With the prediction of below average rainfall and increased feed prices over the approaching spring/summer period, dairy farmers need to ensure their pasture production is maximised.

"This also highlights an opportunity for dairy farmers on irrigation to capitalise on surplus hay production which will find a ready market against their on-farm requirements.

"Maximising pasture growth from available water with the strategic use of nitrogen makes good business sense in managing the farm feed budget," he said.

Contact: John Barbetti
Incitec Fertilizers (015) 176 566

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An economical and easy solution to stray voltage

STRAY voltage in the dairy shed and yards can upset cows and lower milk production, according to a visiting US expert.

But the problem can be easily fixed, at minimal cost, once it has been correctly identified.

Speaking at a series of training workshops sponsored by the Dairy Research and Development Corporation (DRDC), Professor Doug Reinemann said stray voltage was the often mysterious problem of low voltages on gates and dairy yards upsetting cattle.

Nervous cows

An associate professor in the Biological Systems Engineering Department at the University of Wisconsin-Madison in the US, Prof Reinemann said cow behaviour in the dairy was the best indicator of stray voltage.

"Watch the cows - cows which are nervous or reluctant to enter a holding yard or milking shed, avoid contacting metal railings or are startled when pumps start operating are good indicators of a problem," he said.

Prof Reinemann said cows varied in their ability to tolerate milk electric shocks, with the most sensitive 1% of cows upset by currents as low as two milli-amps (equivalent to 1-2 volts AC).

But it was important that stray voltage was correctly identified by a specialist using the appropriate measurement techniques to avoid confusion, he said.

"Once the problem has been successfully diagnosed, about 90% of stray voltage problems can be fixed with a screwdriver, by replacing old wiring, fixing poor earthing or corroded connections."

Local experience

— Graeme Rogers of Bonlac said an informal survey of 150 Gippsland farms found about 25% had a problem with stray voltage.

"In 80% of cases the problem is caused by the electric fence -which is usually set up in the dairy - shorting out or not being correctly earthed," he said.

"The other 20% are due to poor wiring, poor earthing or corroded connections, resulting in stray voltage problems in the shed and dairy yards."

Bonlac's Shepparton field officer, Garry Pattison took part in one of the training workshops run by Prof Reinemann.

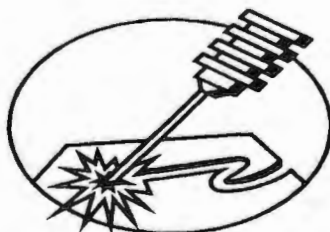
Production

He said it was difficult to say how widespread the actual and perceived problem of stray voltage was in the dairy industry, but cows on affected farms had lower milk production and higher somatic cell counts.

"In some cases, cow behaviour problems are a direct result of stray voltage," Garry said.

"Stray voltage is something which hasn't normally been considered in the past - people have tended to blame cow behaviour problems on stockmanship or milking machines.

"The workshops helped increase the dairy industry's awareness of the problem and now means there are specialists in Australia who can help farmers identify and eliminate stray voltage."



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- We have traded our baseball-style caps for styles that shade our ears and necks.



- All of the safety shields on our implements are in place.
- We never allow passengers on tractors and riding lawn mowers.
- We never allow young kids to be around our animals.
- We have a mobile communications system for fieldwork.
- We have fire extinguishers placed throughout our farm and carry them on our balers and combines.
- We use hearing protection whenever we operate loud equipment.
- Our children know how to swim and always wear helmets when biking.
- We take regular breaks throughout the day.
- We talk about safety at least once a week.



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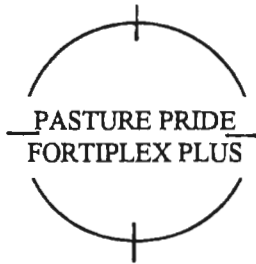
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DEREGULATION

Deregulation - an opportunity or a threat?

Mr Chairman

I am honoured to be invited to deliver the opening address to this major gathering of Australian dairy farmers.

Today I would like to share with you my thoughts on the topic "Deregulation - an opportunity or a threat".

The Australian and, in particular, the New South Wales and Queensland dairy industries have for a very long period held the view that the best commercial environment to operate in is one where there is Government control of the pricing and supply arrangements for market milk.

As a consequence of the Competition Principles Agreement every state government is required to conduct a thorough review of their market milk arrangements and determine whether or not they should continue.

A critical issue for farmers then is to decide whether to argue for their retention or to argue that the current arrangements are restricting industry development and should be phased out.

It is the strongly held view of the NSW Dairy Farmers' Association that the future interests of Australian farmers will be best served if the current arrangements are maintained. However our view is not shared by all those involved in the Australian dairy industry either at Government or at industry level.

Background

Dairying is a major Australian rural industry. Based on the gross value of farm gate production it ranks fourth behind wheat, wool and beef. The gross value of farm gate dairy production in 1996/97 was \$3.0 billion. At the ex factory level production was valued at \$6.5 billion in 1996/97.

In 1996/97 total Australian milk production was 9.2 billion litres, of

which 21% was consumed as liquid milk. Around 45% of Australia's milk production is exported as manufactured product with a total value of \$1.8 billion.

The current estimate is that milk production will continue to grow and that by the year 2000 national production will reach 10 billion litres.

While there are a number of contributing factors to the resurgence in the fortunes of the Australian dairy industry, it is generally acknowledged that the key factor has been the very sound marketing arrangements that the industry has developed over the past ten to fifteen years.

Although the national marketing arrangements have played an important role in maintaining overall industry stability it has been the market milk arrangements that have really underpinned recent industry development.

In NSW and Qld the industry is now at a stage where it plays a very significant role in many of the regional economies of both states. In both states around 50% of production is sold as market milk. However from a revenue perspective market milk still generates around 70% of total farm gate revenue.

Over recent years farmers have been actively encouraged to lessen their dependence on market milk. This has been achieved not by farmers reducing their market milk entitlements but by encouraging them to increase their production of manufacture milk.

All round Australia there has been a significant increase in farm productivity.

In NSW average farm production has increased 415,000 litres in 1990/91 to 640,000 in 1996/97. However despite the significant increase in production farm viability will remain heavily dependant on market milk revenue for the foreseeable future.

The Review Process

The Competition Principles Agreement, endorsed by all

members of the Council of Australian Government (COAG) in April 1995 commits all Governments to undertake a review of all state legislation which restricts competition by the year 2000.

Restrictive legislation should be removed unless it can be demonstrated that the benefits to the community as a whole outweigh or at least equal the costs. Both the NSW and QLD reviews are currently underway and are required to deliver their recommendations to their respective ministers before the end of the calendar year. The Victorian review is scheduled to commence in the 2nd half of calendar year 1998.

The NSW review process involves:

1. The preparation of a detailed issues paper which clearly outlines the areas of the NSW Dairy Industry Act which are considered to restrict competition.
2. A series of eight (8) public workshops.
3. The calling for submissions which respond to the issues raised.
4. The Review Panel considering all the submissions and then making a series of recommendations on what if any changes should be made to the current arrangements.
5. The Minister taking a recommendation to Cabinet.

The Arguments for Retention Pricing and Supply Arrangements

The price setting and supply control powers administered by the various state milk authorities have been purported to impose significant costs on milk consumers. For example the Industry Commission in its submission has argued that the transfer from milk consumers to producers resulting from the market milk arrangements is approximately \$380 million. Their submission attracted major headlines in the Sydney press with the claim that the current arrangements were costing milk



consumers 20c/litre. Powerful stuff. The dairy industry has consistently argued that this is a very simplistic calculation derived simply by multiplying the litres of market milk sold by the price differential between market milk and manufacture milk.

It does not take into account either the significant differences in the supply requirement for market milk as compared with manufacture milk. There is no doubt that in NSW and Qld at least processors would need to pay a considerable premium above the manufacture milk price to guarantee adequate all year round supplies of market milk. The figure is difficult to assess but if the ACT market is any indication then that figure is in the range 38 to 44c per litre.

The other significant weakness of the IC argument is the extent to which any reduction in the farm gate price will be passed on to milk consumers. The IC argues that all of the reduction will be passed on whereas we argue that little or none will be passed on. This is based firstly on the New Zealand experience and on our understanding of the Australian market.

The deregulation of the market milk industry in New Zealand is characterised by a reduction in the farm gate price paid to farmers and an increase in the retail price. It is generally accepted that one of the consequences of the current Australian arrangements has been that processor and retailer margins are somewhat less than would be achieved in a deregulated market. There is no doubt in our minds that in event of total deregulation then the resulting reduction in the farm gate price would be used by these sectors to improve their margins.

The dairy industry is a significant contributor to the economic viability of many rural communities. Farms and factories generate employment both directly and indirectly through the many businesses that service the industry's wide ranging needs. At a time when many other rural

industries are in a slump many of these businesses are very dependent on a vibrant dairy industry.

In recent times the community has raised its expectations in regard to how farmers maintain the environment. Dairy farmers have an excellent environmental track record. The reason being that the current farm gate arrangements provide farmers with a sufficient cash flow to adopt best practice farming methods. Drive through any dairying district and its not hard to pick the dairy farms.

Economists claim that regulation insulates farmers from the pressure to get more efficient. In the case of the dairy industry this has clearly not been the case. In the last seven years alone the number of Australian dairy farmers has reduced from 15,396 to 13,888 (10%) while during the same period overall milk production has increased from 6.3 billion litres to 9.3 billion litres (38%)

At a time when many forms of agriculture have moved towards corporate farming dairying still remains overwhelmingly family operated. The benefit of such a structure is difficult to measure but it is seen as being socially desirable. A feature of the industry is that the current arrangements have created an environment where there is now an influx of sons and daughters taking over from their parents. This is in marked contrast to other rural industries.

Another key benefit to flow from the current arrangements is that they act as a cushion against distorted world prices for manufactured products. It has been long accepted that EC and US subsidy policies have lead to a very corrupted market for dairy products.

While the GATT reforms are welcomed it will be many years before there will be any significant increase in manufacture milk prices. The current arrangements must continue if the Australian economy is to enjoy the benefits of

the \$1.8 billion in export income that the dairy industry generates.

THE ARGUMENTS FOR DEREGULATION

The Victorian Position

Not everyone in the Australian dairy industry shares my view that deregulation of the farm gate price for market milk will have a disastrous impact.

The Victorian processors, while acknowledging the past benefits of our current arrangements are now openly questioning whether they have a role to play in the future.

They strongly believe that the market milk arrangement deliver considerable advantages to the NSW and Qld industries at the expense of the Victorian industry. This position will only get worse if the market milk arrangements continue.

The UDV on the other hand is still to make up its mind on the deregulation question. It will be spending the time leading up to the Victorian Review carrying out a thorough appraisal of all the claims being made by the manufacturer. From a NSW and Qld perspective we obviously hope that they come to the same conclusion as we have and continue to support farm gate controls for market milk.

A lot of changes have taken place since the current arrangements were introduced. While the industry argues that the current arrangements continue to be relevant as they provide a stable and secure environment for farmers to operate in the advocates of reform argue that the price setting and quota arrangements are no longer justified given:

(a) advances in production technology within the farm sector that enable more stable production patterns;

(b) advances in transport and processing technology that enable market milk to be sourced from interstate;

(c) a lack of any real necessity for farm gate milk prices to be regulated rather than being allowed to vary in line with supply conditions with market place deregulation consumer

DEREGULATION (Contd)

prices will vary independently of farm gate pricing arrangements.

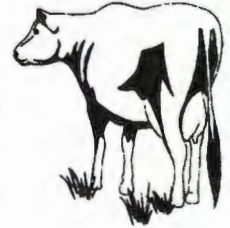
Conclusion

These challenges to our current arrangements come at a time when the industry is enjoying a period of improving fortunes. The reviews have not been initiated as a result of any failure of the industry to deliver high quality dairy foods to our consumers. In fact recent surveys indicate that consumers feel that dairy foods and particularly milk are among the best value for money foods that are currently available. The move to hold these reviews is purely a consequence of the Government's acceptance of the advice from their economic rationalist advisers that the economy will be better off if industries like the dairy industry are deregulated. The overwhelming view of NSW and Qld dairy farmers is that deregulation is a threat to our future prosperity. However I am convinced that the Reviews will accept that the current arrangements have played a very important role in the development of our industry and that they have a continuing role to play for the foreseeable future.

Source Dairy Digest August 1997

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New Organisation a Boost for Dairy Farmers

South Australian dairy farmers have the help of new organisation as they strive to increase production, profits and quality of life.

Minister for Primary Industries, Rob Kerin, today officially launched DairySA - a Statewide organisation which will drive research, extension and development work for dairy farmers.

DairySA was set up by the national Dairy Research and Development Corporation (DRDC) so that farmers could have a say in how money raised through levies is spent.

DairySA Chairman, Hans van Dyk, said the goals in sight were better productivity on the State's dairy farms, better quality milk for South Australian consumers and a better quality of life for farmers.

"Only 20 years ago the average cow in SA produced about nine litres of milk every day or 270 litres a month (based on a 300-day lactation), and we had 2300 dairy farmers milking an average of 55 cows," Mr van Dyk said.

"Today, the average cow is producing 16 litres a day - a 78% increase. There are only 790 dairy farms, with an average herd size of 132 cows, producing about 5000

litres a year, or 500 litres per month milked."

Mr van Dyk said that research carried out for DairySA showed that it was reasonable to expect that by the Year 2001 the number of farms would have declined still further but that average profitability per farm would increase by 15% and cow production would rise to about 7000 litres per year, or 23 litres a day.

"DairySA will play a role in helping farmers achieve these forecasts through research and by encouraging them to adopt new technologies and best farm practices," he said.

"This is absolutely essential for farmers who are sometimes investing more than \$1 million in high tech infrastructure, more land and better cattle.

"But equally important, DairySA has the task of improving quality of life for all dairy farm families, and ensuring there is a place for farmers who do not want to focus predominantly on increasing production or milking more cows."

At the launch, DairySA officially unveiled its new logo, introduced the first elected board, and outlined the initial projects.

They include:

- a three-year project to help

farmers better manage feed and pasture resources,

- a three-year economic benchmarking project to explore what makes some farmers more successful than others in terms of production and profitability,
- supporting the formation of more discussion groups where dairy farmers can exchange information and learn better practices,
- a two-year effluent management program for the South-East and Mid North,
- a program to improve on-farm health and safety, and
- setting up property management courses specifically for dairy farmers.

The Board is led by Mr van Dyk, who owns a dairy farm at Jervois, and was chairman of READD (Research Extension and Dairy Development), the organisation which has made way for DairySA.

Other members of the Board are Flaxley dairy farmer David Kuchel, Mount Compass dairy farmer Jill McKenzie, Mypolonga dairy farmer Graham Smart, South Australian Milk Equalisation Committee chairman Rocco Galluccio from National Dairies, Primary Industries SA manager, industry development, cattle and intensive animal industries, Ron Ellis, and public relations consultant, Liz Kellaway from Turnbull Fox Phillips.



D a i r y S A
REGIONAL DEVELOPMENT PROGRAM

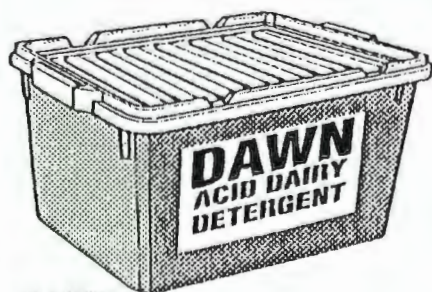


South Australian Minister for Primary Industries, Rob Kerin (left) and DairySA Chairman, Hans van Dyk, celebrate the official launch of DairySA.

SPECIAL OFFER!

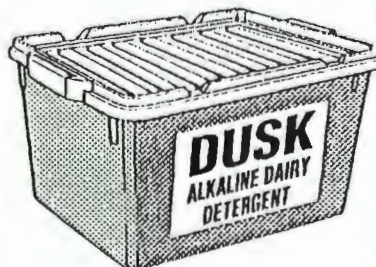
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NEWS RELEASE

Ultimate Cattleman's Crush strives for six-pack

THE MULTI award-winning Ultimate model Cattleman's Crush from leading primary industry product supplier, Rural Pacific Marketing (RPM), has been nominated in the Machine of the Year Competition at the 1997 Henty Field Days to be held in September. If successful, the award will complete a six-pack of honours since the Ultimate model was first released on the market in 1995.

In that year, the Ultimate model won four awards including the Australian National Field Days "New Implement Award", the State Bank of New South Wales "Farm Safety Award", for product safety innovations for livestock handlers and livestock, the New Zealand National Field Days award for "New Innovative Products", and the Rural Press Green Triangle award for "Best Innovation in Cattle Equipment."

The following year, the product won the prestigious Tractor Manufacturers Association's "Best Australian Invention Award" at Farm World '96 held in Gippsland, Victoria.

RPM general manager, Mr Bob Judge, said the current Ultimate model featured RPM's newest Rear Door and optional Head-Lock as well as some of their most popular components including the needle door which allows unimpeded access to the neck of the animal.

"A feature on the RPM crush is the pipe over pipe hinging used on all gates and doors. The use of full length pipe over pipe hinges ensures smooth noiseless operation with no sagging of the gates.

"The use of pipe in all contact areas is also a great safety plus. The heavy gauge pipe gates and doors are all fully notched and welded for

greater strength," Judge said.

RPM's new Rear Door features a unique two piece design, allowing the door to open from the middle to each side rather than working from one side to the other. The door system is both quiet and positive in its action, taking around half the time to open and close compared to existing one piece models. An added safety feature is the automatic trip lock action which ensures the door cannot be opened from behind meaning extra safety for operators.

One of the major features of the optional Head-Lock is a quick release ratchet that does not jam, allowing the operator to free any livestock that burrow down and scissor action arms which restrict the up and down movement of the animal's head, improving safety for livestock farmers. The specially designed RPM Head-Lock adjusts to any size head or height to ensure the animal is properly restrained during maintenance procedures.

Judge said some of the procedures that need to be performed on livestock, such as dehorning and ear tagging, can cause the animal to stress and their violent reactions can often result in injury to either the animal or the person performing the procedure.

"The veterinary section of the RPM crush has been designed with operator safety foremost in mind. The extended vet gate handle allows the gate to be opened or closed without the operator stepping into the vet section."

Complete access through the vet area to the non operational side is gained through a side opening door and both gates are clam shut with the bottom gate sheeted.

"We are aware of the importance of strong, hardwearing equipment that must also be efficient and safety conscious. The RPM Cattleman's Crush are designed to improve the

safety of both the livestock and the livestock farmer.

"The Ultimate model is our top-shelf design and has been designed to meet the specific needs of the most demanding cattle producers. The awards that this particular model has won to date is reflective of the quality and standard of the product," Judge said.

The Ultimate model will be on display at the Henty Field Days in late September together with a number of innovative new products including a new longer neck ear tag and the latest Milk Checker for early detection of mastitis.

For further information contact:

Bob Judge
General Manager
Rural Pacific Marketing
Ph: 07 3344 6222

Or

Deborah Juleff
Account Manager
Lape & Partners
Ph: 07 3368 1650



Heifer liveweight and reproductive performance

Liveweight and growth rate are more important than age in determining reproductive performance.

Heifer liveweight is widely recognised as a crucial factor in reproductive performance. For seasonal calving herds to calve by 22-24 months of age, liveweight and growth rate must be such that heifers:

- reach puberty before 13 months of age
- conceive by 13-15 months of age
- are of adequate weight and size by the time they calve.

In year-round calving herds, the optimum age at first calving is more variable, depending on the proportion of market milk produced and seasonal variation in the price for manufacturing milk.

The stages of the reproductive cycle when liveweight is most important are:

- puberty (onset of oestrus)
- First mating as a maiden heifer
- first calving.

PUBERTY

Liveweight is more important than **age** in determining the onset of oestrus. In dairy breeds, heifers reach puberty at about 35-46% of average mature liveweight.

This means that puberty can occur at any time between 8 and 20 months of age, depending on growth rate. So in seasonal calving herds, late-born heifers can be cycling by 12 months of age if growth rates are adequate. Successful mating at the same time as older (earlier born) heifers would then be possible.

FIRST MATING

Just as liveweight is more important than age in determining the onset of oestrus, liveweight is also more important than age in determining when heifers will conceive. Conception can occur at about 47-49% of mature liveweight.

In Western Australia, a research herd of Holstein-Friesian heifers in good condition was mated at 15-18 months. Conception rates to first service tended to be higher at weights above 355 kg, and in those heifers gaining weight at the time of insemination.

If heifers are ovulating, increasing the plane of nutrition around the time of insemination can improve reproductive performance.

CALVING

It is well known that the risk of calving problems is higher in heifers of low liveweight. The best live weight at calving for a particular herd will be determined by breed and influenced by management (e.g. sire selection).

Choice of bull for first mating also influences the likelihood of heifers experiencing calving difficulties. In a Victorian study of Friesian heifers on commercial farms, matings to Friesian sires resulted in more calving difficulties (38%) than matings to Jersey sires (9%).

CONCLUSIONS

Puberty occurs at 35-45% of mature weight (210-270 kg if mature weight is 600 kg). In unmated heifers gaining weight, conception can occur at 45-50% of mature weight (270-300 kg if mature weight is 600 kg). In seasonal calving herds, younger (late-born) heifers can be successfully mated together with older heifers, provided that lateborn heifers are managed to reach at least 270-300 kg at the

start of mating. Low liveweight at calving increases the risk of calving problems.

For more information:

Dr John Morton
National Dairy Herd Fertility Project
Department of Natural Resources and Environment
78 Henna St
WARRNAMBOOL Vic 3280
Phone (03) 5561 9900

Dairy Farm Benchmarking

One of the main findings of the Bega Dairy Farm Benchmarking study was the confirmation that overheads account for a major proportion of total farm costs.

The results indicate that tight control of overheads, as well as labour costs and the ability to spread fixed costs over a larger milk output, is a crucial difference between high and low profit farms.

The study, funded by the Dairy Research and Development Corporation (DRDC), was driven by a local committee. It was undertaken by the agricultural consultancy firm FarmStats Australia from Shepparton, Victoria.

It provided information on superior dairy farm performance by determining benchmarks for a range of farm performance indicators in the Bega area.

For any business, farm or otherwise, to be led and managed properly, it has to be measured.

However, there is a significant gap in the availability of industry-wide, commercially orientated, financial information to help farmers measure their businesses and ultimately make better management and lifestyle decisions.

To help address this, the DRDC initiated its farm benchmarking program.

