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JOURNAL

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LETTER TO THE EDITOR

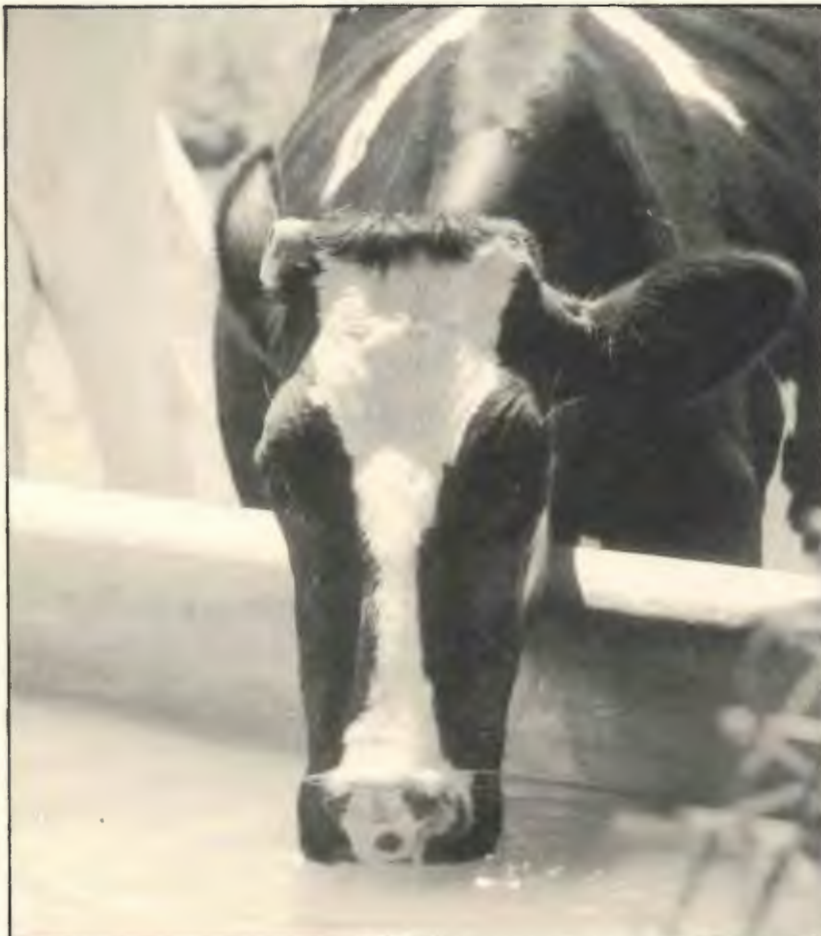
All dairy farmers who are not members of SADA would be well advised to reconsider their position as a matter of urgency. The SADA will be forced to resolve 2 matters which are critical to the future of the dairy industry in SA and everyone who is interested in assuring we have a future should join the organisation, think about what they want for the future and speak up in the appropriate forums. If they are not prepared to do that don't blame anyone else for what happens. I urge all dairy farmers to use the opportunity of the forthcoming AGM's to appoint delegates who will think for themselves, who will articulate their convictions and not be a slave to political correctness.

This year SA will be required to put a submission to the Industries Commission to justify retention of the farmgate price. NSW has put in their submission which cost them over \$100,000. Hopefully it will not cost us this much. I say to those people who are not members just have a look at your milk cheque and work out how much less it would be if you didn't get 50.29 cents per litre for market milk. The philosophy of

the Industry Commission is that all regulation is evil and should be removed, we need to be in a position to retain the equivalent price when and if the farmgate price is removed, by forming a state wide cooperative or some similar mechanism.

Individual supply contracts are on the agenda. I believe we will see more factories enforcing supply management agreements. Do we agree to individual contracts which will in effect be an entitlement and will forever remove our right to change factories. I believe we should offer a trade-off of entitlements which will control the amount of milk produced instead of the present position where we can increase production at will in spite of the fact we are told we are producing too much milk. We should realise every new 1000 cow dairy puts in jeopardy the future of ten family farms. If you do nothing don't blame anyone else for what happens, the SADA will make decisions on your behalf with or without your knowledge or consent.

*Yours faithfully,
Don Zweck - Blyth
30/1/98.*



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SADA-SAFF AFFILIATION - THE PROPOSAL

Definition: Affiliation; v.t. (of an institution) adopt (persons as members, societies as branches); attach (persons, societies) to, connect (them) with, a society

THE BEGINNING

Over the last 12-18 months SADA and SAFF have been quietly building a very positive and effective working partnership. It began with an offer by SAFF for SADA to participate in the Lucindale Field Day. It is now at the point where there is an Affiliation Agreement on the table for SADA members to decide on.

Central Council examined the Affiliation Agreement at its December 1997 meeting. It passed the following resolution:

THAT CENTRAL COUNCIL ENDORSES THE SADA/SAFF AFFILIATION AGREEMENT AND SUBMITS ITS RECOMMENDATION TO SADA BRANCHES FOR ACCEPTANCE. A DECISION TO BE MADE AT THE NEXT CENTRAL COUNCIL MEETING IN FEBRUARY 1998.

Due to the lack of time over the Christmas/New Year period the SADA Executive has recommended that the decision be held over until the April Central Council meeting. In the meantime members will be given the opportunity to vote on the Affiliation Agreement proposal at a round of District meetings to be held mid-February to mid-March.

THE AGREEMENT

The SADA-SAFF Affiliation Agreement is quite simple and broken up into three headings: *Membership Services/Benefits; Representation, and Communication*. While there is obviously more detail to the Agreement the points under these headings never-the-less are the heart of the Agreement.

Membership Services/Benefits

- *Access to the benefits and services outlined in the SAFF Benefits Booklet (including NAB interest benefits, Kingcraft Tools discounts, Trims Clothing, Honda, Holden Rodeo Copyworld fax machines etc)*
- *Access to individual member services provided including debt mediation/referral, training programs and assistance with general inquiries*
- *Access to Public Relations support including assistance with preparation and distribution of press releases and designing media strategies*

Representation

- *SADA will receive a seat and the right to speak and vote on the SAFF Commerce, Community Services and Natural Resources Policy Committees*
- *SAFF will receive a seat and the right to speak and vote on the SADA Central Council*
- *Any other Committee involvements will be determined on their merits and by agreement from time to time*
- *The right to vote shall not extend to or include ballots for office bearers of SAFF or SADA*
- *SADA and SAFF delegates to take up the appointments outlined above shall be selected by each organisation at its discretion*

- *Each Association is to meet all travel and other expenses associated with their representation*
- *An invitation will be extended to the SADA Executive Officer to attend the weekly meetings of the SAFF Executive Team (this has been happening for the last 12 months!!)*
- *The SADA CEO will be invited to submit agenda items for the monthly meetings held with both the Premier and the Minister for Primary Industries*

Communication

- *Elected members of the SADA Central Council will be placed on the facsimile distribution list for 'Shorts', a weekly summary of SAFF activity. This will also include the opportunity for SADA to contribute to the content of 'Shorts'.*
- *All members of SADA will be placed on the mailing list for 'The Back Paddock', the SAFF quarterly publication and the opportunity will be made available for SADA to contribute to the content of 'The Back Paddock'.*
- *Opportunity will also be made available for SADA to contribute material to SAFF allocated space in the Farmer & Stockowner magazine.*

THE PRACTICAL

In practical terms things will not change for SADA. SADA will maintain its *dairy* independence. It will also remain financially independent and continue to occupy its current Offices. However, it will be able to call on the strength of a well resourced and powerful friend to assist in the form of SAFF.

THE BENEFITS

There are benefits for both SADA and SAFF in Affiliation.

For SADA the benefits include greater access and lobbying strength with the Government of the day. It also means access to a range of specialist skills; for example industrial relations, public relations and natural resources, that will mean better representation on behalf of dairy farmer interests. By accessing member benefits and services that SAFF has been able to obtain SADA members have the potential to save money.

SAFF on the other hand gain strategically through the inclusion of dairying in its commodity portfolio. The lobbying strength of all farmers in SA will be enhanced because one voice can speak on their behalf on a range of issues. There is strength in numbers and unity.

THE COST

The financial cost of Affiliation has been determined as follows:

- *\$25 per SADA member during the first year of the Agreement, increasing to*
- *\$35 per SADA member in the second year of the Agreement, with*
- *\$50 per SADA member in the third year and thereafter.*

The first year of the Agreement based on approximately 530 members @ \$25 will cost SADA \$13,250.

THE DECISION

SADA members will be given the opportunity to consider the Affiliation proposal at the round of District meetings being organised mid-February to mid-March. At those meetings any questions that members have on the Affiliation proposal can be put to the SADA Executive and local Central Council delegates of the District.

Copies of the complete documentation can be obtained from the SADA Office.

What's best for Victoria

Mr Reg Smith - President - NSW Dairyfarmers Association

Source:-Queensland Dairyfarmer

WHEN the Victorian dairy industry is reviewed under National Competition Policy guidelines in the near future, the state and the industry will look at what is best for them - not what is best for the remainder of Australia.

According to NSW Dairyfarmers Association president Reg Smith, the result of the review of Victorian dairy legislation will have an important impact on market milk regulation right along the east coast of Australia.

Mr Smith told a group of young Queensland farmers last month that there were strong elements in the Victorian dairy industry who believed that regulated pricing and supply management for farmers' market milk supplies had had their day.

"With 60 per cent of Australia's milk produced in Victoria, none of us are immune from the impact of a Victorian decision.

"The Victorian review is expected to be underway by mid 1998. At the moment, the Victorian dairy farmers' organisation is developing its position.

"If the Victorian dairy industry and government decided to deregulate farmgate price, that would have a knock-on affecting NSW, and would provide an alternative source of milk to NSW.

"A NSW processor would go broke quickly if it kept buying NSW milk at a regulated price when there was Victorian milk available."

Mr Smith said the regulated difference in input price between UHT milk and fresh liquid milk was putting great strain on the Victorian industry.

With UHT milk being marketed aggressively against fresh milk, fresh milk processors are saying they can't go on accepting the regulated difference in input price." Despite the spectre of the unknown, Mr Smith said that both the NSW and Queensland industries were very committed to making the industry and its regulating systems work.

"We also believe we have the general support of our governments to keep farmgate pricing in place.

"However, governments won't use legislative powers to prevent the commercial pressures that are emerging.

"Neither will they defy National Competition Policy guidelines in their decisions about our industry.

"The federal government will withhold money from any state it believes has retained legislation that is not proven to have a public benefit." Mr Smith said the NSW industry had put a strong case in its state review for continuing farmgate pricing and supply management.

However, he said he felt farmers needed to face a possible future where their market milk supplies and price were no longer regulated in the long term.

He said it was important for all dairy farmers in NSW and in Queensland to position themselves to cope with uncertainty on their own farms, and to think and act

HERD MANAGEMENT PROGRAM

For

DAIRY FARMERS

PC FARM

New Version 2

Record:

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- Download Data via Disk or Modem
- Husbandry & Breeding Events

Reports & Graphs:

- Pre-Defined Reports or Create Your Own Graphs of Test & Lactation
- Data Pedigree, Lactation & Sale Certificates

For a demonstration copy contact

Chris McGowan Rural Computing

77 Shepherdson Rd Mt Gambier

Ph: 08 8725 8215 Fax: 08 8723 1912

collectively to avoid "bidding each other down in the market place".

The report from the NSW Dairy Legislation Review Committee was due to be with the NSW Cabinet by December.

MT COMPASS FIELD DAY
25 MARCH 1998
MT COMPASS OVAL

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

SADA	Mapland
Wesfarmers Insurance	SAFF
Industrial Lubricants Pty Ltd	
SAME Tractors - AGRIMASTER -	
SITREX Attachments	

Mount Compass Field Day

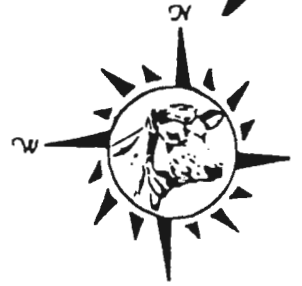
ADMISSION
FREE

Mount Compass Oval
Wednesday 25 March, 1998

9.00a.m. - 4.15p.m.

11th Annual Field Day

12.00 Noon - Official Opening by Grant Mayfield



"A GREAT MEETING PLACE ON THE FLEURIEU"

See all your business associates in one day!

- 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

You are invited to attend

THE CERTIFICATE IN FARM PRACTICE - DAIRYING

INFORMATION DAY

for those interested in enrolling in the next Traineeship beginning in April 1998

The **INFORMATION DAY** will be held on

MONDAY 6 APRIL 1998

10.00 am to 1.00 pm

at the

FLAXLEY AGRICULTURAL CENTRE

FLAXLEY

This day will cover all aspects of the course in detail and will give you the opportunity to ask questions about any matter related to it.

To assist with catering for morning tea please contact Janet Renk at the Victor Harbor Campus on 08 8552 0224 and advise her of your planned attendance.

For further information, contact Bob Holman on 08 8391 7371 or Janet Renk at the Victor Harbor Campus on 08 8552 0224.

PROFILES

Dion Fretwell is 21 years old and works on a 570 acre dryland dairy farm situated on the Goolwa Road, about 15 km from Mount Compass. The 10/side doubled up herring-bone dairy is currently milking 180 Jersey cows.

All hay for the farm is bought and the farm is cut for silage, while the milkers are fed pellets in the dairy.

Dion hopes to work his way up in the dairy industry and aims to share farm or own a dairy. So far he has found the CFP - Dairying course to be a learning experience which will help him obtain his future goals.

Terry Jackson is 21 years old and working on a property called *Campbell House*. It is situated 15 kms west of Meningie on the Narrung peninsula and is owned by M & L Fischer and sharefarmed by G & K Spain who employ him.

The dairy side of *Campbell House* consists of 240 hectares with centre pivot irrigation. The eight circles have pastures consisting of lucerne,

ryegrass and clover.

At *Campbell House* they calve seasonally, with the aim of milking approximately 650 cows in the 1997/98 season.

Terry has been working for Gary Spain since January 1995. Before starting with Gary he did some casual work on a number of sheep and cropping properties in the Murray Mallee.

In his time off, Terry enjoys listening to music, watching motor racing or just relaxing with friends. He likes an outdoor lifestyle so does some camping and fishing when he gets a chance.

Terry's ambition in the industry is to be self-employed, either by owning his own property or by sharefarming.

The course provides Terry with practical experience along with up-to-date theory. It also enables him to meet other young people who are learning about the dairying industry and to make contact

with more experienced people.

Jamie Pitt is 19 years old and works for Dan and Krystyna McCaul at Mount Jagged, seven km from Mount Compass on the Victor Harbor road.

The dairy is a 9 a side swingover where 130 cows are being milked. All heifers and dry stock are kept on the 111 hectare property which has four hectares of irrigation. The average rainfall is 750 mm per year.

Jamie has worked part-time for about three years for the McCaul's and has also mustered sheep up north, been shearing, pruned vines, picked apricots and worked with his father, who is an apiarist.

Jamie is very interested in the work he does and hopes to become a sharefarmer and eventually own a property. The course has been of benefit because it has increased his knowledge of the dairy industry.

YAKULT PRODUCT LAUNCH TO SOUTH AUSTRALIA

Professor Graeme Young, a highly regarded gastroenterologist and researcher at The Flinders University South Australia, spoke about probiotics and health at the breakfast launch of Yakult, the fermented milk health drink on Tuesday 3rd February. As a result of Professor Young's ground-breaking work in the area of intestinal flora and probiotics he is renowned both by his peers and media to be a leader in this field.

Why do over 24 million people world-wide drink YAKULT everyday?

'The concept of Australians happily drinking hundreds of million of live bacteria is a surprising one,' said Ann Duff-Lowry, Public Relations Manager for Yakult Australia. 'But that is just what many thousands of people in Victoria, New South Wales and Queensland are now happily doing. Yakult is one of the dairy-case top sellers in these states. Based on the number of calls we have been receiving from South Australian's asking when it would be available, we are expecting the drink to be very popular here as well.'

The Yakult fermented milk drink, which is made in Australia, is sold in packs of five 65ml bottles and is now available in all major supermarkets and health food stores in South Australia.

Each bottle contains hundreds of million of particularly beneficial bacteria called *Lactobacillus casei* Shirota strain. This strain is exceptionally acid resistant and so can survive the journey through the gastric juices and bile acids, to arrive alive in our intestine.

Yakult was first developed more than 60 years ago and is now based in 17 countries all over the world with 24 million people world wide drinking it everyday. Why? Because they like it and they know what Yakult is!

Yakult runs a free Information Service for consumers staffed by Dietitians, Nutritionists, Scientists and Teachers. This service is available through Freecall 1800 640 023 or (08) 8276 9934, Yakult, Unit 3/52 Weaver Street, Edwardstown.

For further information contact: Tania Ferraretto (Nutritionist) on (08) 8276 9934.



People are the key to dairy business improvement

At the core of every boss versus worker argument there is always a relationship problem says Des Moss author of "How to Speed Read People" and a keynote speaker at the 1998 Large Herds Australia Conference.

"You don't understand me, you want me to work at your speed and I'm not comfortable with that!" "You don't work at all, you just follow me around waiting for me to tell you what to do, why don't you show some initiative!" This is a classic problem that could be easily overcome by knowing how to "speed read people".

"Knowing about a person allows you to modify your own traits so that you are more acceptable in their eyes," says Mr Moss who travels the world delivering industry specific tactics and skills 'that will work for you by 11 o'clock tomorrow.'

Mr Moss will be just one of the speakers at the conference dealing with people issues. He will also run one of three very practical staff selection workshops at the conference on 'speed reading people'. Popular dairy conference speaker, Kerry Ryan, will conduct a workshop on interviewing techniques.

Other speakers on the people side of dairy farming will include Echuca-based consultant Michael Gould who has 40 years' experience in management training and has led the successful Leadership and Management Skills for dairy farmers course across Victoria for the past two years.

With the majority of speakers now confirmed for the conference in March, conference manager, Tom Phillips, said the range of topics to be covered in 1998 reflected the competitive environment in which Australian dairy farmers operated and their need to constantly review their business to ensure they had both a profitable business and a quality of life that met their expectations.

"We are seeing a demand for more people oriented topics as farms become larger and employ more staff," he said. "But it is not just people, it is better operating systems as well and the '98 conference will focus on topics like benchmarking and opportunities to add value."

New Zealander Nicola Shadbolt, who will speak on benchmarking dairy farm businesses, is in a farm partnership which includes sheep, beef, deer, dairying and forestry. She lectures in the Department of Agribusiness and Resource Management at Massey University. As well as practical farm and academic experience, Nicola has had extensive experience as a farm adviser, in systems development management

and as a consultant.

Jane Bennett, a Tasmanian dairy farmer who was 1997 ABC Rural Woman of the Year, will discuss "opportunities for adding value to your farm business". Jane is a partner in Ashgrove Farm Cheeses, a company which has been successful in the niche specialty cheese market.

Nuffield Scholar and Gippsland dairy farmer, Peter Notman, has spent many years studying and applying new pasture management techniques to maximise pasture consumption and will also share many of the lessons learned from his year abroad. John Penno a scientist with the Dairy Research Corporation of New Zealand and Jock Campbell a dairy farmer from Argentina will also address the "milk from pasture" topic.

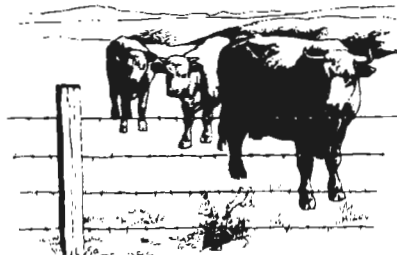
Internationally recognised dairy nutritionist, Dr Les Sandles, from BEST-Fed Nutrition in Shepparton, employs sound nutritional practice to provide a balance of supplementary nutrients to herds which complement the pasture-base. BEST-Fed Nutrition has 360 farm clients nationally and has its own research farm in Victoria's Goulburn Valley.

Of special interest to dairy farmers who are expanding their operation or are planning to do so, will be the session on Farm Business Expansion with speakers to include US large herd owner, Charles Opitz, 2000 cow herd owner, Gary Townshend from New Zealand and Narrung (SA) dairy farmer Cathie Harvey who has successfully expanded from 200 to 400 cows in recent times.

Other highlights of the '98 conference will include sessions on spray irrigation, the popular conference debate, this time on dairy deregulation, a larger range of sponsor displays, information and advice, the conference dinner at Seppelts Winery and the choice of a dairy field trip or a financial benchmarking discussion group.

Conference information and registration forms for the Large Herds Conference can be obtained from the Large Herds Australia, PO Box 889, Warragul, Vic 3820. Tel: 61 3 5622 2055. Fax: 61 3 5622 2199, Email: Phillips@dcscomp.com.au.

You can visit The Large Herds Australia website at <http://www.descomp.com.au/Phillips>



Government should buy flows water: NFF

Water needed for environmental flows should be bought back from the irrigation industry by governments, according to a new water policy announced last month by the National Farmers Federation (NFF).

NFF Environment Committee chair Harry Bonnano said the new water policy also rejected the Council of Australian Government's (COAG's) call for a positive rate of return on investments in replacing water infrastructure, such as dams, and on protecting groundwater.

"NFF believes that farmers (or any other single community sector) should not be required to pay the replacement costs of headworks such as dams, where they have multiple uses and long-term viability as investments," Mr Bonnano said.

He said the NFF was concerned about the impact on farmers of "large arbitrary increases" in water prices, and that a clearly defined system of secure, tradeable water rights regime was fundamental to the viability of Australian agriculture.

Mr Bonnano said the new policy called for perpetual water licences with long-term tenures, and supported moves toward market-based systems for allocating and trading water - including trading in between States.

"The policy calls for government purchase of water on behalf of the community if it identifies that water is required for allocation to the environment," he said. "NFF supports compensation if 'claw back' of water entitlements is proposed."

"The Policy calls for government purchase of water on behalf of the community if it identifies that water is required for allocation to the environment," he said. "NFF supports compensation if 'claw back' of water entitlements is proposed."

"The policy supports the 'beneficiary pays' principle. Where benefits are widespread across the community and costs are not directly associated with the supply of water for irrigation alone, the relevant share of these costs should be charged to other beneficiaries, such as towns, cities and governments."

The NFF's free, quarterly monthly publication, *Reform*, includes an article by the Federation's natural resources policy officer, Anwen Lovett, which outlines the NFF's views on water at some length. Copies from the NFF on 02 6273 3855.

Source Land and Water News December 1997.

SE water licences cost Baker his seat: SA independent

Concern over State Government changes to groundwater licensing in South Australia's South East was a crucial factor in the loss of a safe Liberal seat to an independent in the recent SA election.

Or at least that's the view of the seat's winner, independent Liberal MP Mitch Williams, who defeated high-profile former SA Primary Industries Minister Dale Baker in the October 11 poll. Mr Williams is one of two independent Liberals upon whom the State Government now depends for its slim Parliamentary majority.

In his maiden speech to SA Parliament on December 3, Mr Williams said the issue which propelled him into politics, and which won him the seat, was the State Government's introduction of a groundwater allocation policy in the South East which encouraged speculation in water licences instead of a fair system of sharing out ownership of the groundwater resource.

He said the State Government had overturned a plan which would have seen a fair distribution of new groundwater licences - with water allocations awarded to landholders based on the amount of recharge from their land - in favour of an interim demand-based system "where speculation was the name of the game, and where those with the greatest economic power could increase their wealth at the expense of the less fortunate".

Mr Williams called on Environment Minister Dorothy Kotz - whose portfolio includes water resources - to revisit the groundwater allocation policy.

If had not been for Government intransigence on the groundwater issue, he said, "I would not have enjoyed the electoral appeal that I did on October 11".

Later Mr Williams said he would not even have stood for election if it weren't for the groundwater issue.

Former State Environment Minister David Wotton announced the interim groundwater management plan in June, saying it was a "fair policy", which would remain in force for about a year while a long-term allocation plan was developed - with community input - by the Lower South East Water Resources Committee.

Source Land and Water News December 1997



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.

Stability proven in November round of CAM proofs

The release of the Canadian Animal Model (CAM) proofs has again confirmed the breed stability of Semex sires, according to Brian Mayne, Managing Director, Semex Australia.

"Not only do the trio of Aerostar sons, Startmore Rudolph, Oliveholme Aeroline and Maughlin Storm continue to impress as leading performers, but they also continue to enhance their status as the global Aerostar sons of choice," he said.

Startmore Rudolph HO1965 retained his status as the Holstein breed's number one sire with an LPI of 2209.

"Developed from a pedigree that features three generations in succession of outstanding bull mothers, Rudolph continues to be favoured at \$100 RRP, by the most discriminating dairymen," said Mr Mayne.

The power and protein specialist, Oliveholme Aeroline EROLINE, has consolidated the number three LPI slot with a score of 1898, providing further justification for the many sons he is placing in AI around the world, as the popular Aerostar from a Chief Mark dam.

Maughlin Storm STORM moved to sixth position on the LPI ranking registering a score of 1787.

"STORM continues to be the favourite Aerostar for type, with his extraordinary mammary, leg, rump and frame profile."

Semex sires have also had some impressive performances outside the Aerostar bloodline with Haldrey Leadership BL HO1384, whose daughters have excelled in Australia.

"For his abilities as an udder and component specialist, Haldrey Leadership continued his rise through the ranks to shore up fifth position with an LPI of 1803.

"More and more people are beginning to recognise Leadership's exceptional udders, quality feet and legs, high component yields, calving ease, fast milk out and an outcross pedigree all contributing to his Australian Breeding Value with an ASI of 111," said Mr Mayne.

The big mover was the first son to be released of Hanoverhill Raider, COMESTAR Lee HOLEE, who has broken into the top 5 LPI ranks in his second official proof.

"One of the big performers at International Dairy Week last year, Raider has left a true type specialist. His son Lee, boasts a type profile full of double digit ratings while transmitting high quality, solid rich-milk."

According to Mr Mayne, more completed records this round aid in advancing his production ratings, raising him from tenth to fourth position on the LPI ranking.

Caernarvon Jay HOJAY, the mascot son, continues to advance his profile as a leading production and mammary specialist.

HOJAY has retained his seventh ranking in Canada, upping his ratings to 2194kg of milk and 0.21% butterfat and 0.03% protein.

"Add to that double digit ratings for rear attachment height and width and an ASI of 135, and HOJAY becomes a most sought after sire," he said.

Brochures are available on these and many more Semex sires from Semex Australia, PO Box 783, Bacchus Marsh, Victoria 3340. For more information, Contact Mark Mayne on (03) 5367 5628.



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.



Dairy Rural backs child safety programme

Dairy Rural stores are part of a national campaign between IAMA and Kidsafe that looks at improving the safety and well being of the nation's farmers and their families.

IAMA, who wholly own Dairy Rural, are sponsoring the programme for the next three years and hope to raise awareness of the dangers on farms, and so reduce injury and death caused by preventable accidents.

Available at Dairy Rural stores is a booklet that highlights the child farm safety issues of tractor safety, water safety, safety around animals, chemicals and farm bikes.

Parents are encouraged in the book

to identify hazards and then remove or guard these hazards and most importantly, to practise safety.

The book was developed by Kidsafe, the Child Accident Prevention Foundation of Australia, as part of IAMA's Kidsafe Farms programme.

Dairy Rural Manager Bryan South said that the company had long recognised that children living on farms faced special risks because of the dangerous environment in which they live.

"Each year, 85 people die on Australian farms, tragically 20 of these are children," Bryan said.

He said that Dairy Rural and IAMA had a strong reputation for agronomic and technical advice and it was now time to extend the advisory service to include information on issues such as farm design, machinery safety and water storage.

New resources and material are currently being developed to help pass on the Kidsafe Farms message.



How to prevent unintentional injury to your children on the farm

Identify the hazard

Conduct a safety audit of your farm to identify the various safety hazards for both you and your children. This should also include hazards around your home. Consider children in all age groups. Consult with your family to help identify hazards.

Decide how to control the hazard

After you have identified the hazards, consider how you can control them using the following measures:

Remove the hazard

Guard the hazard

Practise safety

The best solution is to remove the hazard from the farm, for example:

- Fill in or bury an unused well to prevent a toddler from drowning

- Replace an unruly horse with an older, quieter pony for a child learning to ride

Removing the hazard may be particularly difficult on a farm as many hazards are an integral part of running the business. Therefore, if removal of a hazard is not possible, guard the hazard and physically separate your children from it, for example:

- Store farm chemicals in a locked shed
- Place a guard around the power take-off shaft on the tractor

Prevention is better than a cure so always practise safety, for example:

- Teach and encourage your children to wear the appropriate safety gear when horse riding
- Never remove safety guards from machinery

Once you have decided on the changes required, make them immediately. Your children's safety depends on it. And to ensure that your farm remains Kidsafe, you will need to constantly review the situation.

Finally and most importantly, never depend on telling children not to do something. Often parents over-estimate the knowledge or judgement skills of their children.

And always remember, there is no substitute for parental supervision – especially of your younger children.



What will happen to the farm?

Drive just about anywhere near a North American city and you will see the effects of urbanization. Where crops once flourished, homes and strip malls have taken root.

Since 1982, more than 4.3 million acres of farmland has given way to urban sprawl, according to a report issued by American Farmland Trust.

"The loss of open space, wildlife habitat, groundwater recharge areas, and other benefits attributable to farmland are reason enough for our country to develop its land in a more efficient manner, directing development onto land less suitable for growing food and fiber," says the report.

Maybe so. "But I see no reason that farmers shouldn't profit from their land," points out Rich Johnson, an agronomist with Deere & Company. "They have that right, just the same as anybody else.

The amount of land planted to crops has remained stable over the last century. The important issue is that the land-use decisions be made at a local level, not a national level."

Johnson's job involves keeping track of trends. And he believes that other issues resulting from urbanisation will have more impact on farming than the simple loss of land.

New neighbours

As the U.S. population continues to grow over the next 25 years, it's a good bet, he says, that your neighbours will not always be farm families - and that will mean a shift in attitudes. "Being a good neighbour has always been important," he points out. "But it is going to take on even more importance as the population increases. Demands on resources will be greater, the cities bigger, the taxes higher. Farms will be right next to urban areas. But city folk and farmers can live as neighbours and get along just fine. Just look at the Amish farmers in Lan-

caster County, Pa. Their cows graze next to \$500,000 homes."

Such close-knit circumstances will place environmental pressures on everyone, however. "We all want the environment cleaned up," Johnson points out. "That's not strictly an urban concern or a rural one."

Johnson believes that the country has gone about as far as it can with 'point-source' cleanup of pollutants. "The emphasis is shifting now to the impact of nonpoint sources like runoff from farm fields, golf courses, and urban streets. There are odor-control issues and air-quality issues. "I think local and state governments will get more and more involved," he advises.

In some states, he says, a moratorium has been placed on the start-up of large hog confinement units as part of an overall plan to reduce pollution. "More states are taking a systems approach to pollution," Johnson says. "Everyone is impacted - farmers, factories, urbanites."

Farm size

As for the farms themselves, Johnson sees a continuation of some already established trends:

"Bigger farms will get bigger," predicts Johnson, "Small farms will continue to hold their own. The middle-sized farms will become bigger or smaller. Right now, about half of cropland acres in the United States are small - with gross sales of \$125,000 or less. They are run on very tight margins. A lot of these farmers have city jobs and farm on the side. I believe we're going to see more of this type of farming in the future."

As for the large-scale operators? "Land prices are on the rise," says Johnson. Even now, it is often impossible to justify the cost of buying the land you need to achieve the margins you want. So I think there will be fewer and fewer individual farmers who own the majority of their acreage. They will

rent, instead. And that will mean a shift in attitudes as farmers adjust to owner/tenant relationships in cropping decisions, management, and conservation practices."

Crop selection

With biotechnology, there's much ado over contract farming, niche marketing, and globalization. Johnson points out many of these ideas are not new.

"Let's not get ahead of reality," he cautions. "Niche markets exist because just so much demand is there for a product. Only a few acres produce radishes. Likewise, many specialized biotech crops won't need many acres, either."

In fact, commodity growers will still be important, he says. Grain will still be needed to feed livestock. "The major difference," concludes Johnson, "is we'll be growing commodity grains with higher productivity, more efficiency, and less impact to the environment. And that's good."

Source The Window/Winter 1997.

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PRESS RELEASE

Revolutionary new soil additive reduces the need for watering or irrigation by up to 50% and increases crop yields at the same time!

An amazing new product called TERAWET that has been successfully introduced in to China, South Korea, Mexico, Latin America - even desert areas like Kuwait and Israel - is now available here through Atlantic Australasia.

Atlantic's Stephen Shanahan explains how it works. "TERAWET is a super absorbent polymer and holds many hundreds of times its own weight of water. By holding water in the root zones, crops, trees and grass are able to access water on demand that would otherwise be quickly lost to evaporation or to the sub-soil.

"The benefits of TERAWET include up to a 50% reduction in water usage, a significant increase in crop yields (24% in some studies) and savings up to 33% on fertiliser usage due to reduced leaching. Unlike previous polymers, TERAWET maintains it's absorption properties under soil pressure as well as in the presence of fertilisers and other water soluble additives. It is also non-toxic.

"For example, one trial with honey-dew melons in California produced a 29% reduction in irrigation usage, a 20% reduction in fertiliser usage and a 17% increase in crop yield. A study on tomatoes showed the average yield for the first picking increased by 24% and 13.7% for the second picking, plus other direct savings in fertiliser and irrigation usage. A potato field trial in Peru resulted in a direct increase of productivity of over \$US1000 per hectare in the first year! And TERAWET continues working for 7-10 years through hundreds of well and shrink cycles.

"TERAWET can also be used as a

carrier for fertiliser, insect repellents, herbicides and nematocides. Even after TERAWET stops working," says Stephen, "it simply breaks down in to ammonia, carbon dioxide and water which continues to benefit the soil. We consider TERAWET a major step forward in reducing costs, increasing yields and at the same time a very ecologically sound product."

For further information, call Atlantic on (03) 9819 0333 or fax to (03) 9819 0477.

Frequently Asked Questions

HOW IS TERAWET USED?