Farm benchmarking is one component of whole farm business planning and management - not an end in itself.

The farm benchmarking activity is part of the DRDC's Farm Business Program, which aims to help Australia's dairy farm sector maintain and enhance its international competitiveness. For example by analysing how on-going productivity and efficiency gains contribute to global competitiveness.

The dairy value chain

The DRDC will soon fund a study which will quantify the various components of the dairy value chain in Australia.

This will provide an improved understanding of the relative size of the links in the chain. The results will facilitate industry policy analysis and formulation, as well as helping determine R&D priorities.

Recent reports

Reports we have recently received include:

'Bega dairy farm bench marking report', project report by FarmStats Australia

'Women and osteoporosis - knowledge, attitudes and calcium intakes', masters thesis by Helen Stratmann.

For a copy of these reports, phone Carol on (03) 9889 0577

Need to pack it up?

Food is an important aspect of farming. It provides energy for work, as well as something to look forward to during long hours in the field.

But food can also give you a tummy ache (or worse) if the lunch you packed is not safe to eat.

"It's estimated that there are several million cases a year of food-borne illnesses in the United States," says Dr. William Schafer, an extension food safety expert at the University of Minnesota. "But there really is no good measure because a lot of people who get sick from food just tough it out and never need medical care."

According to Schafer, bacteria, viruses, and parasites are to blame. Some produce only mild distress; others are life threatening. 'Especially in hot weather, you need to be careful,' he says.

When it comes to packing a safe lunch for the field, the place to start is in your kitchen.

Make sure your equipment and counters are clean, that dishes and silverware have been washed in hot water.

Then wash your hands with soap, using warm water if available-and be sure your fingernails are clean. "The general rule," says Schafer, "is to wash for at least as long as it takes to say the ABCs, or about 20 seconds."

When planning a field lunch, you need to consider foods that are safe through a variety of temperatures. No eggs (even hard-cooked), poultry or meat, (including ham and bologna) should be eaten if they are left at room temperature for more than two hours or "picnic conditions" for more than one hour. "Bacteria in these foods grow quickly if not kept cold," Schafer says. "Temperature and time are critical."

If you are making sandwiches, peanut butter and cheese are safe choices for long days in the field. Anything with mayonnaise is much more risky. Not because of the mayo itself, but because of how it reacts to ingredients mixed with it. This could include under cooked eggs or unwashed celery and onion that may change the mayo's acidity and contaminate it.

If you must include sliced meat in a sandwich: "Keep the sandwich next to freezer packs or containers of frozen water or frozen juice in an insulated cooler," he says. "If you have a casserole or soup, be sure it is in a thermos and hot."

Schafer touts dry snacks like peanuts and popcorn, as well as fruit that can be peeled. Oranges and apples are great. It's best to wash them to reduce the numbers of bacteria on the outside.

Consider using aseptically processed foods, such as boxed fruit and dairy drinks and puddings.

"These foods don't need refrigeration. You buy them right off grocery shelves," says Schafer. "They are a little more expensive but very safe. After opening, consume within two hours or toss. Leftovers from these containers **do** need to be refrigerated."

Among other shelf-stable foods: canned fruit and dairy drinks, puddings, energy bars, cookies, canned sausages, and canned meats.

Finally, include packets of hand wipes with your lunch so you can clean your hands before eating.

Source The Window 1997



IAMA and FPT offer consultancy services

An agreement between IAMA and dairy farm consultancy group Farm Production Technologies (FPT) introduces a new level of advisory and technological support designed to help farmers achieve the highest possible return.

The consultancy service is offered as an extension to IAMA's existing farm support of animal health, agronomy and pasture establishment.

With some simple tests taken of a herd, FPT can identify critical limiting factors and from there a full programme can be devised which is a clear and well structured management plan.

The programme focusses on rectifying nutritional deficiencies and the impact on animal fertility and health. Fertiliser and animal health inputs and relevant modifications to dietary balance are outlined as well as improved tools to identify and monitor clinical and sub-clinical diseases.

Allied to the programme is the support of IAMA's agronomic services that complements FPT's recommendations.

IAMA Animal Nutrition Co-ordinator Ross Waller said that the agreement with FPT was aimed at helping dairy farmers further in their enterprises and to achieve maximum returns on current inputs.



David Horsnell, Farmtec IAMA Murray Bridge, and David Ginter from Farm Production Technologies visit the farm of Eric Stewart, Jervois.

"FPT use the most advanced diagnostic and analytical technology available to identify problems on a whole farm basis and offer real solutions to these problems," Ross said.

IAMA's team of animal health advisors work with FPT in establishing relationships with dairy farmers and help in the first step of the consultancy process by gaining information about the farmer's enterprise.

The information is analysed and FPT can provide an economical testing strategy including: animal blood, animal tissue, saliva, faecal egg, liver, pasture leaf, soil, water and feed. Alternatively, results could simply be submitted from recent tests.

Peter Burchell, FPT, said that dairy farmers in other States had already benefited from this kind

of dairy support service.

He said that herds on the programme would achieve optimum dairy herd efficiency in the short to medium term including: less than 2% Milk Fever or other Metabolic disorders; less than 1.5% Clinical and Sub-Clinical Mastitis; less than 1% of cows with retained membrane and Metritis and; minimal or no use of pregnancy induction.

Peter said that IAMA and FPT hoped to continue to develop new technologies and support services to maintain leading edge benefits for clients through industry research and development projects.

For more information regarding this dairy consultancy service, contact your local IAMA store and speak with your animal health advisor. ■



IAMA

IAMA Dairy

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Session No.	Location	Date	Start Time
153	Adelaide	7/10/97	1.30 PM
69	Adelaide	29/10/97	1.30 PM
43	Berri	30/9/97	1.30 PM
44	Berri	30/9/97	6.30 PM
61	Clare	21/10/97	1.30 PM
62	Clare	21/10/97	6.30 PM
38	Elizabeth	23/9/97	1.30 PM
39	Elizabeth	23/9/97	6.30 PM
65	Glenelg	22/10/97	1.30 PM
66	Glenelg	22/10/97	6.30 PM
59	Kadina	20/10/97	1.30 PM
60	Kadina	20/10/97	6.30 PM
45	Loxton	1/10/97	9.00 AM
36	Marion	17/9/97	1.30 PM
37	Marion	17/9/97	6.30 PM
67	Mitcham	27/10/97	1.30 PM
68	Mitcham	27/10/97	6.30 PM
70	Morphett Vale	5/11/97	1.30 PM
71	Morphett Vale	5/11/97	6.30 PM

57	Morphett Vale	13/10/97	1.30 PM
58	Morphett Vale	13/10/97	6.30 PM
55	Mt Barker	15/10/97	1.30 PM
56	Mt Barker	15/10/97	6.30 PM
72	Noarlunga	7/11/97	1.30 PM
73	Noarlunga	7/11/97	6.30 PM
64	Nuriootpa	22/10/97	1.30 PM
63	Nuriootpa	22/10/97	9.00 AM
30	Port Augusta	17/9/97	1.30 PM
31	Port Augusta	17/9/97	6.30 PM
26	Port Lincoln	15/9/97	1.30 PM
27	Port Lincoln	15/9/97	6.30 PM
32	Port Pirie	18/9/97	1.30 PM
33	Port Pirie	18/9/97	6.30 PM
51	Prospect	7/10/97	1.30 PM
52	Prospect	7/10/97	6.30 PM
42	Renmark	29/9/97	1.30 PM
41	Salisbury	24/9/97	1.30 PM
40	Salisbury	24/9/97	9.00 AM
47	Salisbury	30/9/97	1.30 PM
48	Salisbury	30/9/97	6.30 PM
34	Tea Tree Gully	17/9/97	1.30 PM
35	Tea Tree Gully	17/9/97	6.30 PM
46	Waikerie	1/10/97	6.30 PM
28	Whyalla	16/9/97	1.30 PM
29	Whyalla	16/9/97	6.30 PM
74	Willunga	6/11/97	1.30 PM
75	Willunga	6/11/97	6.30 PM
49	Woodville	29/9/97	1.30 PM
50	Woodville	29/9/97	6.30 PM

Phone the SADA Office if you would like a Registration Form posted out to you.
Phone: (08) 8293 2399

INTERNATIONAL - HANDY HINTS

KEEPS HEIFERS OUT OF MUD

Geotextile fabric, sometimes called "highway" fabric, helps keep heifers high and dry at this big bale feeder. Employees at North Carolina's Piedmont Research Station, Salisbury, put the fabric down after cleaning off the soil around the feeder. The fabric extends out about 15 feet. Gravel then was placed on top of the fabric. Having the fabric under where the

heifers eat has made the area much more stable even during wet weather. The ground becomes noticeably softer just beyond the area that has the fabric. Fabric cost normally is less than 10 cents per square foot.

ENCOURAGES COWS TO EAT

Last summer, I started something that has helped my cows consume more feed when it is hot. I push up feed four to five times a day. Along with pushing up feed several times a day, I also make every cow get up and go to

the feed bunk.

This does three things for me. I get to rake off the free stall, keeping the cows cleaner and reducing summer mastitis. Second, I get to watch for heat activity and any cows that might be sick or lame.

And, most importantly, the cows eat more, thus keeping production more stable during hot summer weather.

Source Hoard's Dairyman June 1997

"from paddock gate to farmgate - the people and processes therein."

Progress Report.

During the past eight weeks many groups and individuals have received the draft proposal. I have received a number of submissions regarding your views on the proposal and where the NMH Council might best work with the broader milk harvesting sector.

At the same time important issues relating to training, extension and research are surfacing. The NMH Council will need to address these and other priorities as a matter of urgency, after inception.

Responses on the structure/membership of the Council closely follow those in the proposal. They are:

- ADFF - 2
- ADPF - 1
- AVA - 1

- ADEC - 1
- AMMTA - 1
- State Ag -2*
- Agricultural Education - 1
- ADFF - CEO & DRDC - Project Officer ex-officio.
- (*State Ag - additional 1 from outside Victoria)

ISSUES ARISING:

Milk cooling and storage has been discussed across all groups as an area that National Milk Harvesting needs to rationalise in the variable Australian context. As the demand for milk quality increases the industry is going to require almost instantaneous cooling facilities and as such it might well be expected that further research be undertaken, involving all interested groups and individuals.

Australian Mastitis Advisory Council, under Dr Pauline Brightling, is working closely with NMH to bring the benefits of both groups to the industry at large. When we consider the annual

losses to the industry, then the cooperation and co-ordination between these two groups is essential to improve quality assurance at the farm and other stakeholders in the sector.

Education and training across the whole sector needs further co-ordination, so that the skills needed for technicians, farmers, veterinarians and others are easily sourced from a variety of providers nationally.

Other issues arising for consideration include tracks, feeds calving and loafing pads, stray voltage and shed design

Those wishing to send submissions on the NMH Proposal can mail to:
Angus Hume, Interim Co-ordinator,
National Milk Harvesting Council,
5 Brown St.,
Leongatha, 3953

INTERNATIONAL NEWS

ARTIFICIAL BREEDING

High dry matter intake led to higher fertility

FOR THOSE of you over 45, you'll remember well the good old days of 45 RPM records, sock hops, and early rock and roll. You'll probably remember those records being played over and over again until they would get into the broken

"Recent research demonstrated that cows which were slow to begin their estrous cycles after calving were those that failed to consume adequate feed after calving."

record mode and repeat-repeat-

repeat until someone gently nudged the needle over.

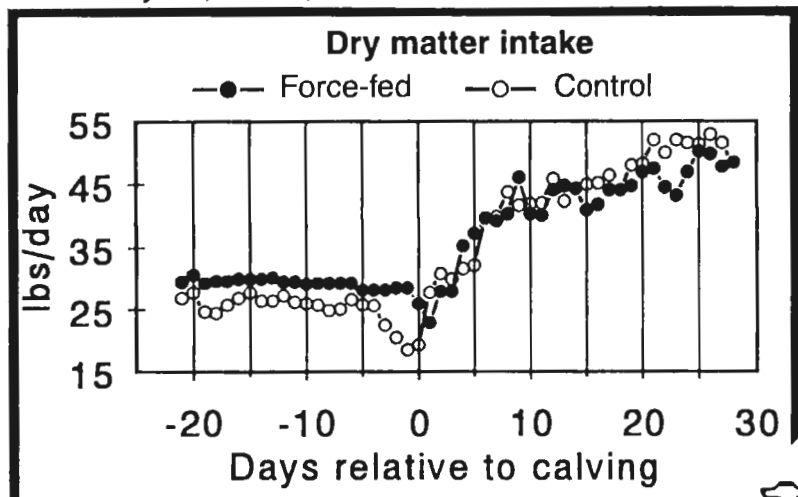
Well, that is the theme of this column: dry matter intake...dry matter intake... dry matter intake!

Nothing is more crucial than dry matter intakes for dry cows being fed during the warm-up period and fresh cows after transition in early feeding. Let's examine how feed intakes relate to milk yield, health, and

reproductive performance.

Dry period intakes ...

Studies involving voluntary feed intake have taught us a great deal about cows and their behaviors around calving time. For several years, we have known that cows approaching calving time have reduced appetites and dry matter intakes



Source: Adapted from Bertics et al. (1992) J. Dairy Sci. 75:1914

ARTIFICIAL BREEDING (Contd)

during the final five to seven days before calving. The figure taken from a study at the University of Wisconsin illustrates the natural depression in feed intake of control cows approaching calving time (open circles). The second line (closed circles) illustrates the feed intake of cows that were force-fed by placing their oral feed refusals into their rumen cannula between Day 17 before calving and one day after calving.

When compared to the force-fed cows, feed intakes in the control cows decreased by 28 percent during the final 17 days before calving. In contrast after calving, feed intakes were no different between and two groups. By four weeks postpartum, the cows force-fed before calving tended to produce more milk with greater fat percentage, 4.22 vs. 3.88 percent. Fat-corrected (3.5 percent) milk yields were also higher, 102 vs. 92 pounds per day.

What the Wisconsin study also showed is that adequate feed intakes during late gestation probably were a critical factor in preventing the development of fatty liver. By maximizing dry matter intakes before calving this problem could be prevented.

But why else is adequate dry matter intake important?

See the table for cows that cycled early, late, or very late (more than 75 days) after calving. Cycling cows were consuming dry matter at 3 percent of their weight by three to four weeks after calving. On the other hand, the remaining noncycling cows did not consume dry matter at those levels until two weeks later.

Cows failing to consume adequate feed after calving were those that:

- lost more body condition and more weight
- produced less milk during the first nine weeks after calving
- failed to cycle early
- had more days open

In another study, Holstein cows were body condition scored weekly during the first 10 weeks after calving; then they were sorted into two groups based on their body condition scores.

The first group consisted of cows that had lost less body condition, whereas the second group were cows that were initially in better condition at calving time but lost more condition during the first five weeks.

The less-loss group cycled earlier, had higher conception rates, but produced the same amount of milk in 305 days as the more-loss group. Both of the previous studies demonstrated that correctly managing body condition and feed intake is critical to the success of the reproductive program. But how is this accomplished?

Feeding changes need to be made in the last two to three weeks of the dry period by slowly adjusting the dry cow to the lactation ration.

As summer approaches, you must do everything possible to maximize intake of a well-balanced ration for dry cows and early-lactating cows. Cows should be given, several times daily if possible, the best quality and freshest feed on the farm.

Cows with the most body condition (more than 4) are those that lose the most condition and body weight after calving because their appetite is probably reduced by overconditioning.

If you can implement these simple procedures of good cow husbandry, you will see the benefits in improved fertility, health, and greater milk yields. Excellent milk production and earlier onset of estrous cycles are compatible, but it demands that we are better managers of dairy cows. Happy breeding A.I.!

Source Hoard's Dairyman June 1997



Onset of estrous cycles after calving			
Item	Early	Late	Very late
Number of cows	25	14	15
4 percent milk yield, lbs/day	74	70	63
Dry matter intake, lbs/day	41	39	33
Body weight change, lbs/day	-1.8	-1.8	-2.7
Days to first ovulation	22	43	—
Days to first heat	47	73	110
Days open	133	88	200

Source: Adapted from Staples et al. (1990) J. Dairy Sci. 73:947.

LAMB SOUVLAKI

Serves 4

3/4 Australian Natural or Low Fat **YOGURT**
2 teaspoons grated lemon rind
1 clove garlic, crushed
1 tablespoon chopped fresh oregano
1 tablespoon cornflour
500g lean boneless lamb, cubed
4 large pita or mountain breads
8 lettuce leaves, washed and drained well
1 ripe tomato, sliced
1/4 cup Australian Reduced Fat Cheddar **CHEESE**

Combine **YOGURT**, lemon rind, garlic and oregano together and divide mixture in half. To one half add cornflour and use to marinate the lamb. Cover and refrigerate remaining mixture until required. In a non stick frying pan cook the lamb. To serve top bread with lettuce, tomato, lamb **CHEESE** and a dollop of remaining **YOGURT** and roll up.

TUNA & CORN PATTIES

Serves 6

1/4 cup grated Australian Reduced Fat Cheddar **CHEESE**
1 x 185g can tuna in springwater, drained and flaked
1/2 cup corn kernels
1 cup mashed boiled potato
1 egg, lightly beaten
1 cup rolled oats
4 spring onions, chopped

Combine all ingredients together in a bowl, mixing until well combined. Divide mixture into 6 equal portions and form into patties. Cook in a non-stick frypan on a medium heat for 3-5 minutes or until golden brown on both sides. Serve with garden salad and crusty bread.

Note: Patties may be served hot or cold

Ideas for controlling weight, Diabetes, Cholesterol and High Blood Pressure supplied by the Australian Dairy Corporation

THAI YOGURT CHICKEN

Serves 4

1 cup Australian Natural Low Fat **YOGURT**
2 teaspoons Thai curry powder
1 tablespoon grated ginger
1 tablespoon lemon juice
2 tablespoons chopped fresh coriander
2 teaspoons cornflour
4 chicken fillets, skinned
4 cups cooked white rice, for serving

Combine **YOGURT**, curry, ginger, lemon juice and coriander together and divide mixture in half. To one half add cornflour and use to marinate chicken. Cover and refrigerate remaining yogurt until required. Place the chicken fillets into a baking dish and bake at 200 degreesC for 25-30 minutes or until golden and cooked through. Serve chicken with rice and a dollop of reserved yogurt. sauce.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

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- Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- Industrial Matters - Wages, Working Conditions (Employers Chamber of Commerce)
- Sharefarming Agreements
- Lobbying
- Representation on Concerns
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Disclaimer

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CHIEF EXECUTIVE'S EDITORIAL

The results of the SA State election (still unclear as this is written) has only served to delay a number of issues that SADA is concerned about.

The Association had anticipated that the outline (if not the detail) on the review of dairy legislation would be available by now. Unfortunately there will be a delay as the government settles itself and the bureaucracy works its way through the process. The only advantage to dairy farmers in SA is that this delay will see other States complete their reviews. Those results will be crucial to what happens in SA. At the same time SADA continues to meet with Industry and other organisations like the Australian Competition and Consumer Commission (ACCC) which will have an impact on the outcome. These meetings are vital to allow us to develop a clear position.

Water Resources remains a critical issue to dairy farmers. In the South East and along the River Murray dairy farmers as members of the Association and as members of Water Resources Committees/Action Groups continue to push on behalf of the Association. SADA continues to work in conjunction with SAFF on a number of water resource related issues.

A quick glance at the new Federal Award rates for station hands/senior station hands sent a shiver through the Office. The Federal Award has been increased by as much as \$50+ per week due to the flow-on of national wage cases. While most SA dairy farmers work under the provisions of the

Pastoral Industry (SA) Award it is never-the-less a reminder that there may well be wage pressure at State level before long. That pressure of course must be passed on to the retail sector as it cannot be absorbed by farmers. If you do need information on the Federal Award contact John Roberts (Employee Relations Officer) at the Employers' Chamber.

Free Call 1800 088 105.

Members will have included in their Journal a list of SADA members (by Branch) for their information. The figures read something like this: there are 763 licensed dairy farmers in SA with another 92 sharefarmers/extension members giving the Association a *potential membership of 855 dairy farmers*. The membership is currently 528 (including 488 licensed dairy farmers and 40 sharefarmer/extension members). As you can see there is still scope to strengthen both the voice and financial position of the Association.

Prices - without giving too much away the Association is set to launch a campaign on both market and manufacturing milk prices shortly. Members will have a part to play in this campaign - so stay tuned!



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CHIEF EXECUTIVE'S EDITORIAL (Continued)

The Office has acquired a copy of the Employers' Chamber *Employment Forms* under copyright. The package is designed to assist anybody making a decision on employment and termination of labour. It contains recruitment process forms, letters of contract, employee record forms and appraisal forms. By following the guidelines in the package employers will be able to make sound decisions and most importantly make sure that all the paperwork is covered. The package is well worth a close look if you are an employer.

A number of members have taken advantage of the price comparison offer made in the last Journal. There are still a number of comparisons waiting to be done - apologies for the delay as the Office is down a staff member at the moment. We hope to get your results to you shortly. In the meantime if you hear of any changes to prices either through company newsletter or otherwise, please make sure you advise the Office. We rely on members *keeping their finger on the pulse* for information.



John McKew - Marketing Operations Manager ADC shows us how its done at the Dairy Day Milk Off

Re: Certificate in Farm Practice - Dairy Trainees' Heifer Rearing Programme

The eighth group of trainees have begun the Onkaparinga Institute of TAFE's Certificate in Farm Practice - Dairy course. A decision to conduct a Heifer Rearing Programme by the trainees, as a fundraiser for an end-of-course study tour, was made at the last Management Committee meeting.

Each trainee will be encouraged to

- purchase a heifer calf with the co-operation and support of their trainers/employers who will provide somewhere to rear the calf
- keep records - sire, dam, weight,

feed, treatment, costs etc

- set target weights applicable to the heifer's breed and discuss reasons for (or not) achieving these targets
- artificially inseminate their heifer
- sell the heifer, in calf, at a well promoted and advertised auction in two years time
- display their heifer at Field Days around the state, with sponsorship signs nearby.

The aim of the Heifer Rearing Programme is to produce a well developed heifer while learning all aspects of successful calf rearing. In addition, it is hoped to raise money from the eventual sale of the

heifers to enable graduates of the course to participate in a study tour, perhaps of New Zealand.

Firms associated with the dairy industry are being asked for sponsorship by way of feed, supplements, veterinary supplies, agistment, relevant information, donations towards any of the above, or for prizes for competitions at field days eg. guess the weight of the heifer.

Apart from being a practical learning experience for trainees, this would be an excellent opportunity for your company to become involved in an innovative and exciting program which has the full support of the TAFE course management committee and its dairy industry representatives.



An entrant in the Certificate in Farm Practice - Dairy Trainees' Heifer Rearing Programme



The 'Down' family help prepare the BBQ for Dairy Cattle Exhibitors on their arrival at the Royal Adelaide Show

LANDCARE

Hill to launch 'Bushcare' at Landcare Conference

Federal Environment Minister Robert Hill will formally launch the Federal Government's \$360 million, five-year Bushcare program at the National Landcare Conference in Adelaide on Friday, September 19.

The Bushcare program is the flagship of the Federal Government's Natural Heritage Trust. Originally called the National Vegetation Initiative, it was renamed 'Bushcare' in the May 13 Federal Budget, but has never been officially launched under that title.

Bushcare is the largest of the five core Natural Heritage Trust (NHT) programs, and the one which contains the largest proportion of new Federal funding.

It consists of \$328 million over five years in NHT funds, plus \$32 million of consolidated revenue funds from two axed programs, Save the Bush and One Billion Trees.

Canberra officials say Senator Hill and Federal Primary Industries Minister John Anderson are planning to stage a series of announcements, staggered for maximum publicity, during the National Landcare Conference, and in the run-up to it.

SA call for irrigation research levy: IAA report

A report by the Irrigation Association of Australia (IAA) in South Australia has called for the introduction of a new levy aimed at raising \$200,000 a year for irrigation research.

The IAA's just-released Industry Development Plan for SA also calls for a national irrigation training centre to be established at Murray Bridge, and endorses a series of

other training and research initiatives aimed at servicing the State and national irrigation industry.

Irrigation training, research and accreditation services are recurring themes throughout the Plan, which was compiled by the IAA's SA branch, with the help of several consultants.

The Plan also recommends measures aimed at boosting irrigation technology exports from SA, calls for a new SA Irrigation Council to be established - with a budget of \$150,000 a year - and lists other moves, including establishment of an SA 'Award for Excellence' to help promote the industry and secure its long term future.

It says SA has only five per cent of Australia's irrigated land area, but that the State's expertise in high-efficiency irrigation systems offers national and international opportunities for expansion.

'South Australia has a cluster of competencies in irrigation technology, research, manufacture, pressure irrigation and irrigation service providers,' the Plan says.

SA plans an independent landcare association

South Australia's community landcare groups could soon follow Tasmania's lead and form their own, independent State landcare association.

The Soil and Water Association of Australia (SAWCAA) hosted a meeting of representatives from about 30 State landcare groups in Adelaide on August 29 to discuss the possibility of establishing a peak body to represent community landcare in SA. The meeting supported the idea, and a SAWCAA steering committee is now drawing up a draft constitution.

SA's State Assessment Panel chair

Clyde Hazel, who attended the meeting, said the new association would represent the community side of the SA landcare movement, something which was now lacking. He said the new association would include a lobbying role.

Andrew Johnson, from Primary Industries SA, said the new body might also be able to offer incorporation to community groups, many of whom were no longer able to incorporate through the State's Soil Conservation Boards.

A circular issued by SAWCAA to SA landcare groups announcing the August 29 meeting said the new association should be independent of government, "with the potential to promote critical landcare issues from the ground up". It said the association could be funded through membership and sponsorship, and that it would enable SA landcare groups to set their own priorities, instead of having priorities imposed on them.

WATER RESOURCES

Major irrigation growth urged for SA

A Water Management Strategy looking at the potential for new irrigation developments in South Australia's Mid-North and Riverland areas has identified some 83,000 megalitres in additional water, which it says could irrigate up to 26,000 hectares of new land.

The Strategy, compiled by consultancy firm Kinhill Pty Ltd for the Barossa, Riverland and Mid-North Regional Development Association (BRM), says most of the extra water could come from modest increases in irrigation efficiency, unused allocations, making more use of the existing Morgan-Whyalla pipeline, and from unused and newly discovered groundwater supplies.

BRM spokesman Brian Caddy said he was writing to SA Premier John Olsen urging him to take up the report's findings. The Strategy says

that using the water could create about 2,000 jobs over the next 25 years in each region, and generate value-added returns of between \$153 and \$242 million.

Morgan-Whyalla pipeline could supply new Mid-North irrigation area

The BRM Strategy identifies 16,630 megalitres of additional water from eight separate new water sources for the Mid North Region - which is about 16 times the district's existing water use. It says the main crops likely to draw from the water are grapes and olives, and that the extra supplies could bring between 8,000 and 16,000 hectares of already cleared land into irrigation production.

The main source of new water is unused capacity in SA Water's existing Morgan to Whyalla pipeline, which the Strategy says could deliver an extra 9,000

megalitres a year to irrigators - although it says SA Water would need to charge less than the statewide price for its water sales to make it economically viable for irrigators.

The other potential Mid North water resources identified in the BRM report are surface water (3,000 MI); sewage effluent (600 MI); stormwater (300 MI); improved efficiency (180 MI); and mains water (50 MI).

The Strategy says ample suitable land for irrigation already exists near the Morgan-Whyalla pipeline, but that water supply for new irrigation projects is a critical issue.

"It is likely that a large project or series of projects would need to be identified that would act as a trigger for successful negotiations with SA Water regarding the use of this water," it says. "The question of charging for this water would also

need to be resolved."

The Strategy also summarised modelling studies looking at the likely economic impact of the Mid North making use of the water for new irrigation projects.

"Over a 25-year period, the value added is calculated to be in the range of \$77 million to \$110 million, and the increase in employment is calculated to be between 1,750 and 2,480 jobs," it says.

Source Land and Water News Sept. 1997.



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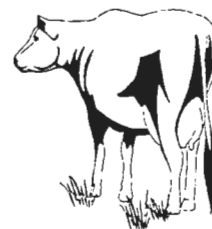
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Dairy Industry Training

The Dairy Industry, in the South East has undergone some significant changes in the past 12 months. It began with the announcement of Kraft's withdrawal from the region. This brought a number of new companies to the area opening up the market place and causing a general expansion across the whole dairy industry. The result of this has been a shortage of skilled workers to fill the gaps this expansion has created.

Mr Steve Toope, Group Training Employment, looked at employment in the dairy industry in the past but there was no support from the industry. Early this year after consultation with a small group of farmers, Steve Toope and Dianne Heinrich (TAFE), made a presentation to the South East Executive of the SADA. The presentation was met with positive support so Steve went on to address an open farmer's meeting.

At that meeting it was decided the employment and training needs of the dairy industry should be

investigated in the South East. With approval of federal government funding, a sub committee of Steve Toope (GTE), Karen Whitehead (Dairy Farmer), Shirley Munro (Dairy Farmer) and Dianne Heinrich (TAFE) appointed Harriett Jerkins to the position of Dairy Project Officer. She began work in late August and has spent her time meeting with industry people, attending field days and gathering necessary information.

The need to establish a career path has made us look at entry level training. This would include pre vocational training, on farm training, work experience and finally employment as a Dairy Trainee. Each trainee will receive a Certificate 11 Dairying upon completion of the traineeship. It is hoped that employees will follow this training with the Certificate in Farm Practice - Dairying, developing their skills to a level that will see them attain employment as Share Farmers and Dairy Managers.

We have identified employment opportunities, full time, part time

and casual for all age groups. Other States have provided us with the Dairy Traineeships that they are currently using, with success, and from this we will put together a package suitable for the South East.

Support from the whole Dairy Industry is the main ingredient to make this project work and for us to be able to achieve the outcomes we have set ourselves.

Here is how you can help:

- help us by telling us what you want if you are an employer
- by providing work experience for the trainees
- by taking on a trainee for 12 months and helping them to complete their traineeship
- offering industry support to those that do take on a trainee
- by encouraging and supporting the scheme, not dwelling on the negatives, but building on the positives
- registering your name if you want to have a career in Dairy.

ANIMAL HEALTH NEWS

BSE surveillance

Concern over spongiform encephalopathies has increased in recent times, due to concerns about a possible link between bovine spongiform encephalopathy (BSE) and certain cases of Creutzfeldt-jacob disease in humans in the United Kingdom. This has led to increasing pressure for countries claiming freedom from specific diseases to provide surveillance data to support their claim for freedom.

Australia has never had a case of BSE, and quickly controlled the only outbreak of scrapie in 1952, in a mob of imported Suffolk sheep. As a safeguard against BSE,

Australia banned all direct imports of cattle, cattle semen and cattle embryos from the UK, Switzerland and Ireland in May 1988. Cattle imported earlier were traced and monitored.

Dr. Laurie Gleeson, Project Leader at AAHL, says, "Australia's freedom from BSE gives us an important trade advantage and we want to be sure that we can substantiate our freedom in the face of any challenge."

There are now a number of specially trained veterinary pathologists available in each state, who are recognised as experts in the diagnosis of BSE. These vets were trained at a special workshop run by CSIRO and the Department of Primary Industries and Energy, late in 1996. Dr Gerald Wells, a BSE expert from the UK, attended

the three-day event to share his experience in BSE diagnosis.

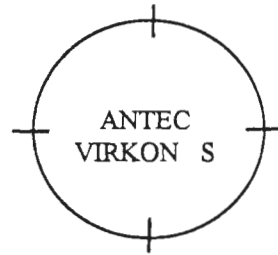
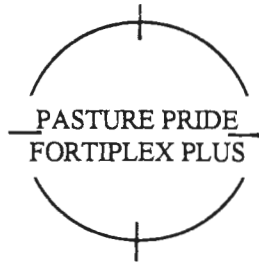
There are no current tests for BSE in live animals so testing is based on microscopic examination of post-mortem samples of specific brain tissues for characteristic spongiform changes. Participants were shown sample slides and given detailed instructions of correct diagnostic techniques.

Following the workshop, a surveillance protocol is being developed into an Australian Standard Diagnostic Technique for animal diseases.

Source: Animal Health News



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REGULATION REVIEW

Progress Report on Industry Regulation Review

by Executive Director, Winston Watts

The NSW dairy industry regulation review is now well under way and DFA and industry representatives are working hard to justify the value of the current pricing and quota scheme arrangements against some significant economic arguments.

DFA President, Reg Smith, is leading the industry team on the Group who are charged with the task of proving to the Review Group that current arrangements offer benefits in excess of costs to the community and that regulation is the best means of achieving the objective.

The Group is reviewing the evidence put before it by some 400 plus submissions but in the main most of the issues are covered within the submissions of the Industry Commission on the one hand and those of the Association and Dairy Corporation on the other and these are the focus of debate.

As reported in last month's 'Digest' the Industry Commission submission adopted the purest of economic arguments and proposed that there was no justification for continuation of special farmer market milk arrangements and consequently they should be terminated and the only consideration should be to timing of the phase out arrangements.

These IC arguments have set the pace for the Review Group's discussions and considerations and are being used as the benchmark against which the industry must make its case. This does not mean that any of the Group members have fixed views but that if the industry arguments are to prevail then the evidence, benefits and justifications will need to overcome the IC arguments...not an easy

task.

Principal Considerations

The principal issues with which the Group is wrestling include:-

- the objectives of the Dairy Industry Act and of the NSW Government for the industry;
- the assessment of the need for countervailing power against the trade subsidies of other countries and whether market milk regulation is an appropriate form of any such assistance;
- the linkages between state and national marketing arrangements and the stability of the industry as a whole;
- the extent to which any reduction of farmer premium on market milk would flow to consumers and therefore the extent of so called consumer transfers;
- the deregulation impact on regional NSW, regional employment, regional development and whether market milk pricing assistance is an appropriate means for the NSW Government to maintain such regional support;
- the impact of farmgate deregulation on the manufacturing sector, its investment, its market orientation, its commitment to NSW and to the continued development of export market opportunities for the state;
- the food safety and food security issues and whether this is best co-ordinated for the whole industry by a single authority such as the NSW Dairy Corporation.

Member Consultation ...IF?

DFA President, Reg Smith, has indicated that the Association is holding very firm to the policy direction of its members and is striving for a continuation of current arrangements for as long a period as possible and until another review is necessary. By that time both industry and Government will have a much better idea if world trade reforms are going to 'bite' allowing

Australian farmers to enjoy their technical superiority and reap the rewards of their "world best" efficiency.

Mr Smith said that if the Review Group proposes any compromise to this position that might be worthy of consideration then he will consult members by way of special regional meetings before making any determinations that would change from the DFA policy position.

The Review Group proposes to continue meeting through August and hopes to be close to finalisation of their work by that time. However if more time is necessary, for example to consult with DFA members, then the Chairman, Mr Don Hayman, has indicated he would be prepared to seek such an extension from the Minister.

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by John Anderson MP, Minister for Primary Industries and Energy

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ABARE says that the combined result of interest rate cuts and the resultant currency devaluation is a \$6100 boost in average farm income since the Coalition Government won office. Each further cut of 1% in interest rates boosts average farm income by \$2,400.

Key rural support programs spared from Budget cuts

- Like the Diesel Fuel Rebate; and
- Funding for Rural research and Development.

Increase for Drought

The **drought recovery period** applying after exceptional circumstances declarations are revoked has been **doubled** from six months under Labor to 12 months. Drought Relief Payment is available throughout this period.

The Natural Heritage Trust will see \$1,250 million over 5 years

injected into sustainable agriculture and the environment, of which has **estimated \$1,000 million will be spent in rural & regional areas on:**

- Landcare
- Bushcare
- Rivercare
- Feral animals
- National Weeds Strategy
- Murray Darling Basin

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Major meat reform was promised and delivered.

- The three industry statutory authorities are to go and **producers will get their own service delivery company.**
- Compulsory meat processor **levy to be abolished** soon.
- The **Workplace**

Relations Act gives management the power to manage - to improve productivity, cut costs and make the industry more internationally competitive.

- **\$45 million** into the Meat Inspection Program.

Woolgrowers are looking at a much-improved future.

- The question of how to handle the stockpile was resolved by growers and industry leaders around the world at **two roundtables convened by the Minister.**
- **Debt is down** from \$1.059 billion as at 1 July 1996 to less than \$630 million.
- 4% wool tax abolished.
- Wool International to be wound up with potentially **hundreds of millions of dollars handed back to growers** - the first \$80 million later this year.
- Setting up an industry committee to address the problem of **wool contamination**

Wheatgrowers were promised the retention of single desk and grower control of their industry.

- Single desk protected by legislation
- AWB restructuring to a fully commercial, grower controlled market focussed company

The centrepiece of the Coalition Government's approach to **opening up more food markets in Asia**, by:

- allocating **\$11.8 million** over three years
- regional export seminars throughout Australia
- food quality and safety programs
- placing specialists in Tokyo and Seoul

REVIVING THE HEARTLAND IN GOVERNMENT (Contd)

The Coalition is delivering sustainable, quality health care, providing fair access to services for rural communities.

Over \$80 million in new initiatives include:

- **\$17.4 million over four years for priority areas** including extension of specialist medical training in rural areas
- **Drawing together existing programs** including funding for the Royal Flying Doctor Service, the Rural Health, Support, Education and Training Program, training and support arrangements for nurses, and relief arrangements for specialists
- **A \$5 million pilot study** to develop obstetric services in rural areas

Our rural telecommunications upgrade recognises that rural Australia needs first-class communications and that many people still do not have proper access yet.

A key avenue of support is the Coalition's:

- **Regional Telecommunications Infrastructure Fund**, providing \$250 million over five years for improved telecommunications services in regional and rural Australia.

The Coalition is encouraging the move to online service delivery to extend the range and quality of the services offered to regional and rural communities.

We are dealing with the problem of towns with no bank. We are assisting communities to assess and meet their financial services needs. The successful pilot project has been extended for a further three years with \$2.7 million provided by the government. We've already contacted 101 communities and 34 new establishments are now in place. A further 30 are now developing business plans.

Farmers no longer have to pay

Capital Gains Tax when they sell their farms (value up to \$5 million) and reinvest the proceeds in a similar business within 12 months.

Farmers can also claim an exemption from CGT if the sale proceeds are used for retirement. Relief can be claimed up to a maximum of \$500,000 by a person aged 55 or older or by a younger person if the proceeds are rolled over to an approved retirement fund.

Helping farmers to help themselves

The Government will soon be announcing details of a new policy package covering rural adjustment, risk management, drought, farm family welfare, business skills development and training and rural community support.

The package has been developed following a series of wide-ranging policy reviews. It will provide targeted assistance to help farmers become more self-reliant and put them in a better position to meet the challenges of an increasingly competitive marketplace.

LOCAL NEWS

South Australia

Contributed by:

Kim Critchley

Primary Industries SA

Laboratory services

June 30 was the last day that VETLAB, South Australia's State Government Veterinary laboratory, operated with public service staff. The service has been contracted to Veterinary Pathology Services, although for production animal diagnosis and testing services related to disease control it will still be known

as VETLAB.

Veterinary accreditation programs

Twenty eight people undertook the final examination for the Core Module of the veterinary accreditation program. Ovine JD, JDMAP and enzootic bovine leucosis (EBL) programs were also conducted.

Enzootic bovine leucosis

Six consecutive quarterly bulk milk tests of the South Australian dairy herd have now been completed without detection of any new herds positive for EBL.

LOOKING FOR DAIRY WORK - ANY AREA

DANIEL POULTER 22 years (Single) - Phone 8 355 0205

EDITORIAL

CERTIFICATE IN FARM PRACTICE - DAIRYING

CONGRATULATIONS TO GROUP VII GRADUATES!

On Friday night, 12 September, more than 100 people gathered to celebrate the graduation of the seventh group of trainees to complete the on-farm dairy training course. The successful evening, run by the trainees, was an opportunity for them to share their celebration with their trainers and dairy industry and TAFE personnel who contributed to their achievement.

The trainees took the opportunity to

thank everyone involved in the two year course. This included major sponsors, National Dairies and Dairy Vale for their on-going commitment to encourage young people in the industry. The following organisations were also acknowledged by the trainees for providing support throughout their course: Dairy Authority SA; Ecolab; Farmtec lama; Gallagher Fencing; Hiscol; Laucke Mills; National Australia Bank; Primary Industries SA; Ridley's Agriproducts; Smorgon Cyclone Rural and South Australian Dairyfarmers' Association.

Guest speaker, Gary Spain, addressed the trainees about his

vision of the dairy industry. He stressed that this was the graduates' first step in their learning curve and that they must strive to achieve their potential and continue to gain knowledge if they wished to successfully face future industry challenges.

Course Co-ordinators, Bob Holman and Tony Sutherland, thanked all involved with the course. Special mention was made about the Management Committee, led by David Amber, for its contributions over the past two years. All students were then wished all the best for their future careers.



Representatives of the sponsors for the Japanese Exchange program with the Certificate of Appreciation they were given by the two Group 7 Certificate in Farm Practice - Dairying trainees, Jamie Nietschke and Diana Smith, who participated in the exchange.

From left to right: Peter Longmire, National Dairies; Greg Gilbert, Dairy Vale; Maxine Smith, Educational Manager, Onkaparinga Institute of TAFE; Tony Sutherland, Rural Studies Lecturer, Onkaparinga Institute of TAFE; and John Nietschke, South Australian Dairyfarmers' Association.

MAJOR AWARD

PATRICK ROWLEY **CEO Australian Dairy Farmers Federation**

During the decade Pat Rowley has been at the helm of the dairy industry, milk production has grown by more than 50 percent, while exports have jumped by 125 percent.

Research shows in 1986/7 exports of dairy products were worth about \$500-million and in 1996/7 export value had risen to \$1.8 billion, with Asia being the recipient of 80 of dairy exports from Australia.

Governor General Sir William Deane will present Pat with the award at a function in Sydney on 2 October.

Pat is currently the Chairman of the Dairy Group of the International Federation of Agricultural Producers.

He has been the Chairman of the Australian Dairy Herd Improvement Scheme for the past decade and been an effective advocate for farm productivity

improvement through the best practise management at his own dairy farm in South East Queensland.

In 1996, the dairy industry exported 50 percent of its total production.

The inaugural Export Heroes awards are an initiative of the Australian Institute of Export (NSW) Ltd with Westpac as principal sponsor.

Other Westpac Export heroes are:

Gail Edwards - Theatre & Opera Direction
Rod McGeoch - Tourism & Events Marketing
Charles Allen - Energy - North West Shelf
Jim Kennedy - Opening Rice Exports to the World
Peter Thomas - General Motors Holden Engines
Sir Russell Madigan - Iron Ore/Argyle Diamonds

Media inquiries to Melanie Mayne-Wilson: 0416 112 707
or Miles Clarke: (02) 9983 9496 or 0412 168 632

ANZFA LAUNCHES NEW APPROACH TO FOOD HYGIENE REGULATIONS

Ms Winsome McCaughey, chairperson of the Australia and New Zealand Food Authority (ANZFA), last month released for public comment draft new national uniform standards to govern food hygiene.

Ms McCaughey said the proposed new standards represent a paradigm shift in government and industry thinking from traditional end-product inspection to an approach based on preventing hygiene problems at every stage of the food chain from paddock to plate.

"It will move us from a prescriptive, rules-driven approach that involves government attempting to catch people after they've broken the rules to a co-regulatory preventative approach that involves suppliers taking responsibility for the safety of the food they produce at every step of the production process," Ms McCaughey said.

"This means that individual businesses will need to put in place

food safety programs that identify the points at which risk can occur and introduce controls to eliminate or minimise that risk. They'll also need to ensure that they, their supervisors and staff have food hygiene skills commensurate with the risks associated with their work."

Ms McCaughey said that while government, consumers and most industry sectors are very supportive of the concept, some businesses will need time to meet the proposed new standards, so ANZFA is proposing a flexible introduction of the new arrangements.

"Government and industry will also need to put in place some major infrastructure initiatives that will be critical to the success of the new uniform hygiene standards," Ms McCaughey said.

"These include sector-specific guidelines to help businesses develop their food safety programs, a national food safety auditing system, a nationally consistent set of competency standards for food safety training and uniform State and Territory food laws."

Industry, consumer and public comment will be sought until mid-

October to help refine the draft standards. These will then be put to the Australia New Zealand Food Standards Council, which is made up of health ministers from Australia's State, Territory and Federal governments and the government of New Zealand, for consideration.

Further information - Jane Harriss,
ANZFA (02) 6271 2620



Seeking solutions to Johne's disease

Cattle and sheep producers are becoming increasingly concerned about the spread of Johne's disease and its potential impact on the dairy, meat and wool industries.