1. When applied to the soil, it significantly reduces watering cycles.
2. Increases soil aeration in compacted soil conditions creating better irrigation and drainage.
3. Installation in the soil reduces fertilizers and other additives from leaching out.
4. Blend into planting bed mixture to create more rapid growth using less water.
5. Use as a root dip for transplanting thereby eliminating transplant shock.
6. Mix with seeds creating faster and better germination.
7. Works as a general soil amendment for greater soil absorbability.
8. Apply to lawn and turf soil to decrease watering schedules and create aeration.
9. Use on plant and tree roots in transporting plants eliminating transplant shock.
10. Use as a hydromulching additive for field conditions.
11. Is an inert carrier for pesticides, herbicides, nematocides.
12. Also as an aid in erosion control and water run off problems.

HOW QUICKLY DOES TERAWET ABSORB WATER?

100% capacity is reached in under one hour.

DOES THE PARTICLE SIZE EFFECT THE ABSORPTION TIME?

Yes, Smaller particle sizes absorb faster than the larger sizes.

WHAT IS THE (pH) of TERAWET?

The pH is neutral - 6.0 to 6.8

CAN TERAWET CAUSE ROT?

No. It improves the aeration and drainage of the growing media. As the particles expand they open the media by forcing the soil apart thereby increasing the pore space and relieving compacting effects.

HOW LONG IS TERAWET EFFECTIVE?

It remains 95% effective after 7 to 10 years

IS TERAWET SIMILAR TO OTHER POLYMERS ON THE MARKET?

No. It has been specifically engineered to take into account factors such as soil pressure and performance in the presence of fertilizers and other water soluble additives. In addition, it has more rapid absorbability than other polymers.

CAN TOO MUCH TERAWET BE USED?

Yes. For the best results, use only the recommended rates prescribed for the plant and the prevailing conditions. A little goes a long way.

WHAT HAPPENS TO TERAWET WHEN IT ENDS IT'S LIFE CYCLE?

After many hydration cycles, the crystals simply break down into ammonia, carbon dioxide and water which continues to be beneficial to the soil.

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DRDC NEWS

Opportunities for improving fertility to artificial insemination

The success of artificial insemination for genetic improvement depends on achieving viable pregnancies.

Success in artificial insemination (AI) depends on accurate heat detection, use of good quality semen and appropriate insemination technique. When healthy cows are inseminated at the correct time in their heat cycles, with well processed and properly handled semen from fertile bulls, and the semen is placed into the body of the uterus, pregnancy rates equivalent to those from natural mating can be expected.

The major semen and operator factors influencing AI success are:

- *semen quality*
- *handling methods (transport, storage, preparation, etc.)*
- *insemination technique.*

SEMEN QUALITY

The ultimate test of semen quality is its ability to achieve pregnancies in cows. But field trials are expensive and time consuming, so many laboratory tests have been devised to find an indirect measure of semen quality.

However, virtually all researchers agree that current laboratory tests are not practical or reliable, or have not yet been fully evaluated.

Semen production centres use laboratory examinations to reject samples, achieve required dilution factors, etc. However, for comparisons of fertility of individual bulls or major changes in se-

men preparation methods, such indirect tests are not accurate enough. Laboratory tests associated with sperm survival and fertilising ability may be useful in the future. A test of sperm fertilising ability is currently being investigated at the University of Queensland in conjunction with the National Dairy Herd Fertility Project.

DIFFERENCES IN FERTILITY BETWEEN BULLS

Many studies have identified conception rate differences between bulls. For example, in a recent Victorian study, 50.5% of inseminations resulted in calvings. However, calving rates from individual bulls varied from 42.5% to 57.5%.

Differences between bulls could be associated with timing of AI. Bulls categorised as low fertility

animals had higher conception rates when their semen was used in cows that had been seen in heat on the previous evening (cows closer to ovulation) rather than only on the morning of the insemination. This indicated that the fertility differences between sires were associated with differences in sperm survival in the female tract. Short survival times for sperm from low fertility bulls were partly overcome by inseminating soon before ovulation.

Even if reliable estimates of bulls' conception rates could be obtained, the performance would need to be sustained for at least one further season to be of use to farmers. But Victorian data suggest that bulls with low calving rates in one year are not necessarily low in the following year.

The number of sperm required per insemination dose has been investigated extensively. A minimum of 10 million live sperm post-thaw for a frozen dose is appropriate for bulls with medium to high fertility. A minimum of 20 million for bulls of low fertility is recommended.

The number required in fresh semen is much lower (about 2 million live sperm).

It is not known how 'splitting' straws between cows affects fertility.

SEMEN STORAGE AND HANDLING

One of the major potential factors reducing fertility to AI is the mishandling of frozen semen, especially exposing it to temperatures above -130 degreesC.

Experiments with 0.25 mL straws which were held in 20degreesC ambient temperature for different times showed that, within 10 seconds, their temperature rose to -130degreesC, and within 15 seconds they had reached -80degreesC.

Semen does not have to be taken from the tank to sustain damage, because warming can also occur when straws are lifted into the neck while other straws are removed. The temperature in the neck of a farm storage tank ranges from about -180degreesC at the bottom to +2degreesC at the top. When goblets are raised a number of times in succession, return to -196degreesC can be delayed unless they are submerged in liquid nitrogen immediately, so the level of liquid nitrogen in the tank is important.

Sequential exposure during the course of a season may lead to significant damage. In one study where semen in 0.5 mL straws was raised and lowered 480 times during a 6-month period, sperm motility decreased. Straws in the top goblets were more affected than those in the bottom. This indicates that semen can deteriorate in regularly used canisters.

Liquid nitrogen containers may lose their potency and rapid evaporation of liquid nitrogen usually occurs when this happens. The effect on semen within the container can be catastrophic.

Thawing of frozen semen before use should be rapid enough to minimise the opportunity for ice crystals to form inside sperm cells. Optimum thawing conditions are influenced by freezing conditions and additives used in processing. Thawing recommendations should be established by the semen production centre. A warm water (35degreesC) thaw is generally most desirable under field conditions.

Workers in one study compared the effectiveness of thawing in 5, 20 or 35degreesC water baths, or in a shirt pocket for 5 or 10 minutes. The post-thaw viability of all semen was best at 35degreesC.

Cold shock can occur after semen

is thawed. It is essential that insemination guns are not chilled between the time when they are loaded and the time of insemination. Exposure to water also kills sperm.

INSEMINATION TECHNIQUE

The optimal site for deposition of semen in the cow has been researched extensively. Using fresh semen, deposition in the body of the uterus produced higher fertility than deposition in the cervix. It was preferable to deposit semen in the body of the uterus without first penetrating more deeply into the uterus.

The recommended site for semen deposition is the body of the uterus just beyond the cervix.

There is no advantage in placing semen into horns of the uterus. In one experiment, half the dose was placed deep in each of the horns, and the pregnancy rate was 54% compared with 63% for cows with semen deposited in the body of the uterus. Significantly lower conception rates after cervical deposition (when the inseminator could not penetrate the cervix) have been reported.

VARIATION BETWEEN INSEMINATORS

The frequency of poor insemination technique has not been investigated in Australia. However, in one study in the USA, 20 professional and 20 herdsman inseminators were compared. Only 33 of the 40 inseminators were able to place the gun tip in the body of the uterus in more than 60% of inseminations, and only 39% of all placements were into the body of the uterus.

Inseminator errors are suspected when AI conception rates are significantly different from natural mating conception rates, and the effect is seen over all AI bulls, or when two or more inseminators are

working in the same herd and there is significant difference in their performance.

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GETTING THE BEST RESULTS FROM SEMEN

- Check your semen storage tank regularly and replenish the liquid nitrogen as needed.
- Avoid lifting the canister higher than 10 cm above the top of the tank.
- Remove semen straws from the tank with a pair of tweezers.
- Follow thawing procedures exactly. The highest semen quality is maintained by thawing semen rapidly in warm water (32-38degreesC) for a minimum of 30 seconds. Use an accurate thermometer.
- Use the straw within 20 minutes of removing it from liquid nitrogen.
- Always use clean, dry scissors to cut the semen straw. Wipe the scissors clean before and after cutting the straw.
- Store your semen tank in a safe place between seasons. Note that carrying liquid nitrogen in the driving compartment of vehicles is prohibited.
- Review insemination procedures before the next season. Practice on a couple of cows with an empty straw.

Heat detection in dairy herds

Undetected heats can have a major effect on herd reproductive performance, where performance is defined as the rate at which cows conceive following the start of mating.

For high conception rates, cows must be inseminated shortly before egg release from the ovary (ovulation). So artificial insemination (AI) requires a method for predicting the time of ovulation in the cow. Visual observation of the dairy herd for signs of heat is the most common method used in Australia.

Under an AI program, many factors influence whether cows are inseminated around the time of ovulation. Errors in heat detection can impact heavily on the reproductive performance of a dairy herd by decreasing the rate at which ovulating cows are inseminated or by increasing the incidence of non-heat inseminations. Insemination can be poorly timed because of cows that:

- *show no signs of heat around the time of ovulation*
- *are diagnosed as in heat when they are not (false positive diagnoses of heat)*
- *show signs of heat but are not detected (false negative diagnoses of heat).*

Failure to inseminate cows at an ovulation extends the interval from calving to conception. False positive diagnosis of heat results in the insemination of cows at the wrong time. This increases the number of inseminations required per conception and can also result in abortion of pregnant animals.

More accurate heat detection saves the farmer money by minimising the number of straws needed to set each cow pregnant. In seasonal calving herds, it also saves money by shortening the calving period, which sets up herd

and feed management for the season. In year-round calving herds, more accurate heat detection helps minimise the number of cows with long intervals between calvings.

Advisers and farmers often need to assess heat detection accuracy in a herd, particularly in herds where reproductive performance is not as high as desired. There are two ways to assessing heat detection accuracy:

- *progesterone testing to identify cows that were wrongly diagnosed as in heat but were not ovulating*
- *calculations from breeding records.*

PROGESTERONE TESTING

Non-ovulating cows misdiagnosed as in heat (false positives)

The concentration of progesterone in blood and milk falls before ovulation, remains low for 5-7 days, and rises with the formation of a corpus luteum after ovulation. Blood samples must be sent away for testing, but milk can be analysed at the dairy using test kits.

The concentration of progesterone at the time of AI can be used to assess the number of cows submitted which were unlikely to be in heat, and provides a measure of the accuracy of heat detection. Cows with high progesterone are considered to be pregnant or to have an active corpus luteum. They are unlikely to be in heat. Estimates of false positive rates vary from 2% to 40% in different herds. In other words, in some herds up to 40% of cows inseminated are probably not in heat.

Missed ovulations

Ovulation can be predicted by measuring milk progesterone over several days. Several researchers have collected samples every two days from day 15 of the heat cycle. Others have collected samples for progesterone testing three times per week. Twice weekly sampling

or sampling every five days may enable the frequency of missed heats to be estimated.

Another approach involves sampling cows that were not seen in heat in the 24 days after mating start date or, in year-round calving herds, after the planned start-of-mating date. Cows with high progesterone levels are likely to have ovulated since mating start date, but to have escaped detection. This approach is being used in the National Dairy Herd Fertility Project.

BREEDING RECORDS

Several methods have been used to calculate the frequency of missed heats. Some of these approaches assume that non-cycling cows and embryonic mortality have little impact on reducing the number of cows observed in heat. This assumption is probably wrong in many areas of Australia and New Zealand, where in some herds, non-cycling cows are quite common, and embryonic mortality occurs to some extent in all herds.

One simple method involves dividing 21 by the average interval between inseminations. However, this ignores the possibility of embryonic mortality causing prolonged inter-heat intervals, and can be inaccurate if false positive inseminations are frequent.

An alternative approach involves analysing inter-heat intervals (the number of days between heats or services). This provides an indirect method of estimating the:

- frequency of false positive heats diagnosed
- frequency of missed heats
- rate of embryonic mortality.

The ratio of inter-heat intervals in the range of 18 to 24 days (single cycles) compared with the range 36 to 48 days (double cycles) is affected by missed heats. The proportion of intervals between 3 and 17 days is related to false positive diagnoses, and the proportion with duration of 25 to 35 days is related to both false positive diagnoses and embryonic mortality. This approach

is relatively inexpensive compared with progesterone sampling, but it has had little validation. Intervals between heats are most useful where heat detection continues for at least eight weeks.

It is hoped that the National Dairy Herd Fertility Project can develop methods which will enable easy assessment of the accuracy of heat detection on farms.

CONCLUSIONS

Undetected heats can have a major effect on herd reproductive performance, where performance is defined as the rate at which cows conceive after the start of mating. Many researchers suggest that undetected heats are probably the major fertility problem confronting herds in their regions. Some have demonstrated significant improvements in reproductive performance with improvements in heat detection. False positive errors in heat detection increase the costs associated with dairy herd reproduction by increasing the number of inseminations required per conception, but appear to have little effect on reproductive performance.

Table 1. Effect of missed heats on average time to conception.

Heats not detected(%)	Ave interval from mating start date to conception days
0	22
10	25
20	27
30	31
40	34
50	38

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Bull performance in dairy herds

Despite widespread adoption of artificial breeding in the dairy industry, bull fertility is still crucial.

Even in dairy herds that rely primarily on artificial breeding to sire the next generation of females, bulls are often used to 'clean up' after a limited period of artificial breeding. And in many herds heifers are mated with bulls rather than using artificial breeding.

There is great variation in natural service fertility among bulls. Poor performance can be due to disease, bull management and individual bull factors.

DISEASE

Venereal diseases are due to infections which may be transmitted by the bull at the time of service and result in reduced conception rates, or later, abortions. They can also be spread by artificial insemination with improperly handled or treated semen.

Vibriosis is a venereal disease. In bulls over five years of age, vibriosis may become a chronic infection of the prepuce (the sheath round the penis) and persist for years. In cows, infection invades the uterus and results in infertility and early embryonic or foetal deaths.

Other genital infections have been associated with reduced reproductive performance in cattle. These include:

- trichomoniasis
- granular venereal disease
- mycoplasma and ure aplasma infections
- Haemophilus somnus infection
- infections pustular vulvovaginitis
- bovine viral diarrhoea.

BULL MANAGEMENT

A common error is for farmers to provide too few bulls to service cows due to cycle. Although the number of cows that can be serviced by a bull varies considerably, to ensure adequate coverage, allow one bull per 25-30 cows not pregnant at the start of the natural mating period. Where returns to synchronised heats are expected, substantially more bulls are required.

It is preferable to have more than one bull with the herd during natural mating, because the bulls move through the cows more frequently, seeking out those on heat.

Performance can decline if a bull serves more than 20 cows in three days. So when mating is intensive, bulls should be rotated in and out of the herd.

Other bull management issues to consider include the possible effects of bull dominance and the possible problem of running bulls of markedly different ages together with a group of cows.

INDIVIDUAL BULL FACTORS

A bull must have sufficient libido to seek out and attempt to serve cows in heat. Conditions in male animals that can interfere with their ability to mount cows in heat include painful conditions of the hind feet (e.g. under-run soles associated with excess hoof wear) and joint diseases.

Diseases of the penis and prepuce are common causes of inability or difficulty in serving. These conditions include:

- inability to normally protrude the penis (phimosis)
- injury or trauma to the penis
- deviations of the penis
- tumours of the penis.

There are also many causes of reduced semen quality or quantity.

REPRODUCTIVE ABILITY

A range of techniques is available for evaluating the reproductive function of bulls. The choice of techniques depends to an extent on the aims of the examination. Those undertaken during a routine pre-joining evaluation may be different from more detailed techniques used in the investigation of reproductive failure in a herd following bull use.

Techniques that have been used to evaluate a bull's reproductive function include:

- physical examination
- semen examination
- serving capacity testing
- serving ability testing.

Physical examination

Particular attention should be paid to:

- hind leg structure and feet
- prepuce and penis
- scrotum, testes, etc.
- internal accessory sex organs
- scrotal circumference.

Semen production is closely related to testicular size and consistency. Many workers have reported a close relationship between scrotal circumference and the number of sperm produced.

As scrotal circumference increases, sperm motility and percentage of normal sperm increases, while percentage of abnormal sperm decreases.

In bulls over 18 months of age, scrotal circumference under 30 cm indicates that adverse influences have affected testicular growth. A scrotal circumference of 34 cm or greater in all breeds and ages indicates that the testicles are well developed.

Semen examination

There are differences of opinion about the role of semen assessment in examinations of bull soundness. If beef bulls are selected on the basis of scrotal circumference of at least 34 cm and with good testicular consistency, over 80% can be expected to have semen consistent with good fertility. However, 8% of these apparently normal bulls may in fact have defective semen, resulting in severely depressed fertility. These faults are detected only by semen examination.

Testicles are classified as firm and springy, soft, and very soft. Almost all bulls (98-99%) with firm, springy testicles produce good quality semen. Between 50% and 75% of bulls with soft testicles have poor quality semen, and all bulls with very soft testicles have poor semen. This suggests that it is uneconomical and unnecessary to test semen from bulls with firm, springy testicles.

Serving ability testing

A serving ability test is an examination of a bull's desire to serve. The examination also covers:

- the erection of the bull's penis
- seeking movements
- intromission and ejaculatory thrusts
- the position of the bull during mounting and service
- the manner of dismounting
- any abnormalities in posture or gait which may follow service.

Serving capacity testing

Serving capacity is measured by the frequency of ejaculations in a given period, and is used as one measure of reproductive efficiency. It attempts to quantify mating behaviour, which is a combination of the effects of libido and mating ability. It does not measure semen quality or daily sperm output, which are the

other important factors in bull fertility. A number of serving capacity tests have been developed.

To be useful, a serving capacity test must be correlated with reproductive performance in the paddock but there are few reports of conception or pregnancy data from paddock matings. So in summary, trials to evaluate the serving capacity test have been inconclusive. But the data **suggest** that bulls with moderate to high serving capacity in tests attain higher pregnancy rates than do bulls with a low serving capacity in tests, and conception occurs earlier in the breeding season.

The serving capacity test is particularly useful in identifying bulls with genital, leg and back abnormalities that render the bull unsound for breeding.

The previous sexual experience of individual bulls affects their performance in serving capacity tests. Results of most studies are in agreement that a single test on young virgin bulls is unlikely to yield reliable results. Australian and North American reports indicate that 15-40% of virgin bulls with a low serving capacity score will later score higher.

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Last chance to get to Large Herds Conference

Registrations are still open for the 1998 Large Herds Australia Conference to be held at the Barossa Convention Centre in South Australia from March 20-23, 1998.

Conference organisers are delighted with the response so far with total numbers close to 500 with just four weeks to go.

"We know there are people who for very good reasons cannot register for the conference too far in advance," said conference manager, Tom Phillips. "And while we have had a huge response so far we are fortunate to have a large convention centre and plenty of accommodation in the Barossa Valley so we can keep bookings open a little longer.

The conference is being held from Friday to Monday this year and will be opened by Australian men's hockey coach, Terry Walsh at 2.30pm on Friday, March 20.

The 1998 conference is focused very strongly on people and getting the best from them. Terry's opening address will demonstrate how the Australian men's hockey team has been so successful and will set the tone for the conference sessions that follow.

Dairyfarmers attending the 1998 large Herds Australia Conference will be eligible for a training grant of up to 75 per cent of their registration costs. The Rural Adjustment Scheme (RAS) has granted the conference training status in all states making every Australian dairyfarmer eligible for the RAS training grant.

"The offer by RAS is recognition of the value of the Large Herds Conference to dairy farm businesses," said conference manager, Tom Phillips. "A lot of dairyfarmers who otherwise could not afford to come will now be able to attend."

With all speakers now confirmed for the conference, Mr Phillips said the topics to be covered in 1998 reflected the competitive environment in which Australian dairyfarmers operated and their need to constantly review their business to ensure they had both a profitable business and a quality of life that met their expectations.

Conference information and registration forms for the Large Herds Conference can be obtained from Large Herds Australia, PO Box 889, Warragul, Vic, 3820. Tel: 03 5622 2055. Fax: 03 5622 2199. Email: phillips@dcscmp.com.au

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"From an exchange rate point of view, Australia will come out neutral. But when you examine confidence levels it appears our exports will be cut \$1 billion in 1998." - Todd Ritchie

Asia's economic meltdown is wreaking havoc on world markets, sending currencies crashing and demand plummeting, and the National Farmers' Federation (NFF) expects Australia's agriculture returns to be slashed by \$500 million this year.

Todd Ritchie, NFF economic policy director, spelt out to Primary Industry News the outlook this week, including our Gross Domestic Product (GDP) reducing between 0.3 and 0.8 per cent.

"I took the Trade Weighted Index and split it in two, because people are concentrating too much on the \$A and \$US rate. The result shows Australia has appreciated.

"Some people might think this is bad because the price of our commodities has risen. But when you compare Australia's competitiveness against our trading partners, it shows we have depreciated."

The Australian dollar in the past fortnight tumbled to its lowest level in 14 years.

The devaluation is temporarily propping up wool, wheat, canola and barley prices, but the live cattle trade and dairy exports will be the hardest hit.

Allan Clarke, Western Australian Farmers' Federation (WAFF) wool section president, is concerned the Australian Wool industry will be "devastated" if the Chinese economy crumbles.

"If currency problems run through China and Japan, then the Australian wool market will be in real strife. China is a massive buyer, taking around 25 to 30 per cent a year.

"Korea and Taiwan are significant wool importers and we expect this will impact on our market - to what extent is very hard to judge."

Asian Growth Outlook (GDP growth)		
	1996 actual	1997-98f
China	9.7	5.0 - 10.0
Hong Kong	4.7	4.0 - 7.0
Indonesia	7.8	4.0 - 6.5
Malaysia	8.2	3.0 - 7.0
Philippines	5.7	3.0 - 6.0
Singapore	7.0	4.0 - 7.0
South Korea	7.1	4.0 - 6.0
Taiwan	5.7	4.0 - 7.0
Thailand	6.7	-1.0 -3.0
Japan	3.6	1.0 - 2.0

Source: NFF

To help stabilise domestic trading, WAFF wants Wool International to restrict sales of stockpile wool to the 90,000 bale minimum.

"This way, if there is reasonable demand at wool sales and we reduce supply, then it should bring the market into equilibrium," Mr Clarke argues.

The Australian Wheat Board (AWB) reacted to the meltdown by cutting most pool equities \$5 a tonne, the second adjustment in weeks.

International wheat prices are continuing to lose ground and forecasts are uncertain about the long-term effect on the market.

Steve Martyn, Australian Meat and Livestock Corporation (AMLC) general manager beef marketing, reports Korean importers are having difficulty paying for 1997 purchases. But so far, all contracts have been honoured.

And concern is building over the failure of the Korean buying agency, LPMO to issue a new tender since October 1997.

Contacts: NFF (02) 6273 3855, WAFF (09) 325 2933.

Rural sector must understand TPA

"The rural sector stands to gain from competition policy for many reasons. As well as competitively priced inputs and better service, the rural sector will be better able to compete on an international scale."

Competition policy in Australia has undergone massive changes following the unanimous decision by all Federal, State and Territory Governments to adopt a national approach.

The new scenario has important implications for Australian rural producers, as it will be the first time many small farm businesses have to deal with far-reaching competition rules and guidelines on fair conduct.

In this issue, we set out the key components of the *Rural Guideline and Trade Practices Act*, released by the Australian Competition and Consumer Commission (ACCC) in the past week.

"In the past, State Governments legislated so competitors in industries can come together to agree on prices, marketing structures and other industry arrangements. Such State legislation previously has exempted those industries from parts of the *Trade Practices Act (TPA)*.

"But with ongoing regulatory reviews by Governments, much rural legislation has been or will be changed, often resulting in changes to industry structures and removing protection, leaving rural industry participants subject to the full force of the Act," explains the ACCC.

- **Competition in the rural sector:** Moves are underway to dismantle some of the old statutory marketing controls and replace them with open competition and Government

PRIMARY INDUSTRY NEWS (Contd)

business enterprises.

The ACCC warns in many instances this will expose rural producers to the TPA for the first time.

"As these prohibit competitors from getting together to agree on prices, production quotas and so on, it would be unlawful simply to replace the statutory regulation of these matters by a similar private arrangement agreed upon by individual producers or their producer association."

- **Price fixing:** Unless authorisation is granted, agreements between one or more competitors to fix, control or maintain an intended price are illegal.

Such agreements do not have to be documented, and can be as subtle as a "nod and a wink". But not all cases of uniform pricing are illegal, for instance when a supplier follows a recommended price list by the trade association or manufacturer.

- **Market sharing:** This occurs when competitors agree to carve up the market to either avoid competing against each other geographically or for particular customers. This is illegal under Section 45.

- **Boycotts:** Boycotts are outlawed when competitors agree not to purchase goods or services from a particular supplier, or not to supply goods or services to a particular person or business.

- **Misuse of market power:** Firms with a substantial degree of market power are prohibited from using their muscle to eliminate or damage a competitor, prevent the entry of a person into any market, or deter or prevent a person from engaging in competitive conduct in any market.

- **Trans-Tasman laws:** Due to an agreement signed by the Australian and New Zealand Governments, the misuse of market power provisions also extends to firms engaged in Trans-Tasman trade, for example the dumping of goods.

- **Co-operatives:** Most State and Territory Governments have specific legislation regulating co-operatives, and often this provides immunity from any aspects of the TPA.

- **Exports:** Section 51(2)g provides an exemption for any agreement between producers relating solely to the export of their products, as long as full and accurate details are forwarded to the ACCC within 14 days of the agreement.

- **Refusal to supply:** Refusing to supply goods is seldom illegal, but exceptions apply when misuse of market power prevents another from being able to compete fairly.

- **Collusive bidding:** Many rural producers rely on the auction system to generate the best price for their product. The ACCC stresses it is important to be protected against collusive bidding practices.

- **Mergers and acquisitions:** The merger of two firms through acquisition of shares or assets is prohibited if the merger will lessen competition. This applies to mergers between competitors and between suppliers and customers.

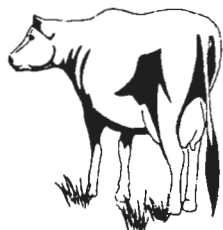
- **Joint ventures:** These are prohibited if they lessen competition, but the ACCC may approve if public benefit would come from such a union.

For a copy of the Act, call the ACCC National Office (02) 6243 1111. it is also available on the Internet at: <http://www.accc.gov.au>

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PROCESSES THAT CAN BE CARRIED OUT

- Milk pasteurization, coagulation, cutting, and cooking of curds, all in the same unheated container in extremely short times.
- Thermal processes including heating and cooling can be conducted manually or automatically simply by setting the temperature required.
- Curds are cut with a special curd knife connected to the bottom of the turbine of the Dynamic Radial Exchanger.
- Cooking of milk curds of any mass with thermal increases up to 6degreesC per minute.
- Making ricotta from whey without direct input of steam.
- Stretching and moulding
- Washing and sterilization of the equipment through the production of hot water or steam.
- Zero water consumption.
- Instant thermal response.

- The thermal processes can be conducted in any type of container: Plastic, steel, copper, etc.

P

OLYDAIRY - a Brief Description by F. Bodini

As a technologist and ex-director of dairy farm, on being asked about a particular piece of equipment called the Mobile Autonomous Polydairy that has recently appeared on the market and for which deliveries are now about to begin. I can express my opinion with pleasure, having had a preview of it in operation, and having discussed the plant with the Managing Director of the manufacturers, well-known in the sector for developing machines for the production of Provolone and Mozzarella.

The Polydairy is a semi-automatic or automatic plant; as shall be seen later in this description, it can solve any problem concerning the production of any cheese, from the hardest (Parmesan, or Roman Pecorino) to the softest (Gorgonzola or Crescenza).

While I have not yet been able to do for all the cheeses that which serious technology always desires - immersing the hands in the boiler - I am prepared to express a number of my first impressions of the new plant.

I shall not give a detailed description of how the machine is built: A full account of it can be provided by the company's documentation, or by the literature - certainly not copious, that has already appeared in some of the sector's magazines. I will only say that the Polydairy comprises three main parts:

- 1) The boiler, in which the milk is converted into cheese;
- 2) the Dynamic Radial Exchanger (DRE), which is the tool

for all the exchanges of heat both as regards heating and cooling;

3) the heat generator, of leading-edge design, completely independent from any other heating plant.

Two or three things, which particularly struck me and which I consider constitute an authentic technological innovation, I shall leave till later.

First, however, I would like to advise the reader of the recent proliferation of various mechanical plant developments orientated towards small sizes, all identified by such terms as "mini-dairy".

It could be the signal that the vast sector of medium-small dairy companies is seeking a path that will constitute a historic leap from time-honoured artisan methods to modern ones, which may signify the mechanisation - or the automation - of all the manual work involved in the production process, without changing the scale of sizes of the plant and the dairy: to remain, that is, of small working dimensions, but reach the same level of costs and safe hygiene obtained by large modern plants.

Apparently the demand is there, and can no longer be postponed in view of the implementation of national and European hygiene requirements, and thus leading to initiatives designed to satisfy them.

The wish to stay small meets the demand for the medium-small dairy to guarantee obtaining characteristics of smell, taste, texture, etc identical to products produced in the traditional way, which made the Italian milk-dairy sector wealthy, and which the big plants are not always able to reproduce.

In other words, the logical approach of the medium-sized dairy is this: if it is possible to work using the same cooking vessels or ladles traditionally used, in which

all Italian dairy products were born (and not only Italian) mechanising and automating all the manual work, thus obtaining the same (or almost) costs of working and the same hygiene requirements of the big plants, it is possibly absolutely certain of obtaining the same typical product, without changing any detail of their working, and with plant costs very much lower (200-300%)

The Dynamic Radial Exchanger

The object that impressed me most of all was the Dynamic Radial Exchanger DRE).

This is basically a specially-shaped pipe bundle made of stainless steel, which is lowered into the milk and stays there until required: steam can also pass through the pipes, but generally pressurised water is used, whose temperature may rise to 150degreesC. Well water may also be used for cooling and also refrigerated water, if required, and if it is available.

As already described, the exchanger serves for all the thermal exchanges for heating and cooling: for pasteurization, thermal treatment, and the heating, refrigeration and re-cooking of whey, etc.

The area of exchanging surface is enormous and thus any heating operation is fast and efficient. I have seen the thermometer rise 6-7degreesC per minute up to the 80-90degreesC in whey required for preparing ricotta.

To obtain these results the movement of the liquid must be very large; this is favoured by a large turbine with vertical buckets blades which rotates inside the pipe bundle, with a slow large capacity movement, which does not produce foam, thus without any air being incorporated in the mass.

Under the Exchanger the special curd cutting "pin" may be applied, which is removed when the operation is finished.

At the end of the work, off-white residues are never found on the exchanger tubes, which are the sign of proteinic distress: this implies that the particles of liquids or solids (curd) pass so quickly on contact with the tubes, that their temperature increases without the proteinic part being subject to thermal stress, which could damage it.

It is clear that the different fates of the same liquid or solid particle, which increases the temperature running on a cylindrical or conical surface (Parmesan boiler) beyond which high temperature steam passes. Contact with the heated surface cannot be instantaneous (a few hundredths of seconds) but significantly more prolonged, measurable in minutes, seconds or, in the best cases, in tenths of seconds.

For cooked or semi-cooked cheeses, this innovation may mean the end of double copper bottoms, and heat exchange through the wall, which has always been a very poor user of energy: and also the end of all the reserves of a sanitary nature caused by traces of copper in the cheese. The exporters of parmesan to Japan are aware of this problem; it seems that European regulations are a little more tolerant in this respect.

We are therefore on the point of a definitive "go-ahead" for stainless steel vessels, but it can be assumed that also plastic containers are possible, provided they are sufficiently rigid at the cooking temperatures of hard cheese (55degrees): their cost could be around 10% of a similar metal container.

The Heat Exchanger

A similarly impression was made on me by the innovative equipment installed in the Polydairy, comprising a Diesel fuel burner, which heats the pressurised circulating in short circuit (about 15 litres) between the burner and the exchanger, with high efficiency and speed of exchange, and optimal exploitation of heat energy. It is

also the end of the problem of recovering condensates and their aggressive corrosiveness. A unit was then developed, so far unknown: a complete full-operational machine for making cheese, any type of cheese, fitted on the same small frame together with the heat generator; in effect, a real dairy capable of operating autonomously, provided it is supplied with water and electricity (1.2.KW); the latter in special cases (Alpine huts, sheep-pens, movement to fresh pastures etc.) can be provided by a small generating set fitted on the same farm.

The manufacturer affirms that electricity consumption is 80% lower than the traditional steam generator and that, if the user has a water cistern with a capacity equal to the quantity of the milk to be converted, water consumption may be considered nil!

Anyone may easily calculate the saving in investment thanks not having to acquire a steam generator, the piping, the valves, insulation, and the saving of heating energy produced and used without waste and only at the moment it occurs, and without requiring patented servicing.

The entire base frame occupies 2.3m² of surface and weighs just a few hundred kilograms; it may be carried on a simple trailer, hauled by a truck, a four wheel drive vehicle or a small tractor, when and where required, even daily. The base frame is also fitted with small wheels to simplify movement at the site of installation.

Considerations

After what we have described so far, it would seem logical to conclude that his new tool, offered to the market following research, responds to the needs of the small or very small dairy, the dairy farm, the Alpine hut, herds etc., and also covers the requirements of a number of particular situa-

NEW PRODUCT (Contd)

tions, such as that of Research and Experimentation Institutes, who have always hoped in vain to one day have valid plant for all the production of the dairy.

Having seen the plant working, I have no doubts that these hopes have been satisfied. However, this does not seem to be its limit and, if it were, it would be a pity that a tool of this innovative potential could not bring benefits also to the larger dairy.

Probably this consideration has induced the manufacturers to develop the Transfer Station Polydairy. It is first necessary to be in agreement with the concept of "transfer stations". A modern automated factory, to make a certain object - for example, a car - plans that the thousands of automatic operations involved are each carried out by a robot; it is clear that all these operations cannot be done simultaneously in just one place. The positions, or "stations" will only be a hundred, in each of which one or more robots carry out their activities.

Applying this concept in a much simpler way, the manufacturer has made arrangements so that the container can be installed on 6-8 different stations, on a line measuring 10 - 12 meters, in each of which one or more operation required for a certain phase of work can be carried out and obtaining, without any human intervention, the finished cheese. In this way the work of the exchanger, filling the moulds, etc., all become operations programmed on a card, exactly as is the practice in large systems.

In each station it is always possible to suspend the automatic process and intervene manually, as required in specific cases, so that the technical operator - or dairyman - is never excluded from having the possibility of controlling the work manually, as for traditional boilers.

Obviously, when the first station is free, because the container has passed onto the second station, a second container is activated which begins the same cycle, or a different one if the work is to be changed. The entire working cycle lasts about

an hour, and every ten minutes a container completes the cycle.