The disease

Animals suffering from the disease cannot efficiently absorb nutrients from food. Although they appear hungry and alert, they lose weight, waste away and eventually die. Johne's disease in sheep is caused by an ovine strain of *M. paratuberculosis* and is considered to be epidemiologically different from the *M. paratuberculosis* bacterium that causes Johne's disease in cattle, goats and alpaca in Australia. In all cases, the bacteria spread through infected manure, feed, water and milk and can infect animals for many years before they show any signs of disease, making both detection and control extremely difficult.

ACT NOW TO MANAGE EL NINO

Act now to minimise the impact of the El Nino. This was the message to dairy farmers this week from an interim report released by the Dairy Research and Development Corporation (DRDC).

Despite the welcome, recent rains the Bureau of Meteorology advise there is still a good chance of the El Nino event occurring.

The report, prepared by a group of experts led by Greg Hayes predicted a 10-15% drop in pasture production on Victorian dryland farms between now and end December. But there is a 25% chance it could be down as much as 30% and an equal chance that it could be normal.

Irrigated dairy farms in northern Victoria have been advised that access to water sales will be restricted by 20-30% with a 60%

chance that this reduction could be as much as 40% below average allocations of recent years.

With sound management dairyfarmers could ensure the El Nino events have little impact on cashflow beyond the current season, according to the report.

Additional expenditure to manage feed shortfalls represented an excellent investment.

In contrast to previous drought years, feedgrain prices were unlikely to rise to prohibitively high levels in the current season, largely because of the global supply position.

However without sound management El Nino could seriously weaken farmers cashflow and equity.

The impact of the current El Nino event is likely to vary dramatically in different dairy regions and farmers were advised to monitor their own farm and begin a step-by-step process to analyse the way the season develops on their farm.

Peter McKerrow, DRDC Portfolio Manager, said this week's report was the first phase of a study to review the possible effects of the El Nino. The next stage was to identify strategies to assist farmers, industry organisations and government agencies in taking appropriate action to minimise impact.

"Good risk management involves preparing for adverse situations before they occur rather than when they are already here. For this reason DRDC has been anxious to get key findings from this study out to dairy farmers as soon as possible", he said.

The full report, including specific strategies for dairy farmers will be available in early October.

El Nino has received a lot of

attention in the press recently. It had served to discourage many dairy farmers and may be influencing banks to inappropriately increase their risk rating for dairying, or to unwisely restrict access to credit.

"El Nino events have always been part of the production environment in the Australian dairy industry but improved, long-range forecasting and analysis of weather data means dairy farmers can also plan further ahead and minimise the risk of incurring major losses as a result of an El Nino."

"It is important to act now, but not to overreact," said Mr McKerrow.

A summary of the Dairy El Nino study Farm Report is available by phoning 190 241 062, or by fax by calling 190 241 109 from your fax machine. Those with Internet access can find this information through at the 'what's new' page on the DRDC Web site (www.drdc.com.au).

For more information contact Peter Austin at Pegasus Communications -tel 030 9654 1999; mobile 019 352 323; fax (03) 9654 6561



A vet's view of herd health

*by Michael Shaw (veterinarian)
Karalee Karana Veterinary
Surgery, Queensland*

The following is the approach that this veterinary practice takes to dairy herd health. The principle focus is on prevention through monitoring and improved management, facilitated by as much farmer treatment of problems as possible.

It is far removed from the "fire brigade" approach to veterinary services, where a problem flares up and the veterinarian is called to give treatment. This service is still necessary, but does little to improve dairy profitability. The emphasis is on management practices that minimise common dairy herd health problems.

Reproductive monitoring and control

The cornerstone of reproductive monitoring and control remains the use of computerised herd health programme such as Dairyman, coupled with monthly veterinary visits. The monthly visit then becomes the platform for addressing other management issues.

The report provided following every herd health visit, statistically analyses reproductive function, as well as providing general guides and information on mastitis control and production. Most computer programmes now provide an enormous array of reports, which can be used to focus on a particular herd problem.

Poor heat detection and submission rates both manifest themselves as a large number of cows presenting for No Visible Oestrus (NVO) at the herd health visit. The causes are varied. We try to attack the source of the problem whilst providing the armour with the means to treat it on an ongoing basis. Commonly the first calf heifers are the major source of cows not being submitted for service in our herds. This is directly related to the nutrition

programme on the farm. Usually a herd NVO problem relating specifically to heifers can be traced right back to the feeding programme which begins at a week old. If a proper programme is instigated, not only does the NVO problem disappear, but lifetime production of the animals is increased markedly. Treating undergrown heifers once in the herd is an endless job.

Heat detection is a never ending problem on some farms. Using herd health printouts as part of an ongoing reproductive programme, a veterinarian can often design a customised programme to work around the problem. Some farms have more success with prostaglandin programmes that involve giving standard injections at standard times, combined with the use of Kamar heat mount detectors, than with trying to force the issue of cow observation. This eliminates the need for a lot of heat detection. The drugs are left on farm and used in a standard way under veterinary direction.

Good nutrition is the cornerstone of all reproduction programmes, and monitoring of the ration coupled with the formulation of new rations as new feeds become available and the seasons change is an integral part of all herd health programmes. The veterinarian should be involved in, or aware of, all ration decisions on farm.

Retained afterbirth can be a persistent problem on many farms. The approach to this should be twofold. Dry cow nutrition is the biggest factor influencing the incidence of retained foetal membranes. Management practices involving a dedicated precalving paddock with a specific precalving ration are necessary to get to the source of the problem. Secondly, farmers must be treating any cases themselves as soon as they occur. This means having a standard treatment schedule and the drugs on hand to carry it out. It is pointless waiting for cow or heifer to become sick and then treat her. By that stage she has already lost

weight and production and will have an increased calving to conception interval.

Mastitis

The key to mastitis control is knowing what organism/s you are dealing with. We try to encourage farmers to collect milk samples from clinical cases for laboratory analysis. This should be an ongoing part of a herd health programme. Even if mastitis is not considered a problem, it is wise to monitor the cases that do occur for new trends.

A major tool used by our practice is Bulk Milk Analysis. This has been a huge step forward in the investigation and monitoring of problem mastitic herds. This of course is coupled with attention to the individual and bulk cell counts which are provided as part of herd recording programmes.

Mastitis is a multi-faceted problem, and if it is approached with just a box of intramammary tubes, it will be never ending. You must find out the major cause of your problem, instigate the appropriate preventative programme, and lastly have on hand the appropriate treatment. Nutrition is vitally important again, especially in the way it impacts on freshly calving cows. Problems with udder oedema and cows running milk precalving must be addressed if you have a fresh cow mastitis problem. Some people have problems particularly in heifers, others have the contagious forms of mastitis which require rigid milking routine control and usually ruthless culling.

Herd health reports can help by graphing or tabling cell count trends, as well as tagging which cows required dry cow treatment based on cell counts and clinical cases. These criteria are customised for each farm.

Nutrition

Apart from the context in which nutrition has already been mentioned, as a General rule close attention to the ration is the most important aspect of running a dairy when herd health is considered,



because it impacts on everything.

Many herd problems related back to nutrition. Increasingly dairies should be looking to veterinary surgeons or nutrition specialists to formulate balanced, maximum profit rations, or to advise on the best course to adopt when confronted with a choice of feed options for future use.

Ration formulation should be an integral part of the herd health programme on any dairy. In our practice this entails formulation of and advice on rations in the following categories: birth to 3 months, 3-6 months, 6 months to joining, pregnant heifers, lactating herd (may be divided into 2 or 3 groups), dry cows (early), precalving cows and precalving heifers. All of these have different dietary requirements, and in some cases there are even more subgroups.

It can't be emphasised strongly enough how important the feeding

programme for heifers from birth until they enter the milking herd is, and how major the impact is when this area is neglected. Height and weight measurements on the heifers can be used to pinpoint deficient areas in the feed programme. A good heifer rearing programme can eliminate many future veterinary problems.

Good nutritional practice is probably the area where most dairy farmers still have the ability to make changes and to improve profitability. Again, it is not a quick fix area, and requires detailed planning and constant attention over time.

Summary

In summary I would suggest again that the dairy farmer, in conjunction with their veterinarian, constantly strive to meet problems at their source. Don't be satisfied with a costly ongoing treatment that never gets to the root of the problem.

In some cases, it may take many

years to reduce a problem to acceptable levels, but that is a better option than resigning yourself to an eternal cost. If you do have a problem that is causing current production loss and is ongoing, make sure you have the means available on farm to treat that problem as soon as it occurs so as to minimise the impact.

Always question and push your veterinary surgeon to provide the type of service you want. If you can't get it from one practice, try another. Most of the really beneficial improvements in herd health services have been developed because somewhere a dairy farmer pushed for it.

If you are serious about dairying, don't be satisfied with a "fire brigade" type approach to herd health services. Always think prevention, and become involved in ongoing monitoring systems such as herd health programmes in order to keep a finger on the pulse of your enterprise.

Source Dairy Digest August 1997

Dairy conference on the grapevine

The 1998 Large Herds Conference will be held in the Barossa Valley, one of Australia's premier winemaking regions. It is believed to be the first time a national dairyfarmer conference has been held in South Australia.

Breaking with the tradition of holding the conference in a prime dairy region, conference organisers have chosen the Barossa Convention Centre in Tanunda venue for both economic and strategic reasons.

'Believe it or not there are dairy farms within easy access of the venue,' said conference manager Tom Phillips, 'and we plan to offer conference delegates the opportunity to visit some of them.'

'We are conscious of the need to keep the conference affordable,' he said. 'Adelaide was just too expensive and other dairy regions in the state did not have venues of the size the event now demands.'

The 1997 conference in Warrambool attracted close to 500 delegates making it one of the largest national dairyfarmer conferences in Australia.

A recently completed survey of delegates to the 1997 conference showed "people management" to be the most important issue confronting dairyfarmers who are expanding their operations. In view of this the 1998 conference will feature human resource issues such as staff communication and employment arrangements.

'The interest in people management is indicative of the changing nature of dairyfarming and the degree to which the so-called "family farm" is becoming a thing of the past' Mr Phillips said.

The Barossa Convention Centre also presented a unique opportunity to experience another of Australia's successful primary industries first hand - both for learning and leisure.

'We couldn't go to the Barossa and not offer people the chance to visit a winery or two,' Mr Phillips said.

The conference will be held from March 20-23, 1998.

Conference information and registration forms for the Large Herds Conference can be obtained from the Large Herds Conference, PO Box 889, Warragul, Victoria, 3820 Tel: 03 5622 2055, Fax: 03 5622 2199, Email: Phillips@dcscomp.com.au

IAMA and FPT - proven production increases



PROVEN RESULTS

"We have found one problem - we need to start looking at buying a new milk vat...presently one vat is overflowing and the second has only two inches to go. We have never done this before and yet we are milking the same as last year. "

*Ian Hunt, Rosken Stud Holstein Friesian
On the programme nine weeks.*

"We have noticed an all round improvement, the guidelines in the manual supplied have really helped. Everybody knows where they're heading."

*Greg Lee, Teal Flat Dairy, Penola.
On the programme four weeks.*

Increases of up to 10 litres per day

IAMA and FPT have visited 70 SA dairy farmers and 50% of them have joined the consultancy programme.

In some cases, the programme has had staggering results with one farmer noting a 10ltr per day per cow increase after being on the programme nine weeks.

The programme devised by FPT looks at rectifying nutritional deficiencies and the impact on animal fertility and health.

After some simple initial tests are taken, the programme puts in place a clear and well structured management plan, with guidelines for the dairy farmer to follow.

Fertiliser and animal health inputs and relevant modifications to dietary balance are outlined as well as improved tools to identify and monitor clinical and sub-clinical diseases.

The consultancy service is offered as an extension to IAMA's existing farm support of animal health, agronomy and pasture establishment.

For more information regarding this service, contact your local IAMA store and speak with your animal health advisor.

Targets of IAMA's FPT programme

- Less than 2% Milk Fever or other Metabolic disorders
- Less than 1.5% Clinical and Sub-Clinical Mastitis
- Less than 1% of cows with retained membrane and Metritis
- Minimal or no use of pregnancy induction
- Less than 6% of Empty Cows, with a 5 to 6 week calving pattern
- Greater than 96% first service submission rate with minimal or no use of PG & CIDRs
- First calving animals producing within 12% of herd average
- Increased pasture production and utilisation
- Increased intake and higher milk solids production per cow/hectare



IAMA

IAMA Dairy

ABARE has good news for farmers

Profitability in the farm sector has benefited substantially from interest reductions over the past five years, according to an Australian Bureau of Agricultural Resource Economics (ABARE) study.

The Minister for Primary Industries and Energy, John Anderson, said the latest ABARE *Current Issues* report showed, when combined with related exchange rate effects, every 1 per cent drop in interest rates boosted farm cash income by \$2450.

The ABARE study also showed a depreciation of the Australian dollar of 1 per cent would lead to an estimated increase in broadacre farm cash incomes of \$1,000 per farm, on average, with crop specialists gaining around \$2,500 per farm, and beef specialists gaining on average \$360 per farm.

"Interest rates are important determinants of farm financial performance," Mr Anderson said.

"A significant proportion of farmers carry high debt levels. High interest rates hurt their ability to service that debt. In turn, that means less money is available to meet farm operating and living expenses."

Mr Anderson welcomed the publication of ABARE research which uses farm survey data to explain the effect of interest and exchange rate changes on farm sector incomes.

"A 1 percentage point drop in interest rates means an extra \$1310 in income to the typical wheat farmer, and an average of \$940 extra to broadacre farmers overall," he said.

The ABARE report explains that any analysis of monetary policy affecting interest rates should also look at the corresponding effect on

exchange rates. Estimates show a 1 per cent interest rate drop translates into a reduction in the exchange rate of 1.5 per cent in the first year.

Mr Anderson said a combined decrease in interest and exchange rates of that magnitude would increase incomes for wheat and other crop farmers by \$5110. On average, broadacre farmers would be \$2450 better off.

With interest rates expected to remain around current levels over the medium term and the Australian dollar expected to depreciate slightly against our major trading partners, the benefits to Australian farmers of the current macroeconomic environment should continue.

Contact: Minister's office Don Cumming (02) 6277 7520
ABARE Sharon Palmer (02) 6272 2257

Feature: Tariff reductions

Industry protection reductions important for growth

"Reductions in industry protection are necessary if the potential for growth in aggregate incomes in the Australian economy is to be realised," Australian Bureau of Agricultural and Resource Economics (ABARE) Senior Economist Ivan Roberts, said when releasing ABARE Current Issues no. 5 last month.

In the Current Issues, 'Advantages of trade reform for Australia', Mr Roberts emphasised protection policies for specific industries may sustain those industries, however, it is at a cost to others and reduces incomes for the nation overall.

"Gains to aggregate incomes can be achieved through reducing industry protection irrespective of whether other countries do likewise.

Nevertheless, the greatest gains arise if reductions occur elsewhere as well as in Australia," Mr Roberts said.

"Assistance to Australian manufacturing has been declining and is now much the same as for agriculture. However, within manufacturing and agriculture there remain activities which are heavily assisted, including textiles, clothing and footwear, motor vehicles and parts, and milk. There is room for greater efficiency of resource use within the economy and associated increases in aggregate incomes through more liberal trade policies."

Key observations contained in the paper are:

- industry protection cannot provide a basis for increasing aggregate income and may not increase employment;
- it supports some groups at the expense of others and reduces aggregate national income;
- aggregate income in Australia can be advanced by unilateral reductions in industry protection;
- internationally, Australia does not have the power to markedly affect protection elsewhere that can harm Australian industries and the economy;
- increased liberalisation unilaterally by Australia and through the World Trade Organisation and APEC is important for further gains through trade; and
- there are economic and social costs from adjustment arising from many factors, one of which is withdrawal of protection

Contact; Ivan Roberts (02) 6272 2239. For copies of ABARE Current Issues no. 5, contact Denise Flamia (02) 6272 2211.



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MEDIA RELEASE

Rural Package will Benefit Farming Veterans

Many farming veterans will be able to keep the family farm in the family, without jeopardising their service pension eligibility, the Minister for Veterans' Affairs, Bruce Scott, confirmed today.

This is one of the key initiatives contained in the Federal Government's new integrated rural policy package titled Agriculture-Advancing Australia.

"There is a range of measures contained in the package that will benefit veterans who are also farmers," Mr Scott said.

'Of particular benefit to farming veterans is the three year moratorium affecting the gifting provisions for the transfer of the family farm to the younger generation.

"The moratorium means that eligible veterans will have a three year "window of opportunity", from 15 September 1997, to transfer the title of their farm and not have the value of the farm counted under

the Service Pension assets test.

"The changes will also apply to farming veterans who transferred their farm in the five years before that date.

"Prior to the moratorium coming into effect the transfer of a farm was treated like other gifts under the assets test for Service Pension and its value counted as an asset when calculating how much Service Pension is paid.

"The moratorium will help veterans who want to retire but also want to ensure that the family farm remains in the family."

Mr Scott explained that the scheme will be open to farming veterans who are of Service Pension age and who have equity (or combined equity if in a farming partnership), of up to \$500,000. A veteran must have owned the farm for at least 15 years, or have been actively involved in farming for 20 years. The younger generation must have been actively involved in the farm for the preceding three years.

"These changes offer a great

opportunity to farming veterans but, as with all business decisions, veterans who are interested in taking advantage of this moratorium should plan carefully and seek legal advice before taking up the offer. In particular, they should test their eligibility for Service Pension before transferring the title of the farm."

Legislation will soon be introduced to provide for the changes to the gifting provisions. Service Pension payments will not start until the legislation is in place but, where the farm was transferred after 14 September 1997, they will be backdated to the time of transfer. Full details of how the changes affect veterans will be available from offices of the Department of Veterans' Affairs.

"Agriculture-Advancing Australia demonstrates the Government's ongoing commitment to understanding and meeting the needs of veterans in rural and remote Australia.

Media contact: Melissa McKerihan
(02) 6277 7820 or 0419 607 783

PRESS RELEASE

New portable hoist at Pacific

The new Nice Lever block from Vital is now available from Pacific Hoists. Weighing in at just 3.5kg, the new lever block can easily be carried in one hand yet has a lifting capacity of half a tonne.

Light enough to carry safely up ladders and scaffolding, small enough to be carried safely on a farm motorbike, the Nice Lever has been designed for safety and efficiency in a wide range of applications.

A sealed body and brake section ensure the added safety of steady

chain gripping, as well as preventing corrosion or damage to the internal mechanics by rain, dust or other foreign objects.

The hook is locked, not pivoted, affording easy attachment to the load with just one hand. Once attached, the specially moulded hook-catch prevents wire and rope fastenings from slipping off.

A built in anti-lock mechanism keeps the handle in motion, even when tightened too far under a shock load.

Michael Herbert of Pacific Hoists said that with the Nice Lever, Vital has built on its reputation for providing user-friendly products. Its portability and easy manageability, combined with its sturdy construction, will make it

popular for lifting and lowering, fastening loads and pulling in situations where mobility is a factor, such as building and agriculture, he said.

As with all Vital products, the Nice Lever 1/2 tonne is manufactured using the highest quality materials and the latest processing technology. Each unit is carefully checked prior to shipping.

The Vital Nice Lever block is priced at less than \$200.

For further information, contact Michael Herbert at Pacific Hoists Pty Ltd 71 Atkins Rd Ermington NSW 2115. Tel: (02) 9638 4511 Fax: (02) 9684 2073

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Production ABV May 1997

ASI	Prot kg	Prot %	Milk	Fat kg	Fat %	Dtrs	Herds	Rel %
118	36	-0.19	1431	53	-0.09	65	42	84

Workability ABV May 1997

M/Sp	Temp	Like	Rel %
92	92	94	78

Conformation ABV May 1997

O/Type	Mamm. Sys.	Rel %
1.9	1.9	75



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RESEARCH & EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT

(IN SOUTH AUSTRALIA) INCORPORATED

STATEMENT BY THE EXECUTIVE COMMITTEE

In the opinion of the Executive Committee the accompanying financial statements as set out on pages 2 to 4:

1. Present fairly the financial position of Research & Extension Association for Dairying Development (in South Australia) Incorporated as at 31 March 1997 and the result for the year then ended; and
2. Have been prepared and presented in accordance with Australian accounting standards that are applicable to the Association as a non-reporting entity as explained in Note 1 to the accounts.

The Executive Committee has reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due.

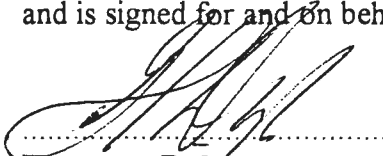
The Executive Committee hereby states that during the year ended 31 March 1997:

- (a)
 - (i) no officer of the Association;
 - (ii) no firm of which an officer is a member; and
 - (iii) no body corporate in which an officer has a substantial financial interest

has received, or become entitled to receive, a benefit as a result of a contract between the officer, firm or body corporate and the Association; and

- (b) No officer of the Association has received directly or indirectly from the Association any payment or other benefit of a pecuniary value, except for an amount of \$12,000 paid to the Chairman as an Honorarium.

The above statement is made in accordance with a resolution of the Executive Committee and is signed for and on behalf of the Executive Committee by:


.....
Hans van Dyk
Chairman


.....
Chris Luz-Raymond
Public Officer

Dated this 31st day of July 1997.

RESEARCH & EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT

(IN SOUTH AUSTRALIA) INCORPORATED

BALANCE SHEET

AS AT 31 MARCH 1997

	1997	1996
	\$	\$
<u>ACCUMULATED FUNDS</u>		
Opening balance	34,106	19,226
Net surplus (deficit) for the year	<u>(14,282)</u>	<u>14,880</u>
Closing balance	<u>\$19,824</u>	<u>\$ 34,106</u>
Represented by:		
<u>ASSETS</u>		
Cash at bank	785	34,106
Investment	10,265	-
Sundry debtor	<u>9,374</u>	-
TOTAL ASSETS	<u>20,424</u>	<u>34,106</u>
<u>LIABILITIES</u>		
Sundry creditors	<u>600</u>	-
TOTAL LIABILITIES	<u>600</u>	-
NET ASSETS	<u>\$ 19,824</u>	<u>\$ 34,106</u>

The accompanying notes form part of these accounts

RESEARCH & EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT

(IN SOUTH AUSTRALIA) INCORPORATED

STATEMENT OF INCOME AND EXPENDITURE

FOR THE YEAR ENDED 31 MARCH 1997

	Note	1997 \$	1996 \$
<u>Income</u>			
Company registrations		400	1,800
Cattle Comp funding		-	15,000
DRDC funding		14,794	1,200
Farmer registrations		3,570	12,447
Interest received		1,074	1,036
Membership fees		400	2,090
Mount Lofty Effluent Program funding SADA	2	- <u>12,000</u>	22,000 <u>12,000</u>
TOTAL INCOME		<u>32,238</u>	<u>67,573</u>
<u>Expenditure</u>			
Bank charges		238	295
Catering costs		3,000	3,299
Conference fees		-	690
Contract services		13,880	18,608
Honarium & meeting fees		14,734	12,351
Office expenses		4,405	2,977
Professional fees		600	550
Superannuation		660	480
Tour expenses		2,192	8,875
Travel		<u>6,811</u>	<u>4,568</u>
TOTAL EXPENSES		<u>46,520</u>	<u>52,693</u>
NET SURPLUS (DEFICIT)		<u>\$(14,282)</u>	<u>\$14,880</u>

The accompanying notes form part of these accounts

RESEARCH & EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT

(IN SOUTH AUSTRALIA) INCORPORATED

NOTES TO AND FORMING PART OF THE ACCOUNTS

NOTE 1 STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

In the opinion of the Executive Committee, the Association is of a type identified in Statement of Accounting Concepts 1 as a non-reporting entity.

Accordingly, the financial statements constitute a "Special Purpose Financial Report" which has been prepared to meet the reporting obligations of the Executive Committee and the limited information needs of the members.

The financial statements have been prepared in accordance with Statement of Accounting Concepts, applicable Accounting Standards and other mandatory professional reporting requirements issued by the Australian accounting bodies except for:

AAS22 Related Party Disclosures.
AAS28 Statement of Cash Flows.

These standards have not been adopted because, in the opinion of the Executive Committee, the cost of compliance outweighs the benefits of the resulting information.

NOTE 2 MOUNT LOFTY EFFLUENT PROGRAM FUNDING

During the year ended 31 March 1996 funding of \$22,000 was received, and recognised as income, in relation to the Mount Lofty Effluent Program.

A total amount of \$27,726 was spent on the Program, \$17,809 during the year ended 31 March 1996 and \$9,917 during the year ended 31 March 1997.

AUDITOR'S REPORT
TO THE MEMBERS OF
RESEARCH & EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT
(IN SOUTH AUSTRALIA) INCORPORATED

Scope

We have audited the financial statements of Research and Extension Association for Dairying Development (In South Australia) Incorporated for the year ended 31 March 1997 as set out on pages 2 to 4. The financial statements are a special purpose financial report and has been prepared on the basis explained in Note 1 to the accounts. The Association's Executive Committee is responsible for the preparation and presentation of the financial statements and the information they contain. We have conducted an independent audit of these financial statements in order to express an opinion on them to the Members.

Our audit has been conducted in accordance with Australian auditing standards to provide reasonable assurance as to whether the financial statements are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial statements and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial statements are presented fairly in accordance with the accounting policies described in Note 1 to the accounts.

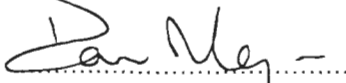
The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion, the financial statements of Research and Extension Association for Dairying Development (In South Australia) Incorporated present fairly the state of affairs of the Association as at 31 March 1997 and of the deficit for the year ended on that date in accordance with accounting standards and other mandatory professional reporting requirements that are applicable to the Association as a non-reporting entity.

MANN JUDD

~~Chartered Accountants~~



D A MAJOR

Partner

Signed at Adelaide this 31st day of July 1997.

.. 5 ..

From the Dairy

Cream of Potato & Leek Soup

Serves 6

2 leeks, sliced and washed
1 large potato, peeled and diced
3 cups water
1 cup Australian Light Evaporated **MILK**
1/4 cup chopped fresh parsley
black pepper, to taste

Cook leeks in a small amount of water in a large saucepan until softened. Add the potato and water and bring to the boil. Cover and simmer for 40 minutes or until potatoes are tender. Puree until smooth.

Return to a
and stir
MILK,
pepper.
without



clean saucepan
through
parsley and
Reheat
boiling.

Vegetarian Pita PIZZAS

Serves 4

8 small wholemeal pita breads
1 tablespoon low salt tomato paste
1/2 cup sliced mushrooms
1 tomato, sliced
1 red capsicum, sliced into rings
1 x 225g can pineapple pieces in natural fruit juice, drained
1/2 cup grated Australian Reduced Fat Mozzarella **CHEESE**
dried rosemary and oregano, for sprinkling

Spread tomato paste onto pita breads and top with mushrooms, tomato, capsicum and pineapple. Sprinkle with **CHEESE** and herbs. Place under a hot grill until cheese melts and pizzas are warmed through.



. . . . To the Table

*Ideas for controlling weight, Diabetes,
Cholesterol and High Blood Pressure supplied
by the
Australian Dairy Corporation*

Buttermilk Pancakes with Mango Passionfruit Sauce

Serves 4

Buttermilk Pancakes

3/4 cup self raising flour
2 tablespoons castor sugar
1 egg, lightly beaten
1 cup Australian **BUTTERMILK**

Mango Passionfruit Sauce

200ml fresh or canned mango puree
1/4 cup fresh or canned passionfruit pulp
1 tablespoon castor sugar, extra
4 scoops Australian Low Fat Vanilla **ICE CREAM**,
for serving

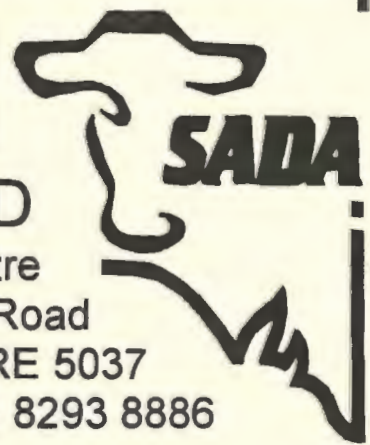
Combine the flour and sugar in a large mixing bowl. Gradually whisk in egg and **BUTTERMILK** until smooth. Heat a non-stick pan and cook 1/4 cup of mixture until bubbles form around the edges. Flip over and cook on the other side until golden. Repeat with remaining mixture to make 12 pancakes. For the sauce combine mango, passionfruit and sugar together. For serving, place 3 pancakes onto each serving plate and pour over sauce, top with a scoop of **ICE CREAM** and serve immediately.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

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GLANDORE 5037

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General President

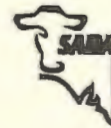
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Fax (08) 8558 3726
Mobile (015) 603 830

Chief Executive

Chris Luz-Raymond
Telephone (08) 8293 2399
Fax (08) 8293 8886
Mobile 041 9037 569

Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (Employers Chamber of Commerce)
- ◆ Sharefarming Agreements
- ◆ Lobbying
- ◆ Representation on Concerns
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Friendly Stop with Parking (with a convenience!!)



Published By:

The South Australian
Dairyfarmers' Association
Incorporated

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Disclaimer

The South Australian Dairyfarmers' Journal is the official organ of the South Australian Dairyfarmers' Association and is produced and published by the Association on a monthly basis.

Opinions and views expressed or implied in the South Australian Dairyfarmers' Journal are not necessarily those of the SADA, and responsibility for the validity or accuracy of any statement, and the content of any advertisement, lies solely with the author or advertiser.

The Editor reserves the right to accept or reject any material or advertisement submitted for publication.

Dairying - efficient, clever, innovative and sustainable



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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OCT/NOV/DEC
1997

CHIEF EXECUTIVE'S EDITORIAL

'A week is a long time in politics.....' so they say. A week is certainly turning out to be a long time in the SA Dairy Industry!

It seems only yesterday when this Editorial was saying the face of the Dairy Industry in this State '.....will have changed course forever....' It was the March 1997 Editorial in fact.

That statement was made in relation to the interest by three processors, Warmambool Cheese and Butter, De Cicco and Murray Goulburn, in the South East. Little did anyone realise that the changes would continue on into the heart of the Central Region.

The news of a bid for Dairy Vale by Dairy Farmers has caught many in the Industry by surprise. Dairy Vale is now going through the process of examining the worth of the bid prior to making any recommendations to share holders.

For its part SADA will push to ensure that dairy farmers get all the information they need to make the decision on what is their future.

SADA made a fairly pointed and public stand on the recent increase in market milk prices by the processors. The rise was something in the order of 5 cents per litre - recommended retail.

Media coverage included a spot on the Channel 10 News, local

press and radio. The media message to the consumers was simple '... the price increase was at processor level; dairy farmers did not expect to receive any part of it.....'

Farmgate price operates under regulation - for farmers to receive an increase in market milk SADA puts in a submission to the Dairy Authority of South Australia (DASA). The Minister then approves it on recommendation from DASA. Post farmgate (processor /retailer) is deregulated, there are no legislative controls on price adjustment.

From the number of dairy farmer telephone calls on the subject of the increase in the recommended retail price of milk it is obvious that there is still confusion on how the system works. Understanding how the system operates and who can do what is so important it should be on the agenda of every Branch meeting in the next couple of months.

It was coincidence that the SADA submission was before the Board of DASA at the time that the recommended retail price increase was announced. That happy coincidence managed to confuse everybody!



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CHIEF EXECUTIVE'S EDITORIAL (Contd)

Dairy farmers eventually ended up getting an increase of 0.63 cents per litre for market milk or about \$1090 for the average dairy farmer producing 694,000 litres. Remember, market milk is roughly 25% of total production.

The media coverage that SADA has generated on the Dairy Vale take over bid and the market milk increases has brought about some criticism from a number of quarters - particularly the processor sector. Can it be that it is because SADA is 'doing its job properly!'

On to other Association news. The Association has appointed a new Development Officer - Jaylene Gurr, a dairy farmer from Jervois. Jaylene replaces Philip Down, who unfortunately, has had to increase his commitment to his dairy at Meningie. Over the past two years Philip has provided an excellent service to SADA as its Development Officer. Many thanks, Philip.

SADA continues to be involved in a number of meetings on water resources across the State including the South

East. The gains are painfully slow at times because there are no simple fix solutions.

Readers will notice the results of the Economic Survey that SADA had conducted by ITAgribusiness in this edition of the Journal. The results are 'trends and averages' and not absolute. They give dairy farmers a better understanding of the costs involved in the Industry. Put together with the benchmarking study that will be conducted through DairySA in the near future dairy farmers will be much better informed across the board.

Finally, the chance to wish all the SADA members and readers of the Journal Season's Greetings and a Merry Christmas. The year has disappeared, literally. To say that it has been busy is probably an understatement from the Editor's desk. On -farm it has been equally busy not busier. Take care and see you in the New Year - there is important work to be done for dairy farmers in 1998.

Dairy Traineeship To Commence

As a follow up to the article, published in the September issue of the SADA Journal, "Dairy Training", I am pleased to announce that the first part of the training program, the pre vocational, will commence in January 1998.

I would like to thank all the people who completed the questionnaire and got it back to me and to all those who registered their interest at the SADA meeting on the 3 October 1997 - Thank You. The response has been overwhelming. I have enough employers as well as enough properties to cover the work experience part of the training. However, if you would like to be part of our training program, it is not too late, the more support we can gather the more successful the traineeship will be.

In the past few months I have been putting together a handbook that will answer all the questions that an employer or trainee may have with regard to this program. These will be available by mid November and will be posted to those who registered an interest in the traineeship and to anyone who would like to become a trainee. I hope to call a meeting for those of you who are interested and explain your role in this and answer any queries that you may have. We also ask that you bring along any ideas that you may have that could benefit the training.

The prevocational will run for a period of seven weeks and will be taught through both on and off the job training. TAFE will be delivering the course and Group Training Employment will co-ordinate the work experience.

The subjects that will be covered in this time are:

- Working in the Dairy Industry
- Chemical Safety
- Occupational Health & Safety
- First Aid
- Dairy Plant Pre-Op Checks
- Cattle Health 1
- Farm Tractor Operations
- Calf Rearing
- Move and Count Cattle
- Milk Harvesting 1A
- Personal Skills
- Rural Communication
- Rural Teamwork
- Rural Calculations
- Farm Structure Maintenance
- Cattle Handling
- Farm Vehicle Operations
- Electric Fencing

These modules have been selected to maintain the trainees interest and to give them the necessary skills to enter the industry competently and confidently.

After successful completion of the pre vocational, trainees will then be placed on properties to complete a 12 month traineeship. Its hoped that they will develop and expand on the skills they have acquired and go on to become an important part of the industry.

In conjunction with the traineeship we are going to run "Train the Employer". It will commence with the traineeship. There will be six three hour sessions, that will be spread over the 12 month period. Information regarding these sessions will be in the handbook.

If you would like to register as a trainee or an employer, or would like some information please contact me, HARRIETT JENKINS, on (08) 8725 4750 or (08) 8725 8385 a/h.

ASK THE HARD .. QUESTIONS

Kay Hocking - South Australian Farmers' Federation

I was educated in primary schools throughout Queensland, the Brisbane Girls Grammar School and graduated as a registered nurse at the now Royal Brisbane hospital in 1965. In 1965 I married and became a member of a farming family in the high rainfall area of South-East South Australia. We have two adult daughters who are the fifth generation to be involved with this property and both are following careers in agriculture.

Early years on the farm were a culture shock for me but I quickly came to know and love the land and life. The family are dedicated wool and prime lamb producers and have recently begun a cropping enterprise. I am a working director, the company secretary, the farm office manager as well as working with the stock, pasture management and breed and train working kelpies.

My involvement with the South Australian Farmers' Federation began ten years ago when I started attending meetings with my husband and we had been assisted with a workplace issue by SAFF.

At that time it was very noticeable that few women were involved with the organisation and it is sad that the situation has not improved very much since that time.

I have been involved as a branch delegate to zone meetings, wool and meat section conferences, Vice President South-East Regional Committee, a Governing Councillor, member of the Commerce Committee, SAFF representative on Agricultural and Horticultural Training Council, and SAFF representative to the Rural Women's Forum in Canberra in 1995. I believe that in many instances women who are involved

with farming businesses are not valued or recognised as an integral part of the industry. Their views are not sought or encouraged. The only way to influence change is from the inside, working with the decision makers. The time commitment is often heavy and this can certainly be a deterrent but the rewards, when progress and goals are achieved, are worthwhile.

I certainly encourage other women to take an active role in farming organisations otherwise true representation is not being achieved.

Essential skills are:

- Courage and determination
- Diplomacy
- Good communication
- Commonsense
- Knowledge of the systems
- Ability to use strategic alliances

It is important to continue to develop and improve skills. Ask the hard and sometimes unpopular questions. Sow the seeds and encourage debate and action.

For the future of agriculture medium sized family farms will continue to be the backbone with each member providing specialised skills to the business. What is required is greater use of:

- Consultants, contract and casual labour rather than permanent employees
- Off farm investments and income
- Whole farm business planning for long term sustainability and profitability
- Fewer farming businesses specialising in one commodity but diversifying into enterprises

which improve cash flow throughout the year.

A high priority is to assist and encourage more women and younger farmers to contribute their knowledge and expertise to farm organisations and work with others to ensure the long term profitability and sustainability of this wonderful industry.

NEXT STOP AGRI-POLITICS

Marie Dilley - Western Australian Farmers' Federation

Life does strange things to people. As a child in the wheat belt of Western Australia, and then a teacher, I would never have imagined that my future was as a dairy farmer. But it is and a very rewarding life too. I have been involved in a dairy farming operation at Coolup with my husband for the past 26 years.

Dairy women are very good at milking cows, rearing calves, keeping business and herd records, not to mention driving tractors, fixing fences and all the other farm activities that we learn to perform. It seems very logical that when we work so hard on our own farms to make our businesses more profitable that the next step is to work off-farm to make our industry more profitable. To me that next step meant agri-politics.

As a consequence I joined the Western Australian Farmers Federation and became very active at a local and regional level before nominating for an executive position in the Dairy Section, which resulted some years later in being elected president. During this time I also represented Western Australia at a national level on the Australian Dairy Farmers' Federation. These positions, both State and national, required extensive negotiating, debating and decision making skills and involved regular dealings with politicians and relevant industry bodies.

WOMEN'S INFLUENCE IN AGRI-POLITICS (Contd)

I have represented rural people at a political level, standing as a candidate for the National Party of Australia in the Federal seat of Canning. I was also the President of the National Party's Women's Federal Council from 1980-1982.

Today I am a member of the Western Australian Farmers Federation's General Executive and currently hold the Economics portfolio and represent the WA Farmers on the National Farmers' Federation Economics Committee.

The most common question I am asked is "Why?" We do have some women who choose to become

involved in their industry organisations, particularly at local level, but very few are visible at State and national levels. To me this is a great waste of resources. Our women have experience, expertise and in many cases are very highly educated. They make an enormous contribution in their own businesses, and it seems a pity that contribution is not carried through to the industry at large.

Agriculture will continue to play a large part in the State's economy and, with the declining rural population, farmers and farming organisations will be required to have stronger, more effective

leaders for agriculture to remain at the forefront of the political agenda. I believe many of these leaders will be women.

From my own experience it is not difficult. All you need is a commitment to your industry, the belief that you have something to contribute, the desire to make things better and the courage to put your name forward.

*Source 'Beyond the farm gate'
National Farmers' Federation*

A GOLDEN OPPORTUNITY !!!

Need to travel overseas? Have an employee - a friend - who seeks knowledge or skills not available here?

The Churchill Trust is calling for applicants from those in primary industry for Churchill Fellowships. Of special interest are:

THE JACK GREEN CHURCHILL FELLOWSHIP -
for the benefit of people engaged in the Australian Dairy industry.

THE SWIRE GROUP CHURCHILL FELLOWSHIP -
for the study of an aspect of the Australian Cotton industry.

THE SWIRE GROUP CHURCHILL FELLOWSHIP -
to study woody weed management applicable to the rangelands of Australia.

THE SAMUEL AND EILEEN GLUYAS CHURCHILL FELLOWSHIP - for study and research into the pastoral industry particularly as it applies to the tropics. (Queensland only)

THE KONDININ GROUP WHITTINGTON CHURCHILL FELLOWSHIP - to investigate communication and/or innovation within agriculture.

Features are:

- Overseas travel for about 3 months - more or less if appropriate.
- Fares, fees and living allowance paid.

- Income supplement considered.
- Average value about \$14,500.
- A Fellowship that opens many doors.

For an Information Booklet and Application Forms send a stamped self-addressed envelope to:

Application Forms
The Winston Churchill Memorial Trust
218 Northbourne Avenue
BRADDON ACT 2612

Enquiries: 02 6247 8333

Internet address: <http://cibc.com.au/new/134>

All Australians over 18 are eligible - no formal qualifications required - don't miss

A GOLDEN OPPORTUNITY!!





The Bank of South Australian Dairy Farmers.

To help your business grow, talk to a local who understands the specialist needs of the rural community. A local, dedicated to community



spirit, offering rural expertise and the largest branch network in country South Australia. Visit your local BankSA branch and let us put you in front.

The Bank of South Australians.

MEDIA RELEASE

Genetics Australia serves Australian dairying

The welfare of Australian dairy farmers is the key issue in decisions made by the **Genetics Australia** Board says the Board's Chairman, Peter Stewart.

Mr. Stewart a dairyfarmer from East Gippsland was commenting on the re-appointment to the Board of NSW based Director Mr. Rob McIntosh.

Peter pointed out that when **Genetics Australia** was formed shareholders, at that time mainly Victorian dairyfarmers, approved rules that would ensure at least two of the Board would come from States other than Victoria.

Subsequently the Board, appointed Rob McIntosh from NSW along with Gordon French from Queensland, following consultation with ADFF, the NSW DFA and QDO.

'These appointments have been extremely successful in ensuring that **Genetics Australia** takes a truly national view in its decisions.'

said Peter. 'Directors are obliged to make judgements that are in the interests of all shareholders, rather than taking a view which suits a particular sector, or group, or State.'

Rob McIntosh and Gordon French bring different experience, interests and skills to the Board table which broadens the Board's view on all sorts of issues'.

"I welcome Rob McIntosh's re-appointment. In his time on the Board Rob has contributed enthusiastically to issues under consideration, bringing his own experience to those issues."

Peter also commented on the links Board members had to the dairy industry.

"Our Directors have a range of dairy experience from seasonal to year round calving, pasture based to high input feeding, large commercial herds to registered breed interests.'

'Each of our dairyfarmer Directors is well connected to the dairy industry having past experience

with herd improvement organisations, or holding present positions within dairying organisations, including milk processors'.

'All of these connections, interests, experiences and skills ensure decisions are made in the interests of dairy farmers and are not made in isolation of the needs of the Australian dairy industry and dairy farmers.'

Mr Stewart also welcomed the re-appointment of deputy Chairman John Harlock, a dairyfarmer from Victoria's Western District.

A further vacancy exists on the **Genetics Australia** Board following the resignation of Victoria-based Director Stewart Peace. Mr Peace said this vacancy under the rules of the Cooperative was to be filled by another Victorian-based Director.

'Even though this is a casual vacancy, the **Genetics Australia** Board has decided it should be filled by an election. Nominations are presently being called for.'

DAIRY INDUSTRY ASSOCIATION OF AUSTRALIA INC.

The Dairy Industry Association of Australia is a major forum for the exchange of information and ideas within the dairy industry.

The membership represents a broad cross-section of the dairy industry including people involved in dairy farming, factory operations, scientific research, marketing, administration, education and training, product development, engineering, technology and promotion.

If you are involved in any aspect of the dairy industry, you are welcome to join.

The association is involved in a wide range of activities to benefit its members including:-

- Publications of two major periodicals, Australian Dairy Foods, and the Australian Journal of Dairy Technology-subscription to both are included in the annual DIAA membership fee.

- Annual and state conferences.
- Technical workshops, seminars, meetings and social gatherings.
- State and national dairy product championships.
- National awards recognising individual merit and achievement.
- Scholarships and prizes to promote dairy education and training.
- Activities promoting the Australian Dairy Industry.

The low annual membership fee of \$55 provides members with an effective way to stay up to date on the latest news in the diverse areas that make up the Australian dairy industry.

If you require any further information or would like to inquire about joining the association please contact the following:-

SA Dairyfarmers' Association

Mr Chris Luz-Raymond (08) 8293 2399

OR: The Secretary of the DIAA, SA Division,

Mr Andrew Harris (08) 8223 2277



For breeding manageable cows...