If the dimensions of the medium-large dairy, a second or a third chain of stations are installed, and so on, which can work simultaneously with the first, or in out-of-phase times, depending on how the work is to be organized.

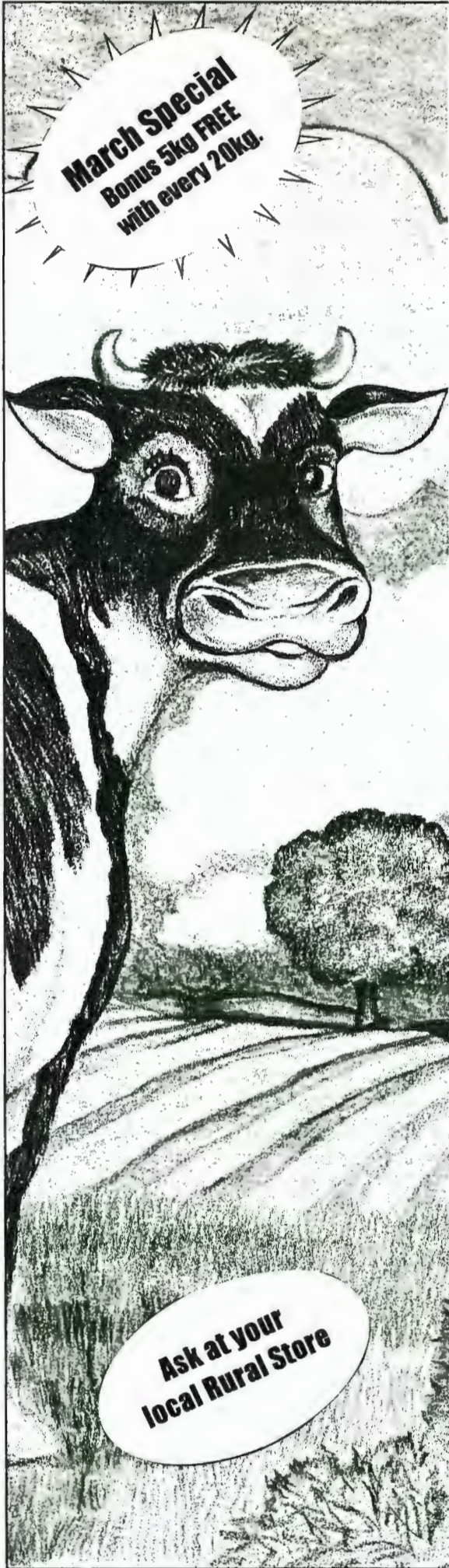
As a final consideration, I would not like to ignore the importance of plant such as this for producing those cheeses whose characteristics are linked not only legally but - above all thanks to its particular tastes and characteristics - to the use of fresh milk.

I would add that the treatment of the curd is always delicate and, at the same time, very effective, such as to equal in every way the traditional manual work, and considerably improving it as regards uniformity of results.

Source: "L'industria del latte" April-September 1995

DIARY DATES

☐			
☐	DIARY DATES		
☐	March 2 Rural Surface Water Meeting	Parawa Hall	
☐	March 3-4 Women In Dairying -	Hahndorf Resort & Convention Centre	
☐	March 3 Central District Executive & Members Meeting -	Bridwood Hotel	
☐	March 9 Development Officer	Meningie Area	
☐	March 10 Development Officer	Meningie Area	
☐	March 11 Admin & Finance Com Mtg	SADA Office	
☐	March 12 River & Lakes District Exe & Members Meeting -	Wellington Hotel	
☐	March 16 SE Branch Exe & Members District Mtg	RSL Hall	
☐	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 26 River Murray AGM	Rambler Clubrooms	
☐	March 29-1 ADFE Convention NSW	Ballina	
☐	April 2-5 Convention Tour	NSW	
☐	April 7 Northern Hills AGM	Venue to be confirmed	
☐	April 8 Central Council	RAHS - Council Dining Room	
☐	April 17-18 Mt Gambier Field Days	Mt Gambier	
☐	April 28 Southern Fleurieu AGM (AM)	Venue to be confirmed	
☐	April 28 Southern Hills AGM (PM)	Venue to be confirmed	
☐	May 4 Jervois AGM	Jervois Football Clubrooms	
☐			



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The world's leading range of intramammary antibiotics for mastitis treatment in both dry and lactating dairy cows, is now available on prescription from Australian veterinarians.

COOPERS CEPRAVIN *Dry Cow* and CEPRAVIN LC (Lactating Cow) are based on the cephalosporin family of antibiotics, and are recognised as the global leaders in anti mastitis therapy.

Divisional Manger of Schering Plough Veterinary Products, **Dr. Paul Marcun**, said the introduction of the CEPRAVIN range would provide Australian dairy veterinarians with a new and exciting weapon to help dairy farmers in their fight against mastitis, which remained a major threat to dairy herd productivity and milk quality.

CEPRAVIN *Dry Cow* contains cephalonium, a first generation cephalosporin, which provides extended protection (up to 10 weeks) against new and existing infections from infusion at drying off right through to the critical pre-calving period. This is at least three weeks longer protection than that offered by existing dry cow mastitis treatments.

"Independent trial data demonstrates that CEPRAVIN *Dry Cow* delivers unsurpassed cure rates of *Staphylococcus aureus* and provides broad spectrum bactericidal action against both contagious and environmental bacteria including penicillin-resistant strains.

"Also CEPRAVIN *Dry Cow* is the only dry cow product which has been scientifically proven to enhance teat plug formation early in the dry period, which improves the cow's natural defences to new infections throughout this critical time of the lactation cycle.

"CEPRAVIN *Dry Cow* has been found to reduce the incidence of clinical mastitis and lower somatic cell counts in the following lactation by protecting quarters from new infections throughout the dry period and immediately prior to calving. This is particularly important given the prevalence of environmental bacteria such as *Streptococcus uberis* which thrives in muddy conditions and is becoming an increasingly common cause of mastitis on Australian dairy farms," Dr Marcun said.

First line treatment in lactating cows

A separate formulation, CEPRAVIN LC (for lactating cows) is also available on prescription from veterinarians. CEPRAVIN LC contains the second generation cephalosporin, cefuroxime, which has been formulated for the rapid treatment of clinical mastitis in lactating dairy cows (just 3 treatments are required at 12 hour intervals following milking).

"Cepravin LC is highly efficacious against all major mastitis-causing bacteria, and is formulated in a rapid-release base which means high therapeutic concentrations of cefuroxime are achieved quickly in the milk and udder tissue and then rapidly excreted after treatment. This results in a short milk withholding period of just 72 hours (six milkings) after treatment, or a total of four days (eight milkings) including the treatment regime.

"CEPRAVIN LC is destined to become the first line treatment of choice prescribed by dairy veterinarians for the rapid resolution of clinical mastitis in lactating cows," Dr Marcun said.

The CEPRAVIN range is widely used by dairy farmers in Europe, New Zealand and the UK, where it has become established as the leading mastitis treatment. Its release in Australia will greatly assist veterinarians in helping dairy farmers protect their herds from both contagious and environmental causes of mastitis.

Dairy farmers should consult with their veterinarian regarding the use of CEPRAVIN in their herds.

QUICK DIPS

Combine 250 g (8 oz) sour **CREAM** with a 35 g (1 1/4 oz) sachet French onion soup mix. Finely grate 1 small Lebanese cucumber and squeeze out the excess moisture. Place the grated cucumber, 2 crushed cloves of garlic, 200 g (6 1/2 oz) plain yoghurt and 2 teaspoons chopped mint into a bowl and stir to combine.

Combine 250 g (8 oz) sour **CREAM** with 4 tablespoons corn relish. Mix well.

Combine 250 g (8 oz) soft **CREAM CHEESE**, 2 tablespoons whole egg mayonnaise, 1 crushed clove of garlic, and 3 tablespoons chopped fresh herbs.

Melting Moments

180 g **BUTTER**
1/3 cup icing sugar
1 teaspoon vanilla essence
1/3 cup cornflour
1 cup plain flour

Filling:

50 g **BUTTER**
1/2 cup icing sugar, sifted
2 teaspoons **MILK**
1/3 cup raspberry jam, optional

Method:

1. Preheat the oven to 180 degrees. Line 2 baking trays with baking paper.
2. Beat the **BUTTER**, sugar and vanilla in a small mixing bowl until light and creamy and the sugar has almost dissolved. Rub a little mixture between your thumb and forefinger. It should be only faintly gritty. If not beat a little longer.
3. Sift the flours into the **BUTTER** mixture and mix with a flat-bladed knife.
4. Roll heaped teaspoons of the mixture into balls and place them on the prepared trays, allowing room for spreading.
5. Flatten each ball slightly with the back of a fork.
6. Bake for 15 minutes, or until lightly golden and crisp. Transfer the biscuits to a wire rack to cool.
7. **To make Filling:** Beat the **BUTTER** until creamy. Gradually add the icing sugar alternately with the **MILK**. Continue beating until the mixture is white and fluffy.

Note: If you prefer, omit the filling and serve the biscuits plain. You could also press half a glace cherry into the top of each biscuit before baking.

Baked Rice Custard

1/3 cup (75 g) white rice, cooked (see note)
1/4 cup (30 g) sultanas
3 eggs
2 cups (500ml) **MILK**
1/2 (125 ml) **CREAM**
1/4 cup caster sugar
1 teaspoon vanilla essence
ground nutmeg

1. Preheat oven to slow 150 degrees C. Brush a 1 litre capacity ovenproof dish with melted **BUTTER**. Place the dish in a large baking dish half filled with water.
2. Place the rice and sultanas in the dish.
3. In a large jug, whisk together the eggs, **MILK**, **CREAM**, sugar and vanilla.
4. Pour the egg mixture over the rice and sultanas.
5. Bake for 30 minutes, then stir again with a fork.
6. Sprinkle the surface with a little nutmeg. Bake for a further 20 minutes, or until the custard is just set. Serve warm or cold.

Note: This amount makes 1 cup cooked rice. Use leftover rice if you have it.

Mocha MOUSSE

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.

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CHIEF EXECUTIVE'S EDITORIAL

Every dairy farmer must by now understand the very real debate on regulation versus deregulation. For those in the Industry who still have not grasped the issues here they are in simple terms.

Under national competition policy review or the Hilmer report every State government is under extreme pressure to abolish the market milk regulations; that includes farmgate price. In addition, the Domestic Market Support (DMS) scheme expires on 30 June 2000 and there is no sign that the Federal government will extend or replace the program.

Put in dollar terms the average South Australian dairy farmer could lose up to \$50,000 under total deregulation.

This figure is sobering. It is reached by some simple calculations.

Take SAMMEC figures for the last 12 months as a basis and the 'average' dairy farmer produced 745,000 litres of milk. The market milk percentage for the same time was about 23% at about 50 cents per litre. Twenty three percent of 745,000 at 50 cpl is \$86,700.

If the market milk premium was lost due to deregulation and that 23% of market milk was paid for at the average manufacturing milk price (24 cpl) in metropolitan Adelaide the return would be \$41,125.

The difference between farmgate price regulated market milk (\$86,700) and deregulated manufacturing milk price (\$41,125) is \$45,575. Add about \$3,800 worth of



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DMS to the equation and you get your \$50,000. This is a worst case scenario.

Before anyone guarantees you, as a dairy farmer in this State that you will not lose 'all the premium' ask yourself if you can afford to lose any of it. By the way ask for the guarantee in writing too!

If you think this is a bit of scare-mongering, you are right. It is well and truly time that some sections of the Industry, including some farmers, were given a jolt.

A number of economic theorists continue to peddle the line that the consumer will benefit from a deregulated milk market. Reality proves somewhat different. Quotes from a report by John McQueen (CEO ADFP) make interesting reading.

'Deregulation of the drinking milk market in New Zealand led to lower farmgate prices to the farmer, higher prices to the consumers with most of the increased margins between raw milk input price and the final consumer price being captured by the supermarkets.'

'Therefore, the UK experience (of liquid milk prices rising to consumers while farm gate prices drop) provide further evidence of the negative impacts on farmers and further evidence of the capacity for supermarkets to exercise market power to capture margins following deregulation.'

Dairy farmers in South Australia cannot afford to lose a single cent of their current income. Total deregulation will put at risk anything up to \$50,000 for the average dairy farmer. SADA stands for the retention of the legislation that supports Farmgate Price, Equalisation and the Domestic Market Support scheme.

Where do you stand?

FARMERS LOOKING FOR A BETTER SERVICE THROUGH ETSA

SADA and SAFF have attended three meetings on ETSA matters recently. Two of these meetings were initiated by SADA and one was initiated by SAFF.

The most recent was an invitation by SAFF for SADA to assist at a policy briefing of the State Treasurer, the Honourable Rob Lucas, on the sale of ETSA/Optima. It would be fair to say that the rural community has some considerable reservations on the issue. A strong representation through the farmer lobby groups is one of the only ways the interests of the rural community can be adequately protected.

At two other meetings the SADA/SAFF team spoke with ETSA Deputy General Manager Power & Manager Network on one occasion and the Network Business Manager and Account Manager on the other.

The results of the latter meeting is important, particularly to dairy farmers. It was important to learn for example that ETSA has a comprehensive plan to augment a number of feeder lines including Mt Crawford, Eden Valley, Kenton Valley, Echunga, Willunga North, Yankalilla-Cape Jervios, Keyneton and Point Sturt to name some. This augmentation has come about as a result of dairy farmers lobby action.

A number of interesting offers have been made by ETSA as a result of the meetings:

- ETSA will make available to SADA/SAFF their works programs in an order to identify critical areas and assist ETSA prioritise the schedule
- ETSA management will speak to farmer gatherings to inform/explain the situation with the power network, its performance and capacity
- ETSA will examine the coordination of a trial to resolve the power spikes that have a habit of causing milk cups to drop off (apparently there is a device that can protect the system when a spike occurs)

Over the course of the two meetings a number of farmer questions and complaints were raised and discussed. To attempt to summarise the responses in a short article would be second best. The best option would be to take up the ETSA offer to talk to farmer groups at either a Branch meeting, farm walk or discussion group.

A re your workers PAYE or contract?

Staff can be remunerated in different ways, depending on when and how they work. To pay staff appropriately it is useful to know the difference between a pay-as-you earn (PAYE) and a contract employee and what the benefits are of each.

When a business employs, rather than contracts, a worker to perform a task, there are costs other than payment for the work involved, according to Bob Neill, a partner at chartered accountancy firm Meyrick Webster. These costs are referred to as employee on-costs and include:

- **Payroll tax** - which is levied at seven per cent in addition to the salary and wages paid.
- **WorkCover** - which is payable in respect to all employees but not to all contractors. WorkCover payments can range from less than one per cent to more than eight per cent. This is dependant upon the perceived risk of the business activities.
- **Superannuation payments** - apply to employees but not to all contract workers. The current superannuation guarantee contribution is six per cent in addition to salary.
- **Sick leave, paid annual leave and paid long service leave.**

'Quite clearly there are financial savings for an employer if they can avoid having to meet these on-costs,' says Bob. 'Employers can avoid such costs if they can engage a contractor rather than an employee to perform a particular job.'

'Businesses engaging contractors often have more certainty in the amount they pay to workers. Contracts also ensure business owners don't pay for idle people - contractors complete the project and then move on. It is often cheaper for businesses to employ contractors as they need them rather than carrying a workforce which is geared toward the business's most frantic areas of activity.'

PAYE or contract worker?

There are tests that can be applied to determine whether a worker is legally regarded as a PAYE employer or a contractor. Historically the control test has been used. This test dictates whether the payer (employer) can control the activities of the worker. If not, the worker is a contractor.

Recent court cases have introduced two new tests:

The risk test - determines whether the worker or the payer (employer) covers the commercial risk of the undertaking. 'If the employer invests in the equipment, materials or structures, then they are carrying the financial risk. However if, for example, the equipment is supplied by the person performing the service, then the commercial risk rests with the worker who may then be regarded as a contractor,' says Bob.

The labour versus completion of job test - whether the worker is paid for hours worked (employee), or for completing a job (contractor). 'If a job has a predetermined cost, regardless of the manner in which it is completed, that job is more in the nature of an independent contract.'

While these tests provide a guide for employers in determining how workers should be paid, Bob warns that the obligation is on the payer or employer to be satisfied whether a worker is a PAYE or contract employee. If workers are paid as contractors when they should be PAYE staff, employers are not only required to remit the tax which should have been deducted, they also face further penalties from the Australian Tax Office.

IMPORTANT LEVY NEWS

Members who have already exceeded the levy/membership cap of \$1,000 or who believe they may exceed it by 31 March are asked to contact the SADA office (Jaylene Gurr or Jenny Harris) to organise their refund. prior to 31 May 1998.

LAND & WATER NEWS**South Australia Stakes its claim**

The South Australian Government said last month that neither the Murray River's environmental flows, nor SA's guaranteed entitlement to Murray River water, should be reduced to make up any shortfall if Snowy Scheme water is diverted back into the Snowy River.

SA Environment Minister Dorothy Kotz outlined the SA Government's position to the Murray-Darling Basin Ministerial Council meeting in Narrabri on March 27.

"Because we are at the bottom of the system, we are vulnerable to actions taken upstream, and I will be arguing very strongly that any such diversion at the top end of the Murray-Darling Basin system is not at the expense of South Australia, and that the River Murray's environmental flows are maintained," Ms Kotz said.

She said one way to free up extra water in the Basin was to improve irrigation efficiency - an apparent hint to NSW and Victoria that any extra flows for the Snowy should be made up from their irrigation allocations.

"If we had a 10 per cent improvement in irrigation efficiencies across the board, that would free up an additional 1,000 gegalitres to be used for other purposes throughout the Basin," she said.

Victoria's Murray Water Entitlement Committee, looking at how that State will implement the Cap on Murray-Darling water, has made provision for water lost to increased Snowy River flows in its draft *Sharing the Murray* report.

However, a submission to the Victorian Committee by the environmental lobby group Inland Rivers Network (IRN) said Victorian might have to return 150 gegalitres a year to the Snowy, nearly three times more than the draft plan had allowed for.

The IRN submission said if Victoria did have to forego more water than was flagged in the *Sharing the Murray* report, the shortfall should "certainly not" come from flows now allocated to the Murray environment.

NATIONAL NEWS

Land and water issues will dominate the next decade
- CSIRO, MDBC tell politicians

Australia faces a decade of major upheaval in the land and water area, with more massive degradation problems certain to surface and huge challenges - and opportunities - in the wind for irrigation, dryland farming, pastoralism and all other forms of land management.

That was the take-home message of a National Science Briefing delivered to politicians in Canberra's Parliament House on April 2 by CSIRO Land and Water chief Graham Harris, Murray-Darling Basin Commission chief executive Don Blackmore, and agribusiness consultant Don Blesing.

Mr Blackmore said that by 2015 all of the Murray-Darling Basin's irrigated areas would sit atop rising, saline water tables, while dryland salinity in New South Wales alone would grow from 300,000 hectares now to an estimated five

million hectares in the first half of next century.

Dr Harris said landscape sustainability would be the most important issue for global security in the 21st century, and that Australia had a chance to lead the world - and create a large new export market - by keeping up its "trail-blazer" efforts to address such problems.

"It is time to rethink our agricultural practices and to redesign the basis of Australian agricultural production," Dr Harris said. "Already the cost of our current problems is about \$1 billion per year in lost production - and this figure is rising. In addition it costs about \$285 million a year in remediation and landscape repair."

He said there was "major over-exploitation" of freshwater and groundwater resources in many parts of Australia; the continent's coastal strip was in decline; and biodiversity was decreasing due to changes in land-use, agriculture and urban development.

Dr Harris said Australia now needed to develop large-scale solutions to its land and water problems, which could be applied to catchments and entire drainage basins. He pointed to the Murray-Darling Basin Commission and Great Barrier Reef Marine Park Authority as "world models" of inter-government and community management, and said Australia already led the world in applying economic reform to environmental management.

Australia's expertise in land and water meant it was uniquely qualified to lead a global campaign to address such issues, Dr Harris said, and exporting such knowledge could be a major new export

industry next century. He said Australians could be the "pioneers of the 21st century lifestyle" for the rest of the world.

"To achieve this, we need to develop partnerships between research providers, government agencies and commercial companies so that we can develop long-term solutions to landscape management," he said.

Mr Blesing said land-clearing for agriculture had been the single largest cause of damage to Australia's land and water resources.

He predicted that agriculture faced a major shakeup over the next decade - including less clearing and burning of native vegetation; reduced stocking rates in pastoral areas; more stubble retention and reduced tillage in cropping areas; retirement of agricultural land for conservation; increased prices for irrigation water; and a more complex mix of land and water property right shared between agriculture, mining, tourism and indigenous people.

Mr Blesing also called for a redistribution of environmental powers between State and Federal Governments. He said Canberra should set strong national guidelines on land and water issues, and responsibility for implementing them should be delegated to regional land management groups.

Mr. Blackmore said the "big question" now facing Australia was how to successfully invest public money on private land to deliver public natural resource benefits. He called for more national research to help resource managers and the community decide how much water should be left in natural river systems.

THE MURRAY-DARLING

Powerline sparks protests

The South Australian Government denies it has already made up its

mind to run its link to the interstate electricity grid through a patch of old growth mallee which is home to Australia's most endangered bird, the black-eared miner.

Engineering consultancy firm Sinclair Knight Merz last month began work on an Environmental Impact Statement (EIS) into the proposed route, sparking a storm of protests from the Bookmark Biosphere Reserve, which manages the mallee area, the State Labor Opposition and green groups.

A spokeswoman for SA Government Enterprise Minister Michael Armitage denied a decision had already been made to route the Riverlink powerline through Bookmark, saying the EIS process might cause the Government to change its mind. The Bookmark Board has appealed to the Federal Government to use national endangered species laws to force the power-line to move elsewhere.

SA Government announces final stage of its irrigation upgrade

The South Australian Government has announced the last stage of its \$39 million rehabilitation and privatisation of the State's River Murray irrigation schemes.

Last month SA Government Enterprises Minister Michael Armitage announced the go-ahead for a \$6.35 million upgrade of the Cadell irrigation system, which will see it converted from open channels to pipes. Mr Armitage said last year's privatisation of SA's irrigation schemes meant Cadell's rehabilitated water assets would be owned by growers, and operated on their behalf by the Central Irrigation Trust, which also manages all SA's other newly privatised Riverland schemes.

"South Australia's rehabilitated irrigation schemes are regarded as the best in Australia, and form a vital component of a sustainable horticultural industry," Mr Armitage said. "This final stage at Cadell will complete a very important project for the State."

SA's \$39 million pre-privatisation irrigation upgrade has been funded jointly by the Federal Government's National Landcare Program and the State Government, with growers contributing 20 per cent.

Mr Armitage said upgrades had now been completed in the Moorook, Cobdogla and Loveday irrigation districts, while the Myponga scheme would be completed this month.

He said so far more than 75 kilometres of pipes had been laid to serve an area of 3,780 hectares. The entire project was now expected to be completed in 1999, he said, which was two years ahead of the original program.

VEGETATION

While SA buys more...

The South Australian Government announced on March 31 that it had bought a further 1,000 hectares of "plantable" land in SA's South-East to expand the State Government's holdings of radiata pine plantations. SA Government Enterprises Minister Michael Armitage said the purchase, made in three lots, would consolidate the Government's forestry operations in the mid-South East, and had been conducted according to the recommendations of SA's 1996 Forestry Business Plan.

L.A.W.N. CLIPPINGS

S-E Board Changes: South Dorothy Kotz is considering changing her decision to reconsti-

tute the existing South East Water Conservation and Drainage Board as a new Catchment Management Water Board for SA's South-East. A spokeswoman for Ms Kotz said the Minister had received submissions suggesting it would be more appropriate to form an entire new Board.

Angas Plan: South Australia's Angas River Catchment Group last month launched a new draft catchment plan for its region. Project officer Roddy Dowie said the release of the plan was a "significant step" in continuing landcare efforts in the catchment. A final draft will be released later this year. Contact: Alexandrina Council, Strathalbyn, (08) 8555 2202

Source: *Land and Water News* Volume 2, Number 3: April 6 1998

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THE SADA OFFICE**

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Women In Dairying

On Thursday 2 April there was a Women in Dairying Meeting held at Karen and David Altmans' Farm in Murray Bridge. The meeting was very well attended by women from Mannum to Wellington. The discussion was based around the possibility of future meetings with relevant topics. The feedback was that the women would like to meet every 6 weeks as there was a definite interest for a regular meeting.

The next meeting will be held in May and a guest speaker will be invited to discuss the importance of DairySA. The following meeting in June will be an information session on "Common Cow Problems". Cathy Harvey will be running the program. Cathy is a veterinarian as well as owning and assisting with the day to day running of her and her husband David's dairy farm at Narrung.

There were many topics of interest that the group feel would be of great benefit to all women who are involved in any aspect of dairying whether it be directly or indirectly. As a group it was decided that we all felt the need for a Women in Dairying group to be established. It was found that we all have very similar values to life and would like very much to promote a much more positive outlook for the Dairy Industry.

The group has the support of SADA, DASA, National Foods and Dairy Vale who also believe it to be a positive step for the industry.

The invitation is there for anyone to attend the meetings and children are most welcome. The date for the next meeting will be May 20, 1998 at 10.00am at Ramblers Football Clubrooms. The guest speaker is from DairySA discussing the importance of DairySA.

If you have any questions about the group please contact Lisa Sanders on (08) 8569 1590 or Karen Altman on (08) 8531 0712.

SADA-SAFF AFFILIATION

The SADA-SAFF Affiliation Agreement is to be signed on 2nd June 1998 by the President and CEO of the respective Associations. Both organisations are now looking forward to making the Affiliation work effectively and efficiently.

Certainly over the past 12 months SADA-SAFF have been working together on some common issues including water resources in the South East and the Fleurieu, an upcoming irrigation seminar (October), ETSA, training programs and sharing facilities at field days. In addition, the SADA CEO has been attending the regular Friday Executive Officers' meetings. This is proving an excellent opportunity to keep up with issues and exchange information.

To say that this Affiliation has been a long time in the making is probably an understatement. Both organisations have a considerable amount to gain - the value is already showing through.

LETTER TO THE EDITOR

Letter to the Editor -24th March 1998

Dear Sir,

The only things that remain constant in a dairy farmer's life are: 1) pressure on the margin made on the sale of milk and 2) changes that occur when we or other people like processors and government try to influence that margin. This pressure has been present in economies worldwide since the Industrial Revolution and is unlikely to change. Therefore, we can expect that as dairy farmers, it will be essential to make much better use of the income we receive. The only way I can see of doing that is through growth. Cost cutting measures should always be sought but by themselves achieve limited gains.

It has been suggested that the use of Entitlements/Allocations/Quotas/Supply Contracts would manage the volume of milk produced, thereby maintaining the prices farmers receive. This would certainly control production and could possibly work if we lived in a closed economy and supplied only the domestic market, had no exports and disallowed imports. This situation is never likely to occur.

I predict that individual farms' production will stagnate with these methods of "supply management". In our present climate of government deregulation and constant processor manoeuvring for market share, eventually these schemes will be removed. Farmers will then need to rapidly cut costs and increase production to become competitive again - adjustment that should have been spread over many years.

Regrettably, the downward pressure on our milk prices is going to continue with strong competition from New Zealand and new dairy exporting nations entering the arena like Argentina. In reality, the price we receive for our milk will always be regulated by New Zealand's milk price plus freight. As Trans-Tasman Milk Co-operative companies are formed, this factor will be more noticeable.

What do these countries have that we don't? GROWTH! As individual farmers and as districts, we spend too much time in Australia worrying about prices received by another group of farmers and not realising that the big threat comes from overseas. If all Australian dairy farmers were paid under the same system for Market milk, then we could stop bickering and begin to channel our efforts towards export opportunities.

In the past year South Australia has received a much needed boost with four new processing companies collecting milk in our state. The other existing company announced a major upgrade of their liquid milk processing facilities, as they all jostle for position for market share, economies of scale and deregulation. These new players were attracted by the potential that exists here for those who seize the opportunities as they present themselves. Evidence of this is apparent in the large herds already present and those being established. Very large herds are attractive to processors and undoubtedly help create this competitive environment that replaces the lack of confidence emanating from factories until recently. So there are spin offs to us all from large herds and I admire the courage, enthusiasm and vision of the families involved. Innovative farmers and large herds will not force others from this industry but pressure on margins and complacency will.

I believe that to remain in this industry long term we need to be in a constant, sustainable growth phase and the companies receiving our milk also need to be in the same frame of mind. The more hindrances that are placed before us the sooner decreasing margins will consume both farmer and processor. Producing less than 6% of Australia's milk, South Australian dairy farmers will never be able to insulate themselves from the outside world.

If we are not growing, then we are dying - the only constant is change.

Yours faithfully,

GRAEME HAMILTON.



**1998 AUSTRALIAN FEDERAL CONFERENCE
OF THE
DAIRY INDUSTRY ASSOCIATION OF AUSTRALIA**

INCORPORATING THE
1998 DIAA AUSTRALIAN DAIRY PRODUCTS AWARDS

AND THE
1998 DIAA & SADA JOINT ANNUAL CONFERENCE

MONDAY 1 JUNE 1998
AT THE HINDLEY PARKROYAL, 65 HINDLEY STREET, ADELAIDE

PROGRAM

1998 DIAA AUSTRALIAN DAIRY PRODUCTS AWARDS & BREAKFAST

- | | |
|------------------|--|
| 6.45am to 7.15am | Breakfast Registration |
| 7.15am to 8.30am | Breakfast and Australian Dairy Products Awards Presentations |

1998 DIAA & SADA JOINT ANNUAL CONFERENCE

Combined Conference Sessions:

- | | |
|--------------------|--|
| 8.30am to 9.00am | Conference Registration & Arrival Coffee |
| 9.00am to 9.15am | Official Opening
Hon. Rob Kerin,
Minister for Primary Industries, Natural Resources & Regional Development |
| 9.15am to 9.50am | Opening Keynote
"Vision for SA & Potential for Growth"
Max Ould
Managing Director, National Foods Ltd |
| 9.50am to 10.25am | "National Competition Policy Review of the NSW Dairy Industry-
A Case Study"
George Davey
General Manager, NSW Dairy Corporation |
| 10.25am to 10.35am | Sponsors Address |
| 10.35am to 10.55am | Morning Break |
| 10.55am to 11.40am | International Keynote 1
"Food Retailing & The Free Market"
Dr. Alastair Robertson
Director of Technical Operations, Safeway PLC, UK |
| 11.40am to 12.15pm | "Positive Positions on Change"
Max Fehring
President, United Dairyfarmers of Victoria |



- 12.15pm to 12.30pm Annual General Meeting & Pre-Lunch drinks
DIAA (SA Division)
- 12.30pm to 1.45pm **Official Conference Lunch & DIAA Federal President's Message**
- 1.45pm to 2.00pm Annual General Meeting & Post-Lunch coffee
DIAA (Federal Division)

Split Conference Sessions:

SA Dairyfarmers' Association Sessions

- 2.00pm to 2.45pm "Cooperatives in a Deregulated Environment"
Allan Tooth
Managing Director, Dairy Farmers
- 2.45pm to 3.30pm "Deregulation and the Farmer"
Steve Spencer
Director, Whitehall Associates Management Consultants

Dairy Research and Development Corporation Sessions

- 2.00pm to 2.35pm "Non-Phage Inhibition of Starter Cultures"
Malcolm Broome, Australian Starter Culture Research Centre Ltd
- 2.35pm to 3.30pm "Process Performance Evaluation-Overview and Case Study"
Leanne Prcvic, Dairy Process Engineering Centre
and Anthony Bourke, National Foods Ltd

3.30pm to 3.45pm Afternoon Break

Re-Convened Combined Conference Sessions:

- 3.45pm to 4.30pm International Keynote 2
"Re-gaining Consumer Confidence"
Dr. Alastair Robertson
Director of Technical Operations, Safeway PLC. UK
- 4.30pm to 5.05pm "Persistence Pays"
Patsy Tierney
Australian Sport Aerobic Champion & Ms Fitness Australasia
- 5.05pm to 5.10pm Official Closing of Conference
Bob Snewin, President DIAA (SA Division)

1998 DIAA & SADA JOINT ANNUAL CONFERENCE DINNER

- 7.00pm for 7.30pm Pre-Dinner Drinks
- 7.30pm Dinner
- including announcement of:*
DIAA (SA Division) Product Awards
Milk Quality Awards
Milk Vendor Award
Sharefarmer of the Year Award

Agency Childcare available at Hindley Park Royal

Contact SADA for rates.



Australian Proven Bulls in Demand

Australian farmers will have the chance to buy the best of Australian genetics in the **Genetics Australia** 1998 semen packs.

The Co-operative's South Australian representative, Tony Wallach said that dairy farmers had come to recognise the good value of the packs which offer a generous cash rebate for Co-operative shareholders.

'Farmers have consistently told us how satisfied they are with the bulls selected for the packs and with the value for money they offer'.

"This year we again have the Premium Packs and Budget packs but have added a Type pack and a Calving Ease option'.

'The Premium pack contains Australia's most popular bulls in **SHOTIME** and **WINLUKE** plus a very promising new prospect **BERMUDA**. **BERMUDA** is yet to achieve an ABV but is looking to repeat the feats of **JUDGE**, **SHOTIME**, **WINLUKE** and **FORMOST** who were all offered as unproven prospects in past packs and later emerged as top proven bulls'.

BERMUDA, a Mascot x Michael was a progeny test bull in 1994, so will receive his first ABV in

July 1998. Early farmer reports indicate his daughters not only have the ability to outperform their contemporaries for production but also show excellent overall type, particularly through the udder traits.

BERMUDA is from the well known "bubbles" cow family, renowned for their consistent udders, components and temperament. Farmers have indicated pleasing Milking Speed and Temperament. We eagerly await his July ABV.

'The Budget pack includes **JUDGE**, **PATENT** and another prospect, **ALLORA**'.

ALLORA, also a Mascot son, is another prospective ABV graduate in July

'Feedback and early information from farmers milking **ALLORA** daughters is pleasing' Tony said.

Positive reports have been received to date on the milking speed and temperament of his daughters and overall farmer opinion on type indicates improvements on their dams.

'The Type Pack is a new offer by **Genetics Australia**. It includes **SHOTIME**, **ELLAY** and **LOFTY**. These bulls are better than 2.0 for both Overall Type and Mammary System. In fact **SHOTIME** and **ELLAY** are the highest two bulls

for Type in the ADHIS Top 34 ASI bulls for production, while **LOFTY** simply the highest rating for Type in the breed'.

The Calving Ease option offered by **Genetics Australia** is **JUDGE**.

'**JUDGE** has the best rating for calving ease possible in the ABV System reinforcing the tremendous feedback from farmers that he is a good bull for heifers. The rating is established on a large number of farmer records of calvings. With 110 ASI and 37kg protein and his great type and workability, farmers need not compromise to use a calving ease bull'.

'It is no wonder our calving ease pack offers **JUDGE**, **JUDGE** and more **JUDGE!**' said Tony.

Tony said all packs attracted a shareholder cash rebate starting at \$30 for the Calving Ease pack, \$130 for the Type pack, up to \$290 for the Twin Premium Packs.

'Because the rebate is a cheque sent directly to farmers, they can see the value of the savings'.

'Farmers who take advantage of the **Genetics Australia** semen packs know they are getting the best of Australian proven genetics at excellent prices. **Orders need to be received before June 19th.**

Bermuda



Genetics Australia's Type Pack...



SHOTIME - Rod Harris - South Australia
Berunga Shotime Jodle EX
All Australian 4 year old 1996
Honourable mention 5 year old 1997



LOFTY - Andrew & Roslyn Warner - Gippsland



ELLAY - George & Debbie Wagner - Tasmania

In breeding it is results that count.

Genetics Australia has the top proven bulls for type. They are backed by production and workability ratings that lay the foundation for long lasting, profitable cows.

Of the Top 34* ASI Holsteins in Australia SHOTIME rates as the best improver for Overall Type and Mammary System while ELLAY rates as the next best.

Breed leader for type Improvement is LOFTY. These three bulls make up the *Genetics Australia* 1998 "balanced" Type Pack. #

Breeders across Australia have come to appreciate the quality and reliability of *Genetics Australia* bulls... bulls leaving daughters with the production and type necessary to ensure lactation after lactation from easy to manage cows.

Isn't it time you put confidence back into your breeding program? Look to include a *Genetics Australia* Type Pack in your 1998 breeding program.

We nearly forgot to mention the *Genetics Australia* "balanced" Type Pack costs (after rebate) just \$1700 per straw.

Order your pack now, or to obtain more details contact *Genetics Australia* on freecall **1800 039 047**

* ADHIS Top 34 available Holsteins Poster May 1997 ABV's
Offer ends June 16th 1998 or until existing stocks sell out.

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**Putting confidence
back into breeding!**

Understanding Interbull ABV(i)'s

The Australian Dairy Herd Improvement Scheme (ADHIS) has released new ABV(i)'s on overseas bulls in February.

The ABV(i)'s are based on the February Interbull evaluations in which 22 countries including Australia participate.

ADHIS advises farmers that "for overseas bulls with few or no Australian daughters, the ABV(i)'s are the most accurate measure available of the likely future performance of a bull's daughters in Australia".

The ABV(i)'s replace the previously used conversions known as ABV(c)'s.

"ABV(i)'s are International Proofs, not simply conversions", says ADHIS.

"Conversions simply apply a formula to convert one country proof to another country proof. The Interbull evaluations use all available information on daughters, sons and relatives of a bull across participating countries".

The ADHIS releases Interbull evaluations as ABV(i)s. Bulls with ABV(i)s can then be directly compared with bulls with ABV's or with bulls from other overseas countries.

Genetics Australia's consulting geneticist Dr Sandy McClintock has supplied further information on the calculation and use of ABV(i)s answering some commonly asked questions:-

How are ABV(i)'s calculated?

Sire proofs from more than twenty countries around the world are sent to Sweden, the home of Interbull. The first stage in the process is to remove the effect of the bulls pedigree so a bull is evaluated on his daughters performance. The next stage is to combine the daughter performance information from around the world. Some bulls will have daughters in many countries although most will have daughters in only one. The final stage of the process is to incorporate pedigree information about each bull on a country by country basis, and to predict how each bull is expected to perform in each of the countries which participate in the Interbull system.

How do ABV(i)'s differ from what ABV(c)'s were? Why are ABV(i)s better than home country proofs?

ABV(i)'s do not differ that much from ABV(c)'s but do have some important advantages. If a bull has a good proof in his home country but fails to measure up in other countries, then this will tend to lower his ABV(i). The ABV(c) evaluation for the bull would have only used his home country proof.

An additional advantage of the ABV(i) lies in the way that the pedigree information is incorporated. Suppose two bulls have the same proof in their home country, but one of them has a sire that has performed well in Australia, and that the other has a sire that performed worse than expected in Australia. Interbull would take into account the fact that the sisters of the two bulls performed differently under Australian conditions and would rank the bull with the successful sire higher than the bull with the less successful sire.

Does this mean ABV(i)'s rank bulls differently in Australia than the same bulls in their home country?

Yes. Bulls rank differently in two different countries because different genes often work differently in the two environments. Canadian bulls used in Australia do not rank here in the same order as they do in Canada. Similarly, USA bulls used in Australia do not rank here in the same order as they do in the USA.

So what are the total influences on a bull's ABV(i)

The Interbull system makes use of the information about many relatives in many countries and blends it all together to produce the best ranking for Australian purposes. For each bull the information incorporated includes:-

- Performance of his daughters in his home country
- Performance of other relatives including his dam and sire in his home country (the extent depending on the number of daughters in his proof)
- Performance of his daughters and any relatives in any other country participating in Interbull system
- Performance of relatives, including his sire, in Australia
- Performance of his daughters in Australia (where there are insufficient daughters to obtain an ABV).

How can a 99% reliable bull in North America be only 65% reliable in Australia?

The reliability attached to a bull with an ABV(i) is based on the extent to which bulls have been found in the past

to re-rank between different countries. The reliability is based on the past experience of bulls from a particular country reranking in Australia.

The reliability indicates the extent to which a bulls eventual performance (or his actual ABV) may differ from the ABV(i). The lower reliability of ABV(i)s alerts us to the fact that some variation in the performance of overseas bulls is expected.

NUFFIELD SCHOLARSHIPS FOR DAIRYFARMERS

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 Nestle Australia Ltd. It is open to dairyfarmers from all states of Australia. Successful applicants are usually aged 25-40 years.

South Australian Dairyfarmer, Mr David Harvey, is the current Nuffield dairy scholar.

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.

Details and application forms are available from (03) 9281 7424.

Applications close May 29th, 1998.

Support the Dairy Industry's own Health Week

For the past four years, the Australian Dairy Corporation has been working with a dedicated steering committee of health professionals and milk marketers to stage National Healthy Bones Week.

National Healthy Bones Week, one of Australia's most successful community health promotions, is a public health education week held in August each year.

The Week puts the focus on Australia's bone health and highlights the fact that regular weight bearing exercise and a high calcium diet - comprising at least three serves of dairy foods a day may assist with the maintenance of strong, healthy bones for life.

Each year more and more people receive the National Healthy Bones Week message and this year we are also encouraging the dairy industry to lend its support to the Week. This year NHBW will run from Sunday August 9 - Saturday August 15, 1998.

To link in with National Healthy Bones Week you could consider joining our mailing list, holding a farm open day for your local community or joining forces with other community organisations or schools in your district to hold your own local Healthy Bones event.

National Healthy Bones Week needs your support! Please contact the National Healthy Bones Week hotline on 1800 628 060 for ideas on how you can jump on the Healthy Bones bandwagon and further grow the Week and the Australian dairy industry.

Source ADC 24/3/98.

CHANGES FOR COMPENSATION FUND

The management and administration of the SA Cattle Compensation Fund is to change.

This change is part of general review of livestock regulation and legislation by industry and government which has culminated in the development of the Livestock Act. This legislation, passed recently in State Parliament, consolidates eight Acts into one.

According to the chairman of the SA Cattle Compensation Fund Advisory Committee and SA's Chief Inspector of Stock, Dr Robin Vandegraaff, the new legislation will streamline the regulation of SA's livestock industries.

"As well it will facilitate disease control, keep contamination under check and allow livestock industries to undertake self-funding for programs they consider important," Dr Van-

degraaff said.

"Under the Act, livestock sectors will be able to establish an advisory group to set up an industry fund and advise the Minister on programs and priorities for funding."

He said the Cattle Compensation Fund had been established in 1939 to compensate cattle owners whose stock became infected with certain diseases.

The current levy was a maximum 25c a head on cattle sales which was paid to the Fund.

Currently the diseases which could attract compensation included Johnes disease, Actinomyces and Actinobacillosis, Malignant Catarrhal Fever and Trichomoniasis. SA was free of TB and brucellosis.

Dr Vandegraaff said very few payments had been made in recent years because of the low incidence of diseases.

conference. Delegates came from all corners of the globe including Argentina, South Africa, the USA and New Zealand.

Although the excellent array of speakers covered a variety of topics, each one of which applied equally to any size dairy farm, the name Large Herds should not deter you from attending in future. The Large Herds Australian Conference next year will be held in the north coast of New South Wales, so start planning now.

DairySA has appointed the consulting team of Steve and Candy Scown and Bernard Handscombe to develop and implement the DairySA Farm Business Analysis.

As a result, funds averaging about \$500,000 a year had been spent on cattle and cattle industry related research and other projects.

"The pay-off from this investment has been significant," Dr Vandegraaff said.

"We have seen break throughs occur in fields such as the control of animal parasites and infectious diseases, cattle nutrition and pasture agronomy. As well the Fund has supported weed control initiatives, fertiliser research and a major project on cattle crossbreeding.

"Money remaining in the fund when the current arrangements are wound up in March next year will be put in a trust.

"It will be up to the cattle industry to decide what they want to do with it and whether the levy is to continue."

Further information from Robin Vandegraaff or Ian Graham on(08) 8207 7974

With the kind permission of Tom Phillips the Conference Manager I would like to refer to the presentation by Nicola M Shadbolt, Senior Lecturer in Farm Business Management at Massey University, New Zealand who presented an excellent paper and subsequent work shop on 'Benchmarking Dairy Farm Businesses'. It was good to see Steve Scown present to scrutinise some of the Key Performance Indicators (KPIs) and make sure that they applied equally to the South Australian scene.

To quote from Nicola's paper "Benchmarking, as an activity, is the process by which farm busi-

DairySA CORNER

It was a great weekend in the Barossa. The topic of discussion however was not on the great local wines but the white fluid - milk: for those that have not heard the Large Herds Australia Conference was held at the Convention Centre, Tanunda which commenced on Friday afternoon 20th March and concluded with field trips on Monday 23rd March.

I was fortunate, as were other DairySA Board members Jill McKenzie, David Kuchel and Liz Kellaway to be four of the six hundred or so delegates that participated at this very worth while

DairySA (Contd)

nesses learn from others the critical factors for 'best practice's' that enable those indicators to be improved. It is not just the passive comparison of columns of performance measurement; it is an active identification first of businesses with common KPIs then the questioning and identifi-

cation of 'best practices' from those with better results to learn how improvement can be made".

I would urge all discussion group members and other dairy farmers who are interested in being part of the Dairy SA Farm Business Analysis to contact the Project Man-

ager Steve Scown on (08) 8536 2083 or Hans van Dyk, Chair of the DairySA Task Group responsible for the Project on 0418 813 600.

Rocco Galluccio - DairySA Board Member (27th March, 1998)

SADA NEWS

ETSA MEETINGS. SADA has been involved in a number of meetings with key ETSA management in an effort to bring about a better power/electricity service to dairy farmers. Discussions and farmer information sessions will be ongoing with ETSA.

AGRICULTURE TRAINING PACKAGE. The recent launch of the National Training Package for Agriculture by the Rural Training Council of Australia (RTCA) featured the Dairy Industry prominently.

The Dairy Industry has been working on a national training package for some years now (Journal article in August '94 talks about a national curriculum!) and it has finally arrived. SADA has certainly contributed its share to this project.

ON FARM TRAINING. The Certificate in Farm Practice Group 9 trainees will be commencing shortly with between 15-20 students. The SADA CEO attended the student/trainer day at Flaxley Research Centre recently and spoke to the prospective students on the need for a committed training scheme in the Industry. SADA has an ongoing involvement in the direction and management of training within the Industry.

LARGE HERDS CONFERENCE. The Large Herds Conference '98 was held at the Barossa Convention Centre 20-23 March. Over 620 delegates from around the

world (US, South America, South Africa and New Zealand) attended a most successful event. SADA provided assistance to Tom Phillips and Associates in organising the conference.

MT COMPASS FIELD DAY. The SADA tent at the Mt Compass Field Day proved extremely popular with dairy farmers and other visitors alike. Also in the tent were Wesfarmers Federated Insurance (Tim Carr and his crew), Industrial Lubricants Pty Ltd (Ian Slape and that fabulous Ferrari tractor!), SAFF (Alexia & Kay), and Mapland (Chris Gilbert and some amazing technology).

It was good to be able to get the Office out into the field for the day. By the number of dairy farmers stopping to talk, make inquiries and voice their opinion it was a most successful day.

DISTRICT MEETINGS. Five District meetings were held in February-March to discuss three key issues:

- SADA-SAFF Affiliation
- a new Constitution for SADA
- an increase in levies and subscriptions

While the meetings were not as well attended as was hoped the debate was very intense (at times) and worthwhile. The next round of District meetings will be held in August.

ADFF CONVENTION. The ADFF Convention this year was held in Ballina on the north coast

of NSW (29 Mar-1 Apr) where the State report was presented. SADA was represented by Frank Beauchamp and John Nietschke as delegates with Chris Luz-Raymond also attending. Reports from the Convention can be obtained through the Office.

CENTRAL COUNCIL. Central Council was held on Wed 8th April at the Show Grounds. A more comprehensive report is elsewhere in this Journal.

DEVELOPMENT OFFICER. The SADA Development Officer, Jaylene Gurr is spending the majority of her time visiting non-members and members. A number of Branch Presidents have accompanied Jaylene within their own areas and have commented on how important the work of the Development Officer is to the Association. They have also commented on the fact that it is important for them to get out and visit in their own areas.

DIAA-SADA CONFERENCE (MONDAY 1 JUNE). The focus of this Conference for dairy farmers is the regulation/deregulation debate. If you believe that the average dairy farmer can afford to lose up to \$50,000 of their income you do not need to come to this Conference!

Note that the DIAA-SADA Conference is the only conference that SADA will be holding this year. There will be no District Conference this year.



BIG NEWS IN PARASITE CONTROL

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Farm families will miss out on Youth Allowance

The Government has rejected a Democrats' amendment to the proposed new Youth Allowance which would have widened eligibility for student assistance to an estimated 5000 students from farm families.

Democrats' Rural Spokesman, Senator John Woodley said the Democrat amendment would have allowed a 75 per cent discount on the value of farm property under the assets test for the Youth Allowance (which will replace Austudy).

The 75 per cent discount was in line with the Coalition's 1996 Higher Education election policy which states that:

"There are a number of inequities in the current eligibility requirements to AUSTUDY. The Coalition will relax the assets test for AUSTUDY so that farmers and other self-employed people are not disadvantaged when the value of business related assets, such as the family farm, significantly outstrip actual income.

As a first step, a Coalition government will increase the discount in the assets test for AUSTUDY from 50 per cent to 75 per cent for farm and business assets in businesses in which the parent is substantially engaged."

Senator Woodley said a 1995 Senate Inquiry into the AUSTUDY assets test found that around 5,400 students from farm families were denied AUSTUDY because of the test.

The majority recommendation of the Senate Inquiry, agreed to by Coalition Senators Brownhill, Calvert, Troeth and Crane was that farm property be excluded from the assets test.

Senator Woodley said he was surprised that National party Senators did not support a Democrat move to improve access to education for rural families.

"Access to education is a fundamental right and children from farm families must have the same chances to further their studies that city children receive."

Contact Senator Woodley on (02) 6277 3728 or Vivienne Wynter on (02) 6277 3728

LARGE HERD CONFERENCE

Winning smiles

South Australian dairy farmer, Krystina McCaul from Victor Harbour has won a year's interest on a \$100,000 ANZ Structured Farm Finance Facility valued at between \$2-3000.

Krystina was one of 156 entries in the competition held at the 1998 Large Herds Australia Conference at which ANZ was the major sponsor.

The prize was presented to Krystina and her husband Dan on their farm by ANZ area Manager, Geoff Collins and Small Business Manager, Mark Heinrich.

Unite and fight de-regulation, says co-op leader

"Unite and fight" de-regulation was the call from Dairy farmers Chief Executive, Ian Langdon, to delegates at the fourth annual Large Herds Conference in Tanunda this week (March 20-23).

Acknowledging that de-regulation was inevitable, Mr Langdon said it was important not to rush into it.

"We need time to talk about the inequities between states so we don't throw out the potential benefits of de-regulation," he told the more than 600 delegates who attended the conference's De-regulation Forum.

Mr Langdon's Dairyfarmers Co-operative controls more the 60 per cent of milk in New South Wales and Queensland and will control more than 40 percent of South Australia's milk if the Dairy Vale merger goes ahead.

"If Victorian dairy farmers think that the removal of regulation will cause the NSW and Queensland industries to fall over and will lead to easy money for Victorian farmers and processors, it won't happen," he said, "because we will not stumble."

Mr Langdon said if there had to be a trade-off between regions it should be made by industry stakeholders behind closed doors and then presented to government with a united front.

"We need to hang on to what we've got before making change," he said. "To me it appears that industry leaders have given up too easily. They've assumed they won't hold onto benefits."

"We need a 'best-fit' deal negotiated by us."

Mr Langdon said he now intended to play a larger role in the de-regulation debate because his shareholders had too much at risk and industry leaders weren't doing it properly.

"If the industry is not united we have little hope in the face of a government mindset to de-regulate," he said. "The only way to get understanding from government is through a united front to get a rational process of de-regulation."

"Secret men's business" holds back farm performance

Only six per cent of dairy farm owners (usually men) want to communicate with their family and farm workers about where their farming business is going.

This startling statistic, presented to the fourth Large Herds Australia conference in South Australia in March, is the result of two years of analysis undertaken by Echuca-based consultant Michael Gould as part of the successful Leadership and Management Skills for Dairyfarmers course.

This "secretive" approach to managing the farming business can lead to misunderstandings, poor staff motivation and ultimately to reduced farm profit.

Sixty-one per cent of dairy farmers prefer to work alone seeking refuge in their mobile shed (tractor) at the first threat of a sticky situation. The tragedy says Mr Gould is the "Dad's secret" means many farming families "don't know where they're going till he's gone."

Mr Gould cited examples of dairy farmers who, although no longer taking an active part in day-to-day farming activities, held onto the cheque book in order to maintain control.

Many dairy farmers fear their sons (or daughters, if given a chance) may do a job better than them so they won't let go of it or they criticise the way others do it because it's not exactly the same as the way they would do it themselves.

"Trust means letting go and allowing that your workers may do the job differently from you but that their way may be just as effective," Mr Gould said.

Ian and Karyn Brown are two New Zealand farmers who have successfully made the transition from sharefarming to owning two farms employing a full-time farm manager on one farm and numerous full and part-time employees on both properties.

The Browns attribute their success in managing a team of employees to motivation, communication and organisation.

"We keep staff informed and involve them in decision making within their areas of management," Ian said. Regular staff meetings encourage younger and less confident team members to participate and share ideas. Long term and short term planners allow staff to be in touch with what is going on and what is expected of them on a day-to-day basis.

LARGE HERDS CONFERENCE (Contd)

Getting Down to Business

Winners of the first Large Herds Australia "Business of the Year" Competition were Philip, Diane and Andrew Down from Meningie in South Australia.

The Downs won a trip for two to the New Zealand Large Herds Conference in 1999 valued at approximately \$2,500.

Entrants in the competition were ranked for six key profit drivers: profit margin, return on equity, return on capital, variable cost control, revenue per employee and total asset utilisation ratio. Competition judges were New Zealand consultant, Nicola Shadbolt and Australian consultant, Tom Phillips.

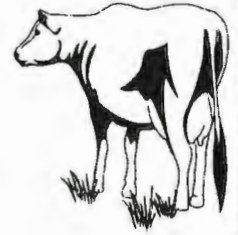
The "Business of the Year" Award will be open to farmers in the host state for the annual large Herds Conference. The conference will be held in New South Wales in 1999.

Proceedings from the 1998 Large Herds Conference can be obtained from Large Herds Australia, PO Box 889, Warragul, Vic 3820 Tel: (03) 5622 2055 or Fax: (03) 5622 2199. Email: phillips@dcscamp.com.au. You can visit the Large Herds Australia website at <http://www.dcscamp.com.au/Phillips/>

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Frank Beauchamp getting the feel of The Working Man's Ferrari & Ian Slape (Industrial Lubricants Pty) at the Mt Compass Field Day



Dairy Rural backs child safety programme

Dairy Rural stores are part of a national campaign between IAMA and Kidsafe that looks at improving the safety and well being of the nation's farmers and their families.

IAMA, who wholly own Dairy Rural, are sponsoring the programme for the next three years and hope to raise awareness of the dangers on farms, and so reduce injury and death caused by preventable accidents.

Available at Dairy Rural stores is a booklet that highlights the child farm safety issues of tractor safety, water safety, safety around animals, chemicals and farm bikes.

Parents are encouraged in the book

to identify hazards and then remove or guard these hazards and most importantly, to practise safety.

The book was developed by Kidsafe, the Child Accident Prevention Foundation of Australia, as part of IAMA's Kidsafe Farms programme.

Dairy Rural Manager Bryan South said that the company had long recognised that children living on farms faced special risks because of the dangerous environment in which they live.

"Each year, 85 people die on Australian farms, tragically 20 of these are children," Bryan said.

He said that Dairy Rural and IAMA had a strong reputation for agronomic and technical advice and it was now time to extend the advisory service to include information on issues such as farm design, machinery safety and water storage.

New resources and material are currently being developed to help pass on the Kidsafe Farms message.



How to prevent unintentional injury to your children on the farm

Identify the hazard

Conduct a safety audit of your farm to identify the various safety hazards for both you and your children. This should also include hazards around your home. Consider children in all age groups. Consult with your family to help identify hazards.

Decide how to control the hazard

After you have identified the hazards, consider how you can control them using the following measures:

Remove the hazard

Guard the hazard

Practise safety

The best solution is to remove the hazard from the farm, for example:

- Fill in or bury an unused well to prevent a toddler from drowning

- Replace an unruly horse with an older, quieter pony for a child learning to ride

Removing the hazard may be particularly difficult on a farm as many hazards are an integral part of running the business. Therefore, if removal of a hazard is not possible, guard the hazard and physically separate your children from it, for example:

- Store farm chemicals in a locked shed
- Place a guard around the power take-off shaft on the tractor

Prevention is better than a cure so always practise safety, for example:

- Teach and encourage your children to wear the appropriate safety gear when horse riding
- Never remove safety guards from machinery

Once you have decided on the changes required, make them immediately. Your children's safety depends on it. And to ensure that your farm remains Kidsafe, you will need to constantly review the situation.

Finally and most importantly, never depend on telling children not to do something. Often parents over-estimate the knowledge or judgement skills of their children.

And always remember, there is no substitute for parental supervision – especially of your younger children.





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CENTRAL COUNCIL DELIBERATIONS

CENTRAL COUNCIL DELIBERATIONS

A number of key deliberations came out of the recent Central Council meeting held on the 8th March.

Three critical resolutions were passed dealing with the debate on regulation & legislative review:

That SADA supports Regulated Farm-gate Price and Equalisation as policy.

&

That SADA accept as policy the ongoing support for the Domestic Market Support program.

&

That the Milk Policy & Milk Prices Committee and the Executive meet to put together a draft position on regulation to debate at the AGM.

It is important to put some facts together for consideration, particularly for the resolutions on Market Milk and the Domestic Market Support scheme as it applies to South Australia.

The market (or fresh) milk sector in South Australia is governed by the Dairy Industry Act 1992. The Act is due to be reviewed as part of the national competition policy. There is strong pressure to deregulate this element of the industry by some sectors.

Farmgate price is administered through the Act. It is currently set at 49.78 cents per litre. A voluntary equalisation scheme operates under the Act to distribute the funds from market milk. About 23% of South Australia's milk production is sold as market milk. The South Australian Market Milk Equalisation Committee (SAMMEC) ensures the equitable distribution to all dairy farmers in proportion to their production.

The market milk premium is the price differential between market milk (currently 49.78 cents per litre) and manufacturing milk (about 24 cents per litre) multiplied by the volume of milk going to market milk (about 23 per cent).

The market milk premium is worth approximately \$86,700 to the average South Australian dairy farmer who produces about \$745,000.

The Domestic Market Support (DMS) scheme is a national program under Federal legislation administered by the Australian Dairy Corporation. It is due to end on 30 June 2000. It is designed to compensate

farmers producing milk for lower-priced manufacturing products.

The scheme is funded from two sources. Dairy farmers pay a levy of 45 cents per kilogram butterfat-about 1.9 cents per litre-on fresh milk and manufacturers pay another levy equating to about 3.8 cents per litre on milk used for domestic manufacturing products. Manufacturing milk for export is exempt. Manufacturers pass their levy costs, estimated to be about \$88m in 1997-98 to the consumer.

The funds from the scheme are redistributed to dairy farmers on the basis of the amount of milk supplied by them for both domestic and export manufactured product. DMS payments are shown on a dairy farmer's milk statement.

South Australian dairy farmers will net a gain of some \$2.95m from the scheme. In comparison Victorian dairy farmers will gain \$80m, Tasmania \$6.7m, Queensland \$530,000. Net losses in the scheme are NSW \$370,000 and Western Australia \$520,000.

On average the DMS payment is worth about \$3,800 per dairy farmer in South Australia. As it is a component of dairy farmer income that no one else can readily replace at this stage SADA supports its retention.

Market milk premium and Domestic Market Support add up to approximately \$50,000 for the average South Australian dairy farmer. The loss of any or all of that is probable if the market milk sector is deregulated and the DMS scheme ends in J 2000.

Little wonder then that SADA is doing its utmost to secure legislation that protects both market milk and DMS at both State and Federal level. Putting together a position paper for debate at the Association AGM is one of the first steps that can be done.

Other significant resolutions to be passed included:

That the Technical Committee examine the issues of the current quality assurance programs and dairy shed design (codes of practice) for and on behalf of the Association.

There is considerable work being done in the area of on farm quality assurance programs for the Industry. SADA needs to ensure that any system to be used is efficient, effective and adds value to the process of food quality assurance. The question of '...who pays?...' becomes quite important.



CENTRAL COUNCIL DELIBERATIONS (Contd)

The same applies to the question of dairy shed design. If the codes of practice are to be reviewed and revised dairy farmers need to be part of that process.

That SADA pursues the 'one month change of company' policy to apply throughout SA.

This resolution has been on the agenda for a time. With the likelihood of a change of processors it seems like a good opportunity to finalise the matter. Currently, the South East operates on 'one month...' notice with the rest of the State on '...six months...' notice.

That SADA formally accepts the SADA-SAFF Affiliation as proposed as it has been accepted by all the Districts of the organisation.

This is a straight forward resolution formalising the

Affiliation.

That SADA examine the concept of facsimile machines to all members of Central Council.

Fax machines are proving to be one of the very best methods of 'instant' communications. To keep up with issues on a minute to minute basis there is nothing on the market that can equal an efficient fax for cost effective communication.

That the CEO develop a discussion paper on extended delegates/representation to Central Council and circulate it for discussion through the Journal.

This topic is covered by the aforementioned discussion paper in this Journal.

SAFF NEWS

SAFF LOTTERY

Winners in the South Australian Farmers Federation 1998 lottery - with more than \$13,500 in prizes - Will be drawn on July 2 and prizes will be awarded at the organisation's Annual State Conference in Adelaide on July 23 and 24.

Here's a chance for SADA members to be in the draw!

Tickets cost \$2 each and are available from the SAFF head office at 122 Frome Street Adelaide, through SAFF's Field Officers Kaye Sims on 019 692 028 and Jeff Klitscher on 018 813 040.

1st prize is a \$6,100 Honda SL230 Motorcycle.

2nd prize includes Return Tickets for two to Penang flying Malaysian Airlines, with travel insurance provided by HWR Travel. Value is \$2,994

3rd prize includes Return Tickets for two to Sydney or Melbourne - to be used before 16/1/99 (non redeemable) - and travel insurance from HWR Travel. Value \$1,500.

4th prize A one-year subscription to Plant Internet provided by Management Research International. Value \$500.

5th prize Panasonic KX-F2581 fax provided by Copyworld. Value \$490.

6th-8th prizes Each to receive a Honda MPE UMK 422 Brushcutter. Value \$470.

9th prize One night accommodation for two at the Arkaba Penthouse, plus two movie tickets. Value \$220.

10th prize Telstra Freedom 500 Cordless Phone provided by Multi-com. Value \$200.

11th & 12th prizes Each to receive a one-year subscription to Stock Journal. Value \$122

Lottery tickets and books are also available from the SADA Office.

NEWS FROM SAFF

The State and Federal governments are injecting \$400,000 over two years into developing the State's export opportunities for primary products and manufacturing.

SAFF spokesman Michael Cain said the money will be used to set up a South Australian Air Freight

Export Council to foster communications and partnerships between growers, freight forwarders, exporters, airlines and airport owners.

"The Federation is particularly keen to see the new council spearhead the removal of barriers on our doorstep our growers see as inhibiting their ability to compete for international markets," he said.

The SAFF has been working for a number of years to achieve extensions to the Adelaide Airport runway, to bring a Malaysia Airlines airfreighter service to Adelaide, and to set up a focused export council.

"We are also able to add Malaysia Airlines is increasing its Adelaide airfreighter services to two a week which is great news for growers who are sending their quality, fresh products to all parts of the world."

Transport and Urban Planning Minister Diana Laidlaw said the new council will receive additional support from the SA Employers Chamber of Commerce and Industry.

"The State Government wants to treble the value of South Australian primary product exports by (the

SAFF NEWS (Contd)

Year) 2010 to \$15 billion," she said.

"The sale of Adelaide Airport to new investors, the planned terminal upgrade and runway extension will offer important new facilities.

"The Air Freight Export Council will allow SA businesses to capitalise on these exciting developments."

The aims of the council are to boost efficiency of the airfreight cargo chain by:

- improving communication and understanding by all parties within the chain;
- examining specific components within the chain, such as the packaging of exports and maintaining the cool chain of perishable products;
- working with the new airport owner to improve services to key export markets; and
- investigation of operational issues such as cut off times for presentation of cargo prior to flight departure and the scheduling of loading cargo to maintain the cool chain.

Federal Minister for Transport and Regional Development Mark Vaile said the Commonwealth has offered a total of \$2.695 million to sea and air freight export councils across the country to foster export

growth. The allocations are to be matched dollar-for-dollar by industry and State and Territory governments.

"Increased international competition means Australia must be a world leader in developing innovative transport logistics systems," he said.

"This is more than just introducing new technology, it is also about developing an export culture through changing the way we do business with each other.

Farm Safety - by Merelyn Boyce

Farm Safety - what's the bottom line? The South Australian Farmers Federation is the base for an important Farm Safety Project which is looking at ways to reduce injuries and deaths on farms. This includes assessing statistics, what's happening, who is working on the issue around the State, and much more.

There is talking to people, finding out what's being done in other States, what's a good video or training course, or reading the reports on farm deaths at the Coroner's Office.

Let me stop at that last one -

reading about the deaths of toddlers, young kids, young men, old men. That is the thing that stopped me in my tracks, that hit me in the gut - the agony of losing someone you love and it might have been prevented. "If only we had..." is what people agonise about after a death or a serious accident.

So, what is the Farm Safety Project about, what is my bottom line? My goal is to help make farms a safer place to work and live. This means looking at ways to improve machine safety guards so they not only provide protection but are practical as well; improving the range of Personal Protective Equipment available in country areas; looking at the accessibility of childcare in rural areas; and increasing the number of people committed to safer farms.

The other thing I want to see happen is for farm families making a choice for safety. One change on your farm, that's the bottom line in farm safety! So, IF YOU COULD ONLY DO ONE THING, what would it be? And do it!

SADA members wanting more information are welcome to contact Merelyn on (08) 8232 555.



Mrs Jaylene Gurr (SADA - Development Officer) chats with an On-Farm Trainee at the Mt Compass Field Day

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MURRAYLANDS MILK FEVER RESEARCH

Researchers have found that hay being fed on some SA dairy farms could be predisposing cows to milk fever.

Dr Geoff Judson of the SA Research and Development Institute and dairy industry consultant Mr Steve Scown had hay samples from five Murraylands farms analysed over a two year period.

Their work was part of a project funded by the SA Cattle Compensation Fund.

They found that some of the hay samples contained a high cation-anion balance (anion being an electrically charged atom).

“A high dietary cation-anion balance induces a metabolic alkalosis (alkaline urine) and restricts the ability of the cow to mobilise calcium from its bones - a lack of calcium predisposes it to milk fever,” Dr Judson said.

“Milk fever remains a major problem in dairy cows in early lactation when the animal needs to draw calcium from its bones for milk production.

“Many farmers are calving their cows in late spring when the cation-anion balance of their pastures is at its highest and so it has become common practice to restrict green pasture intake before calving and to feed hay.

“The problem is though, that some of the hay also has a high cation-anion balance.”

Dr Judson said that one of the hay samples had cation-anion values as high as 333 while another was low at 32. Ideally the farmer should be buying hay with a cation-anion balance less than 50.

Anionic salts were being fed in some dairy herds to reduce the cation-anion balance and the milk fever risk but these salts would not be effective if the diet had a high cation-anion balance.

Farmers also needed to cut back on the cow's green feed intake before calving and also to ask laboratories to provide an analysis of the cation-anion balance in the hay to be fed.

“There is also a simple test which can be carried out using a “dip-stick” which is put in the cow's urine before it calves to see whether the urine is acid, alkaline or neutral,” Dr Judson said.

“To minimise the risk of milk fever it is desirable to have the urine in a slightly acid state and if it isn't, the farmer should consult a veterinarian to select the appropriate feed supplement.”

Further information from Geoff Judson 8207 7979.



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.

A study of ten Tasmanian dairy farms found that getting bigger does not always yield the expected advantages.