FORMOST

WINLUKE

+42kg
Protein



Photo © Elly Gevernink

Daughter bred by Steve & Sue Cohen, Tatura, Vic

+139
ASI



Photo © Elly Gevernink

Daughter bred by Ron & Kathy Pell, Waia, Vic

JUDGE

SHOTIME

2%
Calving
Ease



Photo © Elly Gevernink

Daughter bred by Frank & Barbara Wouters, Cobden, Vic

+2.4
Overall
Type



Photo © Elly Gevernink

Daughter bred by Alan & Janine Carson, Colac, Vic

...we've got the bulls for you

The 1997 proven line up of reliably proven bulls has a bull available for every breeding goal. For reliable performance you can't go past bulls tested by Australian farmers under Australian conditions.

Bull	Nasis	Pedigree	ASI	Prot	Rel%	C/Ease	M/Sp	Temp	Like	O/Type	Mamm	Price
FORMOST	11FFM70	Mascot x Secret	134	42	82	-	93	94	95	0.7	0.5	20.00
WINLUKE	11FFL77	Southwind x Inspiration	139	40	95	4	91	92	95	1.7	1.3	24.00
SHOTIME	11FFK43	Blackstar x Valiant	134	37	98	5	95	91	95	2.4	2.3	26.00
JUDGE	11FFHB2	Cleitus x Rotate	110	37	99	2	93	95	96	1.3	1.0	15.00

For full details on the *Genetics Australia* proven team, contact

Genetics
AUSTRALIA

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FARM ART COMPETITION

Genetics Australia Farm Art Competition

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The entry judged as the overall winner will receive the 'sperm' range **PLUS** a \$250 cash cheque **AND** a further \$250 for a school nominated by the winner.

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Milking, grazing, harvesting, mating, calving or dairyfarm life generally.

How to enter

- Entries can be created using paint, pastel, texta, pencil, crayons (or combination).
- They must be in colour
- The size should be A4 (210 x 297mm) or B4 (364 X 257mm).
- You may include a caption (on a separate piece of paper) describing the scene
- Entries close on January 30th 1998.
- Winners will be announced in the Autumn 1998 Genetics Australia magazine

Send your entries to:

Genetics Australia
"Farm Art" competition
PO Box 195
Bacchus Marsh, 3340

All entries will remain the property of Genetics Australia.

Entries may feature in future Genetics Australia printed material.

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INTERNATIONAL CHEFS PREDICT CHEESE BOOM

Australian cheese has been given a big thumbs up by some of the world's leading international chefs who were in Australia recently for the inaugural 'Masters of Australian Food & Wine'.

The event, which was held at Sydney's high profile Darling Harbour complex as an adjunct to this year's 'Fine Food' industry exhibition, was specifically aimed at food service professionals dedicated to pursuing the highest quality results.

Themed 'High Quality Food and the Menu', the inaugural Masters featured a series of guest chef luncheons, workshops and seminars showcasing new style cuisines and culinary trends of the world, using high quality Australian products.

Cheese featured prominently throughout the three day event with US trained master chefs Don Pintabona of New York's famous Tribeca Grill and Californian Randal St Clair, embracing Australia's award-winning cheeses and heralding a return to the cheese course.

According to Pintabona, who has created dishes for the likes of Sean Penn, President Clinton, Nelson Mandela and Mikhail Baryshnikov, the range of cheeses available in Australia is 'incredibly impressive'.

Pintabona's endorsement of our local cheeses was echoed by Chef Randal St Clair who has most recently been working in Australia at Sydney's Observatory Hotel.

He said; "I am originally from California and I must say that one of the biggest surprises when I first came to work in Australia was the quality of Australian cheeses. The cheesemaking industry is really quite amazing.

"I was particularly impressed with the quality of the cheeses, especially the blues that are available here."

"At home (New York), cheese courses are becoming quite popular," he said.

"In fact on the flight to Australia I was interested to read a feature article in Bon Appetit (the US's respected entertaining magazine) highlighting the cheese boom in America, the great interest in cheese and how cheese is being treated much more seriously in restaurants compared to ten years ago."

And it's a trend the Australian Dairy Corporation says is starting to infiltrate Australia with some of the country's trend-setting establishments, such as Sydney's new designer restaurant, Banc, and the Pavilion On the Park, actually introducing cheese trolleys, while other restaurants, such as Melbourne's newly awarded Punch Lane, are now offering boutique cheeses by the slice accompanied by local wines by the glass.

Move over cafe society, the cheese course, be it board or trolley, looks set to become the next social trend in this nation of food and wines lovers.

Source: Australian Dairy Corporation.

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VETERINARY PATHOLOGY SERVICES

VETLAB SERVICES

Veterinary Pathology Services (VPS) now manages the South Australian state Veterinary Laboratory (VETLAB) on behalf of the Department of Primary Industries and Resources (PIRSA). Through VETLAB, we offer a wide range of laboratory based services to South Australian primary producers and veterinarians.

Where tests are not offered locally, VPS will source the best supplier in Australia and outsource the test.

Laboratory services offered at VETLAB include:

1. Pathology: a full range of post mortem and microscopic tissue pathology services are offered. This includes disease diagnosis in all domestic, food and fibre animals, poultry, cage birds, laboratory animals and fish.

2. Microbiology: Bacteriology is available on-site. The cause of most routine bacterial diseases like mastitis, pneumonia, etc. can be identified and we have the capability to culture tissues and animal products for special organisms that cause diseases like:

Johnes Disease
Tuberculosis
Footrot
Salmonellosis
Colibacillosis

We also offer meat hygiene testing for abattoirs and antibiotic residue testing.

Virus isolation is no longer performed at VETLAB. In most cases, virus culture has been replaced by technologically advanced blood testing for evidence of viral disease but, when virology is required it is undertaken on our behalf by the Elizabeth McArthur Agricultural Institute (EMAI) in NSW. EMAI offer a commercially competitive, efficient service backed by significant professional expertise.

3. Serology: VETLAB is accredited to undertake export certification testing and disease accreditation testing. Common serological tests include:

Johnes disease in cattle, sheep, alpaca
Enzootic Bovine Leucosis
Bovine Pestivirus
Ovine brucellosis
Bovine brucellosis
Actinobacillus seminis
Caprine retrovirus (CAE)

4. Parasitology: Routine faecal egg counts and total worm counts are performed. Testing for drench resistance, pasture larval counts, larval identification and serological testing for liver fluke in cattle are available through referral laboratories. As demand is assessed,

some of these tests will be moved on-site in the near future.

5. Biochemistry: A full range of biochemical testing for trace mineral deficiencies (copper, cobalt, selenium, zinc, etc.) is available through referral laboratories.

6. Toxicology: Testing for common toxins is available through referral laboratories. Available tests include organophosphates, organochlorines, strychnine and 1080.

7. Miscellaneous tests: VPS has over 12 years experience in provision of laboratory services throughout Australia. Our mission is to provide our clients with the best possible laboratory service. Where a test is not available in our laboratory, we will attempt to identify another laboratory in Australia (or, occasionally, overseas) where the test can be performed and negotiate the best possible price for our client. While we encourage primary producers to consult initially with their veterinarian or departmental field officer on matters of disease in livestock, samples may be submitted directly to VETLAB if necessary. Our pathologists and specialist scientific personnel are available to provide advice on all aspects of laboratory based disease diagnosis.

*Source Veterinary Pathology Services Pty Ltd
33 Flemington Street
GLENSIDE 5065 SA*

DIARY DATES

January 12	SADA reopens	
January 21	Executive Meeting	SADA Office
February 3-5	Outlook 98	National Convention Centre - Canberra
February 11	Central Council	RAHS - Council Dining Room
March 18	Executive Meeting	SADA Office
March 20-21	Sth East Field Days	Lucindale
March 20-21	Holstein Fresian Assn Autumn Fair	Mt Pleasant
March 20-23	Large Herds Conference	Barossa Convention Centre - Tanunda
March 25	Mt Compass Field Day	Mt Compass
March 29-1	ADFF Convention NSW	Ballina
April 2-5	Convention Tour	NSW
April 8	Central Council	RAHS - Council Dining Room
April 24-25	Mt Gambier Field Days	Mt Gambier

National data base of dairy research

Australian dairy industry members can gain access to information on current and recently completed dairy research through a national wide database, Australian Rural Research in progress (ARRIP).

For each of the 5000 Research projects recorded on the database, ARRIP lists:

- the people and organisations conducting research in dairy, and other agricultural and natural resources industries
- the purpose of the research and the organisation(s) funding it.

About 1500 records are added to the database each year.

Partly funded by the Dairy Research and Development Corporation, ARRIP is a unique communication and management tool which is continually updated by individual researchers and funding agencies.

ARRIP is available on CD ROM through Ozline (a public access on-line network of more than 35 Australian research, directory and bibliographic databases) or through your library.

For further information contact: Pam Handyside on (06) 2366267

Environment program

The DRDC board has endorsed a new environmental management plan, following a program workshop in February where industry and researchers discussed the issues and decided on a basic approach.

The plan focuses on developing an overview and framework for determining the environmental effect and performance of the dairy industry's manufacturing sector. It will foster an increased understanding of the technologies available for minimising wastes and reducing their impact on the environment. Research to fill in identified gaps will also be part of the program.

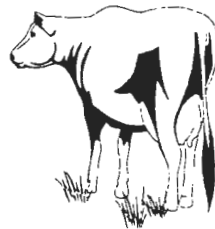
Dr Ross Nicol is co-ordinating the program. He will work with Dr Warren Mason, co-ordinator of the Natural Resource Management and Environment Protection Program in the DRDC's Farm Portfolio.

Together, these programs will enable the industry to better understand and improve its performance and so better meet its responsibilities to the wider community, not forgetting that increased profitability is also a likely result.



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This random sampling is part of a national program known as NARM (National Antibacterial Residue Minimisation). Primary Industries SA is managing the program in SA which aims to increase awareness of safe use of antibiotics on the farm so that our market continues to meet the high standards demanded by consumers.

A brochure titled "Care with Chemicals" has been distributed through dairy processors with information for beef and dairy farmers on safe use of veterinary drugs. For further copies of the brochure or more information about NARM, please contact:

Petra Hajduk
PISA Farm Chemicals Program
Ph: 08 8226 1885

PROFILES

Darren Geier is 21 years old and has been working full-time on his parents' farm, which is located northwest of Greenock, since the beginning of 1996. Darren has lived on the property all his life and became interested in farming at a very young age.

Besides milking 90 Friesians on the 560 acre property at Greenock, Darren and his parents, Ian and Kath, also run approximately 300 sheep on their property at Stonefield. The Geiers grow all their own hay, most of the lupins they need as well as a small quantity of barley. Calves which are the progeny of low-producing cows, and heifers which have been mated to beef bulls, are 'grain assisted fed' and sold when they reach approximately 400 kgs.

Because Darren has had a long-term interest in farming and feeding animals, he enrolled full-time in the Certificate in Farm Practice course and the mid-North On-Farm Training Scheme and part-time in the Certificate in Farm Practice - Dairying.

Darren's interests outside farming and his course work include being a member of the local CFS, the Greenock Land Care Group, the Greenock Lutheran Youth Group and serving as a committee member of the Agricultural Bureau.

The Certificate in Farm Practice - Dairying course has provided Darren with new ideas in dairying and has given him the opportunity to learn the latest technology. Through the CFP, he has also been able to meet and share with others who have similar interests. After completing his certificate, Darren's long-term goals are to continue working in the dairy/farming industry using the experience and knowledge he has gained from being on the farm and in the course.

dairy (Glen Finnis Holsteins) at Yundi where they milk about 130 cows. They have 80 acres of irrigation and 150 acres of dry land pasture and the cows average between 7,000 and 8,000 litres of milk.

At present three bulls are in progeny testing and about five others are waiting for selection. American bulls are mainly used but some *Genetics Australia* semen has also been used.

Their herd numbers have been built up now and Gregg's family hopes to sell lines of twenty to thirty quality cows each year.

Gregg is enjoying the Certificate in Farm Practice - Dairying course and by increasing his knowledge of the dairy industry he is learning things which he can put into practice on his own farm.

Karen Parham is 20 years old and single. She works on John & Sjam Burgar's 600 acre, dry land property near Middleton. A further 240 acres are leased for the two hundred Friesian/Jersey cross cows which are milked in the swingover herringbone dairy. The dairy was built to accommodate 30 a side but only 15 are milked on each side at present.

Karen has also worked in the animal care field, as a nursery hand, in sales and as a waitress. She wants to improve at her job and one day hopes to own her own herd or farm. Karen would also like to become a vet. Her chief interests are horseriding, bushwalking and 'getting away from it all'!

By attending the Certificate in Farm Practice - Dairying course at TAFE, Karen feels that her knowledge of dairying is being broadened.

Gregg Nash works on the family

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REVIEW PERIOD EXTENDED

THE Dairy Competition Policy Review has been extended by at least one month because the weight of matters under consideration made meeting the initial date of the end of September impossible for delivery.

Chairman of the Review Panel, Mr Don Hayman, sought the extra time from the Minister of Agriculture advising that considerable material still required assessment and that some of the modelling work being put forward by the Treasury had been delayed. The Review Panel is progressively working through the evidence submitted and debating the arguments put forward by the Panel members. Sections of the Report are coming together in draft form but the final position adopted by the Panel and/or Panel members will not be clear until all the evidence is considered.

Industry representatives say they are comfortable with the way the industry's evidence has stood up to

analysis and are confident that the main components of the market milk regulations will show community benefit which cannot be lightly ignored.

It is now expected that the Report of the Panel will be made available to the Minister by early November but it is not known when the Report will be made public.

"Boffins" Battle it out

One of the interesting sidelights of the Review Panel proceedings to industry observers has been the battle between the academics and learned economists as to the correct interpretation of key issues under discussion and quite frankly the fine lines that can sometimes be drawn to try to make a point.

This has kept the Dairy Farmers Association's retained advisers continually involved and active as the models presented to the Panel are examined in detail and their implications assessed. Often the debates are at levels beyond the education of mere mortals and we must rely on the consensus opinion of the 'boffins'. Fortunately they do

tend to agree on the technical issues once all the facts are on the table.

The dairy industry is quite complex in its make up and it does take time and patience to ensure that all the workings and practises are well understood. This is one of the reasons the Panel Chairman, who has shown a good grasp of industry affairs, has been deliberate in ensuring all arguments are covered fully and participants are generally satisfied before moving on or coming to any quick conclusions.

The NSW dairy industry will know it has been thoroughly examined by the time this Review is complete.

Source NSW Dairy Digest November 1997.



McColl heads SA's Murray Catchment Board

A retired director general of South Australia's former Department of Agriculture, Jim McColl, has been appointed chair of the State's River Murray Catchment Water Management Board.

The eight-member Board was chosen by former South Australian Environment Minister David Wotton, and approved, but not announced, by Cabinet the day the State election was announced. The new Board met for the first time in Berri on October 16, but so far there has been no official Ministerial announcement.

Aside from Mr McColl, the Board consists of Guy Boothby (from Goolwa), Joanne Pfeiffer (Murray Bridge), Ray McDonald (Strathalbyn), Ian Kroehn (Waikerie), Peter Norman (Adelaide), Brian Caddy (Barmera) and Kay Morrison (Leabrook).

The new Board, funded in part by a 0.3 cents per kilolitre irrigation water levy, will prepare a management plan for South Australia's reach of the Murray River.

Mr McColl said the Murray Board was so far still "finding our feet", but that it would advertise soon for four full time staff - including a general manager, and managers of its finances, projects and administration.

Funding projections earlier this year suggested the Board could expect a total budget of about \$40 million over the next five years, about half of which would come from the Federal Government's Natural Heritage Trust (NHT). But Mr McColl said the only secure, continuing funding was the \$4.2 million a year from the water levy.

"There's a lot of hands out for the NHT," he said. "I'm not expecting with any great confidence that there will be \$40 million over the next five years. We will be doing pretty well

to get \$5 or \$6 million a year."

The State Government has been criticised for limiting the Murray Board's area of responsibility to the riparian zone. Mr McColl said that "down the track" the Board might expand its boundaries to the wider catchment.

"Given the general approach of ICM (integrated catchment management) it might well be sensible to have the boundaries the same as the Murray-Darling Basin's in South Australia," he said.

He said the November 17 meeting was likely to adopt for the time-being a draft water management plan for SA's reach of the Murray River.

The Murray Board is the third, and best-funded, of five promised Catchment Water Management Boards for SA. The State Government has yet to announce membership of the Onkaparinga and Northern Adelaide/Barossa Boards.

Victorian irrigation suppliers freeze groundwater

Two of Victoria's rural irrigation suppliers have placed moratoriums on new water allocations from overdrawn aquifers in advance of the finalisation - probably next month - of a report by the State Groundwater Council.

The decisions by Goulburn-Murray Water in Tatura and Southern Rural Water in Gippsland follow findings by the State's Department of Natural Resources and Environment (DNRE) that some aquifers are over-committed - with licences issued for up to two and half times their permitted annual volumes (PAVs).

The State Groundwater Council, whose draft report in August suggested a new system of management plans to take the pressure off over-committed aquifers, will meet sometime this

week (November 10) to finish its report on the issue to Victorian Agriculture and Resources Minister Pat McNamara.

Mr McNamara is expected to announce the Government's response by early next year.

John Mapson, from Goulburn-Murray Water, said two aquifers used for dairy irrigation in the water supplier's area had been found to be over-committed - at least in terms of the licences which had been issued for them. They were the Murray-Valley Deep Lead, near Cobram, which had been identified as having licences for 250 per cent of its PAV, and the Campaspe Deep Lead, near Rochester, with between 120 and 200 per cent of its PAV.

Mr Mapson said under the plan proposed by the State Salinity Council, Goulburn-Murray Water would now work with DNRE to meter and monitor the aquifers, and to find out how much water was actually being drawn from them.

"We've got two aquifers that are in deep trouble," he said. "What's actually being used is what we don't know at the moment."

Mr Mapson said under the system proposed by the Groundwater Council, the water authority would develop management plans for each over-committed aquifer, and - over the course of the next three years - "we might have to wind some of those volumes down".

He said the groundwater supplies represented only a small proportion of Goulburn-Murray Water's total resource - less than 100,000 megalitres out of an annual allocation of about 2.5 million megalitres per year. However, he said it was an important supply for some individual irrigators.

Similarly Dr Martin Kent from Southern Rural Water (SRW) said the Gippsland authority had placed a moratorium on a dozen local aquifers which had irrigation licences issued

LAND AND WATER NEWS (Contd)

above the PAVs identified by DNRE.

Dr Kent said groundwater accounted for a "fairly substantial" share of SRW's water, but that the revenue from groundwater accounted for only a small part - less than 10 per cent - of the authority's revenue.

RESTRUCTURES - SA's DENR & PISA reform as DEHAA & PIRSA
- I admire Wotton, says Kotz

South Australia's veteran Environment Minister, David Wotton, has been dumped from the Liberal front-bench as part of a major, Victorian-style overhaul of the State Ministry and public service.

He has been replaced in the portfolio by Dorothy Kotz, who told Land and Water News after the decision that she had great respect for her predecessor's achievements.

"David (Wotton) is a tremendous person," Ms Kotz said. "I have a great deal of admiration for him"

Mr Wotton - who among other things steered through SA's landmark new Water Resources Act - was well-liked and respected as Environment Minister, although critics say he lacked political clout in Cabinet.

SA Primary Industries Minister Rob Kerin has kept his portfolio in the new Ministerial line-up, and will head a new 'super' Department, Primary Industries and Resources SA (PIRSA), Mines and Energy SA (MESA) and SA Research and Development Institute (SARDI).

Much talk but few changes

The former Department for Environment and Natural Resources (DENR) has been restructured as the Department for Environment, Heritage and Aboriginal Affairs (DEHAA) under Ms Kotz.

After some pushing and shoving, and suggestions that major changes were afoot, it now appears that DEHAA's environment and natural resource functions will be little changed from those of the former DENR.

DEHAA may eventually take over the former MESA's Groundwater section, although at the time of writing negotiations on that proposal were still continuing.

DENR's former Land Services section - which looks after land titling and evaluations - has been moved to the new conglomerate Government Enterprises portfolio headed by Minister Michael Armitage, who will also take over PISA's former Forestry section. However, attempts last month to move DENR's Native Vegetation functions to the new

PIRSA have been abandoned.

There were also suggestions last month that the Landcare and Soils functions of the former PISA should be moved to DEHAA, but Ms Kotz confirmed that those proposals had also come to nothing.

"It's just a name change," Ms Kotz said. "There was some thought to move Soils and Landcare (to DEHAA). I have always accepted that integration of those areas will be the real way to go."

"But at this stage Soils will remain with Primary Industries, and so will Landcare."

There has also been considerable movement at the top of the SA public service, with new chief executives appointed in several portfolios under a Victorian-style system of performance contracts.

However, former PISA chief executive Dennis Mutton has kept his job as chief executive of PIRSA, and recently appointed DENR chief executive John Scanlon has retained his post as chief executive of DEHAA.

These articles are reproduced with permission from Land and Water News (An Independent, Monthly News Round-Up) Edited by: David Mussared



It is with a great deal of pleasure that I look back over the last twelve months and assess our achievements. The changes that are happening in the dairy industry seem to gather momentum as we are continually expected to produce better quality products at a lower cost of production to stay competitive. On farm efficiency gains have also been implemented by a large number of farmers around the State. The need for a continual assessment of modern farm practices and a constant review of cost inputs is essential for the long term survival of the modern dairy farm.

To ensure that farmers have an opportunity to assess their own enterprises in a critical and productive manner DairySA has implemented a number of programs during the past twelve months.

The most significant of these has

been the employment of Mr Greg Mitchell to coordinate and promote better pasture utilisation and management through the DairySA GrazGuide project. Currently 16 discussion groups have taken advantage of this program which represents about 20% of all dairy farmers in the State. This program also clearly assists these farmer groups in all aspects of total farm management.

DairySA has employed Scown Consulting to collect relevant financial and physical data to establish a data base to identify most cost effective practices. This will allow farmers to compare cost and productivity efficiencies between farms either locally, regionally or nationally. To get the results to assist all dairy farmers it becomes imperative that as many farmers participate as possible. I urge you all to get involved when the program starts early in the new year.

The District Committees have taken charge of a number of new initiatives and have shown a commitment to develop locally based programs to assist their regions in becoming more profitable.

The dairy specific Property Management Planning programs have been developed and are currently trialed by a number of groups to ensure that they are relevant.