The study was carried out by Lance Davey, an agricultural consultant in Devonport, and Ruth Nettle, then of the Department of Primary Industries and Fisheries. Dairy farmers funded the project through the Dairy Research and Development Corporation (DRDC). The researchers' aim was to assess the impact of increases in dairy herd size and output on profitability and lifestyle for ten Tasmanian dairy farms that had expanded significantly during the six year period 1990-91 to 1995-96.

In recent years many dairy farmers have chosen to increase herd size and production. While there are many reasons behind the expansion decision, it is usually assumed that a desire to maintain or increase profit is important.

Dairy expansion affects many aspects of the farm business and family. Facilities are often pushed to the limit and significant capital expenditure and borrowing may be needed. Some dairy farmers have questioned the value of recent increases in herd size and management intensity, so it is important to know the likely ramifications of any expansion and plan rationally for investment.

STUDY FARMS

Ten farms were selected on the basis of substantial increases in milk production over the period 1990-91 to 1995-96. A range of farm sizes was included:

- *four began with an average of 101 cows and increased to 205 (+103%)*
- *three began with an average*

of 128 cows and increased to 300 (+134%)

- *three began with an average of 433 cows and increased to 605 (+40%).*

For the ten farms, average milk production increased from 33,500 kg butterfat to 64,200 kg.

INTERVIEWS

Farm families were interviewed to determine their goals for expansion and their experiences and feelings concerning their efforts. Farm physical details were also collected during the interview and each farm provided detailed taxation information for a six-year period.

WHY FARMERS CHOSE TO EXPAND

Most farmers cited numerous reasons for expansion. However, few clearly stated their main reasons for expanding. The most commonly mentioned reasons for expansion were to **increase income** and **employ labour**. Other reasons given included:

- *justifying a new dairy*
- *allowing another family member to come into the farm business*
- *purchasing the farm next door*
- *realising farm potential*
- *providing a sense of achievement*
- *moving away from lower profit enterprises.*

Two farmers mentioned a perception that they needed to "get big or get out".

HOW FARMERS EXPANDED THEIR BUSINESS

The main methods used to increase production (apart from increased cow numbers) were increased fertiliser, purchased feed in the form of agistment, use of nitrogen, and bought-in hay. Other methods included purchasing land (four farms) and increased irrigation (three farms).

The average capital expenditure

on the ten farms was \$362,000 per farm or \$2,720 per cow. This figure excludes the value of natural increase in stock.

Four farms bought more land but most of the average \$362,000 per farm was spent on "improvements" including fertiliser, irrigation, dairy shed and plant upgrades, grain feeding facilities, laneways, water supply and pasture renovation.

DID THEY FEEL 'BETTER-OFF' FROM EXPANSION?

Being "better off" did not always refer to the amount of money available for discretionary use alone. Farmers also considered the amount of time they were able to spend off farm, ease of milking and ease of employing labour.

Five farm families felt better off from their farm expansion and two felt worse off. Three families said they were either unsure about the benefits or that benefits hadn't occurred yet - but were confident they would be better off in the longer term.

An increase in family labour input was recorded on six of the ten farms. Given that one of the main reasons for expansion was to reduce family labour, three of these families were dissatisfied with their expansion decision.

FARM PROFIT

Farm profit was measured as **Economic Farm Surplus** (profit before interest payments), and **Owner's Profit** (profit after interest payments).

On average, both economic farm surplus and owner's profit increased over the six-year period. However, expansion did not increase profit for all farms, and if the 1995-96 milk price was discounted by 15% to a more 'normal' level, even average profit was not very different from

1990-91.

Economic farm surplus increased from an average of \$42,000 per farm in 1990-91 to \$105,000 in 1995-96. Seven of the 10 farms contributed to the increase. Three of these had a substantial increase which boosted the average. Three had no increase.

Owner's profit increased from an average of \$3,000 in 1990-91 to \$56,000 in 1995-96. Again, seven of the ten farms showed an increase over the six years; three of these had a substantial increase which boosted the average, and three showed no increase. Only three farms would have had any increase in owners' profit in 1995-96 compared with 1990-91 if the 1995-96 milk price had been 15% lower (and expenses remained unchanged).

Why did profit not increase further? The researchers offered a combination of the following reasons:

- *bad investment: costs increased too much relative to income*
- *too soon to tell: expansion in output not complete*
- *not focused on profit: more interested in employing family members or the 'satisfaction' of a growing business*
- *profit calculations wrong: labour overvalued, depreciation too high given the level of repairs, capital items included as operating costs*
- *minimising tax: with higher income in 1995-96 some farms may have overspent and/or pre-paid 1996-97 expenses*

A more relevant presentation of annual accounts and better allocation of expenses between normal running costs and development expenses would assist dairy farmers in assessing the progress of their expansion decision.

NET WORTH

All farms increased in net worth over the six-year period. The average was around 9% compound per

annum, but with a wide range of results.

Average percentage equity fell from 70% to 61%, because of borrowings.

The increase in equity or net worth was higher than suggested by the profit figures alone. Reasons include an increase in base land and cow values over the period, family 'wages' not taken (reinvested), and the fact that the profit figure was probably under estimated in many cases by inclusion of capital development expenses.

The two farms with the highest rate of increase in net worth started with very low percentage equity and unimproved farms. These families also drew very small amounts as wages - their wages were put back into the business.

The increase in net worth of all farms was underpinned by an increase in land value over the period, associated with an influx of New Zealand buyers. However, the increase in land value over the period can also be largely accounted for by what was spent on improvements. Therefore, if base land values had not increased, the initial land price plus improvements would have exceeded today's land value!

SOCIAL COMMENTS

Changes in women's roles on expanding dairy farms were influenced more by the presence of children than the expansion. Four women on small to medium-sized farms mentioned the difficulty in juggling multiple roles and indicated a sense of frustration and resentment at their husband's long hours outdoors.

An increase in hours worked by family members occurred on six of the ten farms irrespective of their use of outside labour. Thus, a key goal of expansion (reducing family labour inputs) was not achieved on these farms.

All farmers believed that their work had become more management orientated with expansion, away from purely physical work. Expansion had meant longer hours worked overall for most families.

PLANNING

Only three farmers had put together a feasibility study for their expansion. Others had decided to go ahead without any formal detailed budgets or professional advice. Overall, most farmers believed their use of financial and technical advice had increased with expansion.

Farmers cited various pitfalls associated with their expansion, including insufficient cows to expand at the desired pace, keeping costs under control employing and managing labour, organising the feed for more cows, underestimating the time required for activities when herd size was greater, longer times for planning approval than first thought, and coming to decisions regarding timing of expansion (speed of expansion versus risk in expanding too quickly).

GUIDELINES FOR EXPANSION

Any proposed expansion needs to be carefully planned, with attention to the following:

1. Clearly define the reason or reasons for expanding.
2. Carefully assess the financial and lifestyle effects of the proposed expansion to determine whether the goals are likely to be met.
3. Allow for the time for improvements to occur.
4. Carefully weigh up possible variations in future milk prices.
5. Focus on profit, given that further increases in land values are uncertain. Profitability gives flexibility in terms of family reward, debt reduction and reinvestment opportunities.

Martin McKenzie, aged 32, was educated at the Mount Compass Area School and Willunga High School, leaving school after completing Year 11. He worked at several part-time jobs before becoming an apprentice motor mechanic. Martin completed his apprenticeship at Willunga Hill Motors and went on to work at Unley Nissan, Southgate Holden and finally back with Vic Curnow at Curnow Mechanical Repairs.

Martin then decided to change careers. He gained a great deal of dairy farm experience by working as a relief milker for several farmers - gradually building up to almost full-time work. Martin began working full-time for Lee and Jill McKenzie in January 1996, just before they started building their new dairy. Martin is now the shed manager in the 50 unit dairy, milking approximately 850 cows between the McKenzies' and Jacobs' herds. The Jacobs' herd is milked on a contract basis.

Clelands Dairy Farm, at Tooperang (a 30" rainfall district), owns and leases 1190 acres with 85 acres under irrigation. The herd calves in July, with heifers gaining weight at Millicent.

Apart from dairy farming, Martin's interests include football, golf, table tennis, music and herd testing. He also likes to spend as much time as possible with his five year old son Brandon.

Martin's goals are to learn as much about dairy farming as possible, to become a farm manager or share farmer and to own and run an efficient and profitable dairy farm.

The Certificate in Farm Practice - Dairying course covers a wide range of subjects and allows trainees to meet people in the dairy industry who can help them to expand their knowledge of dairying. It also gives participants an opportunity to make friends with people who share a common interest and enables them to exchange ideas. Dairy farming - an endless challenge!

Adam Maidment is 18 years old and working on a 300 cow dairy farm situated between Macclesfield and Meadows. He is employed by Richard Della Torre as a share-farmer. The dairy consists of a 12 aside swingover with 13 sets of cups. There are approximately 600 acres, which are split by a main road, with five hundred acres on the dairy side. All dry cattle are kept on the 100 acres away from the dairy.

The farm has no irrigation and relies on the rain the area receives. Fodder is cut, raked and baled on the property and turned into silage or hay. Most of the year they feed silage but when it runs out, round baled meadow hay is fed. In addition, about 3,000 small square bales of hay are bought and fed to the dry cattle. The calves and heifers are fed with grain and hay until they calve.

Adam has been involved with the dairy industry from an early age as his parents owned a farm and he also worked on several dairy farms during school holidays. He has worked in the South East, mid-North and the Adelaide Hills areas.

Adam enjoys showing Holstein Friesian cattle at shows around South Australia and Victoria. He is also interested in the decisions which need to be made when choosing which bulls to use and which cows to select for mating his herd.

Adam's ambition is to breed a Holstein cow which will produce over 13,000 litres of milk and which will also be the best type of dairy cow. He would also like to work on a dairy property in the USA and learn what they do which is different to the Australian way.

The course is not only teaching Adam the correct way of tackling many things, it is also broadening his knowledge of dairying. In addition, listening to the dairy industry's researchers has given Adam a different perspective of many aspects of the industry and he feels that has

been a particularly beneficial part of the TAFE course.

David Patterson is 17 years old and works at Langhorne Creek on a part dairy farm, part vineyard where there are 120 acres. About 95 acres are irrigated by a centre pivot system or a hand line. Water is pumped from lake Alexandrina or from a bore. 25 acres are dryland.

Up to 85 Illawarras are milked as well as an occasional Holstein. All cows receive 3 kgs of grain per milking. The cows are grazed on lucerne, clover or pasture, using strip grazing methods at all times. The Illawarras are all registered and are shown at local shows. All cows are mated to AI bulls or the two progeny tested bulls they own.

David's interests apart from dairy farming and showing and judging dairy cattle, include playing cricket, football and basketball. He also enjoys watching television. Some dairy highlights include being the state junior judge winner in 1996 and starting his own herd.

David really appreciates being able to work in the dairy industry and his goal is to eventually own a dairy farm or perhaps to share farm. He also hopes to breed a Supreme Champion Dairy Cow at the Adelaide Royal Show as part of having a highly respected Illawarra stud.

James Stacey sharefarms with his father near Langhorne Creek. The farm is 141 ha with 27 ha of lucerne and fodder crops irrigated with a centre pivot, with another 10 ha of lucerne and fodder crops irrigated with travelling irrigators. The rest of the farm is used for growing hay and to carry heifers and dry cows. During the season 1997/98 they will be milking 100 Friesian, Jersey and crossbred cows and carrying another 60 heifers. They aim to milk 120 cows next season. The cows are not fed any concentrates except for barley hay when feed shortages occur.

After passing Year 12 James moved to Adelaide and completed an apprenticeship in engine reconditioning with the MTA Group Training Scheme. After completing his apprenticeship in April 1996, James left to help his father with the farm.

James interests include making the farm more profitable, reading and using the Internet to learn more about the dairy industry and modified rotary vehicles and most importantly, relaxing on his days off.

At the moment, James' ambitions within the industry are to produce milk in a sustainable way, ensuring that costs are kept low and the cows' health is not compromised. By altering some current practices, and growing as much high quality feed as possible, he is aiming to increase the herd average to 6000 litres per cow with the milk solids levels not dropping below 3.4% protein and 4% fat for the lactation. He hopes to achieve that without the use of supplementary bail feeding within the next three years.

James is doing the TAFE course to meet other people in the industry, to hear about their ideas and methods and to help their farm and to expand his knowledge of cattle health and management.

Bill (William) Threadgold is a 29 year old dairy farmer who works for Todd and Julie Butler. They milk approximately 100 cows on a 300 acre dry land farm at Waitpinga. Bill was formerly a shearer, working mainly around the south coast area during the last few years but earlier around Australia and the United Arab Emirates (Saudi Arabia).

Bill is married to Tracy and they have two children - Riley, two years and Holly who is one year old. Tracy and Bill own 1300 sheep in the Willunga and Hindmarsh Valley areas.

Bill is a hockey player and captain of the Victor Harbor B team and is also on their executive committee and is

EMPLOYMENT AVAILABLE

B.-d. Farm Paris Creek, progressive, bio-dynamic certified dairy farm in Meadows is urgently looking for a young person commencing an apprenticeship in dairying. The Course goes over a period of two years with on the job training and Tafe theoretical education concluded with a certificate in dairying recognised Australia - wide. Interested people please ring (08) 8388 3339

vice-president of the local association. He also plays tennis for Hindmarsh Valley and is on their executive committee and plays a big role in the club as Junior representative, and vice-president. He also serves in the Great Southern Tennis Association as an inter-association representative.

Bill's short term goal is to control the herd's mastitis to a level of around 120. His long term goals are to milk more cows and increase milk and protein production with an increase in pasture production to maintain those goals.

Mark Wilhelm is a 21 year old relief milker who also helps at home on the 90 cow dairy farm which is on a 100 hectare property at Mount Torrens. He and his family are also

involved in silage wrapping as contractors.

Mark has always had a strong interest in dairying, and at home, is given the job of choosing the right bulls for the cows. He has registered most of the cows through the appendix system and is now on the way to breeding top quality cattle.

Mark has joined the TAFE course to extend his knowledge of dairying in all directions. His goal is to become a successful **SHARE FARMER** in dairying.



SADA General President & Bob Snewin - Regional Manager ADC at the Mt Compass Field Day.

NEWS FROM IRELAND

Small quota lobby challenges 'chequebook' milk leasing

By Mairead McGuinness

DRASTIC action to assist small milk quota holders and young dairy farmers has been demanded at a heated meeting of the South Munster Quota Action Group held on Friday in Mitchestown.

Angry and disillusioned by lack of action to protect the future of small quota holders, the group is now on a war footing demanding action from the farm organisations and the Department of Agriculture.

"We have been branded as militants by IFA, but all we are looking for is that our needs are met," said John Doherty, chairman of the group.

"IFA policy says milk should be directed to small quota holders and young farmers: yet the opposite has been happening in recent years, with milk going to the highest bidders - namely those with the largest cheque book who can afford to pay the high lease prices.

"The big producers are in that happy position. They can afford to splash out on private leases - but small milk producers who need extra quota cannot."

The South Munster Milk Quota Action group wants an immediate end to the "cheque book market" in milk quotas which has seen the lease price of quotas hit over 40p/gallon.

This, it says, is working against the interest of small quota holders who have depended on temporary leasing and restructuring milk to remain viable.

The private market in milk quota

leases is so attractive that milk going into temporary leasing and restructuring has all but dried up.

Over 80m gallons of milk is now privately leased and 60pc in volume terms is in the hands of just 9pc of milk producers (all over 35,000 gallons). Members of the Action Group maintain that small quota holders face extinction because they cannot compete with the chequebook power of larger producers.

The group is angry with the lack of progress made in looking after their interests since their formation in 1996. In that year, temporary leasing dried up and many small producers faced serious problems.

Despite ongoing contact with the farm organisations and the Department of Agriculture, the group says nothing has been done to protect their interests. At Friday's night's meeting, a vote of no confidence was passed in IFA dairy committee chairman Padraig Walsh, with the group calling for his immediate resignation.

Chairman John Doherty, from Cloughafin, Mitchelstown, said all quota leases should go through the co-ops.

"The clawback is not working as it was intended because of the exemptions which exist. We are demanding that stability be brought into the temporary/restructuring milk pool so that many small producers can plan for the future."

Meanwhile, IFA dairy committee member Michael Walsh from South Tipperary has proposed the abolition of the existing clawback, because it is not working.

Minister for Agriculture Joe Walsh, is expected to make a major announcement on the milk quota clawback and related issues later this week. An increase

in the clawback of 20pc may be on the cards.

Tactics to ensure cows get best from grass

Preparing for a discussion group meeting in east Clare, I went out to see the cows grazing in the paddock. Twenty-eight cows had gone out to graze at 9am.

At 10am, half of the cows were lying down, while their comrades continued grazing. Grass cover and quality were excellent.

Why was only half of the herd grazing? The answer was simple.

The cows had silage left after the night feed, had received their morning allocation of concentrates and just did not have an edge on the appetite at turnout.

If cows are going out into a paddock, they must do what they are sent out to do, i.e. eat grass with enthusiasm, not lie on it.

Cows should be out of silage by 5am, in other words, they should not have silage left in the morning.

Concentrate allocation could also be reduced to one-third in the morning and two-thirds at evening feed.

When ground conditions are good, cows typically will remain out all day doing no damage to paddocks. However, such is not always the case in the month of March and this is where some ingenuity will be needed.

Remember, in broken weather the objective will be to get grass into the cow, but at the same time not unduly damaging paddocks.

Cows must go out with an appetite and when they have their allocation eaten, be brought back into the house.

OVERSEAS NEWS (Contd)

Most damage is done to the paddocks when the grass cover is removed or soiled and the cows start walking. Cows out for 3-4 hours don't need water, and grazed ground should be protected by the use of the back fence.

Driving cows to the back of a paddock over growing grass is a practice seen only on a few farms. However, those that are at it are very happy with the practice.

What is much more common is Block Grazing, i.e. where cows are walked down a 6ft dirt track to their block and the block grazed. This works very well and it is made easier still if a spur roadway has been in place.

Wires can also be dropped along the farm roadway, and cows walked over them to get access.

This is very easily done where the hook-type insulator is used and the wire can be lifted in and out.

Another method used at farm level is grazing out in a Fan Shape from the gap, the field being grazed in a series of triangles.

Again this works very well as it fulfils the objective of cows not being allowed access to the grazed sward after a single grazing.

You might well say why not give the cows more room, graze the same paddock over two days.

No problem at all in dry weather with good ground conditions, but walking paddocks in the last few days, where such is the case, I must say that utilisation is only 50pc, with a lot of hoof marks.

As soon as weather conditions allow, cows should go out by night. Most of the farms I have walked have had very good cover of grass, and cows need to go by night shortly to keep grass under control.

The farm should be walked twice a

week to assess cover.

The cost of keeping 50 cows indoors on 5kgs meal (150/t) and 9 kgs silage dry matter is 70 per day, or 1.40 per cow. They will still be leaving money, but they could be leaving more.

Letters to the Editor

Milk quotas do not help small farm existence

DEAR Editor - It was with great interest that I read in your paper of Pdraig Walsh saying he is convinced that, if milk quotas go, then small farmers would be the biggest losers.

At a recent IFA meeting in Dunmanway, Pdraig said it would be wrong of him to lead small milk suppliers into believing that they had a future. He also said he could not see the current quota system lasting longer than the year 2006.

Surely, then, this idea that milk quotas are going to keep small farmers on the land is nothing more than a myth. As for saying to small quota-holders that temporary leasing and restructuring is going to save them all is like saying to people who are dying with hunger that, if they ate each other, they would all survive.

The fact is that IFA doesn't have a plan that will save small dairy farmers. Their outlook for drystock farmers is even worse. If we are serious about keeping people living in rural Ireland, then maybe we should be looking elsewhere.

Many studies have shown the importance of dairying to rural communities. Calculations done by Moorepark would suggest that, in the future, very large dairy farms are unlikely to have a major advantage in an Irish context as their costs are likely to be higher (higher labour costs and higher costs associated with buildings and mechanisation).

They claim that family farms are the way forward for the Irish dairy industry. They say major structural changes are needed to get more economic farm units.

The number of these units will depend to a large extent on a much-expanded milk output for Ireland. Early indications from a study being carried out by UCD look even more promising.

Given the fact that we produce ten times less milk per forage acre than the Dutch, the fact that land in dairying is 75 times more effective at creating jobs than land under trees - and the fact that dairying is the one area where Irish farmers can compete with the best in the world makes a joke of IFA thinking that quotas have served Ireland well.

At the moment, small dairy farmers are like people in need of life-saving surgery, but instead they are being put on a life-support machine for another eight years while all the time they are getting weaker and weaker.

The ironic thing is that the EU vote on quotas after 2000 could be so close that Ireland could very well hold the balance of power. For Ireland to vote in favour of keeping quotas as they are at the moment would be nothing short of a crime against rural Ireland.

Ned McCarthy, Clohini, Kilnamartyra, Macroom, Co Cork.

LOST SHAREFARMER

Mark Curtis - sharefarmer - was at Mannum

If you know of his whereabouts could you please phone Elwin Ashman on 8 258 1992

DAIRY FARMERS MOVING TOWARDS 2000

Many dairy farmers are finding it hard to make consistently good profits and to cover their needs in terms of personal drawings, principal payments on loans, machinery replacement, capital improvements and taxation.

It appears unlikely that the situation will improve over the next few years with little change of large milk price increases and every chance of farm cost increasing at a rate which is above the general level of inflation.

It may be appropriate for you to get assistance to assess your current situation and to help plan for the future in terms of profit and productivity. The trend towards higher productivity from dairy farms is likely to continue and this can seldom be done without cost. Good planning is essential to establish a cost effective dairying system especially where expansion requires further capital inputs for cattle, extra land, new dairies and in some cases relocation to another dairying area.

The following three issues may be relevant to the future of your dairying business future.

CONSULTING ASSISTANCE - FARM PLAN GRANT SCHEME

Opportunities are available for dairy farmers to assess their current situation and to make plans for the future with the help of a consultant paid for by Rural Finance & Development.

The Farm Plan Grant Scheme will close on 30th June 1998. **This scheme provides you with \$3,000 which can be used to employ a farm consultant.** Unless you are making very large profits and have no debt you stand a good chance of getting a Farm Plan Grant. Application forms are quite short and easy to fill out.

The scheme is made up of two

parts. Stage one requires a report to be prepared which analyses the current state of the farm business and other issues as listed below. Recommendations are made as to how the remaining Grant Funds could best be used.

- Enterprise and business performance and productivity
- Business planning
- Personal & business goals for the whole family
- Strengths, weaknesses, opportunities & threats
- Land and water management issues
- Property improvements
- Human resources, labour and training needs
- Succession planning

Stage two can address in detail any of the issues identified in the first report as being significant to the business and to the farm family.

Only consultants approved and registered by Rural Finance & Development are able to do the work. For further details and application forms ring Rural Finance and Development on 1800 182 235 or (08) 8226 0240.

FARM FINANCE - TAKING ADVANTAGE OF LOW INTEREST RATES.

Interest rates on farm loans are at a 20 year low and dairy farmers should ensure that they are financed in the most economical way and have loans in place which provide some protection against large interest rate increases which may occur over the next few years. Interest rates have always been cyclical and it is difficult to predict when international and Australian events are likely to trigger an upturn in rates.

If you haven't reviewed your loan arrangements now could be the time to do it. A well prepared finance proposal can help to secure bank support at the lowest rates particularly if you are going to get quotes from several finance sources. Some farm consultants specialise in this work and can put a finance proposal together for a reasonable cost.

RETIRING FARM ASSISTANCE PROGRAM - ACCESS TO AGE PENSIONS

This Commonwealth program announced in 1997 aims to give retiring farmers greater access to age pensions than has previously been the case.

Legislation is currently before parliament which will allow farmers and partners to receive age pensions if they are at retirement age and transfer their farm assets to a son or daughter who has had an interest in the business for 3 years. The maximum transfer allowed is \$500,000 and it must have been owned for 15 years. The other major criteria is that the retiring farmers or retiring couple must have received net income which has averaged less than age pension for the past 3 years (About \$15,000 per couple and \$9,000 single per annum)

This scheme may be of assistance where an age pension would provide support to a retiring farm family and where transfer of the business to the younger generation is being considered.

Full details of this scheme are available from Centrelink on 13 2300

Anyone requiring local assistance with any of these matters should ring Bernard Handscombe, Farm & Agribusiness Consultant on (08) 8388 5562.

From the Dairy . . .

Almond Ice Cream

- 1 tbspn finely chopped glace cherries
- 1 tbspn brandy
- 1 large egg
- 4 tbspn castor sugar
- 2 tbspn ground almonds
- 1 cup **CREAM**



Soak cherries in brandy. Place egg and sugar in a small pan and beat with a whisk over low heat until frothy and warm (don't overheat).

Add almonds to dry frying pan and cook a moment until lightly colored, then add to egg mixture. Add cherries and stir well. Beat cream until thick and fold in almond mixture.

Line a log tin with foil, pour in mixture and freeze. Stir ice cream with a fork when partly frozen to prevent cherries sinking to bottom.

Tex Mex Fusilli

It's 6pm and you haven't started dinner. Here's a quick dish the whole family will enjoy. If you like your food spicy, use hot salsa.

- 450gms penne or spiral pasta
- 3 tbsp **BUTTER**
- 1/4 cup all-purpose flour
- 2 1/2 cups **MILK**
- 1 tsp salt
- 2 cups grated Cheddar **CHEESE**
- 2 cups diced cooked chicken or ham
- 3/4 cup tinned or frozen corn
- 1/3 cup thinly sliced green onions
- 1/3 cup salsa sauce

1. Cook pasta according to package directions.
2. Meanwhile, in a medium saucepan, melt **BUTTER** over medium heat. Stir in flour until blended. Gradually whisk in **MILK** and salt, making sure there are no lumps. Stir and bring to the boil. Reduce heat to medium-low and simmer for 1 min.

3. Reduce heat to low, add **CHEESE** a handful at a time, stirring until melted. Stir in chicken, corn, green onions and salsa; heat through.

4. To serve, drain pasta; turn into a large bowl. Toss sauce with pasta and sprinkle with additional grated Cheddar cheese, if desired.

6 servings

To the Table . . .

Crustless Country Quiche

Feel free to improvise by using your favourite ingredients or make the most of your leftovers.

- 2 tbsp dry bread crumbs
- 2 cups diced cooked ham, chicken or turkey
- 1 1/2 cups chopped cooked vegetables
- 1/2 cup chopped green onions
- 1 1/2 cups shredded Swiss or Cheddar **CHEESE**
- 5 eggs
- 2 cups **MILK**
- 1/2 tspn salt
- Cayenne pepper, to taste

1. Preheat oven to 350degrees (180degrees C).
2. Sprinkle bread crumbs over the bottom of a well-buttered 13"x9"(33x23 cm) baking dish. Scatter ham, cooked vegetables, green onions and **CHEESE** in pan.
3. In bowl, beat together eggs, **MILK**, salt and cayenne pepper just until blended. Pour over ham mixture.
4. Bake for 25 min or until egg mixture is just set. Do not over-bake. Remove from oven and let stand for 5 min.
5. To serve, cut into rectangles.

6 to 8 servings

Banana Pudding

- 6 bananas
- 1/2 cup white sugar
- 1 beaten egg
- 1/2 cup **MILK**
- 1 cup SR flour 1 tbspn **BUTTER**
- 2 tbspn brown sugar



Grease dish with **BUTTER** and sprinkle with brown sugar. Arrange sliced bananas on top. Cream **BUTTER** and white sugar. Add egg, flour and **MILK**. Pour mixture over bananas.

Bake for 20 minutes in a moderate oven.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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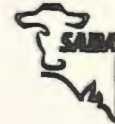
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- Insurance (Wesfarmers Federation Insurance)
- Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- Industrial Matters - Wages, Working Conditions (Employers Chamber of Commerce)
- Sharefarming Agreements
- Lobbying
- Representation on Concerns
- Information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



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Disclaimer

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MAY/JUNE 1998

CHIEF EXECUTIVE'S EDITORIAL

There is a sea-swell of change about to engulf the Dairy Industry before the end of the millennium. The critical date centres around mid 2000 when the Domestic Market Support Scheme seems almost certain to be wound down although some Industry figures are speaking of an even earlier date.

Many of the forces that will influence this change will be almost beyond our control whether dairy farmer, processor/manufacturer, consumer or government. Some of the changes, on the other hand can, and should be be influenced.

This Association is making every effort to shape the future for its members rather than sitting back and letting things happen.

The number of dairy farmers who attended the DIAA/SADA Conference in early June sent the message that they will be involved in that process. The support that the Association has received through increasing membership, attendance at meetings and personal contact is further evidence of the level of concern at farmer level.

This involvement by dairy farmers is an excellent sign of strength and unity of purpose that will see the farmer

sector grow and prosper.

The key issue facing the Industry today is the push to deregulate the market milk sector. There are a number of positions that have been taken by Industry groups.

Some argue that deregulation will bring benefit to all, others argue that no-one will benefit and still others have yet to make up their minds (or at least show their hand).

The debate is now firmly centred on Victoria and its attitude and leadership. SA has a key role to play in this debate.

SADA is committed and involved to represent this State's dairy farmers. It is participating in a series of meetings at national level to *find the way ahead*. Through an extensive Industry survey it is seeking farmer opinions and attitudes to be better able to lobby on your behalf.

Dairy farmers will continue to be informed of the situation through this Journal, through a round of District meetings to be held in mid-August and through newsletters as required.

IN THIS ISSUE

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Bryan South, IAMA, (Major Sponsor), Andrew & Deanna Vickers, Sharefarmer of the Year and Frank Beauchamp, SADA General President at the DIAA/SADA Conference 1 June 1998.

CENTRAL COUNCIL POSITIONS 1998 - 99

Listed below are the positions on Committees and other bodies that Central Council delegates have been elected to as a result of the SADA Annual General Meeting held on 2 June 1998.

As you can see each Council delegate is on one of the three SADA committees (Prices and Policy; Technical and Administration and Finance). Many delegates have accepted other positions from being a director of SAMMEC, through to representing SADA on the three SAFF policy committees that our Affiliation has entitled us to hold.

The 1998 - 1999 year will no doubt bring a number of challenges to the industry and to the Association that delegates to Central Council will have to grapple with. By spreading the work-load across the delegates this task should be just a little bit easier.

DELEGATE	BRANCH	EXEC	PRICE/ POLICY	TECH	ADMIN/ FINANCE	OTHER
FT Beauchamp	President	*				ADFF, SAMMEC (a)
J Nietschke	Barossa	*	*			V/Pres, ADFF, SAMMEC
Brian Wilson	Northern Hills	*		*		V/Pres, SAMMEC
Bronte Wilson	South East	*			*	SAMMEC
D Zweck <small>C. SLADE</small>	Northern		*			
K Smith	Central Hills			*		Cattle Health & Management
B Noye <small>R VANZO</small>	Jervois			*		
J Williams	Lakes		*			SAMMEC
D Amber	Lakes			*		
D Stacey	Milang				*	Training & Development
M Hannaford	Onkaparinga				*	
R Dalitz	River Murray		*			Exhibition Dairy, SAMMEC alt
G Smart	River Murray			*		DairySA, ADFF Research
R Purvis	South East				*	SAMMEC alt, SAFF (1)
G Hamilton	South East		*			
R Mulhern	Southern Fleu				*	SAMMEC alt, SAFF (2)
G Moule	Southern Fleu			*		Sharefarm, SAMMEC alt
T Nottle	Southern Fleu				*	
P Kernick	Southern Hills		*			SAMMEC alt, SAFF (3)
C Luz-Raymond	CEO					(b)
J Gurr	Dev Offr					(c)
H van Dyk	DairySA Coord					(d)

- (a) The General President is ex-officio to all SADA Committees
- (b) The CEO is ex-officio and executive support to all SADA Committees
- (c) The Development Officer is executive support to the Sharefarming and Exhibition Dairy Taskforce
- (d) DairySA Coord is invited to Central Council in that capacity
- (1) SAFF Natural Resources Committee
- (2) SAFF Commerce Committee
- (3) SAFF Community Services Committee

THE FEDERAL BUDGET

NHT spending plans restructured - \$30m cut to 'Bushcare'

The May 13 Federal Budget papers reveals a major restructure by the Coalition of its spending plans for the Natural Heritage Trust (NHT). The restructure does not change the NHT's \$1.25 billion total, but it squeezes the Trust into a shorter timeline, and reshuffles funding between its different NHT components.

The biggest single change is to the NHT's Bushcare program (or 'National Vegetation Initiative'), which will be cut by about \$30 million - from last year's Budget forecast of \$329 million over the life of the NHT, to a new estimate of \$299 million.

The money cut from Bushcare has been redistributed partly to the Farm Forestry program (almost doubling it from \$22 million to \$42 million), and partly to pay for last year's Tasmanian Regional Forestry Agreement (RFA).

The \$30 million cut to Bushcare appears to be the result of a funding swap between the Federal Department of Primary Industries and Energy (DPIE) and Environment Australia (EA), each of which administers half of the NHT's total funds.

EA has handed \$30 million of its NHT Bushcare money to DPIE, and in return has been given \$24 million of DPIE's NHT Rivercare money.

The inter-departmental funding deal came about after the Coalition decided last year it would continue to fund two lapsed former Labor Government programs - EA's National River Health Program (NRHP) and Waterwatch Australia - from the DPIE-administered NHT Rivercare pro-

gram. That meant DPIE had to give up \$24 million of its share of NHT funding to EA.

In return, EA agreed to give DPIE \$30 million of its Bushcare money to fund DPIE's vegetation work. The rearrangement - which appears to be amicable - will shift funds away from the NHT's 'green' Bushcare program (which focuses on biodiversity and indigenous vegetation) toward DPIE's 'brown' Farm Forestry program (which focuses on combating land degradation by promoting agroforestry).

The decision to redirect \$20 million of NHT money to the Tasmanian RFA - at least half of which now appears to have come from the NHT's Bushcare budget - angered both the Tasmanian Government and the State's landcare movement last year, who argued that all Federal spending on the RFA should be additional to the island State's guaranteed \$125 million share of the NHT.

The Budget reshuffle of the NHT programs, and the truncated NHT timescale means that spending plans for most NHT programs have now been rearranged.

NHT timescale shortened, but no extra electoral sweetening

The May 12 Budget also recalculated NHT spending to make sure it will all be spent in the next three years - something the Coalition was forced to do by the Senate, which last year rejected the Government's plan to stretch the NHT for an extra year.

Last year the Coalition based its Budget forecasts for the NHT on a six-year spending program, which would have extended the \$1.25 billion in NHT spending to the 2001/02 financial year. The Senate voted against the extra year, forcing the Government to

redo its sums so the NHT will be all spent by 2000/01.

That means \$153 million of NHT funds which the Coalition had planned to spend in 2001/02 has had to be redistributed over the coming three years.

However - and surprisingly in an election year - the Budget papers show that the Federal Government does not plan to spend any of this 'extra' \$153 million 1998/99.

The Coalition seems to have resisted the temptation to use the \$153 million to buy electoral sweeteners.

Instead it will spread nearly all of the \$153 million over the following two financial years - adding \$61 million to planned NHT spending in 1999/00, and \$90 million in 2000/01.

That means NHT spending for 1998/99 will be roughly the amount predicted in last year's Budget - \$294.5 million, which is an increase of \$106 million over NHT spending in 1997/98.

With the NHT already suffering some major administrative problems, the Coalition's decision not to overload it with an even larger funding boost in 1998/99 appears responsible - although a more cynical view is that if the Coalition wins control of the Senate at the next election, then holding back the \$153 million this year will enable it to stretch the NHT out to 2001/02 as it originally planned.

No hint of a new NHT from Telstra sale

The Federal Budget papers do not give any hints about how much the Federal Coalition expects to recoup from its planned full sell-off of Telstra after the next election.

The papers say Telstra's likely asking price - tipped in media reports to be as high at \$44 billion - is 'commercial in confidence', and therefore not for publication.

The Coalition has said that the bulk of the Telstra sale proceeds will go toward paying off debt, but that a component will be set aside as a "social bonus".

The Budget papers do not say how large the social bonus is likely to be, nor how it will be spent. So far the Coalition has not actively canvassed the option of using the Telstra bonus to refund the NHT after it expires in 2000/01.

THE FEDERAL BUDGET

NHT will pay for landcare & drought tax rebates -- welcome, but long overdue

Farmers and conservationists have welcomed as long overdue a Budget announcement that the Federal Government will introduce legislation "in the next few weeks" to allow farmers to claim limited tax rebates for landcare works, and for building on-farm water storages.

It is the second year in a row in which the long-promised tax breaks have been announced as part of the Coalition's Budget package, and farmers groups have grown increasingly frustrated at the delay.

After last year's Budget, Federal Primary Industries Minister John Anderson vowed that the rebates - to be paid for by \$80 million from the Natural Heritage Trust (NHT) - would be available in 1997/98. He and Federal Treasurer Peter Costello repeated that promise on May 12.

"Legislation to provide for the rebate will be introduced into the Parliament in the next few weeks, and we expect that it will be supported by all Parties," Mr Costello said. "This will ensure the rebate is available for the 1997/98 financial year."

The Treasurer said even though arrangements for claiming the new rebates were not included in the 1997/98 Tax Pack, the Australian Tax Office would put in place "special arrangements" so eligible farmers could make use of them.

National Farmers Federation (NFF) president Donald McGauchie said the NFF had been calling for details of the new tax breaks ever since the Coalition was elected.

"We welcome, yet again, the announcement that legislation will be introduced shortly," he said.

Mr McGauchie said the new tax rebates could have funded more than \$100 million worth of landcare spending in 1997/98, but that farmers had been awaiting the Government's announcement, and now had less than six weeks to undertake the work.

Similarly NSW Farmers' Association president Ian Donges said the Government's landcare tax announcement had been "recycled" from last year, and that it was imperative for the Government to introduce the necessary legislation in this session of Federal parliament.

"The delay in giving effect to this announcement has prevented farmers, who are the vanguard troops in environmental reconstruction, from going ahead with planned environmental improvements," Mr Donges said.

Australian Conservation Foundation (ACF) executive director Michael Krockenberger said conservationists also welcomed the landcare tax rebates - and that, like the NFF, the ACF had been calling for the new rebates "for years".

How the tax rebates will work

The 'landcare' tax rebates are an extension of two long-standing clauses in the Federal Tax Act which already allow farmers to

claim tax deductions for landcare works, and for storing or conveying farm water.

However, the Coalition has promised to change the law so farmers on annual incomes below \$20,700 can claim the deductions as 34-cent-in-the-dollar tax rebates instead, up to a maximum of \$5,000 for each of the two categories.

Mr Costello said the rebates would be available "for the same type of expenditures and over the same time frame" as the existing landcare and water conservation deductions.

The Tax Act allows 'landcare' tax deductions for two types of work: capital spending on storing or conveying water as part of a farm business, and spending to prevent or treat land degradation as part of earning a farm income. The deductions were introduced in 1980, to help farmers withstand drought and to promote sustainable farming.

Mr Costello said 70 per cent of farmers earned less than the \$20,700 income limit, and that these lower income farmers were the ones who most needed help to invest in landcare.

"Primary producers and businesses using rural land will be able to claim the rebate for works such as: fencing to exclude animals from an area affected by land degradation, levee or contour banks to control soil erosion; drainage works to control salinity or drainage, and the eradication of plant or animal pests," he said.

THE MURRAY-DARLING

Murray Mouth near closing as river flow lags

The South Australian Government says low river flows means the River Mouth is now very close to closing, for only the second time on record, and has appointed an

LAND AND WATER NEWS (Contd)

Advisory Committee to decide how to manage the issue.

SA Environment Minister Dorothy Kotz appointed Paul Harvey, from her Department's Water Resources Group, as chair of the Murray Mouth Advisory Committee, which she said would also include representatives from other SA Government agencies, the Murray-Darling Basin Commission and the University of Adelaide.

Ms Kotz said the Committee would advise the SA Government on how best to keep the Mouth open and - if it closed - how to manage the area until it re-opened.

"The main impact of the Mouth Closing will be on the ecology of the Coorong - a wetland of international significance - and we will be asking

the local fishing community and environmental groups to assist by reporting any changes," she said.

She said the SA Government had arranged for more frequent aerial photographs of the Murray Mouth area, and extra monitoring of water levels and salinity. At the last MDBC Ministerial Council meeting, in March, Ms Kotz estimated that re-opening the Mouth could cost between \$250,000 and \$1 million, and she called on other Murray-Darling States to pay a share.

Murray water for SA's Barossa

Grape growers in South Australia's Barossa Valley will be able to tap into up to 5,000 megalitres of extra River Murray water - piped to on-farm storages during winter months - to expand vineyard plantings in

the region.

South Australian premier John Olsen announced last month that growers could make use of un-used capacity in the existing Swan Reach-to-Stockwell pipeline between April and November, and could store the extra water on-farm for use in summer.

Mr Olsen said the extra water would help protect growers against drought, and could allow a further 3,000 hectares of Barossa vineyards. The water was needed because local groundwater was becoming increasingly saline, he said, and there was not enough of it to support large-scale plantings.

Source: Land and Water News
May 14 1998.

SADA NEWS RELEASE

VICKERS JUDGED AS TOP SHARE FARMERS

Andrew and Deanna Vickers of Milang are the IAMA South Australian Share Dairy Farmers of the Year for 1998.

The Vickers' sharefarm for Doug and Wendy Collins on a 50/50 arrangement and own half the herd. The property is some 100 hectares with 62 hectares under centre pivot irrigation. Andrew and Deanna have only been milking for six years, beginning by reopening an old dairy at Langhorne Creek.

A Friesian herd of 175 cows produces 15,074 litres per hectare, with milk solids at 1080 kilograms per hectare at a stocking rate of 1.64 cows per hectare. Grain is fed at the rate of 5 kilograms per day. Eighty per cent of the milk comes from pasture with feed and variable costs running at 11.5 cents per litre.

The next step is a move to Lucindale where the Vickers' will continue what is a very fruitful associa-

tion with the Collins' on Callendale Station. The Vickers/Collins team intend to milk 400 cows initially, increasing to 800 cows when the new dairy is completed in three years time.

When questioned on the state of the industry Andrew Vickers was positive that 'The industry is always going to be there. It will come down to the challenge of being the most efficient dairy farmer in the end.' Andrew sees the *breeding, reproduction and genetic management* of dairy farming as his major challenge for the moment.

As well as Sharefarmers of the Year the Vickers also won the Stock Management Award. They will go on to represent SA in the national Share Dairy Farmer of the Year Competition. Andrew has *volunteered* his services to assist in organising the 1999 Competition.

Runners up in this year's competition are Chris and Dianne Williams of Meningie with the Encouragement Award going to Geoff and Marie Moule of Yankalilla.

SADA 4/6/98.

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NEWS RELEASE

"MURRAYLANDS MIX" DEVELOPED

A special mineral supplement for dairy cows in the Murraylands region has been formulated following three years of research.

The research supported by the SA Cattle Compensation Fund, has been carried out by Dr Geoff Judson of the SA Research and Development Institute and dairy industry consultant, Mr Steve Scown.

In developing the "Murray Lands Mix", Dr Judson and Mr Scown tested the mineral content of pasture, silage, grain and hay supplements on six dairy farms in the Lower Murray, Narrung Peninsula and Meningie dryland areas.

These farms are seen as a good cross section of dairying enterprises in the region.

The researchers also collected blood, urine and milk from 10 cows on each farm at regular intervals and tested these for their mineral content.

"On all farms, phosphorus and, occasionally, calcium levels were low in the pastures and the availability of magnesium was low because of high potassium levels which limit magnesium availability," Dr Judson said.

"And on all farms pastures at some time during the cows' lactations were low in cobalt, copper, selenium and zinc - manganese deficiency was also identified at the dryland sites."

Dr Judson said low levels of important minerals had ramifications for cows' health and production. For example:

- * Cobalt deficiency affected a cow's appetite and hence milk production as did phosphorus.
- * Copper deficiency reduced fertility and milk production.
- * Selenium deficiency reduced milk production and increased the risk of mastitis occurring.
- * Zinc deficiency was linked with appetite loss and cracking of the skin around the nose, ears and udder.

In developing the "Murray Lands Mix" which was prepared by Laucke Mills, Dr Judson and Mr Scown calculated the extra minerals required from their knowledge of the mineral needs of dairy cows, less the estimated quantities consumed from pasture and hay supplements and from grain fed at the bail.

The extra minerals recommended per day when either barley alone or barley and lupins are fed at the bail are:

Calcium 40 gm; phosphorus 20 gm; magnesium 10 gm; cobalt 5 mg; copper 150 mg; manganese 200 mg; selenium 3 mg and zinc 200 mg. The mix also contained sodium bicarbonate as a buffer and rumensin to reduce the risk of bloat and to increase productivity.

"These levels fed at a combined 0.5 kg per head per day are recommended to be added to the grain at the bail to meet the mineral requirements of cows in the region," Dr Judson said.

"Some of the farmers in the study group were adding more than they needed and other fed components which were not needed.

"Farmers should be thinking in terms of the number of grams or milligrams of minerals their cows require each day - for example, is the supplement providing 40 gm of calcium to the cow each day?"

Further information from Dr Judson on 8207 7979





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PFIZER MILK QUALITY AWARDS

The Dairy Industry Association of Australia ran a Milk Quality Competition for South Australia's dairy farmers for 1997/98. Pfizer Animal Health generously sponsored prizes and certificates for winners, who were announced at the DIAA/SADA Annual Conference on June 1, 1998.

The competition was judged on bulk milk cell counts over the previous twelve months (supplied by HISCOL), with the five DairySA Regions used to determine regional winners.

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.

* STATE WINNER

AJ & SJ Maxwell, LOBETHAL

* STATE RUNNER UP

HK, EM, IH & VJ Newbold (sharefarmer G Moule), YANKALILLA

* SOUTH EAST REGION

* WINNER

T & VC Little (sharefarmer K Bouchier), TARPEENA

* RUNNER UP

NW & GA Heyward, NARACORTE

* NORTHERN REGION

* WINNER

Buchanan Proprietors, EUDUNDA

* RUNNER UP

IE & KJ Geier, GREENOCK

* HILLS REGION

* WINNER

RP Herrman, MT TORRENS

* RUNNER UP

P & JW Semmler, LYNDOK

* FLEURIEU REGION

* WINNER

JW & CG Uren, DELAMERE

* RUNNER UP

RC & SM Whittlesea, MYPONGA



PFIZER MILK QUALITY AWARDS (Contd)

- * RIVER & LAKES REGION
 - * WINNER
 - A & B Bishop, MANNUM
 - * RUNNER UP
 - CJ & YM Butcher, MENINGIE
- * ENCOURAGEMENT AWARDS - Most Improved
 - * VA Raneberg, ALLENDALE EAST
 - * DI & JA Schilling, MOCULTA

CONGRATULATIONS TO ALL WINNERS AND RUNNERS UP!!!

NEWS RELEASE

Dairy industry reduces nutrient input to Mt Lofty Ranges watercourses

There has been a significant decrease in the amount of dairy effluent reaching watercourses in the Mt Lofty Ranges as a result of environmental measures undertaken by local farmers.

The Mt. Lofty Ranges Catchment Program says this is the result of more than half of the 300 dairies in the Ranges installing waste management systems in the past three years.

Over the past four years the involvement of milk processors and cheese makers in encouraging farmers to improve waste management on their properties had been a significant step towards a comprehensive adoption of an acceptable standard of management.

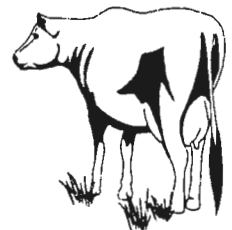
Extension activities by officers involved in the Catchment Program and from other agencies had encouraged dairy farmers to implement systems that returned nutrients in dairy effluent to the land, rather than allow them to discharge into the local watercourse. As a result, the level of nutrients entering watercourses had been greatly reduced.

The Mt Lofty Ranges Catchment Program says it is now recognised nationally as a food working model of regional resource management based on partnerships between the community and local and State government and its approach to integrated natural resource management on a regional scale was regarded as a model for others to adopt.

Further information: Jill Kerby - 08 8391 7500

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The **AZA Cable Feeding System** has been copied by many different manufacturers all over the world with varying degrees of success. Whilst AZA have taken this as the ultimate compliment they have not rested on their past achievements.

All Feeding Systems Have Their Advantages And Disadvantages:

Cable is no different. Where long distances (150 - 400m) and only a few corners are required, the AZA Cable Feeder gets the job done with the minimum of fuss.

Sounds Like Your Dairy?

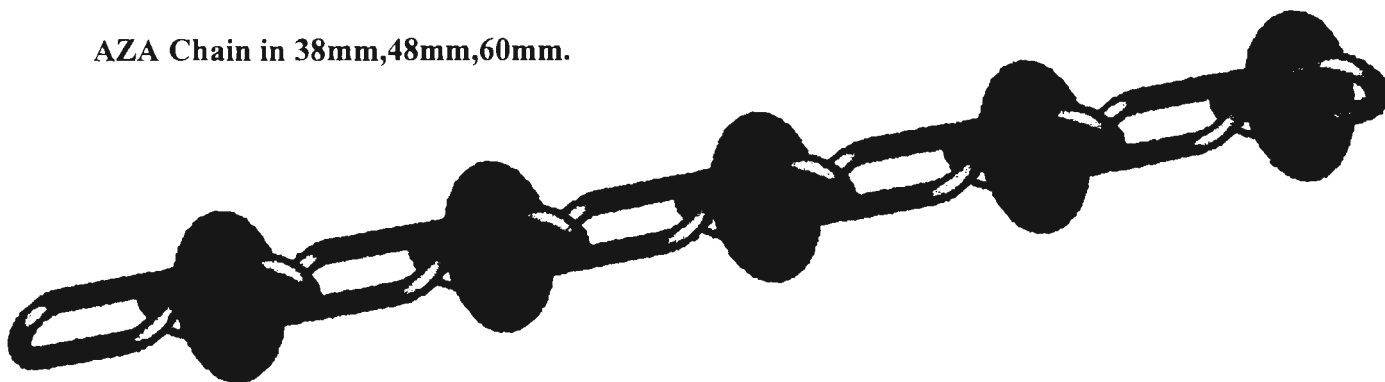
Most dairies are short systems (less than 150m) with many corners (6 or more). As a result cable systems tend to wear prematurely compared to cable in a poultry or pig shed.

The A.Z.A Solution:

AZA International have now developed a chain system which can replace most existing cable systems (including their competitors). AZA Chain eliminates the cable fatigue caused by flexing cable through corners.

A simple high tensile "open link joiner" means joining the chain takes only seconds.

AZA Chain in 38mm,48mm,60mm.



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BUDGET HIGHLIGHTS

Natural Resource Management boosted

The future viability of Australian agriculture depends on how well we manage our natural resources. In recognition of this, natural resource management and sustainable agriculture have received a substantial boost in this year's Federal Budget through the Natural Heritage Trust and related programs.

Funding under the Primary Industries and Energy portfolio will increase by 30 per cent to \$216.3m in 1998-99 compared with \$166.5m in 1997-98. About 1,800 projects were funded through portfolio programs in 1997-98, the first full year of the Trust.

The Environment portfolio has allocated \$148m to Trust programs in 1998-99, up 54 per cent from \$96.4m in 1997-98.

The Trust is the largest environmental rescue effort ever undertaken by an Australian Government, with total funding of \$1.25 billion over five years. Sustainable agriculture, natural resource management and conservation are key objectives of the Trust.

The Trust, working in partnership with the landcare movement, provides Australia with the capacity to unite our best science and technology with the skills and innovation of our landholders and the enthusiasm of our communities to address environmental problems.

The Budget provides substantially increased support for the development of community initiated and managed projects addressing critical issues on public and private land for the public benefit.

The National Landcare Program is the backbone of natural resource management activities funded through the Trust and other pro-

grams under the Primary Industries and Energy portfolio. Funding for landcare grants increases to \$92.2m in 1998-99 from \$86.7m in 1997-98 (and from \$60.9m in 1996-97).

In addition, the Trust will provide:

- \$17.8 million to improve the health of river systems (outside the Murray Darling Basin) through the National Rivercare Initiative (up from \$6.2m in 1997-98);
- \$38.4 million for Murray Darling 2001 (\$29.5m in 1997-98) towards achieving a sustainable future for the Murray Darling Basin by rehabilitating its natural systems while protecting its productive assets;
- \$9.8 million for the Farm Forestry Program (\$3.1m in 1997-98) to encourage the incorporation of commercial tree growing and management into farming systems;
- \$2.2 million for the Fisheries Action Program to help repair Australia's aquatic environment and ensure the conservation and sustainable use of our fish resources;
- \$3 million to help implement the National Weeds Strategy to reduce the detrimental impact of nationally significant weeds;
- \$0.9 million for the National Feral Animal Control Strategy for the management of feral animals; and
- \$7 million for the National Land and Water Resources Audit to provide a comprehensive nationwide appraisal of Australia's land and water resource base.

Funds have also been set aside for the introduction of landcare tax credits effective for the 1997-98 financial year.

Other Budget allocations for natural resource management include \$11m for the Land and Water Resources Research and Development Corporation and \$3.8m for the Murray Darling Basin.

Research and development to improve rural performance

The Federal Government will commit \$148 million to rural industry research and development funding in 1998-99.

The portfolio's rural R&D Corporations (RDCs) are focused on expanding Australia's rural R&D effort, improving its efficiency and effectiveness by investing in high priority areas, and enhancing industry's international competitiveness through more effective uptake on research results.

Rural industry RDCs are generally funded on the basis of the Government matching, dollar for dollar, industry levies up to a maximum of 0.5 per cent of the industry's gross value of production. It is anticipated that these RDCs will receive approximately \$126 million in support from the Government in 1998-99.

Two other RDC's, the Land and Water Resources RDC (LWRRDC) and the Rural Industries RDC (RIRDC) will continue to receive Budget funding in recognition of the broad public interest in environmental issues, the need to pursue generic rural R&D and to support new and emerging industries. LWRRDC will receive \$11 million in 1998-99 and RIRDC \$11 million.

Asian economic upheaval: is it everyone's crisis?

Major economic upheaval has occurred in many Asian countries, raising concerns about the likely effects on Australian agricultural exports to this region.

Recently addressing the Australian Society of Certified Practising Accountants, Roger Rose, Chief Research Economist at the Australian Bureau of Agriculture and Resource Economics, said some Australian industries will be adversely affected by the economic crisis, however, it's not all bad news.

"Our analysis indicates a significant decline in Australia's overall exports over the next two years to South East Asia and South Korea," he said.

"However, the impacts on each industry will be different. For instance, Australia's processed agricultural exporters are likely to be affected more than primary agricultural exporters.

"Food exporters are also likely to feel a drop in demand for their goods as they become more expensive in Asia due to the currency depreciation.

"Australia's wheat and other grain exports are expected to decline, but by a lesser amount than non grain crops, such as oilseeds, fruit and vegetables.

"However, it is likely that the lower level of sales to Asia will be partially offset by the competitive gains from a much lower value of the Australian dollar in 1997-98.

For example, increased Australian food exports to countries not directly affected by the Asian crisis are expected as they become cheaper overseas due to the declining Australian dollar."

A significant proportion of Australia's agriculture exports go to South East Asia. For example, in 1996-97, South East Asia accounted for around 85 per cent of Australia's exports of live cattle and 40 per cent of dairy exports.

Between mid-1997 and late March 1998, the exchange rates of many South East Asian currencies depreciated significantly against the main international currencies. For example, against the US dollar, Thailand's

exchange rate depreciated by around 32 per cent, Indonesia's by 71 per cent, Malaysia's by 30 per cent, the Philippines by 29 per cent and Singapore's by 10 per cent.

Asian economic upheaval: how does each sector rate?

Dairy

Exporters of products used for recombining - that is, skim milk powder, wholemilk powder and anhydrous milkfat are likely to feel the greatest impact. South East Asian countries are large markets for Australian skim milk powder, with the Philippines contributing 24 per cent of Australia's export returns.

The South East Asian countries are only a small market for butter, cheese and other dairy products. These products are likely to continue to be purchased by high income earners, tourists and expatriates who will not necessarily be affected by the crisis.

However, exports of cheese to South Korea are likely to be adversely affected due to lower economic growth and the devaluation of the Korean won. This is an important market for Australian cheese exports.

Beef

The drop in Asian currencies resulted in a sharp decline in live cattle shipments to Australia's two main markets, Indonesia and the Philippines, from mid-1997. However, exporters may be cushioned from the decline in sales to some extent by a forecast improvement in saleyard prices in 1998.

Beef producers are likely to experience a decrease in sales to South East Asia as beef becomes more expensive in export markets due to the drop in Asian currencies. In addition, beef will face strong competition from domestically produced pig and poultry meats.

Wheat

Strong demand is expected in Indonesia, Australia's most important market for wheat, for the remainder of 1997-98 due to the Indonesian drought which has resulted in reduced domestic grain production.

South Korean imports of Australian wheat are likely to remain consistent.

Australian wheat will have an advantage over its major competitors, the United States and Canada, in Asian markets due to the fall in the value of the Australian dollar against these currencies in 1997-98.

Wool

South East Asia is a relatively small market for Australian exports of wool, therefore, the wool industry is not likely to experience significant effects.

However, China, Japan, South Korea and Chinese Taipei are key markets for Australian wool. In China, the largest market for Australian wool, demand for wool is expected to remain solid.

In South Korea, demand for Australian wool is expected to decline; however, the majority of wool imports in South Korea are used for processing and re-export. Given the low value of the Korean won, South Korea's export competitiveness may increase, therefore demand for Australian wool may not be significantly affected.

In addition, the expansion of funding for the Export Finance and Insurance Corporation's (EFIC) trade credit insurance facility is expected to help Australian exporters to maintain a presence in this market.

Cotton

The major market for Australian cotton is Indonesia, which is also a

significant exporter of cotton products.

The lower value of the rupiah will make Australian cotton more expensive, but it will also make Indonesian exports more competitive. In addition,

the lower value of the Australian dollar will make Australian cotton more competitive against other major suppliers such as the United States.

The expansion of EFIC's credit

insurance facility is also expected to assist Australian exporters in this market.

Source DPIE Primary Resource Issue 98/5

INAUGURAL WOMEN IN DAIRYING CONFERENCE HELD AT NOWRA.

Jill Williams (Fleurieu Peninsula) Leslie Fischer and I, were I consider, very privileged to be able to attend the Inaugural Women in Dairying Conference, held at Nowra, on "The beautiful Shoalhaven" as it is known, a beautiful area of Australia with the Great Divide in the background, the Shoalhaven River flats, (view awesome) and to compliment the picture the ocean, awe inspiring! Every dairying state of Australia being represented.

The theme was NOT "Secret Women's Business" (Fooled you) but "A Balancing Act", something we all have to have skills to do, if we are still going to be in the dairying industry beyond year 2000. Topics discussed were:- Balance with the Family, Balancing Labour Management, Balancing Farm Management, Balancing our Products, Balancing Planning, Balancing New Options, Balancing your Future and Balancing Herd & Fodder. The underlying theme that came through loud and clear was - we are all in the dairy industry together. Starting from the most important team - husband, wife and farm team. We came away with very strong feelings, that here in our Lakes Branch region we are making a very good fist of 'Balancing our Act.'

A very nervous Mr Reg Smith, President of NSW Dairy Organisation opened the Conference on 'what women can do to a man!' (There were some 160 delegates, so what chance did he have!) He gave a very forceful message.

1. In NSW, Ministerial Support for the dairy farmers view, that regulation be retained, continuing with the current arrangements eg. quota, manufacturing milk.
2. Flexibility by all States, working towards setting an agenda for Australia, having a united view nationally by the year 2000, if we don't, the Dairy Industry of Australia is in big trouble.

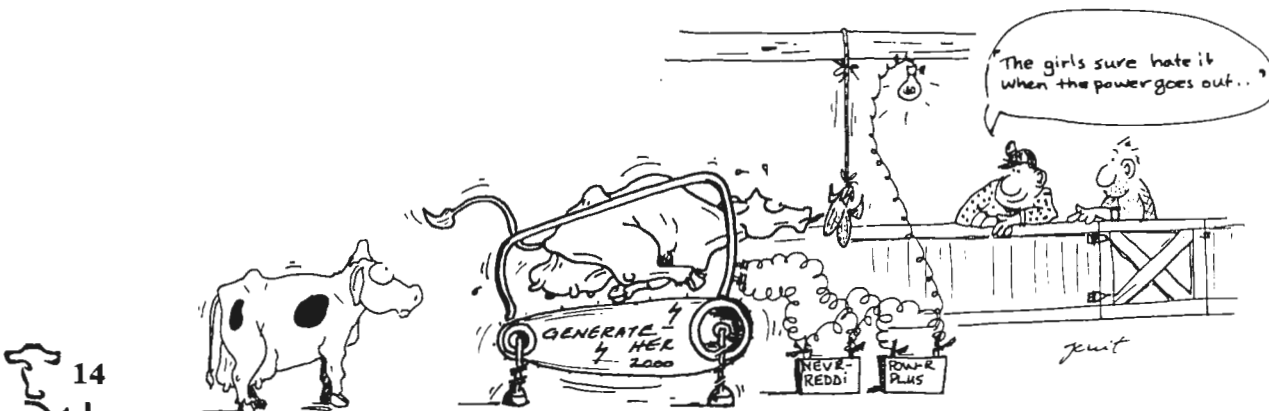
3. One thing that really made me prick up my ears:- Victoria holds the key he felt, having 60% of the Australian production. As yet they haven't really showed their hand, what happens after the year 2000 will be decided by them. It was also interesting to note that Government organisations spoke "when" deregulation happens, farmer speakers "if".
4. Encouraged everyone NOT to look over the fence at the other states, focus on their pluses, and get on with it!

A highlight was when women from WA, Tasmania, and of course the S.A. trio went on a bus trip doing the tourist thing and also taking in 2 dairies. The tour guide thought it was his lucky day, being able to have a 'slack day' before the Conference started. How wrong was he! Reckoned he was surprised with the knowledge the group on tour had of the industry and was really kept on his toes! The tour guide was like our Field Officers, but greater, working for Dairy Farmers Coop. South Australian dairy farmers who will probably be supplying this Coop will be encouraged to know that they appear to be a very innovative company and once established in S.A. keep Nationals on their toes!

It was a very enjoyable 4 days learning curve we experienced, but the one thing that came through loud and clear - our dairying region has so much to offer with the expertise we have, the way we work as a team through SADA and on farm. Don't lose these plus's. Last but not least 'thanks' hubbies for encouraging us to go ~ "You have your Balancing Act", working by doing so ~ we have learnt how to get ours going!

Bouquets to the girls who organised the Convention, they had every last detail taken care of, it was top class! Would you believe every one of those ladies were dairy farmers as were some guest speakers. Amazing, just what 'women in dairying' are capable of!

Lorraine Leese.



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IAMA

WATER REFORM IN THE MURRAY-DARLING BASIN

Water reform in the Murray-Darling Basin

Irrigated agriculture in the Murray-Darling Basin is rapidly changing. A cap on water diversions may reduce the volume of water available for irrigation and competition among existing water users has increased, particularly with the current dry conditions.

Water markets will have to operate efficiently if water availability is to be adjusted at the least cost and without greatly disrupting irrigated activities. Three points emerging from ABARE research to date are:

- ◆ the impact of changes in water availability will differ widely between farms, reflecting the variation in the intensity of water use on farms;
- ◆ managing water availability between seasons will be essential for irrigators to obtain maximum value from water resources; and
- ◆ any reduction in the availability of water over the longer term may lead to an increase in the price of water, which will be associated with a largely offsetting reduction in the value of irrigated land.

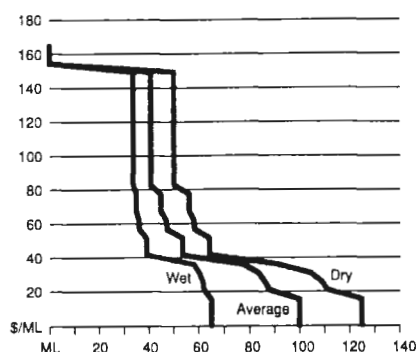
ABARE's 1996-97 survey of irrigation farms found widely varying rates of water use by farms. Farms in the Murrumbidgee Valley, for example,

used between 9 megalitres and almost 17 megalitres of water on rice crops. Such variation means that the adverse affects of changing water availability will also differ among farms. ABARE's water researchers are seeking to account for these farm level variations rather than working with averages.

Also in water research, ABARE is developing a model of irrigated broadacre agriculture in the southern Murray-Darling Basin. The study is focused on integrating information on the financial and bio-physical factors that influence farmers' water use decisions. Preliminary results from this project suggest a high degree of variability in crop water requirements between years.

The annual fluctuation in water requirements is illustrated in the diagram.

Figure 1: Variation in crop water requirements, by season



It signals the potential range in the price that broadacre farmers would pay for irrigation water in an average year. The volumes of water

required in wet and dry seasons are also shown. The percentage allocation announced at the start of the irrigation season, along with the increase in this allocation as the season progresses, will also influence the value of irrigation water within a particular year.

Working out how to meet farmers' irrigation needs in years of high water prices will be a key to the economically efficient use of water in the basin. Another issue currently affecting irrigators is the potential for uncertainty about future water allocations to depress permanent trade in water. A permanent reduction in water availability may lead to an increase in the price of water. Such a price rise is likely to be associated with a largely offsetting reduction in the value of irrigated land.

The upshot for farmers who permanently sell water is that they risk changes in the value of irrigated land without the hedge of offsetting changes in the value of water.

Respondents to irrigation surveys in 1995-96 and 1996-97 indicated that uncertainty about water policy was one of the reasons that prompted them to not sell excess water.

For further information:
Fran Freeman (02) 6272 2068

Source: ABARE UPDATE April 1998

SA DAIRY INDUSTRY SURVEY

It is vital to the South Australian Dairy Industry to gather information on today's farms and farmers. This will enable us to have a clear picture of the dairy farm sector and identify the issues which will impact on your future.

Please take time to fill in the survey which you will receive shortly and return promptly. The Industry needs your support and the information that you provide is of crucial importance.



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MEDIA RELEASE

MEDIA RELEASE

Genetics Australia's Type Pack

Genetics Australia is offering a Type Pack for the first time in 1998. For a limited time breeders can purchase three of Australia's top bulls in SHOTIME, ELLAY and LOFTY and take advantage of a generous shareholder rebate.

'The Type pack offers breeders an outstanding opportunity to purchase three of Australia's top proven bulls at just \$17.00 a straw' said Genetics Australia's South Australian representative, Tony Wallach.

'SHOTIME, ELLAY and LOFTY are all outstanding for type. They are all above 2.0 for both overall type and mammary system and have ASI's of 109, 115 and 134.

ELLAY and SHOTIME are two of the three bulls in the Top 34 for ASI, while LOFTY with 2.6 for overall type and 2.2 for mammary system is equal breed leader for type.

'Not only that but all these bulls have been proven

through a random progeny test program and have high reliability's backing their production, type and workability ABV's.

'All three can be used in breeding programs with confidence.'

In the showing progeny of SHOTIME, ELLAY and LOFTY are featuring amongst the placings at major shows throughout Australia including Royals, Dairy Week and Feature Shows. Most notable in recent times have been Glendale Shotime Limousine, 1st 2 year old in milk and Junior champion at Deniliquin Feature Show.

Braeford Allay Primrose, 1st yearling heifer at Adelaide Royal, and 2nd at International Dairy Week. Glomar Lofty Suzie, 1st yearling heifer at the Sale Feature Show.

'The Type Pack available for just \$17.00 per straw after a Genetics Australia rebate of \$130. This represents a discount of 20% of RRP,' said Tony.

'Breeders can take advantage of the Genetics Australia semen packs knowing they are getting the best of Australian proven genetics at excellent prices before June 19th' he concluded.

PROFILES

Adam Smith is 23 years old, has a son and is engaged to be married to Cindy Bear of Mount Compass.

Adam is employed full-time by the family dairying business, GB Lewis & Sons. The majority of the 350 Holstein Friesian cows they milk are registered with the Calthorpe bloodlines having been used extensively.

The company owns two properties, one at Mount Magnificent, northwest of Mount Compass and the other at Field, south of Coonalpyn. The dairy herd and approximately 100 Angus beef cattle are run on the 960 acre Mount Magnificent property. The Field property consists of 2,300 acres where they do their own cropping and run replacement heifers and another Angus beef herd.

Adam's main interest is in developing a strong and healthy lifestyle for his fiancée and son. While doing that he would also like to improve the productivity, herd size and environment of his workplace. He enjoys

football and cricket and the social life involved with those sports. He is currently captain of the Mount Compass B grade team and is a member of several committees in the Mount Compass district.