On behalf of the Board of DairySA I take this opportunity to thank all the people involved in developing, promoting and delivering our programs during the year. I also take this opportunity to wish all dairy farmers and dairy industry personnel a very merry Christmas and a prosperous New Year.

Hans van Dyk.

SADA News

Sharefarmers: The National Sharefarming Package (Guidebook & Seminar) was launched in SA (both at the Old Mill, Hahndorf and the 'Fox family farm walk' from Allendale East) recently. The financial sector saw the package as an excellent benchmark to work from and urged all owners/sharefarmers to use it.

Australian Competition & Consumer Commission (ACCC): SADA has had two meetings with senior members of the ACCC recently. The topics have been regulation/deregulation and how farmers can maintain negotiating & bargaining power on prices. Research on how SADA can provide more 'bite' will continue.

SA Milk Haulage AGM: SADA recently attended the SAMH AGM. SADA sought to have a better method of consultation to bring up and solve farmer related issues on a regular basis. The Board recommended regular meetings between the Manager SAMH & CEO SADA as one way of tackling the problem. Farmers who have issues to take up are urged to contact SADA.

Milk Vendors: A meeting between the President & Executive Officer of the Milk Vendors Association and General President & CEO of SADA took place recently. Both Associations have similar problems in attempting to 'negotiate prices'. The Vendors Assn provided SADA with a comprehensive set of statistics for industry price increases over the last six years.

Media: The Dairy Vale take-over bid increase in recommended retail price of milk has seen SADA in the media spotlight across the State. Channel 10, Weekly Times, Country Hour, Stock Journal to name but a few. SADA uses the media machinery of SAFF to make news releases.

Milk Prices: The SADA submission for adjustment to farmgate price has seen it rise from 49.78 to 50.41 an increase of 0.63 cents per litre. This also effects UHT (75% of farmgate) and flavoured milk (63% of farmgate). The rise is from 1 December 1997.

Development Officer: The position of Development Officer was advertised recently. There were 40 applicants who were shortlisted to seven for interview. Mrs Jaylene Gurr, dairy farmer of Jervois was the successful candidate.

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SADA Sharefarming Taskforce
Share Dairyfarmer of the Year - FIELD DAY

Ian and Sharon Fox, ALLENDALE EAST SA, Wednesday 29th October, 1997

FARM WALK - 11.30 am

Farm - 162 ha (400 acres), with 97 ha (240 acres) irrigated by centre pivot.

Pastures - White clover and perennial ryegrass.

Production History:

Year	1994-95	1995-96	1996-97	1997-98 (est)
Cows milked	150	170	200	230
Peak (l/cow/day)	24	26	29.5	33.4
Cows/ha	0.9	1.0	1.2	1.4
Milk (litres)	714,150	1,013,125	1,337,233	1,500,000
Milk/cow	4,761	5,960	6,686	6,522

Notes: 1. **1994-95:** Only 120 acres irrigation, from Nov'94 onwards, plus silage. (Mar to April calving)

2. **1995-96:** 120 acres irrigation.

3. **1996-97:** Irrigation extended to 240 acres.

4. **1997-98:** August to September calving.

Fertiliser (1996-97):

Nitrogen (kg/ha)	26
Phosphorus (kg/ha)	71
Potassium (kg/ha)	98
Sulphur (kg/ha)	52

Regular soil testing (annually) determines the fertiliser program, with tissue testing used to monitor requirements. Irrigation is scheduled using a neutron probe.

Dairy:

26 unit Swingover herringbone (straight rail design) - 5 years old.

Supplements:

Currently feeding 6 kg triticale, plus 1 kg base mineral pellets, lupins, maize and canola meal. Barley straw is fed ad-lib.

Sharefarming arrangements:

All livestock owned by Ian and Sharon, who pay 100% of herd costs, power and dairy shed maintenance and shed costs. They pay half of feed costs and irrigation costs. Fixed and capital costs are paid by the owners Jack and Heather Fox, who are also responsible for pastures and fencing. Ian and Sharon receive 50% of the income.



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Technology and Farm Management Practices of the Australian Dairy Industry (Robert Telford & Jess Jennings)

Improving farm productivity has been targeted by the Dairy Research and Development Corporation (DRDC) as an important way of improving producer returns and fostering the increased international competitiveness of the Australian dairy industry.

This report is the third occasion that ABARE has, with the financial assistance of the DRDC, included additional questions in the Australian dairy industry survey on the use of farm management practices and technology on Australian dairy farms. The previous occasions were 1991-92 and 1993-94.

In comparing the 1995-96 survey results with those reported for previous years, the following key points were observed.

- An estimated 85 per cent of Australian dairy farms fed concentrates or grains to their cows in 1995-96, compared with 79 per cent in 1991-92. Victoria and Tasmania recorded lower rates than other states with an estimated 75 per cent and 85 per cent, respectively, of farms indicating that they used this practice in 1995-96.
- Lifting milk production was the primary reason for feeding grain and concentrates for almost half of all dairy farms in 1995-96.

Jack Green's Study Tour of NZ 1998

Departs: Sunday 22 March, and **Returns:** Sunday April 5.

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All we need to know at this stage is if you are interested. This enables us to determine whether we have sufficient interest to make the trip economically priced. Costs are approx. \$3000. Details will be sent when we know numbers.

Please express your interest before 18/12. Thanks Jack.

Jack Green's Study Tour of NZ 1998

Name:

Address:

.....Post Code

Tel:

Fax:

Send to:

Jack Green
10 Montgomery Street
RINGWOOD 3134
Ph: (03) 9870 8263

Emma Seebeck, Genetics Aust.
PO Box 195
Bacchus Marsh 3340
Fax: (03) 5367 5100

- In 1995-96, an estimated 78 per cent of hay cut on Australian dairy farms was stored in round bales. This figure is higher than the level recorded in 1991-92, when around 55 per cent of hay was stored in round bales.
- An estimated 31 per cent of all dairy farmers used computers in their farm enterprise, which is considerably higher than in 1991-92 and 1993-94, when around 15 per cent of all dairy farms used computers.
- The primary uses of computers in dairy farm management in 1995-96 were for keeping records on breeding performance and milk production, and for budgeting and financial purposes.

Copy of the Booklet available at the SADA Office.

Feed Cows Carefully to get Top Milk Production

Careful feeding is vital to getting cows to eat and milk well. Michigan State University offers the following suggestions:

Cow-friendly feeding area. Provide two feet per cow of linear bunk space with a flat, smooth surface. Bunk floors should simulate a grazing position or be slightly elevated, 3 to 6 inches above the cow platform.

Distribute feed uniformly. Use all available bunk capacity to encourage cows to eat more

Supply fresh feed. Pushing up the feed several times a day stimulates dry matter intake. If feeds are heating in the

bunk, feed more frequently.

Never have empty bunks. Cows should not have to face an empty bunk or unpalatable feeds; cows will spend 12 to 14 hours each day eating.

Monitor refusals. They should be kept at 5 percent or lower. Feed refusals may be due to fine chop, coarse hay, and cobs.

Maintain clean bunk surfaces. Cows usually eat more, and bunk cleanup is easier when the bunk surface is smooth.

Supply lots of clean water. Lactating cows will consume 25 to 45 gallons of water per day, depending on milk yield. In summer, water consumption will rise.

Source Hoard's Dairyman August 1997.

FARMERS URGED TO CHECK THEIR ENTITLEMENTS

Farm families have been urged to ensure they are not missing out on Federal Government assistance such as Basic Family Payment, Austudy and the Age Pension.

The Minister for Primary Industries and Energy, John Anderson, said this was a key finding of the Australian Bureau of Agricultural Resource Economics (ABARE) report, *Issues in the delivery of Commonwealth social support programs to farm families*, released by the Minister today.

"The survey has confirmed what anecdotal evidence has suggested. Many farm families have a poor knowledge of Commonwealth social support programs and consequently are not using them," Mr Anderson said.

"I am very concerned that many farm families may be doing it tougher than is necessary because they are simply not aware of their entitlements or misunderstand how the Social Security income and assets tests work."

Mr Anderson said ABARE found that a substantial number of farm households might have received support had they applied.

"For households with a member of eligible age, an additional 35 per cent might have qualified for the Age Pension, 24 per cent might have qualified for Austudy and 27 per cent might have qualified for Basic Family Payment."

Mr Anderson said potentially eligible families did not apply for assistance for a number of reasons, including the fact that despite having low income and/or assets, they did not feel they needed assistance.

"While some families fall into this category, they were in the minority. By far the largest number are missing out because they don't know what they are entitled to or are mistaken about their eligibility.

Mr Anderson said some of the most notable problems were:

- most of the farm population was unaware of hardship tests such as that which applies to the Age Pension;
- while program awareness was generally high, knowledge of programs was often scant, non-existent or incorrect, leading to eligible families missing out on assistance;
- some families were unaware that assets and income tests differ considerably among the various programs;
- some households with people aged 16-21 years were unaware that the value of farm assets was discounted by 50 per cent for the Austudy assets test; and
- farm assets can be ignored in applications for Austudy for farm families in Drought Exceptional Circumstances areas.

The report was based on a survey of 3500 families on small and large broadacre and dairy farms in 1995. Information about family composition, assets, income and involvement with social support programs was sought in the survey. Other relevant demographic, employment and education information about farm youth was also collected.

Contact: Robert Haynes on (0419) 493511 or (02) 6277 7520

Equipment council sets industry standards

In its first year of operation, the Australian Dairy Equipment Council (ADEC) has developed a unified

approach to the management of occupational health and safety issues.

"This is a major achievement for the new council in its first 12 months," said ADEC president, Paul Hemming. "Our members have reached a common understanding of their responsibilities to dairyfarmer customers in relation to codes and standards enforced by the Department of Occupational Health & Safety."

"Companies which are members of ADEC guarantee to meet OH&S standards providing a far greater degree of certainty for farmers who are making equipment purchases," Mr Hemming said.

Major OH&S issues confronting farm milk cooling and storage suppliers include the codes for confined spaces and pressure vessels. ADEC provides a forum for members and ensures technical standards, training and other industry needs are maintained and continually improved. A number of sub-committees have been established to discuss and solve problems in specific areas of milk harvesting. ADEC is now recognised as the peak body for dairy equipment suppliers in the milk harvesting sector by the National Milk Harvesting Council.

"This is important to us," Mr Hemming said, "because the NMHC influences policy on milk harvesting operations in Australia." ADEC's involvement with manufacturers and consumers will allow it to drive commercial and technical research into the development of new technologies.

Another of ADEC's first year achievements has been to identify spending and development trends in milk harvesting in order to give members, and both non-government and government bodies, a clearer picture of the market place.

"Trend information helps suppliers appoint appropriate dealers and provide better products and services to farmers and helps farmers develop their farming systems according to changes in the market place," he said.

Further enquiries: Paul Hemming, President ADEC-Tel:03 5662 4465



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IAMA Dairy

THE ECONOMICS OF THE SOUTH AUSTRALIAN DAIRY INDUSTRY

A REPORT PREPARED FOR THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION

by

ITAgribusiness Agricultural Economist

June 1997

BACKGROUND

SADA commissioned ITAgribusiness to conduct an Economic Analysis of the South Australian Dairy Industry. The objectives of the Analysis were to provide:

- an economic profile of the current status of the Industry
- evidence which could be used in negotiations with processors

DATA USED

Data from the annual Australian Bureau of Agricultural Economics (ABARE) was used as the basis of the Analysis. An additional sample from the Mid North region that was under represented in the ABARE data was required. The breakdown of the 46 farms used in the survey is as follows:

Distribution of Farms in Study
Table 1

Area	Number of Farms	Sample Size (1995/96)
South Australia	807	46
Central/Hills	452	15
River Murray	162	11
South East	179	15
North (separate sample)	n/a	5

THE REPORT

The Report itself is broken down into a number of sections. These include:

- data for South Australia as a whole
- data for the major regions of South Australia (North, Central/Hills - including the Fleurieu, River Murray & South East)
- trends for the period since 1980 including those from Western Victoria
- production costs at a range of dairy farm sizes 1994/95 - 1995/96

The Report has been reviewed by Central Council, the Milk Policy & Milk Prices Committee and the SADA Executive to ensure that it is a reasonable representation of the position in South Australia. Having made this judgement the findings of the Report are now available to all Members.

What is published in the Journal is a summary of the key points and issues. It is anticipated that the Report will generate a good deal of discussion amongst dairy farmers in the coming months.

As with any Report of this nature there is bound to be some difference of opinion. What this Report has established are a number of broad trends within the Dairy Industry in this State. It does not attempt to provide all the answers.

ANALYSIS & ASSUMPTIONS

The data was analysed in two ways:

- using the standard ABARE analysis
- using a number of assumptions agreed by SADA

The information presented is based on the data using the SADA assumptions, unless otherwise stated.

The SADA assumptions used the following imputed costs and values. These imputed costs and values are assumed and in most cases have not been paid in cash:

Imputed Labour Costs. The ABARE data provides for an estimate of weeks of unpaid family labour. This has been converted to an imputed cost by assuming the main operator earns \$35,000 per year for 50 weeks' work at 48 hours per week and all other labour paid for at \$400 per 40 hour week. Cash payments for family labour may bear little relationship to the actual work output.

Depreciation. Depreciation at 10% per annum has been calculated on the estimated value of the improvements and equipment from the ABARE data. Note: Most farm businesses do not set aside money to cover depreciation.

Return on Investment. A return of 5% per annum has been allowed on the total capital investment in the farm.

Dairy Stock. As most taxation return estimates of stock values are too low, a standard figure of \$900 per cow and \$450 per head of replacement stock has been allowed.

FARM OPERATING PROFIT (AT FULL EQUITY)

Operating Profit at Full Equity. Defined as farm income less variable and overhead operating costs, depreciation and imputed labour costs.

Farm Operating Profit at Full Equity

Table 2

Year	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
South Australia	-\$24,640	-\$10,332	\$2,948	-\$2,047	-\$6,890	-\$2,072
Central/Hills	-\$29,061	-\$10,153	-\$1,736	-\$5,496	-\$23,191	-\$20,706
River Murray	\$5,643	\$13,371	\$31,251	\$31,948	\$32,969	\$37,955
South East	-\$41,701	-\$29,714	-\$2,269	-\$21,777	-\$7,482	\$1,856
North	n/a	n/a	-\$903	-\$11,318	-\$12,964	-\$4,174

This shows that farm operating profits at full equity (excluding interest payments) have been improving over the survey period. The improving level of farm profits of farms in the River Murray region are in contrast to farms in the Central/Hills regions where farm profits have been declining.

RETURN ON CAPITAL

Return on Investment. This is the operating profit divided by the total value of assets used for dairy production. It excludes capital appreciation on assets.

Return on Investment

Table 3

	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
South Australia	-3.3%	-1.4%	0.4%	-0.2%	-0.8%	-0.2%
Central/Hills	-3.5%	-1.1%	-0.2%	-0.6%	-2.9%	-2.5%
River Murray	0.7%	1.9%	3.9%	3.4%	2.5%	2.7%
South East	-6.8%	-5.5%	-0.3%	-3.5%	-1.1%	0.2%
North	n/a	n/a	2.3%	0.5%	-0.3%	0.5%

The trends in returns on capital invested are similar to those for operating profit at full equity.

COST OF PRODUCING MILK

Estimates of the cost of producing milk are set out in this table and will vary with the assumptions made. The data shows that the estimated costs of production have fallen most in the South East while the estimated costs have remained constant for South Australia as a whole.

Cost of Producing Milk (\$KGFAT)
Table 4

Year	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
South Australia	\$10.88	\$9.78	\$9.47	\$9.87	\$10.02	\$9.72
Central/Hills	\$11.83	\$9.91	\$9.97	\$10.12	\$11.06	\$11.10
River Murray	\$9.03	\$8.80	\$8.14	\$8.66	\$8.99	\$8.59
South East	\$11.45	\$10.47	\$9.52	\$11.57	\$10.04	\$9.34
North	n/a	n/a	\$9.83	\$10.44	\$10.73	\$9.83

The data shows that estimated costs of production have fallen most in the South East while remaining relatively constant for South Australia as a whole.

MILK PRICES RECEIVED BY SOUTH AUSTRALIAN DAIRY FARMERS

This data sets out the gross prices received by South Australian dairy farmers for milk sold. The average price received across South Australia has increased marginally in money terms over the six year period but has declined in real terms. Prices received in the Central/Hills & River Murray regions have declined while prices in the South East have improved, possibly due to the impact of the changes to the market milk payment arrangements.

Milk Prices Received (\$KGFAT)
Table 5

Year	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
South Australia	\$6.94	\$6.75	\$7.07	\$7.24	\$7.22	\$7.04
Central/Hills	\$7.18	\$6.85	\$7.09	\$7.22	\$6.91	\$6.91
River Murray	\$7.39	\$7.14	\$7.26	\$7.54	\$7.63	\$7.25
South East	\$5.79	\$5.65	\$6.71	\$6.66	\$6.87	\$6.85
North	n/a	n/a	\$7.11	\$7.48	\$7.62	\$7.17

CHANGES IN DEBT PER COW

In addition to *Return on Capital* investment and *Farm Profitability*, changes in debt per cow provide an indication of farm profitability. The debt per cow has increased across South Australia indicating that farmers may be increased debt as a means of maintaining viability.

Debt Per Cow
Table 6

	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
South Australia	\$1,006	\$762	\$919	\$1,031	\$1,324	\$1,225
Central/Hills	\$388	\$489	\$452	\$380	\$595	\$648
River Murray	\$1,634	\$1,1148	\$1,301	\$1,826	\$1,905	\$1,790
South East	\$1,279	\$916	\$1,552	\$1,557	\$2,136	\$1,666
North	n/a	n/a	n/a	n/a	n/a	n/a

TOTAL INCOME, OPERATING COSTS, TOTAL EXPENDITURE, FARM CASH INCOME

Farm Cash Income. Farm cash income is the surplus farm-based income available after paying operating costs and interest and is the income available for expenditure on items like tax, principle repayments, household drawings, asset replacement, investment and retirement of the operators.



Profit at Full Equity

Table 8

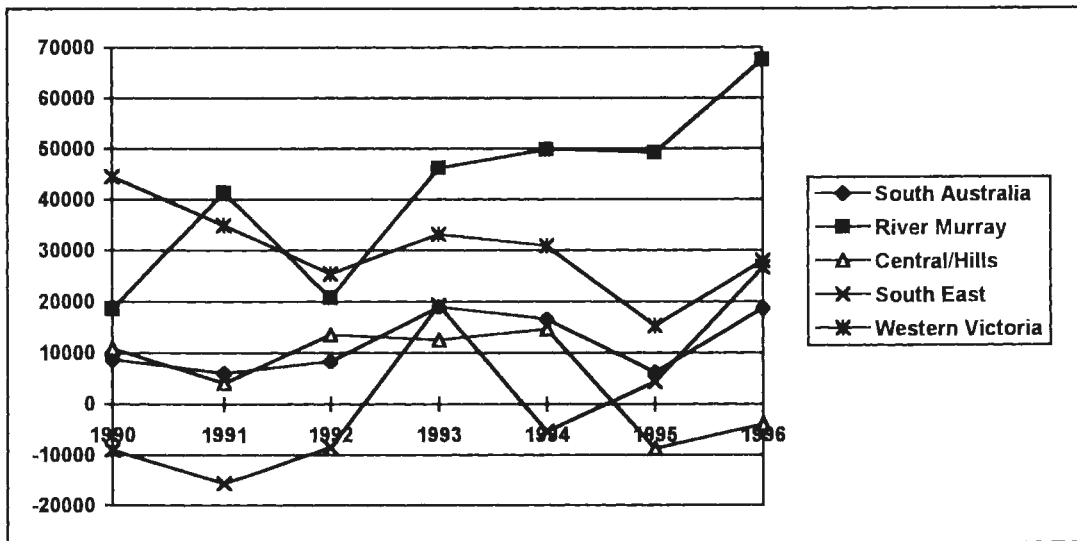
Year	1990	1991	1992	1993	1994	1995	1996
South Australia	\$8789	\$6122	\$8411	\$18992	\$16640	\$6168	\$18787
River Murray	\$18612	\$41367	\$20767	\$46250	\$49821	\$49252	\$67583
Central/Hills	\$10909	\$4136	\$13552	\$12550	\$14638	-\$8765	-\$3966
South East	-\$8927	-\$15592	-\$8537	\$19337	-\$5257	\$4438	\$26735
Western Victoria	\$44533	\$34886	\$25490	\$33167	\$30937	\$15266	\$27962

* North figures not available

The data on profit at full equity shows increasing profit in the River Murray region and the South East (from a lower base). The South Australian figure shows an average over the period of around \$12,000 where the Western Victorian average for the period is above \$30,000.

Profit at Full Equity

Figure 1



CONCLUSIONS

A number of broad conclusions can be drawn from this Report:

- South Australian dairy farmers are generally competitive with their Victorian counterparts (although there are some regional differences in efficiency)
- on-farm efficiency, the factor that farmers have direct control over, can continue to bring bottom line benefits
- the basic price for milk (\$/kg milkfat) paid to South Australian farmers has not kept pace with other farm costs
- dairy farmers use the mechanism of increased debt load as a response to lack of income (in real terms) to maintain their operation

Farm cash income can be supplemented by off-farm income but it represents the ability of the farm business alone to meet the present and future needs of the business and business family.

Income, Operating Costs, Expenditure, Farm Cash Income (ABARE Estimate)*
Table 7

	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96
Total Income	\$132,115	\$147,878	\$168,301	\$176,669	\$193,406	\$203,506
Operating Costs	\$81,887	\$95,654	\$100,162	\$115,643	\$33,509	\$132,465
Total Expenses	\$98,096	\$113,851	\$113,595	\$131,671	\$151,218	\$151,430
Farm Cash Income	\$34,020	\$34,027	\$54,706	\$44,997	\$42,189	\$52,076

*Note: This is a consolidation of the Survey data.

The Government Committee that reviewed the Rural Adjustment Scheme concluded that a farm cash income of \$50,000, to support one farm family on a year-in-year-out basis is broadly indicative of a viable farm operation.