In Adam's opinion, the dairy industry is in a good position but still has room for improvement, perhaps with a stronger and higher profile. Adam thinks that it is good to see members of the dairy industry backing the TAFE Certificate in Farm Practice - Dairying course and thus backing future dairy farmers. He is also looking forward to meeting more members of the industry and suggests that everyone introduce themselves.

Greg Ryan is 39 years old and he and his wife Christine have three daughters aged 9, 8 and 5. They live on the *Valhalla* property, 5 kms south of Myponga.

Greg's employer is the partnership of CJ Royans and GP Hutchinson who lease the property which consists mainly of hilly grazing country. The soil is loam over a clay

base with limestone outcrops. There are two winter creeks bisecting the 245 acre property.

The dairy is 7 a side doubled up, capable of milking 70 cows per hour. When the herd is in full production 140 mainly Holstein Friesian cows are milked.

Greg's chief aim is to make a success out of the farm.

Michael Sobecki was born in South Australia in 1973 and grew up in Adelaide where he received a college education. After leaving school he decided to explore a different way of life, the Army.

The Army, and especially its discipline, was a real growing up experience. Mike spent twelve months full-time and three years part-time with the Army Reserves in Queensland. Upon completing his full-time training he decided to try milking cows. The idea didn't just pop into his head - his uncle had a dairy farm where he had spent many school holidays.

Continued on Page 20

How much do you expect to pay for bulls leaving daughters of this Quality?



Daughters of Team '94 Bull BERMUDA - Glynari Bermuda ET
- proof expected July 1998
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PROFILES (Contd)

Mike first started dairy farming at a large lot fed dairy near Virginia where over 1,000 cows were milked in a side by side 8 a side doubled up herringbone. It was there that he learned a lot about large herds and their rewards and problems.

Three years later, Mike has progressed in his quest to become a successful dairy farmer. He is now working for Philip and Dianne Down at their Stockwell Pastoral Company dairy near Meningie. For the majority of his first twelve months at *Stockwell*, Mike was running a 32 unit rotary dairy, milking 250 cows with the aid of a junior and the guidance of the manager. During that time he acquired his AI certificate and inseminated the herd of 250 cows.

It was near the end of that time when Mike decided he would like to further his knowledge of industry and enrolled in the Certificate in Farm Practice - Dairying at TAFE.

There have been a few staff changes as *Stockwell* has employed a new farmer to run the rotary dairy. This meant something of a demotion for Mike although his job description did not really change; if anything he feels he is learning more and enjoying his work a lot more.

Mike is also interested in sport in general, playing basketball and water skiing when he gets a break from his general farm duties, tractor work and his dairy operations.

Mike is looking forward to graduating from his TAFE course and going on to sharefarm and make a successful dairying career for himself.

Julie Butler and her husband Todd have four children. They own a 600 acre property at Waitpinga which is run as a mixed farm. A further 2,500 acres are leased on the Fleurieu Peninsula where wool, prime lambs and beef

are produced. About 1,000 bales of oaten hay are also produced annually for local sale or for export.

This year they have leased a 320 acre farm close to their home property where they now milk over 100 cows, with help from Bill Threadgold. Replacement heifer calves are raised on the home property and grown out locally.

The dairy is dryland with calving commencing in March. Their ambition is to build a dairy on their home property to milk about 180-200 cows.

This course will be beneficial to her as it will give her a good grounding in the basics involved in dairying.

Eric Zweck has been working for Kevin and Yvonne Zacher since August 1996. They grow their own barley and triticale and buy in lupins to feed in the bail as well as cutting and baling their own hay on the 2,500 acre property. A ten/side swing over herringbone dairy is used to milk 130-150 cows all year round.

Eric is 25 years old and was born at Blyth and raised on his parents' farm at Hart. He entered the workforce as an apprentice furniture polisher with JR Furniture at Angaston after completing his secondary education at Immanuel College.

After two years at Angaston, Eric moved to Ayers Rock where he worked as a baggage handler for Ansett before moving to Tennant Creek where he worked as a bar and night club attendant. From there he returned to South Australia, picked apricots in the Riverland and grapes in the Clare Valley until he applied for the position of farmhand at Gumview Holsteins - Kevin and Yvonne's property.

As Eric is relatively new to the dairy industry, he has found the

Certificate in Farm Practice - Dairying course very interesting and extremely informative. He is learning and gaining experience in dairying and general agriculture which will stand him in good stead in the future. Eric is engaged and making arrangements to settle Brinkworth.

Tamara Rathjen is single, 22 years of age and lives at home with her parents and brother who own land between Murray Bridge and Mannum. She plays competitive table tennis, has two horses which she enjoys riding and has two working dogs that she takes to work with her.

Tamara has worked on the family farm all her life and after doing her work at the dairy goes home to help her parents before returning to the dairy for afternoon milkings. The farm has beef cattle, sheep and cereal crops for hay and grain.

Darryl and Jenni Llewellyn own the irrigated river dairy property at Myponga called *Lynonga* where Tamara works. There are about 70 hectares of irrigation and 30 hectares of highland grazing. Their dairy is a 12 a side herringbone. 60% of the cows are Holsteins and 40% of the cows are Illawarras. About 200 cows calve each year with 90% of them being artificially inseminated. *Lynonga* is a registered stud with some of the Illawarra cows being exhibited at shows around the state.

Tamara has been working at *Lynonga* for about two years. Her main job is to milk the cows morning and night but she also feeds calves and keeps records of the things that happen in the dairy.

By doing the TAFE course, Tamara hopes to learn about the new and improved ideas people have about the dairy industry; how to improve and maximise the production the cows give; also to learn more about pasture and nutrition. She then hopes to be able to pass on her new knowledge to her employ-

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NEWS RELEASE

ASI boost for Semex Australia

Results obtained in the most recent Canadian Animal Model proofs suggest that dairy farmers can use Semex sires with confidence to satisfy both their ASI requirements and balance in conformation.

According to Jim Conroy, Dairy Specialist with Semex Australia, leading the way in the ASI bull

ers so that it benefits *Lynonga*. Tamara also hopes to meet other people who work in the dairy industry and hear what they have to say. At the end of the two years she hopes that what she has learned helps her to improve all aspects of the dairy where she works. Tamara feels that the knowledge will be invaluable to her in almost any kind of work that she does.

team is Blackstar son Delebarge Alcan HOALCAN.

'HOALCAN'S ability to lift fat percentage has seen him used most specifically as a production sire and at \$15 rrp per dose, he represents excellent value.

"He provides a combined fat and protein of 167kg, translating to an impressive ASI of 145."

Another sire rapidly making a name for himself is the high production Mascot son, Caemarvon Jay HOJAY.

Mr Conroy said this sires ability to have litreage and components as well as super udders has made him a popular choice.

"With an ASI of 137, complimented by fast milking speed and the option as a heifer mating sire, HOJAY is great value at \$25 mp."

Further depth is evident with the

recent addition of Prelude son, Sudesse Paragon HOPARAGON.

According to Mr Conroy, this Prelude son from Valiant Mars Perfection and brother to Australian proven Blackstar son, Shotime, has the potential to rival the top butterfat yield sires in the world.

Mr Conroy said HOPARAGON's first proof has a nice balance with a lot of components.

"Available at just \$25 rrp per dose, HOPARAGON provides moderate milk flow and a type profile that reflects great potential for the future."

Of the high conformation sires, the May 1998 CAM proof again confirmed that Startmore Rudolph is the Holstein breeds' number one LPI sire with a score of =2102.

Rudolph is one of six Semex Alliance sires that have remained in the top 10 LPI list, many of the

NEWS RELEASE (Contd)

existing top sires including Aeroline, Storm and Hojay have maintained or improved their proof.

According to Mr Conroy, this result is what you like to see in any genetic measurement system, as it is a true indication that genetic progress is being made.

"In this particular proof round, much of the genetic gain must be attributed to the great protein sire, Madawaska Aerostar, while Prelude also made a welcome entry with two sons in the top 20."

In the protein breeds, newly proven Ayrshire sire Mardel Valentin, a graduate from Semex Australia's Star Search progeny test program performed well, offering extremely good type with moderate production.

"With daughters now on the ground in Australia, this Milkman son boasts high protein and fat percentages and an LPI of =958."

The talented Semex Guernsey team also received a boost with the inclusion of Four Winds Magicman.

"Following the addition of Spring Walk Streaks Victor in the last proof run and the possibility of Tradition in the August round, Magicman backs-up a very solid team of Guernsey's for commercial dairymen," said Mr Conroy.

Positive deviation Patrick son, Forest Lawn Pat Joytrek is a welcome inclusion to the Brown Swiss breed, with high components and moderate milk production.

Mr Conroy said that despite his limited proof, Joytrek provides a unique opportunity for breeders to obtain progeny from one of Patrick's few sons.

In the Jersey breed, the inclusion of Crooker Brook Moon represents an exciting era in high production sires.

This Lester son boasts a remarkable milk production rating of +2021 litres

and an LPI of +1414, to be the highest rated LPI sire in Canada.

The other production specialist added to the Semex Jersey team is Brook son Van Holme B Majors Link.

"Link is a graduate of Semex Australia's Star Search program, and reflects the programs relative success in producing world class sires," said Mr Conroy.

Contact: Jim Conroy
Semex Australia
(03) 5367 5628
(0418) 107 863

SAFF LOTTERY

Winners in the South Australian Farmers Federation 1998 lottery - with more than \$13,500 in prizes - will be drawn on July 16 and prizes will be awarded at the organisation's Annual State Conference in Adelaide on July 23 and 24.

Here's a chance for SADA members to be in the draw!

Tickets cost \$2 each and are available from the SAFF head office at 122 Frome Street Adelaide, through SAFF's Field Officers Kaye Sims on 019 692 028 and Jeff Klitscher on 018 813 040.

1st prize is a \$6,100 Honda SL230 Motorcycle.

2nd prize includes Return Tickets for two to Penang flying Malaysian Airlines, with travel insurance provided by HWR Travel. Value \$2,994

3rd prize includes Return Tickets for two to Sydney or Melbourne - to be used before 16/1/99 (non redeemable) - and travel insurance from HWR Travel. Value \$1,500.

4th prize A one-year subscription to Planet Internet provided by Management Research International. Value \$500.

WOMEN IN DAIRYING

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in conjunction with

DAIRYSA

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WITH DR BERNIE MASON

Wednesday 22 July
10.00am

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Sturt reserve
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**If you would like to learn
more about best calf rearing
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action group and attend.**

**For more details
Phone 08 8531 0712 or
08 8569 1590**

5th prize Panasonic KX-F2581 fax provided by Copyworld. Value \$490.

6th-8th prizes Each to receive a Honda MPE UMK 422 Brushcutter. Value \$470.

9th prize One night accommodation for two at the Arkaba Penthouse, plus two movie tickets. Value \$220.

10th prize Telstra Freedom 500 Cordless Phone provided by Multi-com. Value \$200.

11th & 12th prizes Each to receive a one-year subscription to Stock Journal. Value \$122

Lottery tickets and books are also available from the SADA Office.

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FOCUSING THE SPOTLIGHT ON WOMEN IN DAIRYING

CATHY Cleary has her sights set on the future of the dairy industry. A mother of seven, a partner in a dairy operation and an organiser of the recent Women in Dairying Conference at Nowra, NSW, Cathy is also the recipient of a Dairy Research and Development (DRDC) scholarship to study for a Masters in applied Science.

Her two-year study in Agriculture and Rural Development at the University of Western Sydney is focusing on women's status in the dairy industry.

She is also analysing the impact of the Women in Dairying movement and the recent Women in Dairying Conference.

Changing role

Cathy became involved in the dairy industry when she and her husband, Pat, bought their farm at Burrawang in the Southern Highlands of NSW in 1978.

She worked as a teacher/librarian until 1996 and says her involvement in the farm for the first 17 years primarily involved book-keeping and farm work.

"The role of women has changed considerably since Pat and I purchased the farm," Cathy says.

"Women have always been involved in dairy farming - whether by keeping the books, milking or feeding calves - but in many cases weren't involved in decision-making, especially on multi-generational farms.

"Women haven't been on the boards of co-operatives or in other leadership roles in the industry. They have been part of a silent workforce.

"The Women in Dairying movement has changed the perception of the role of women and given them a voice."

Cathy became involved in the Women in Dairying movement in 1995 and sees clear benefits from her involvement.

"It was a terrific opportunity to meet other women and develop an understanding of the industry, as well as knowledge and interests," she says.

Confidence

"I wanted to become more involved in dairying and the Women in Dairying movement gave me the confidence to enrol in dairy farming courses, such as nutrition schools and Farming for the Future."

Last year, Cathy took part in the Dairy Women's Leadership Program run by DIDCO and the NSW Dairy Farmers Association.

"The leadership program has given me the opportunity to develop goals, which include becoming more involved in agri-politics," she says.

Study

Cathy hopes to explore the benefits women have experienced through their involvement in the Women in Dairying movement and conference during her two-year Masters degree.

"I want to know how Women in Dairying has changed the role of women," she says.

"I hope to find out what has motivated women to become involved and why some choose to sit back and not take part.

"This type of information can then be used to draw more women into leadership roles in the dairy industry."

For more information about DRDC scholarships, phone (03) 9889 0577.

ENERGY SUPPLEMENTS ARE BETTER THAN PROTEIN

DAIRY farmers can save money when feeding spring-calving cows in early lactation by focusing on feed supplements that supply energy rather than protein.

Research funded by the Dairy Research and Development Corporation at Agriculture Victoria in Ellinbank has found that energy, not protein, is the most likely limitation of increased milk production during early lactation in spring.

In fact, the research found too much protein in the diet of cows grazing pasture in early lactation could suppress milk yield.

Dietary protein used in the rumen is called 'rumen degradable protein'. Protein which escapes digestion in the rumen is called 'by-pass protein'. Different protein sources have differing degrees of rumen by-pass.

Dairy nutritionist, Dawn Dalley, has run a series of experiments at Ellinbank to determine the value of by-pass protein supplements in early lactation.

Her research dispels some of the nutritional hype associated with a perceived need for a by-pass protein supplement to achieve high milk yields in early lactation.

Unsubstantiated

"There has been a push by some people in the dairy industry to feed by-pass protein in spring," Dawn says.

"But many farmers who have tried this approach have not seen the responses they had hoped for after feeding expensive by-pass protein supplements.

"A lot of the data has been extrapolated from the US, where cows are managed under a different

feeding regime and milk prices are completely different.

"Our trials were designed to look at commercial cows managed under high-stocking rates in Australian conditions where the farming system is pasture based."

Trials

The research involved feeding cows on limited pasture diets with varying mixes of cottonseed meal, barley, wheat, lupins and canola meal.

The feed mixes were used to create a range of diets that had a constant energy level but varied in the proportion of rumen degradable and by-pass protein.

The cows were assessed for pasture intake, supplement intake, time spent grazing, time spent ruminating, milk yield, as well as fat, protein and lactose production. Work was also undertaken to look at what effect the supplements had on how the rumen works.

Lupins contain high levels of degradable protein that is broken down in the rumen and, when sufficient energy available, is converted to microbial protein. Cottonseed meal has a greater portion of by-pass protein.

The project concentrated on high-producing cows that were not fully fed on spring pasture to mimic the conditions on farms which have high-stocking rates and are looking to supplements to lift production.

Energy Deficiency

"In spring, we are dealing with pastures which are at their best in terms of quality, with high crude protein levels of around 18-22%," Dawn says.

"In fact, we have measured that the cows are actually selecting up to 1.3 times more protein than that in the pasture on offer, i.e. 23-28%. They are picking out the parts of

the pasture with a higher protein content.

"The protein levels in pasture can be even higher if nitrogen fertiliser has been used. In contrast, the energy level of a pasture is determined by the hours of sunlight and this is often relatively low in early spring."

While spring pastures are high in rumen degradable protein and potentially low in by-pass protein, the trials found there were no benefits in increasing the level of by-pass protein fed to cows via supplements.

Dawn believes the absence of a response suggests protein quality is not as important for high milk production as has often been alleged.

"Cows need a balance of energy and protein. In spring, when the protein content of the pasture is high, there is often insufficient energy in the diet to optimise production," she says.

"Cows have to use up energy to get rid of this excess protein, by turning it into ammonia and excreting it as urea in urine.

"If energy is low in the diet, then high levels of protein in the diet can suppress milk yield."

For more information, phone Dawn Dalley on (03) 5624 2222

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NATIONAL APPROACH TO MILK HARVESTING

THE AUSTRALIAN Milk Harvesting Program is mapping out the future of milk harvesting for the Australian dairy industry.

The program will cover every aspect of milk harvesting from the paddock to the farmgate, such as laneways, feed pads, dairy equipment, shed design, effluent and industry education.

Funded by the Dairy Research and Development Corporation, the program is based at the Milking Research Centre at Ellinbank in Victoria.

The Australian Milk Harvesting Program Board draws together representatives from the following national groups:

- Australian Dairy Farmers' Federation - Mal Lanham and Peter Fitzgerald;
- Australian Dairy Equipment Council - Paul Hemming;
- Australian Milking Machine Trade Association - Andrew Ternouth;
- Australian Dairy Products Federation - Ken Jones;
- Australian Veterinary Association - Dr Bill Morgan;
- Department of Natural Resources and Environment - Richard Habgood (representing WA, SA, Victoria and Tasmania);
- NSW Agriculture - John McKenzie (representing NSW and Queensland); and
- University of Melbourne - Dr Malcolm Hickey.

Co-ordination

The national program will set the direction for research, development, extension, education and training on issues related to milk harvesting, according to program leader Angus Hume.

"In the past, everything has been dealt with on a state-by-state, ad hoc basis," Angus says.

"The program will give the Australian dairy industry a unified approach to milk harvesting, by ensuring there is co-ordination and collaboration between the states, as well as overcoming any duplication.

"We will be working closely with existing groups, such as the Australian Mastitis Advisory Council

Continued Page 27

DRDC NEWS (Contd)

WOMEN URGED TO GET INVOLVED IN THE POST-FARMGATE DAIRY INDUSTRY

DAIRY women have been urged to become more actively involved in their industry beyond the farmgate.

Speaking at the NSW Dairy Women's Conference at Nowra, Dr John Drinan, Chair of the Dairy Research and Development Corporation (DRDC), said too few women were actively shaping their industry.

Dr Drinan said the dairy industry had a reputation for involving all members of the farm family, but that the involvement of women tended to stay behind the farmgate.

"This is of increasing concern to organisations such as the DRDC," Dr Drinan said.

"Women share the decision making and work on the farm and therefore have just as important a stake in the fortunes of the organisations which manage the industry.

"Far too few women are involved in

the Regional Development Boards, dairy co-operatives, state associations, the Australian Dairy Corporation and the DRDC."

Dr Drinan said the lack of women in dairy industry organisations meant the industry was not making the full use of the pool of talent potentially available.

"The DRDC has a project specifically targeted to the needs of dairy women," he said.

"The DRDC's Dairy Women's Project, run by Cathy McGowan and Cheryl Phillips, has been running for a number of years.

"It has involved women all over Australia with the goal of trying to encourage and better equip them to get more involved with the dairy industry beyond the farm."

Dr Drinan said women wanting to contribute to the work of the DRDC needed to get involved in the organisations which shaped the DRDC's programs, namely the Regional Development Programs, co-operatives and other organisations.

He said he was disappointed that so few women nominated for selection as a director of the DRDC Board.

"We would be delighted to assist women to overcome anything standing in the way of their nominating," he said.

"Even if you don't wish to be involved at this level, you can still contribute to the sort of R&D you would like to see the DRDC sponsoring, by encouraging and supporting other women who want to become more directly involved."

.....
Any dairy women interested in participating or would just like some information regarding the Women in Dairy Leadership Program run by DRDC please contact the office as Jenny and Jaylene have both participated. Cathy McGowan and Cheryl Phillips will be running another Leadership Program in SA. They would love some information on where and when and your input would be greatly appreciated.

Jaylene.



Six happy faces of ladies attending the "Women in Dairying" seminar at Hahndorf in May this year.

and its program, Count-down Downunder, and on-farm quality assurance programs.

'Our overall aim is to improve the sustainable, competitive advantage of the Australian dairy industry by achieving positive changes in milk harvesting policies and practices.'

Strategic plan

The board had its first meeting early this year. It is developing a business plan and a strategic plan for the milk harvesting sector of the dairy industry.

'Some of the issues being dealt with include the quality of raw milk production, best management practices, automatic cow identification, the need for efficient and reliable equipment for milking, cleaning, cooling and storage,' Angus says.

'There are concerns in the industry about whether there are enough qualified technicians in the appropriate locations to test and install milking machinery at a rate to meet industry expectations for the production of high-quality raw milk.

'We are also looking at issues such as dairy shed design, so we can move animals through a shed in a way which is not detrimental to their health by predisposing them to lameness.

'Milk harvesting is a very broad area and the business plan will identify our major priorities and how to approach them to improve milk harvesting'.

For more information, phone Angus Hume on (03) 5624 2333.

PUTTING PROTEIN PAYMENTS TO THE TEST

Research has found that the dairy companies and milk authorities'

net payments for milk are generally correct.

Christopher Chan from the NSW Dairy Corporation, with Dairy Research and Development Corporation support, has studied the seasonal and geographic variations of citric acid in milk to see whether it significantly affects infrared equipment's ability to determine the protein in milk.

Most existing instruments cannot differentiate between milk's protein and citric acid.

Mr Chan wanted to determine whether milk's citric acid is constant. If so, its effect on determining protein levels could be easily allowed for. If the citric acid levels were found to vary significantly between location, seasons or farm management practices, it might be necessary to correct the protein test results individually.

About 55,000 bulk farm vat samples from the major milk producing areas were tested over four seasons.

Mr Chan found that the existing reference milk systems for calibrating infrared instruments in various states offered generally appropriate corrections for the average amounts of citric acid in milk in their respective states.

Correct payments

This means while some farmers were overpaid and others underpaid on any one occasion, **the net payment for milk by dairy companies and milk authorities was generally correct.**

It was also found in most cases that the error in protein testing and milk payment for each farm tended to balance out over 12 months, so that the financial impact is small.

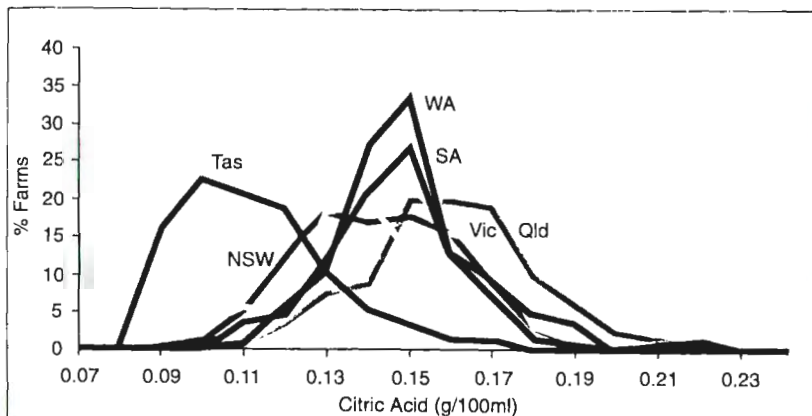
Significant differences in citric acid levels were found between supplies sampled at any one time. There was a difference of 0.14 grams/100mL between the highest and lowest farms.

About 32% of farms in the study registered between 0.02 and 0.07g/100mL above or below their state average. This could cause similar error when determining the protein level of milk from these farms.

Geographical variations in the milk's citric acid content were found, but these were relatively small when averaged over time and unlikely to significantly advantage or disadvantage farmers in a particular area.

Mr Chan concluded that any accuracy gains that could be made by individually correcting protein results for citric acid interference were not important enough to justify the increased complexity of laboratory testing and the cost of purchasing the necessary testing instruments.

For more information, contact Christopher Chan at the NSW Dairy Corporation on (02) 9699 0573.



Typical distribution of citric acid content of Australian milk (samples taken on a single day in each state in June 1995).

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BLIZARD
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 20 doses BLIZARD
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 20 doses SEMTECH

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 10 doses SEMTECH

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RESELLER

TURNING THE RIVER MURRAY CATCHMENT LEVY INTO ACTION

Turning the River Murray Catchment Levy into action

by Tony Sharley - Program Leader, Murray Darling Basin (PIRSA) and Hannah Ellyard - Local Action Planning Support Officer (SA CARE Committee)

Have you wondered where the River Murray Catchment Levy dollars will be spent?

Did you know that the \$3.1 million raised by the levy in 1997-98 has been matched by the Commonwealth's Natural Heritage Trust? Are you aware that the levy, plus some state Treasury funds, plus the NHT funding, mean that in the next 12 months, about \$10 million will flow into the Murray Darling Basin Region in South Australia.

This represents a six-fold increase in funding for community projects that aim to restore the River and its catchment.

This significant increase in funding is only possible as a result of the new River Murray Catchment Board levy, and the formation of Local Action Planning groups. The Catchment Board levy has been contributed by irrigators and urban water users.

A wide variety of project applications have been successful and are about to begin. Funding guidelines made it clear that projects had a better chance of being supported if they were developed in collaboration with the Local Action Planning (LAP) committee for the area.

There are now 11 Local Action Planning Committees covering the Southern half of the Murray Darling Basin in South Australia.

The LAP committees are made up of local people with a keen interest in fixing natural resource problems and they employ their own project officers to work with the community to develop the local action plan.

So where are the funds being spent?

About 75% of total funds will be spent on projects along the River Murray, and about 20% will be spent across the Murray Mallee, Coorong and Districts and Eastern Mount Lofty Ranges. A small portion will also be spent on projects to increase awareness of the River Murray Catchment issues in urban Adelaide.

Irrigation and drainage issues have received a significant boost this year, with Irrigation Land and Water Management Plans being developed for all highland irrigation areas, and the Lower Murray Swamps.

RiverCare Irrigation Management Courses are being conducted in all River Murray LAP areas. In the Loxton to Bookpurnong LAP area, design options are being considered for the rehabilitation of the Loxton Irrigation Area.

Wetlands are also being targeted by the six LAP Committees along the River Murray who are working in conjunction with Wetland Care Australia to develop and implement wetland management plans.

Plans are currently under way for the Gurra lakes area near Berri, Nigra Creek Wetlands at Lock 2, as well as ongoing wetland works at Loveday Wetlands.

These projects aim to improve the health of wetlands using various techniques such as introducing wetting and drying cycles, removing barriers to flow, and reducing Carp access to backwaters.

Local Action Planning is also occurring in the dryland regions of the Murray Darling Basin.

The Murray Mallee Local Action Planning Committee is looking at ways to introduce sustainable farming practices, to increase productivity and reduce impacts on the environment. Farming techniques such as alley farming are being investigated, and so are revegeta-

tion options on less productive land.

With the development of irrigation in the Mallee through the pumping of groundwater, a project has been approved to develop and implement a Land and Water Management Plan in the area.

Getting Involved

A Local Action Plan identifies priority issues and locations for on ground works.

This year is just the second year of a five year program to increase funding and action on the ground - if you are interested in being involved, contact your nearest LAP officer

Local Action Planning officers

John Wood, Renmark to the Border - (08) 8586 6633

Jennifer Schilling, Loxton to Bookpurnong - (08) 8584 7188

Michelle Campbell, Berri to Barmera - (08) 8582 4477

Bruce Weir, Riverland West - (08) 8541 2611

Geoff Rogers, Mid-Murray - (08) 8564 5002

Alison Cusack, Mannum to Wellington - (08) 8535 6408

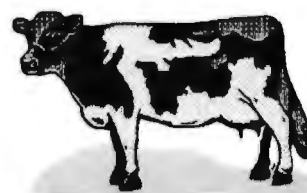
Sally Abernethy, Murray Mallee - (08) 8532 1432

Ashley Bastock, Eastern Hills and Murray Plains - (08) 8532 1432

Jan Whittle, Goolwa to Wellington (08) 8536 2161

Graham Gates, Coorong and Districts - (08) 8575 1008

Adam West, River Murray Urban Users Group - (08) 8204 9100



DAIRYSA REPORT

There have been a number of successful seminars recently conducted. DairySA funding has allowed for the expertise of Dr. Pauline Brightling, national co-ordinator of Australian Mastitis Advisory Council (AMAC), from Melbourne, Cathy McGowan and Cheryl Phillips, consultants from NSW, and Dr. Frank McKenzie Department of Natural Resources and Environment (DNRE), Warrnambool, VIC.

South Australians were the first to take advantage of the 'Count Downunder" mastitis program. Pauline Brightling was pleased to see so much interest in SA because we are perceived to have our cell counts under control. The seminars were conducted in two regions, one in the Fleurieu at Mt Compass and the other in River and Lakes at Murray Bridge. The aim of this program is to lower cell counts and improve general udder health. The attendance was extremely pleasing with a total of 109 people indicating that South Australian Dairy farmers have a huge desire to further improve on their cell counts. Survey forms were returned by 83% of attendees indicating they gained an increased knowledge about the subject and that the workshop content allowed for good discussion and interaction between farmers.

The 'Women in Dairying" Leadership training seminar was successfully completed at the Hahndorf Conference Centre. The aim of this project is to develop dairy women's capacity to help effect change and development on their farms and to increase women's participation in industry decision making. With coordinators Cathy McGowan and Cheryl Phillips, the 23 women involved all agreed the project had been very worthwhile, although most were a little apprehensive at first, we finished the seminar with a greater awareness and knowledge of the industry, gaining more confidence and increased skills which can only go to enhance family, community and the industry. As part of the course, the women committed themselves to developing a project some of which included establishing dairy women's discussion groups, quantifying the economic contribution the dairy industry makes to a district, and enhancing business planning & management in a family operated dairy farm. One of the features of the seminar was a business dinner with guests including Chris Luz-Raymond, CEO of South Australian Dairyfarmers Association, Wayne Cornish and Sandy Cameron of South Australian Farmers Federation, Liz Kellaway, a director of DairySA, and Phil Saunders, Liaison Officer to the Minister of Primary Industries.

Strategic Use of Nitrogen Seminar with Dr Frank McKenzie on dryland and irrigation pastures was conducted in the Fleurieu Region over two days. The Parawa Discussion Group initiated this project after their trip to Western Victoria where Frank spoke to them on a field trip, they saw benefits of inviting him to the Fleurieu. He spoke to approx. 70 farmers who attended over 2 days on topics such as 'When to apply N', 'What state must pasture be in before applying N', 'Quantity of N to apply & how often', 'How long to wait before grazing N fertilised pasture', 'Influence of N on soil pH' and 'Does N affect the balance of clover?'. Evaluation of the seminar showed that increased knowledge was gained & the paddock walk & discussion format was appreciated.

If there is anyone who wishes to have a particular project/topic conducted, please contact your local DairySA Committee Chairman.

Fleurieu	Dan McCaul	08 8554 9565
Northern	Mick Seelander	08 8564 2408
South East	Chris Griffin	08 8726 6294
River & Lakes	Barry Williams	08 8572 3280
Central Hills	David Kerber	08 8389 7262

Jill McKenzie
Board Member DairySA.



D a i r y S A
REGIONAL DEVELOPMENT PROGRAM

From the Dairy

To the Table

HERB DAMPER

Sift 3 cups of self-raising flour and 1 teaspoon salt into a large bowl. Stir in 1/2 cup of chopped fresh herbs of your choice: try chives, parsley, oregano or coriander. Make a well in the centre; combine 90 g melted **BUTTER**, 1/2 cup of water and 1/2 cup of **MILK** and pour onto the dry ingredients. Stir with a knife until just combined and turn onto a lightly floured surface; knead briefly until just smooth. Shape the dough into a ball, put it on a greased oven tray and press into a 20 cm round. Using a sharp-pointed knife, score into 8 sections, without cutting all the way through. Brush with a little extra **MILK** and dust lightly with extra flour. Bake in a preheated moderately hot oven at 210degreesC (190degreesC gas) for 10 minutes, then reduce the heat to 180degreesC and bake for a further 15 minutes, or until the damper is golden and sounds hollow when tapped.



CREAM OF CAULIFLOWER SOUP

750 g cauliflower
1 tablespoon oil
3 cups chicken stock
1 cup **CREAM**
1/4 teaspoon ground nutmeg
salt and ground black pepper, to taste

1. Cut the cauliflower into small even sized florets. Heat the oil in a large heavy-based pan and stir-fry the cauliflower for 3 minutes, or until it is just starting to soften.
2. Add the stock to the pan, cover and simmer for 10-15 minutes until the cauliflower is tender.
3. Stir in the **CREAM** and set the soup aside to cool a little. Use a food processor or blender to process in batches until smooth. Return to the pan and add the nutmeg, salt and pepper to taste. Heat through gently and serve immediately.

Serves 4-6

CORN CHOWDER

60 g **BUTTER**
1 large onion, finely chopped
1 clove garlic, crushed
2 medium potatoes, peeled and cubed
4 cups chicken stock
420 g can creamed corn
420 g can corn kernels, drained
salt and white pepper
pinch cayenne pepper, optional
1/4 cup **CREAM**
2 tablespoons chopped chives



1. Heat the **BUTTER** in a large heavy based pan. Add the onion and cook, stirring, over medium heat for about 5 minutes, until soft and lightly golden. Add the garlic and cook for a further minute.
2. Add the potato and stock and bring to the boil. Reduce the heat and leave to simmer for 10 minutes, add the cans of creamed corn and drained corn kernels and simmer for a further 10 minutes.
3. Season with salt, pepper and cayenne pepper (if you are using it) to taste and stir in the **CREAM** and chives. Reheat gently, without boiling, and serve immediately. Garnish with a sprinkling of freshly chopped red capsicum for contrast, if desired.

Serves 6.

TUNA NOODLES

250g packet noodles
200g tub Philadelphia **CHEESE** spread
425g can tuna
250g can corn
1 carrot, cubed
handful of peas



While the noodles are boiling, prepare the carrots and boil them slightly with the peas.
Melt the **CHEESE** in a pan. Once melted, add the tuna, corn, carrots and peas. Stir until hot. Serve on noodles with cheese sprinkled over the top.

Serves 4.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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GLANDORE 5037

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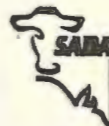
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Mobile 041 9037 569

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- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
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- ◆ Lobbying
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- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Friendly Stop with Parking (with a convenience!!)



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Disclaimer

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Dairying - efficient, clever, innovative and sustainable



CHIEF EXECUTIVE'S EDITORIAL

The recent ADFP meeting in Melbourne saw each State's farmer organisations under the leadership of Pat Rowley wrestling with the issues of deregulation.