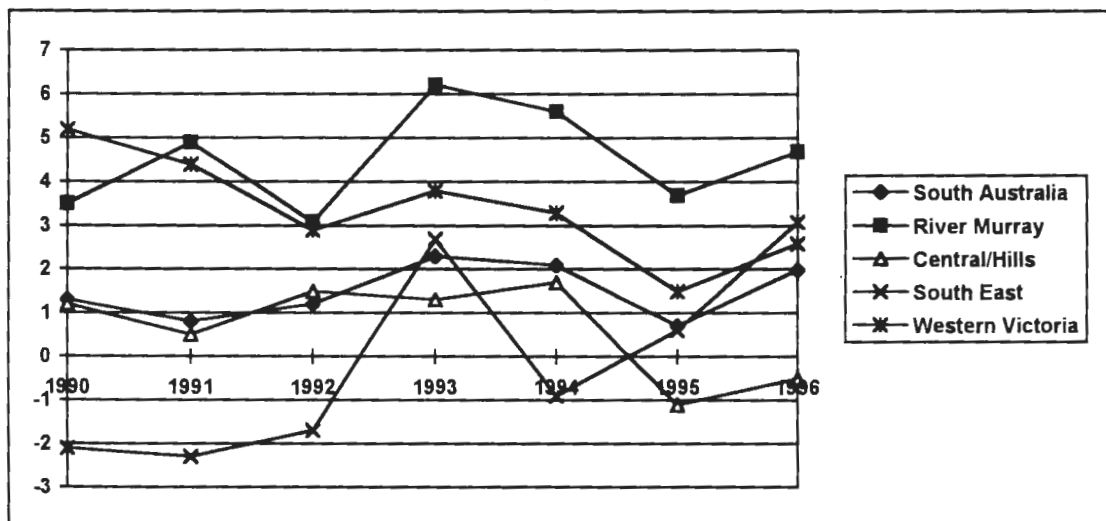
Farms generating a farm cash income of more than \$50,00 are likely to have adequate funds for living, for building up the farm business or generating wealth that will provide security in retirement.

Farms generating less than \$50,000 a year are likely to be unviable in the long term because continued operation of the business will be dependent on increasing debt levels or will be at the expense of replacing depreciated capital. Household drawings may be foregone meaning a lower level of farm family welfare. At best, farms generating farm cash income of less than \$50,00 a year may survive in good years, but be unable to manage the inevitable years of downturn.

COMPARISON OF TRENDS IN THE DAIRY INDUSTRY -SA & WESTERN VICTORIA

The comparison trends between the regions of South Australia (less the North) and Western Victoria are provided.

Rate of Return
Figure 1



The rate of return should be compared against the SADA assumption of a 5% per annum on total capital investment in the farm.



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Leptospirosis in cattle and humans

Leptospirosis is an important public health and animal health issue. The disease can infect family members, employees, consultants or visitors coming in contact with infected cattle. The productivity of the herd can be significantly reduced if infected with leptospirosis.

Cattle

What is Leptospirosis?

Leptospirosis, or Lepto as it is commonly known, is a bacterial infection that colonises in the kidney and genital tract of its host. Leptospire can be shed from these organs into the urine for more than 12 months, consequently releasing more bacteria into the environment. The bacteria can also be shed in milk but pasteurisation will kill the organism. Therefore, any milk from unvaccinated cows that is not pasteurised may contain Leptospire and transmit infection.

What causes Leptospirosis?

*L. hardjobovis*¹ and *L. pomona*² are the most common types of bacteria causing leptospirosis in Australian beef and dairy cattle. There are however several other less common serotypes found in cattle.

How are cattle affected?

The clinical signs of *L. hardjobovis* infections may be seen in pregnant or lactating cows. Most cattle show no obvious signs of infection to *L. hardjobovis* but may be shedding the bacteria. Infection has been reported to cause abortion, usually from 4 months gestation to term. Infection can also result in the birth of weak or stillborn calves. Sudden milk drop and fever, infertility and mastitis are also clinical signs of infection. A flaccid udder with all four quarters affected may also occur. Infection by *L. pomona* can cause an acute septicaemia in calves which may result in high mortalities. "Red water", anaemia and jaundice may also occur. Adult cows may abort.

What conditions are favourable for Leptospirosis?

Survival of leptospire in the environment depends on moisture conditions in the contaminated area. This includes wetter areas around the dairy, waterways and irrigated pastures. Leptospire will survive for at least 6 months in water saturated soil, several months in running water and several weeks in stagnant water. Restricting access to wet areas will aid in controlling the spread of leptospire. As this is not always possible, vaccination offers the best protection. Introduced stock can be a source of herd infection, however closed herds are not completely safe either as water from other properties could carry the bacteria.

How is Leptospirosis diagnosed in cattle?

The diagnosis of leptospirosis is difficult and consultation with a veterinarian is required. Blood tests are not always diagnostic in cattle as the antibody levels may have fallen rapidly. Microscopic agglutination test (MAT) is used to measure antibody levels. The best way to diagnose infection is to culture the bacteria from an aborted foetus, placenta or infected milk. However this is not usually very successful as leptospire are difficult to culture.

Humans

Leptospirosis in Humans

Humans contract leptospirosis from specific host animals. In people, the disease causes a "flu-like" illness that ranges in severity from mild to severe. In Australia, the two most common forms of leptospirosis which affect humans are *L. hardjobovis* and *L. pomona*.

How do people contract Leptospirosis?

Lepto is contracted through direct contact with infected urine, placental material or water. Leptospire organisms can enter the human body through the mucous membranes of the eyes and mouth, damaged skin due to abrasions, or water logged feet.

Are many people affected?

Leptospirosis is a notifiable disease in Australia, with over 200 human cases reported to the Communicable Diseases Network last year. However medical research sources suggest that the true number of cases is much greater than this. Many sufferers do not seek medical attention or diagnostic tests are not completed.

Who is at risk?

A strong occupational link has been identified for many leptospirosis sufferers. Dairy farmers, beef producers, abattoir workers, meat inspectors, relief milkers, veterinarians, artificial inseminators (AI), herd testers, stock agents, stock transporters and visitors to farms have all been diagnosed with leptospirosis. Contact with infected animal urine can be a frequent occupational hazard for many workers. Beef and dairy producers and their employees are at risk during normal cattle handling activities.

Veterinarians, herd testers and AI technicians are examples of consultants with a high risk. There is however a potential leptospirosis risk to anyone working with or near cattle. Even people that do not actually work with cattle, but handle contaminated material, clothing or equipment can be at risk of contracting leptospirosis.

The Occupational, Health, Safety and Legal Issues.

Leptospirosis is an important issue for all cattle industry related employers when considering their occupational

health & safety obligations. Recently in NZ, there was a case where a dairy farmer was fined \$15,000 for failing to ensure the safety of his contract milker and an employee who caught leptospirosis from his unvaccinated herd. Increasing Occupational Health and Safety regulations require farmers to provide a safe environment for their employees, however the safety of the family and people visiting the farm should also be carefully considered.

What are the symptoms of leptospirosis in humans?

Profound fatigue: many sufferers complain they are unable to "do anything" initially. Usually, several weeks' rest is required and some sufferers have reported needing rest periods after each job for many months.

Severe headache: especially behind the eyes, is often reported. The headache can be so severe, very strong pain killers are required to provide relief. Many sufferers report total bed rest is necessary.

High fever: is typical of leptospirosis. Many sufferers report night sweats with a specific odour. This symptom is often reported during recurrences months or years after the initial illness.

Muscular aches and pains: can be mild or severe. Bed rest may be required or some sufferers can continue working with difficulty. Many sufferers complain of generalised aches and pains especially in the legs.

Sore eyes: with increased sensitivity to light. Sufferers may be more comfortable in a darkened room. Sufferers have described their eyes feeling as if there is grit in them. The whites of the eyes can become inflamed and red.

Nausea and vomiting: have been reported. However, not all sufferers have reported these symptoms.

Pregnancy: Leptospirosis can cause serious problems for pregnant women. The very high fever of the expectant mother with leptospirosis may be dangerous to the foetus resulting in abortion, or the foetus may itself develop leptospirosis. Leptospirosis can prove fatal to a human foetus.

How do you treat leptospirosis in humans?

Consult your doctor immediately, and always mention the possible risk of leptospirosis. The severity and duration of the illness can be lessened with the prompt use of antibiotics. Severe leptospirosis cases will be treated in a hospital. Duration of the stay can vary from several days to weeks.

What are the long term effects of leptospirosis?

Typically the sufferer becomes ill but with medical

treatment, has returned to light duties by three weeks. However, others have reported being unable to resume a full work load for six months or more. Relapses can occur especially during periods of high stress and work loads.

What are the social and economic effects of human leptospirosis?

In a typical case, leptospirosis can result in one or two weeks hospitalisation followed by another four weeks rest. During that time, the family work load falls to other people. In most situations, people also have other commitments which then need to be carried out by others, which may also involve costs. Relapses can occur for many years which continue to add to the cost of others carrying on with the work. In all cases, apart from the pain and suffering experienced by the leptospirosis sufferer, other family members will also experience increased work, stress and possible financial pressures.

Prevention of leptospirosis

Prevention of leptospirosis in humans:

Infectious material needs to be prevented from entering the human body. This can best be achieved through a combination of activities.

1. Preventing animal products from becoming infectious by the implementation of a correct cattle vaccination program against leptospirosis.
2. Using protective clothing when involved in high risk activities. These include wearing protective glasses, covering all cuts and abrasions with waterproof dressings, gloves, aprons and waterproof boots.
3. Barrier methods in dairy sheds such as splash guards, urine drainage channels, moving away from urinating animals and limiting access of people to high risk areas.

These methods help protect humans from infection, however by far the best form of protection for people is to prevent the disease in the cattle. Vaccination of the herd offers the best form of prevention. An ongoing vaccination program is required to prevent cattle from contaminating the environment and thus putting people at risk.

Prevention of Leptospirosis in cattle:

CSL recommends the use of Ultravac 7in1™ because it is the only leptospirosis vaccine registered in Australia for the prevention of urinary shedding of *L.hardjobovis* and *L.pomona* in uninfected animals. This means that following vaccination, animals which then come into natural contact with the organisms will not only resist infection, but they will also not excrete the organisms in their urine - true protection! With other leptospirosis vaccines, the cattle may resist infection and show no clinical signs of the disease, but they may continue to excrete the organisms in their urine, contaminating the environment and potentially spreading the disease to humans and

other animals.

Ultravac 7in1™ also provides protection against the five main clostridial diseases - Black disease, Blackleg, Pulpy, Malignant Oedema and Tetanus.

Ultravac 7 in1™ is the only lepto product registered for use in calves from the early age of 4 weeks. This enables greater flexibility of calf vaccination and ensures protection against disease from the earliest possible age. It is important to have calves fully vaccinated before they are challenged. This enormously reduces the chance of cattle and human infection.

Vaccination Program

The recommended dose for Ultravac 7 in1™ is 2.5mL injected subcutaneously. The primary vaccination course consists of 2 doses of Ultravac7in1™ vaccine, with the second dose administered 4 to 6 weeks after the first.

Vaccination of calves:

Ultravac 7in1™ has been shown to be efficacious in the presence of maternal antibodies. Early vaccination of calves is important to prevent infection (by leptospires and clostridia) and the development of urinary shedding in carrier animals. Animals that are

infected and shedding leptospires at the time of vaccination may continue to shed leptospires for 12 months or more. Where calves are expected to have adequate levels of maternal antibodies, vaccination should be commenced at about 3 months of age. Where the level of maternal antibodies is expected to be low or absent, vaccination should be commenced at 1 month of age. The recommended regimen is described on Table 1.

Herd vaccination

All cattle on the farm can potentially be infected and shed leptospires if not vaccinated. This includes bulls and steers. When beginning a vaccination program or introducing new stock with an unknown vaccination history, it is essential to prime the animals with a primary vaccination course consisting of two injections, 4 to 6 weeks apart. It should be noted that introduced animals already infected with leptospirosis may still excrete leptospires after vaccination and may require concurrent treatment with antibiotics.

Note: Seek veterinary advice if leptospirosis is suspected in your herd. Seek medical advice if human leptospirosis infection is suspected.

Table 1: Recommended vaccination program with Ultravac 7 in 1

Two doses (2.5 mL) 4 to 6 weeks apart, then a single 2.5 mL booster dose annually.

Dose 1 at (age)	Dose 2 at (age)	Annual Booster
6 weeks	3 months	12 months following the previous vaccination, and cows should be vaccinated 4 to 6 weeks prior to calving
3 months or older	4 to 6 weeks after dose 1	

Note: the vaccination of calves can start from 4 weeks of age, however, if the initial two doses are completed before 3 months of age then an additional dose should be given 6 months later and then annually.

DIARY DATE

1998 LARGE HERDS AUSTRALIA CONFERENCE

Barossa Valley S.A. 20th - 23rd March 1998.

Dairy strategic five-year R&D plan fits national strategy for Australian agriculture

*By Paul Donnelly
Dairy Research and Development Corporation*

The Dairy Research and Development Corporation (DRDC) has recently released its new strategic plan for the period 1997-2002. It is pleasing to say that the plan reflects the key priorities of the national strategy for innovation in Australian agriculture, which aims to provide a framework for the national direction of R & D across all agricultural, government and educational industries in Australia.

Since preparing its first five-year R&D plan, when it began in 1990, the DRDC has continually reviewed and revised the plan to reflect the needs of the rapidly growing and changing dairy industry, and the DRDC's own evolving goals.

In developing the latest plan, the DRDC performed the most intensive planning first, and perhaps the most yet, for a national strategy which involved participative R&D priority setting. The DRDC consulted with industry through a series of workshops and surveys with its stakeholders and conducted an internal audit and review of its programs.

The plan builds on the positive results of the previous R&D plan and focuses on the medium to long-term challenges and imperatives identified by and confronting the Australian dairy industry. A core objective of the plan is to strengthen industry competency and capability. Key service-delivery outcomes which were considered essential for achieving the goals of this plan are innovation, leadership and partnerships.

Six strategic imperatives, which reflect key priorities of the national strategy, were identified as critical for the success of the Australian

dairy industry:

- global competitiveness
- sustainable natural resource management
- profitable business management
- maximising returns from milk conversion and sale
- best practice product safety and quality
- effective education, training and leadership development.

While the review process identified these imperatives and the industry capabilities needed to meet them for the future success of the industry, it recognised that not all of these issues are the responsibility of the DRDC alone.

The DRDC aims to achieve the strategic imperatives through its portfolio and program structure. It manages its R&D activities in five portfolios:

1. farm
2. manufacturing
3. industry performance
4. human resources
5. R&D management and communication.

The Farm Portfolio aims to achieve sustainable improvements in farm productivity and profitability. It will focus on accelerating innovation and profitability by:

- implementing programs which identify best practices and promote benchmarking
- promoting whole enterprise technical and profit management.

It will also promote best practices

for sustainable resource management.

The Manufacturing Portfolio aims to enhance the competitiveness of the manufacturing sector, through improved process efficiency and improved product quality, knowledge and demand. It will focus on improving the technical services capabilities and providing support for manufacturers' innovation goals.

The Industry Performance Portfolio aims to sponsor improved industry economic performance. It will focus on improving industry profitability by identifying best practice and benchmarking.

The Human Resources Portfolio aims to improve leadership, management and technical capability across the dairy industry. It will focus on improving the graduate supply and the skill base of people working in the dairy industry.

The R&D Management and Communication Portfolio aims to maximise returns to stakeholders from the funds invested in R&D. It will focus on improving service delivery and communication to enhance innovation.

There is good evidence that the DRDC's previous R&D plan generated real benefits for the industry, so the DRDC has every reason to expect that similar gains will be achieved with this plan. While the DRDC recognises that its R&D plan is tailored for the Australian dairy industry, it also recognises the need for a national approach to Australian R&D to ensure that our country's industries remain prosperous and sustainable for the continued welfare of our community.

For more information, please phone Paul Donnelly at the Dairy Research and Development Corporation on (03) 9889 0577.

Patrick Rowley award launched for dairy industry

The Federal Minister for Primary Industries and Energy, the Honourable John Anderson MP, launched the Patrick Rowley Leadership Award at the Australian Dairy Industry Council (ADIC) annual general meeting in Melbourne (4 December 1997).

Funded by the Dairy Research and Development Corporation (DRDC), the award will allow a member of the dairy industry to take part in the Australian Rural Leadership Program.

Mr Anderson said good leadership was vital for all sectors of industry and another factor in strengthening Australia's international competitiveness.

"Pat Rowley's leadership is widely recognised as a benchmark for the rural agricultural industry, not just in the dairy industry, but by all agricultural industries and by governments of all persuasions," Mr Anderson said.

"I commend the DRDC in establishing an award encouraging leadership in the dairy industry."

DRDC chair Dr John Drinan said the naming of the award was a tribute to the outstanding leadership shown to the dairy industry by ADIC chairman, Patrick Rowley, over the past many, many years.

"Our industry has been greatly blessed by some outstanding leadership at all levels, and none more so than the capital 'L' leadership of Pat Rowley," he

said.

"Pat has set a brilliant example for the industry and Australian agriculture generally.

"Under his leadership the dairy industry has matured into a national industry that has been able to focus on great opportunities in the marketplace and reap rewards."

Dr Drinan said the dairy industry recognised leadership development as an important strategic issue and one which required long-term commitment.

"The dairy industry places a high priority on identifying, nurturing and developing future leaders at all levels," he said.

"The Australian Rural Leadership Program recognises the need for highly developed leadership skills within agriculture, agribusiness and the rural community."

The Australian Rural Leadership Program began in 1993 and each year attracts around 30 men and women from a cross section of rural industries.

Run over two years, the program involves eight intensive sessions that take participants to every state in Australia and on two study tours overseas.

During the program participants have the opportunity to develop leadership skills, examine key national and international issues, and interact with a range of leaders from industry governments and the community.

For more information contact Kathy Pullman at DRDC Phone (03) 9889 0577

INTERNATIONAL NEWS

Farm Flashes

Cows Calving with mastitis don't breed back as soon

Clinical mastitis in early lactation has a profound effect on reproduction, according to researchers at the University of Tennessee, Lewisburg.

Researchers studied 205 cows to determine the effects of clinical mastitis on days to first breeding, services per conception, and days to conception. Most infections were due to environmental pathogens, primarily *E. coli* and *S. dysgalactiae*, *equinus*, and *uberis*.

Cows with clinical mastitis before first service averaged 94 days to first breeding compared to 71 days for all other groups. Also, cows with clinical mastitis after their first service averaged 3 services per conception; cows with clinical mastitis before first service and cows with no clinical mastitis averaged 1.6 services per conception.

Days to conception in cows with clinical mastitis before first insemination was 114 days, and cows with clinical mastitis after first insemination averaged 137 days. Both averages were higher than in cows with no clinical mastitis.

Barrier Dip Cut infections in Fresh Cows and Heifers

In a preliminary study with an early

formulation of a barrier teat dip, both cows and heifers had fewer udder infections after calving.

Researchers at Iowa State University conducted a trial using an experimental barrier teat dip that persists for three days on 98 percent of dipped teats. Either right or left sides of udders were dipped; the opposite sides served as controls. Cows were dipped once at dryoff following dry cow treatment. Cows and heifers also were dipped approximately 10 days before expected due dates and redipped as needed until calving. All quarters were cultured three days before and at dryoff, at calving, and three days later; 66 heifers (264 quarters) and 124 cows (496 quarters) completed the trial

Source Hoards Dairyman August 1997



From the Dairy....

.... To the Table

ICECREAM PUDDING

Makes 12 servings

1/2 cup raisins
1/2 cup sultanas
1/2 cup currants
1/4 cup glace cherries, chopped
1/4 cup chopped mixed peel
1/4 cup chopped glace fruit - apricots, peaches, pineapple
1/4 cup brandy, rum or fruit juice
1 litre chocolate **ICE CREAM**, softened
1/2 cup blanched almonds, toasted and chopped
1/2 cup **CREAM**
Strawberries to decorate

1. Combine raisins, sultanas, currants, cherries, peel and glace fruit, add the brandy, rum or fruit juice and let soak overnight.

2. Mix together the soaked fruits, **ICE CREAM**, almonds and **CREAM**, pour into a 5-cup pudding basin, put into freezer and freeze overnight, or until firm.

3. Immerse basin in hot water for a few seconds, drop on to a wooden board to unmould and transfer to a serving plate. Decorate with strawberries and serve cut into wedges.

WHOLEMEAL HONEY SHORTBREAD

Ingredients:

250g **BUTTER**
1/2 cup honey
1 cup wholemeal plain flour
1 cup plain flour
1/2 cup rice flour (or ground rice)
1/3 cup flaked almonds

Beat **BUTTER** and honey together until creamy. Stir in sifted wholemeal, plain and rice flours. Knead on a lightly floured surface to form a soft dough. Roll into a round shape approximately 24cm in diameter and lift onto a lightly buttered baking tray. Pinch a decorative border around the edge and lightly mark into 12 portions with a knife. Pierce dough with a fork and press almond flakes firmly on top. Bake at 160deg C (325 deg F) for 35-40 minutes, until golden. Cut through the 12 portions whilst hot and allow to cool on tray. Store in an airtight container for up to 1 month. Will freeze successfully for 3 months.

CHOCOLATE RUM BALLS

120g **CREAM CHEESE**
120g softened **BUTTER**
250g melted dark chocolate
1/2 cup or 1 cup sultanas
1 cup coconut
2/3 cup chopped dried apricots
4 tbspn rum or other liqueur
ground nuts and extra coconut for rolling

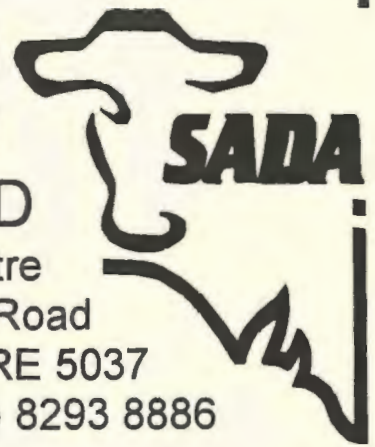
Beat **CREAM CHEESE** and **BUTTER** together until creamy.

Stir in all other ingredients and chill in the fridge. Roll into balls. Roll in coconut or ground nuts. Refrigerate until hard. These can be frozen for later use.

*Our Compliments of the Season
to All SADA Journal Readers.*



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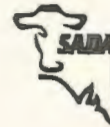
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Association Services

- Insurance (Wesfarmers Federation Insurance)
- Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- Industrial Matters - Wages, Working Conditions (Employers Chamber of Commerce)
- Sharefarming Agreements
- Lobbying
- Representation on Concerns
- Information
- Watchdog Role
- Sounding Board
- Friendly Stop with Parking (with a convenience!!)



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Disclaimer

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