The conclusions reached by the meeting were that the national Domestic Market Support Scheme will be ended on the 30 June, 2000 and that the signs on being able to retain the State market milk arrangements are looking bleak. Total deregulation may be forced on the Industry as early as 1 July, 2000.

However, the meeting resolved to *'...support a national position to develop programs and adjustment packagesto enable Australian dairy farmers to be in the best position to manage deregulation on 1 July, 2000.'*

Attached to the resolution are a number of issues that will form the basis of discussion with other sectors of the Industry.

The key issue that the meeting could not agree on is the proposal to develop a national adjustment package. The proposal, initially put forward by Victoria, is about developing a package with the Federal government that would pay out all Australian dairy farmers for the loss of market milk entitlements and future DMS payment in exchange for the

removal of all regulation across Australia on 30 June, 2000.

At the end of the day the United Dairyfarmers of Victoria (UDV) was the only State organisation 'out of step' with the rest of the farmer organisations at ADFP. With less than '100 weeks to go' before *D(regulation)-DAY* the UDV saw the need for further time to consult with key industry players in their State.

The irony is that without strong national support for any adjustment proposal there is little chance to progress it successfully. All farmers, including those in Victoria, stand to benefit from a national proposal. The alternative is that all farmers, including the Victorians, will get little or nothing!

To ensure that South Australian dairy farmers are well represented at any national negotiations SADA has written to the Minister urging him to bring on the SA Review of Legislation as soon as possible. Waiting for Victoria is simply not viable any longer.

With *D-DAY* approaching, dairy farmers are urged to attend the upcoming round of District meetings where the impact of deregulation will be spelled out fully.



Jaylene Gurr, Janet & David Stacey and Jenny Harris at a successful Dairy Classics 1998 held in the Hilton Hotel

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Attention: All Dairy Farmers



REGULATION REVIEW DISTRICT MEETINGS

MONDAY	24 TH AUGUST	RSL Hall MT GAMBIER 8.00pm
TUESDAY	25 TH AUGUST	Myponga Sporting Club MYPONGA 12.00 to 2.30
TUESDAY	25 TH AUGUST	Vine Inn NURIOOTPA 8.00pm
WEDNESDAY	26 TH AUGUST	Riverside Hotel 80 Princes Hwy TAILEM BEND 12.30pm to 2.30pm

All dairy farmers are urged to attend one of these meetings for their own benefit and that of their industry

SOUTH AUSTRALIAN DAIRYFARMERS ASSOCIATION Inc.



The opportunity to participate on this tour came as quite a surprise to me. It was a positive and productive experience.

I was fortunate in being able to establish a network of dairy farmers in every dairy state in Australia, and also New Zealand.

There is no doubt that the other tour members will expand and study the number of cows, the production per hectare, per cow and so on, but my report includes lifestyle and preparedness for succession of the farming enterprise.

My first host family was situated near Lincoln on the Canterbury Plain. They received a rainfall of 24 inches with shaly ground subject to flooding in a very wet winter. However, El Nino had delayed the rain and they were just recovering with their clovers and annual and perennial Ryegrass "looking good" but only after irrigation. This farmer used the "Kenan System" of supplementary feeding with the usual tractor front end loader replaced by an industrial front end loader to better handle the heavy silage. He milked 2 herds. One of 140 fresh autumn calvers and 140 end of lactation spring calvers soon to be dried off. A stud Friesian Herd with a breeding worth of 12/53%. Contrary to these figures this herd was the highest milk flow herd in the South Island.

My host's father, a World War II veteran, had pioneered the property in 1944, building one of the first herringbone dairies in the district. Ian returned home from school working with his father expanding family property. His parents retired to Christchurch, selling the property to Ian and his wife for the cost of a house and a loan enough that the interest would give his parents enough to live on. However this smooth transition could not be repeated with the next generation because my hosts had three sons on the farm. They had recently formed a Discretionary Family Trust. After my departure my hosts were to spend a week or two on holiday in Surfers Paradise, Australia.

Before we left the Canterbury Plains the group inspected a very large conversion farm (from sheep grazing to dairy) which was the ambition of most of the established dairy farmers but required enormous resolve and capital to establish. This farm was irrigated with large boom type equipment which required a huge amount of water and power to lift the water from 100 m bores. Regrettably the negative impact on families of these ambitions was apparent.

From the Canterbury Plains we flew to Wellington visiting the New Zealand Federated Farmers and were addressed by a senior executive of New Zealand Dairy Board at their offices. These visits gave us a brief insight into the politics of the NZ Dairy Industry. Like Australia, they are facing big changes with cooperative amalgamations and the possibility of the NZDB being replaced by a corporate structure allowing the way for a more aggressive marketing structure.

Our next area for us to be hosted was the Manawatu Plains area near Palmerston North. I was fortunately hosted by Grant and Angela Rowan (winners of the share farmers of the year award) with a 50/50 share farm just out of Palmerston North, milking 600 cows on a property jointly used by the milk factory to dispose of their waste water. This was not always in Grant's favour as the increased water load on his paddock reduced pasture growth and then his production. He seemed very happy in his situation but had ambitions to expand.

The first property visited was the Hills family partnership. Two dairies on 200 ha. effectively milking 535 cows with 115 to 120 replacements bred. I was interested by their choice to build a second 36 a

side herringbone dairy instead of rotary and was given two reasons. One, the rotary would limit their expansion and two, the efficient use of employees. They owned hills and undulating clay based soil that pugged easily in the wet and the herdsman would quickly move the cows, at any time, to the dry pad, even after 10 mm of rain.

The partnership agreement was based on trust, with no documentation, and had been like that for 16 years. Each partner (two brothers and their wives), chose to do what was best for the other partner and as one family had recently built a \$200,000 home on the agreement, it obviously worked. All partners enjoyed leisure time and overseas trips, but did sometimes have to milk weekends to allow their workers time off. The next generation did not concern them, however to an outside observer with much equity, 2 dairies, 3 houses and 5 titles and with the availability of share milkers, the farm could survive if the partnership ended.

The next property of the day was Allan and Owen Greig. Allen had just formed a partnership with his father Owen after being a lower order share farmer. He is one who received 25% of the milk proceeds and the expenses determined by legislation. The farm was considered sand country, milking 400 Friesian, Jersey and cross breeds and growing all fodder on the farm. They calved down, starting 15th July and dried off first week in April, a total of 8.5 months in milk. Their production was 310 kgs. milk solids. This property was an example of the thinking of the NZ dairy farmer and with their ability to purchase new ground gave the tour members much to contemplate.

On Monday 8th June the tour left the Manawatu Plains over the NZ little desert country of the Tongariro National Park to Lake Taupo, then on to Rotorua. Two days in the smelly city, then the town of Otorohanga.

The first dairy visited at Otorohanga was Dominic and Katrin, owners hoping to milk 375 cows this season. Half the cows grassed off farm, the other 120 grassed on 2500 square metres a day on a 30 to 40 day rotation. He was applying 200 kg/hectare of urea. His 90 ha. farm was very heavily grassed and his explanation for this was that he was creating a feed bank for his cows when they calved in August. He also fed maize silage on concrete at an estimated cost of \$30,000 for 286 ton. The reason for our visit was that this farm had a high milk solid/hectare, 1220 kg/hectare. His Breeding Worth (BW) was 28/49% and Production Worth (PW) 40/74%.

My hosts were a very interesting couple. John was 63 and Penny may be younger, and they were milking 160 cows by themselves. Very much the old school but they were still surviving surrounded by young, enthusiastic farmers, with much heavier stocking rates and greater production.

Our last visit was one such farmer. A 50/50 share milker, winning this year's share milker for the Waikato area. The reason for winning was he had kept records of his pasture cover and growth rates for the last 4 years. He felt his monitoring gave him a very clear picture of what feed he could reasonably expect to have in front of his cows at any given time.

In conclusion, I would like to thank the host farmers in New Zealand for their hospitality, honesty and willingness to share their ideas, the Australian Dairy Farmers Federation and South Australian Dairyfarmers' Association for sponsoring the tour, other participants, and the tour leader. There is little doubt that I have benefited from the experience.

D.H. Stacey.





BIG NEWS IN PARASITE CONTROL

CYDECTIN[®] Pour-On - NIL MILK WITHHOLDING PERIOD **Convenient worm, lice and cattle tick[†] control in lactating dairy cows.**

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A DAIRY PORTRAIT FROM OVERSEAS

A dairy portrait

How would you rate your quality of life? How do you feel about increased global competition or the use of recombinant bovine somatotropin (rBST)? How happy are you with your level of debt? How would you rate your herd's performance?

These are just a few of the questions we asked a group of Ontario dairy farmers.

We suspect there is a link between perception of quality of life and success in farming. To explore this idea further, we developed a survey relating human factors to success in farming and sent it out to 465 dairy farmers in the Grand River Watershed.

Our initial findings form a snapshot of some of your peers' views on how their herd performance, work-related stresses, government decisions and other factors affect their quality of life.

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This particular picture was taken in early 1997. It reflects the views of 194 farmers from Waterloo, Wellington, Brant, Oxford and Dufferin countries.

RATING QUALITY OF LIFE

Most respondents (98.4 per cent) say their quality of life is moderately good, good or very good. According to responses, these farmers usually feel their quality of life has improved modestly since 1992. Reasons cited by those reporting an improvement from 1992 to 1997 include being better established (18.6 per cent), having more money (10.5 per cent) or less debt (9.1 per cent). Those who feel their quality of life has declined since 1992 cite higher fuel and labour costs (14 per cent), having less money (12.7 per cent) and various setbacks and expenses.

Family relationships rank as the most important factor affecting quality of life, followed by having a steady income and being one's own boss. The least important factors are holiday time, number of children and children's ages.

The majority of the responding dairy farmers feel their quality of life is superior to that of American dairy farmers, urban Ontarians, other Ontario farmers, Canadians in general, farmers of their parents' generation and people in their local town.

When asked about the effect of non-farm rural people on the environment, over one third say the environmental impact of non-farm people is positive and 45.1 per cent think they have no effect at all on the environment. Almost twice as many say non-farm people's views about farming are positive (36.2 per cent) as opposed to negative (19 per cent).

More respondents feel the non-farm population affects their sense of community positively (48 per cent) rather than negatively (20 per

cent). However, when asked to rate the impact of various conditions specific to the farming environment, two-thirds of the sample say they feel negatively about urban expansion in rural areas.

Respondents rank access to places of worship as the most important service affecting quality of life, followed by access to medical services, veterinary services, fire protection, schools, nearby towns and other services. They consider all services except child care and Internet access important to their quality of life.

When asked what they would miss most if they had to quit farming and move to the city, the dairy farmers most often cite the open spaces and country living (57.1 per cent), followed by the independence and freedom of being their own boss (30 per cent). The visual features they consider most important are woodlands and water.

HERD PERFORMANCE

When these farmers rate their herd's performance (litres per cow per lactation) from very poor to very good on a scale of 0 to 4, less than one quarter rate their herd's performances as poor or low. Most report satisfaction with their herd's performance (3.03 average). Herd performance is related (statistically) to education level, percentage of income coming from dairy farming, perceived quality of life in 1997, the total size of the dairy herd and net farm income. Though not by too much, a higher percentage of those with between 30 and 49 cows have higher net incomes than farmers with more than 50 milking cows.

Almost half of these dairy farmers say they regularly ship over-quota milk. When asked why, 30.1 per cent of over-quota shippers say they have unplanned extra production and 23.7 per cent say the

A DAIRY PORTRAIT FROM OVERSEAS (Cont'd)

returns are adequate. Another 15.1 per cent say it's because of quota costs or that they want to use 100 per cent of their quota and go over quota because of natural variations in the herd.

All respondents report sensitivity to milk price changes. One-fifth say they'd leave dairy farming if prices drop by four per cent. One-quarter say they'd quit if prices fall between five and nine per cent. One-third say they'll stay in dairying unless milk prices fall more than 15 per cent.

The supply management system itself is the most important regulatory item specific to dairy farming business conditions, says the group. Almost half feel very positive about the system and 36.5 per cent feel somewhat positively about it. Only 8.4 per cent report negative feelings.

STRESS FACTORS

Most respondents rate their overall stress as low. Almost a third indicate no stress or very low stress levels in their lives. Only 4.8 per cent say they feel very high stress. Weather is the number one stress in these farmers' lives (with 28.2 per cent indicating very or extremely stressful) followed by production costs (24.1 per cent) and amount of work (23.9 per cent).

The level of stress reported is statistically related to the respondents' level of education. Those with high school education report greater stress than those with post-secondary or only primary education. For instance, concern about milk price levels tends to be highest among those with high school education. Though government cuts are of little concern to most dairy farmers, those with the least education (primary or less) tend to have the least concern about the cuts. Once again, those with high school education are the most concerned. Those with post-secondary education are more concerned about their

own health than farmers with high school or primary education. Stress is strongly related to perceived quality of life. Those who report higher stress usually report lower quality of life.

Younger farmers report more stress brought about by their animals' health. The amount of work is least stressful to farmers over 55. Middle-aged farmers tend to find production costs most stressful.

Personal health status is a source of stress to those operating farms 200 acres or bigger. On farms ranging from 151 to 200 acres, farmers report work-related factors to be the highest stress. Labour costs are least stressful on farms this size, probably because of the low use of hired help.

The only stress significantly associated with income level is debt. Farmers in the lowest net farm income category report being the most stressed by their debts.

Almost three quarters of the survey group is concerned about working safety conditions. In that group, the machine safety is the top concern (93 per cent), followed by breathing conditions in barns (37.3 per cent), storage of cleaning materials (34.5 per cent) and general cleanliness (31.7 per cent). Other concerns include trucks in the yard, air quality, storage and use of herbicides and the presence of silo gas.

GOVERNMENT IMPACT

In response to questions on trade deals, about a third of these farmers report they don't know if the signing of the North American Free Trade Agreement (NAFTA) (34.9 per cent) or the General Agreement on Tariffs and Trade (GATT) (30.1 per cent) had a negative or positive effect on Ontario farmers' quality of life. More farmers report experiencing a positive effect from the signing of GATT (37.6 per cent) than from the signing of NAFTA (23.3 per cent). One-half of those

with post-secondary education think NAFTA was detrimental, while 70.6 per cent of those with primary education or less report that they are unsure. Farmers with a high school education or more see the GATT signing as having a positive effect. However, two-thirds of farmers with primary school or less don't know. Farmers with larger acreages tend to see NAFTA as being detrimental to their quality of life, while at the same time reporting a positive effect from the GATT signing.

From responses to questions about possible government actions, we found that one-half expect a negative effect on their quality of life if farm subsidies were to be cut further. Farmers on larger operations are more likely than those on smaller farms to expect that further government cuts would have a negative effect on Ontario dairy farmers' quality of life. Older farmers are also more concerned than younger farmers about the effects further cuts would have on their quality of life.

The majority of farmers (67.9 per cent), regardless of age, income or farm size, expect detrimental effects if the federal government were to approve rBST for use by Canadian dairy farmers. Most farmers with high school education or more expect detrimental effects if the government were to approve the growth hormone. Farmers with less education tend to be unsure what to expect.

Over half (51.1 per cent) expect a positive effect if Canada were to develop a food self-sufficiency plan, although 30.8 per cent are unsure. Farmers with high school education or more expect a positive effect from such a plan while those with primary school education are unsure. Older farmers think having a Canadian food self-sufficiency plan would have a positive effect. Younger farmers, however, appear unsure of its impact.



A DAIRY PORTRAIT FROM OVERSEAS (Cont'd)

There are no significant statistical differences in opinions expressed about increased global competition among different age groups, income levels or farm sizes. Views vary by education, however. For instance, 65.4 per cent of those with post-secondary education expect increased global competition to have detrimental or negative effects, while 50.7 per cent of those with primary school or less say they don't know what to expect.

The higher the education level of these dairy farmers, the more likely they are to expect a positive effect if the government were to enforce the Foodland Guidelines and Wetland policies. Over one-half (52.2 per cent) of those with only a primary school education say they don't know if the effect would be positive or negative. Farmers with larger acreages are more likely to expect positive effect than those with smaller farms.

Most of the sample expects detrimental effects if the government were to enforce occupational, health and safety standards on farms.

Our line of research seeks to take account of how human factors determine people's satisfaction with their lives. In future, this information may become as useful in influencing public policy makers as hard economic performance data has been in the past.

*Source Ontario Milk Producer
July 1998.*



Women in Dairying

If you are interested and you need more information please attend this luncheon

Monday 24 August
Wellington Hotel
12.00 to 3.00
Light lunch \$4.00

What the project offers

The project encourages women in the dairy industry to meet together, find out what they want and help them achieve their goals.

This involves giving women:

- * knowledge and recognition of their contribution to the dairy industry
- * a chance to have a say about what is needed in their region and to influence education and training goals
- * an opportunity to find out more about the dairy industry
- * links to regional and state networks of dairy women

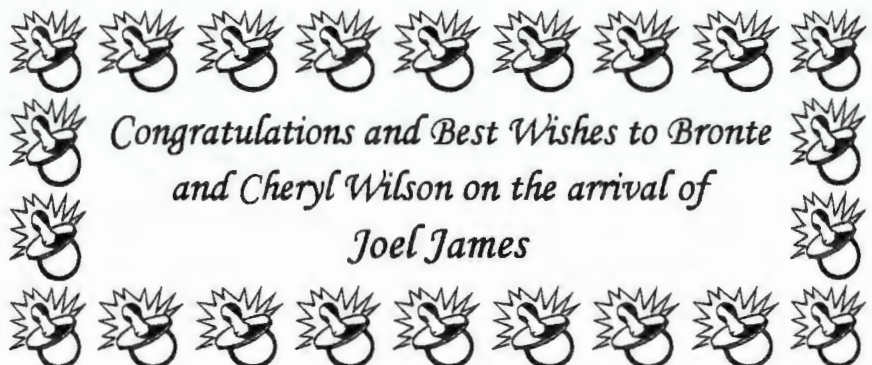
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Krystyna McCaul
08 8554 9565

Karen Altmann
08 8531 0712

The dairy women's project has a vital role to play in preparing women for the future. In reaching out to women involved in the dairy industry, it will make women aware of the skills they have, enhance them and add to them"

Jenny Treloar, dairy farmer, Meningie.



WHY IS THE GOVERNMENT CUTTING TARIFFS?

What are the benefits of trade liberalisation - or cutting tariffs on imports to Australia?

While the opening up of the domestic market to imports may impose adjustment difficulties for some industries in the short term, the benefits of trade liberalisation are undeniable for the rural sector overall and for the longer term viability of rural communities.

Trade liberalisation is important for Australia as we export about five times as much food as we import.

Around 80 per cent of our agricultural production goes to overseas markets and cannot be absorbed domestically. In effect, 20 per cent of our production could provide us with all the food we need. To secure markets and a livelihood for our rural producers and associated employment beyond the farmgate, we need to maintain and expand access to international markets.

Many of our agricultural products are purchased by countries with their own significant agricultural sectors. These countries do not always need to buy our product. They do so now because we are a competitive supplier. In many cases we trade in similar products. For example: We sell beef to the United States, Japan and Canada which are all beef producers. Similarly, we sell dairy products to Europe, wool to China, sugar to the US and ASEAN countries and rice to Japan. If we were to stop imports by imposing unjustified barriers to trade, domestic producers in overseas markets would put pressure on their governments to retaliate. Trade is a two way street, subject of course to products meeting our technical and quarantine standards.

The end result of closing our market would be loss of income for farmers and jobs in regional Australia. It would also reduce our ability to pay for imports of equipment, Technologies and services required by our industries to provide more jobs

and a better standard of living for all Australians.

Successive Australian governments have been committed to freer trade and have devoted considerable effort towards international negotiations aimed at improving market access for agricultural products and the achievement of a more level playing field. There have been significant achievements in removing tariffs and other barriers such as export subsidies and technical and quarantine barriers. A new round of negotiations will commence at the end of 1999.

For example, international agreements make it difficult for countries to now use unjustified technical and quarantine measures to restrict agricultural trade. While this means Australia must be prepared to consider import applications from other countries it does not mean we must abandon our conservative quarantine policy. The Government will continue to protect Australia from introduced pests and diseases. By the same token these agreements will help us defend our decisions internationally should it prove necessary to restrict imports on scientific risk management grounds.

What are the benefits?

Trade liberalisation directly benefits all sectors of the Australian economy through economic growth and an increase in the standard of living of all Australians. As an exporting country Australia gains through increased opportunities on world markets and the flow on effects of increased employment and higher incomes. Trade liberalisation is also important in ensuring world markets are less distorted by other countries' subsidy practices and has resulted in a more level playing field and higher returns for our exporters. Market access and trade liberalisation efforts contributed to a 6.2 per cent growth to \$104.8 billion in Australian exports in 1996/97.

Trade liberalisation has created greater employment opportunities in rural and regional Australia in agriculture and associated industries. In the two years since 1995/96, an additional 22,000 jobs have been created in Australian agriculture as a result of export growth, reflecting the development of new sectors where new and expanded export market opportunities have been created.

Source DPIE 3/7/98

LETTER TO THE EDITOR

45 Phillip Island Road
SAN REMO Vic 3925

Dear Sir,

Australian agriculture has been developed on a foundation of efficient, independent family farms. For decades, however, government policy-makers have seen the 'cost-price squeeze' experienced by farmers as a 'normal' consequence of the application of new technology, leading to the 'adjustment' of thousands of farmers out of agriculture altogether.

Of the 108,000 farmers, only 20% are debt-free and 30 farmers a week are leaving the land. Anecdotal evidence suggests that most children of farmers plan to leave the land. Numbers of students enrolling to study Agriculture in universities and colleges have dramatically declined. There are numerous reports in the rural media of the properties of 'broke' farmers being sold to overseas investors or syndicates city-based professionals.

Yours sincerely,

(Father) Laurie Cusack.

New bulls for Australian farmers

Genetics Australia has released its new proven bull team following the July ABV release.

Chief Executive Bernie Harford said that six new Holsteins, two Jersey's, two Aussie Red and an Illawarra bull would join Australia's strongest and most popular line-up of bulls.

The new Holsteins BERMUDA, ALLORA, APLAUSE, OUTLOOK, VOLCANO, and TRUMAN join the established names in WINLUKE, FORMOST, SHOTIME, PINACLE, SHORMAR, COOKIE, ELLAY, LOFTY and JUDGE.

New Jerseys MARINA and POPPY join PYRAMID, SOONER, JARED, BEYOND and PATCH.

Aussie Red bulls ARBKING and ARBTORP graduated along with Illawarra VPRINCE.

"All these bulls emerged from Australia's most effective progeny test program. They are backed by high levels of reliability with a high number of daughters in herds across Australia giving added confidence to their proof's" said Mr Harford.

The proven bulls represent a strong blend of production and non-production traits. Seven of the Holsteins are better than 1.0 for both Overall Type and Mammary System. These bulls are WINLUKE, SHOTIME, SHORMAR, ELLAY, the new Mascot sons ALLORA and BERMUDA as well as the breed leader for type LOFTY.

Amongst the Jerseys PYRAMID and SOONER not only leave strong type proofs but both improved on their production ABV's and are backed by high reliability.

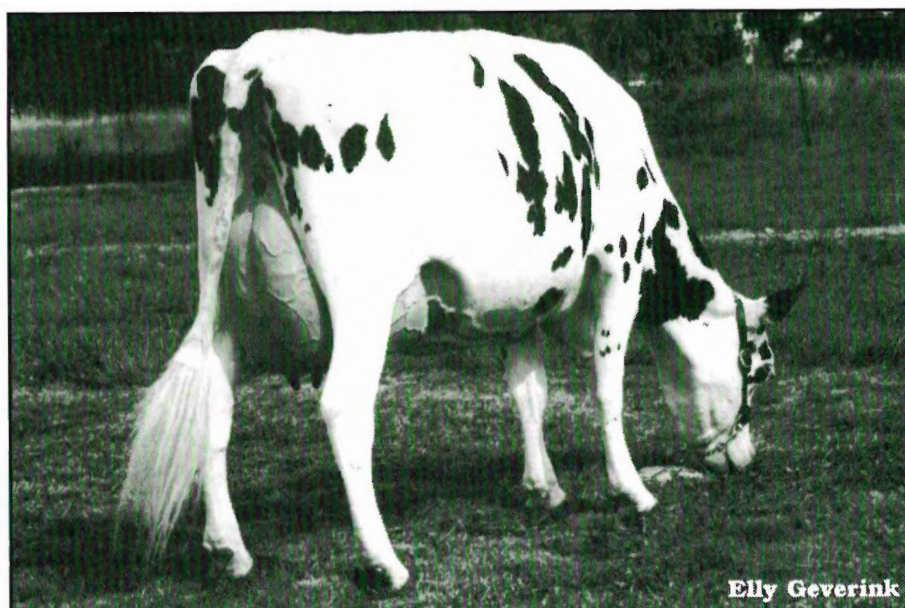
Australian farmers want cows that are easy to manage. The workabilities of the Genetics Australia proven bull team are outstanding, with none better than FORMOST and the new Mascot sons ALLORA and BERMUDA.

For farmers concerned about milk components Genetics Australia has a strong team of percentage lifters combined with a high ASI. These bulls include PINACLE, who is + 19 for both fat and protein deviation. WINLUKE, SHORMAR and TRUMAN all have good positive deviations for protein and fat.

For More Information:-

Bernie Harford
Rob Derksen

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WINLUKE

For medium size cows with
tremendous udders



ALLORA daughter bred by Collin, Kath & Greg Crichton, Leitchville, Vic

You should be using
new graduate

ALLORA

11FFN48 (Mascot x Micheal)

ALLORA, a new Mascot son has graduated into the *Genetics Australia* proven team with flying colours.

His ASI of 122, 38kg Protein (*based on 120 milking daughters*), excellent milking speed, placid temperament and overall udder improvement will ensure he is a very popular bull.

ALLORA is attractively priced at \$18.00 per straw.

PRODUCTION MAY 1998 ABV's

ASI	Prot kg	Prot %	Milk(Ltrs)	Fat kg
122	38	-0.06	1288	48
88% rel			120 dtrs, 67 herds	

WORKABILITY

MS %	Temp %
94	95
79% rel	

TYPE

Like %	O Type	M Sys
95	15	1.4
	82% rel	

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DRIEST STATE GETS SMART WITH RECYCLED WATER PROJECTS

Pipelines to increase production and incomes

Once regarded as waste, recycled water from Adelaide sewage treatment plants will be used to increase the growing capacity for market garden crops and wine grape vines in regions north and south of the city.

For South Australia, the driest State in the driest continent, recycling water is a smart move which will not only guarantee existing production, but is set to double the income of the northern market garden industry, which currently generates up to \$80 million annually.

Market gardeners in the Virginia area north of Adelaide have had limited water quotas from underground bores. But with the delivery of treated irrigation water from the Bolivar treatment works, the 250 growers who have signed 15 year contracts for water supply will now have the opportunity to grow produce year round.

Announcing the construction of the Virginia Pipeline, South Australia's Premier John Olsen said the \$22 million project, which guarantees a minimum of 32,000 mega litres of water annually, will have enormous benefits for the region.

'This project fits perfectly with our just released Food Plan which works towards South Australia becoming a prime food supplier to the burgeoning markets of Asia'.

The Premier said the pipeline complements the runway extension at Adelaide airport, enabling full cargo flights to depart from Adelaide with a fuel capacity to fly direct to Asia.

The Virginia Pipeline project is being funded by the State Government, the Federal Government's 'Better Cities' programme and private industry.

The contract was negotiated with the Virginia Irrigation Association representing the 250 growers, who will have access to this additional water by the end of 1998.

Association President Rocco Musolino said the negotiations had taken a long time, but the hard work had been worth it.

'A lack of water has held us back. We have the expertise, good soil and climate, etc. but the lack of water didn't give us a fair go in dealing with the Asian market. They want long term continuity and the additional water gives us the opportunity to expand, and diversify by growing the specialist crops demanded in Asia'.

Rocco Musolino said the quality of the water which is World Health standards, was another important element in growing export-quality produce, and complements other messages about food grown in South Australia's clean, green and unpolluted and export dollars'.

South of Adelaide, another recycled water pipeline signals good news for the wine industry. Wide tracts of the Willunga basin, long recognised as premium land for grape vine plantings, will receive waste water from the nearby Christies Beach Treatment Plant.

Premier John Olsen said the \$7 million contract to design and construct the pipeline, and the licence to take the water, has been won by a private consortium of local growers, the Willunga Basin Water Users' Group.

"The project fits the plan for economic lift, export growth. Our wines are snapped up overseas and the more we can produce the better it is for us'.

The latest figures to March 1998 show exports of Australian wine into North East Asia worth \$26 million, representing a 56% increase in the past year; exports

into South East Asia were valued at \$36 million, representing a 25% increase in the past year. South Australia's share of these exports has reached 68%.

President of the Willunga Basin Water Users' Group, Vic Zerella said there were 18 wineries and grape growers in the consortium who have been 'pressuring the Government for a couple of years' for the pipeline.

'It will be good for us with increased production and good for the State. It's such a pity to let good water run out to sea, especially in this State which is so dry'.

He said the consortium won the tender to receive, own and allocate the water for 40 years for the users Group and other growers.

About 20% of the treated water will be piped to growers, and represents Stage 1 of the project.

'Over time, it is our intention to use all the water on a demand basis. The growers have to sustain costs and if that happens, we hope that Stage 2 will be in place, using another 20%, in eighteen months time.'

Mr Zerella said Stage 1 will allow 600 hectares of new plantings in the Willunga Basin. His company, Tatchilla Winery, will be planting an additional 20 hectares of vines.



COMMONWEALTH BANK WELCOMES SMALL BUSINESS BANKING SET OF PRINCIPLES

Sydney, 6 July 1998:

The Commonwealth Bank has welcomed both the philosophy and content of the Set of Principles announced by the Australian Bankers' Association today.

The Bank helped develop the new Principles, titled "Banks and Small Businesses Working Together". The Bank's General Manager Business Customers, Hugh Harley said the Principles encourage better understanding of the roles and responsibilities of banks and small businesses in their financial relationships.

"These Principles formalise and reinforce the relevance and value of the Commonwealth Bank's existing quality practices in liaising with our business clients, so, for us, they do not represent any notable change to our current

commitment to client satisfaction", Mr Harley said.

"The Bank has led the industry in providing practical, supportive tools such as Better, Business Planner, which helps small businesses plan and record, manage and provide financial information. This unique Business Planner underpins key components in the Set of Principles, notably the importance of information exchange and fostering strong and successful relationships.

"We also have longstanding internal processes for resolving issues that may arise, the aim being to achieve a positive outcome for both the Bank and our small business customers. While we always hope to achieve an amicable internal resolution of an issue, the access of small businesses to the

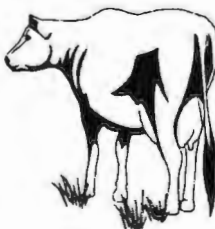
Australian Banking Ombudsman Scheme provides an external assessment and alternative path to resolution.

"The Commonwealth Bank believes the Set of Principles reflects the banking industry's commitment to building and maintaining better relationships with small business clients and we support the review of the Principles, scheduled to occur in 2000, which will allow improvements to be made based on the feedback of involved parties", Mr Harley said.

For further information contact:
Bryan Fitzgerald
Executive Manager
Group Corporate Relations
Phone: 02 9378 2663
Mob: 0414 789 649

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RAB Australia's Gold Medal Vintage

New STEP Graduates

1998 is truly a Vintage Year for RAB Australia, Eight new Holstein and Three new Jersey bulls have graduated, with honours, from the RAB STEP Program. Two full brothers have leapt to the dairy scene in SEMTECH and NUCLEAR. NUCLEAR is the highest *new* bull to graduate from any Australian Progeny Test program with an ASI of 147. The two brothers are followed closely by VISION, one of Mascot's highest Australian type sons who provides a complete package for any breeding program. Add in the type scores of JETBLAK and OPERA, protein score of SAMARAI, workabilities of GRID and BIGGUN to create yourself the team of the decade.

Jersey breeders will be immediately enthused by the performance of FINALE, JAZZMAN and WARRANT. The three bulls provide a complete package of high production, exceptional workabilities and outcross pedigrees.

Update on 1997 Premier Sire Team

RAB's already-proven sires continue their climb in production performance. 1997's most popular sires have all increased their ASI through the addition of daughter numbers and maturing of existing daughters. As the reliability of their proofs increase, so have their ASI values.

BLIZARD holds the position of No 1 Australian bull, again! This is BLIZARD's fourth consecutive increase in ASI with his popularity soaring. DELROE, SADDAM and SOLDYA have all achieved massive increases in their ASI with BARBAR, DOUGAL, VAL, VALE, and S. Centurion sitting very well.

Influence of RAB's STEP Program

RAB Australia progeny tested 6 of the top 10 Holstein bulls and 3 of the top 10 Jersey bulls as part of the STEP Program. The STEP program is currently testing 130 bulls under random conditions throughout Australia. The goal is to continue to produce Australia's highest ranked production bulls with excellent workabilities and type traits which improve the longevity and profitability of herds across the country.

Pricing

RAB Australia emphasises the company's commitment to dairy farmers by providing Australia's top sires at very affordable prices. Semen prices range from \$12-\$24 per dose for the Domestic Bull Team.

Holstein Summary

- Six of the Top 10 Holstein bulls were progeny tested by RAB's STEP Program
- Australia's No 1 Bull is BLIZARD, for the second year in a row
- DELROE is the highest ranked outcross bull available in Australia
- NUCLEAR is the highest Australian bull to ever graduate from a domestic progeny test program
- Australia's top mammary score bull is JETBLAK
- SADDAM is Southwind's highest overall type-scored son
- GRID is the first Australian-proven Prelude son
- RAB Australia graduated 8 new Holstein sires, 5 of which were bred through the "Elite" breeding program

Jersey Summary

- Three of the Top 10 Jersey bulls were progeny tested by RAB's STEP Program
- FINALE is the No 2 Production bull in Australia, followed by SOLDYA at No 3

For more information, please contact RAB Australia on (02) 6026 2226 or your local semen reseller.



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THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

Introduction

The definition of a specialty cheese depends entirely on one's individual perspective. Within the Australian dairy industry it is generally considered to be a non-cheddar cheese. To the consumer, all cheese varieties are different and have their own characteristics and there is no such thing as a specialty cheese. To a small farmhouse cheesemaker producing cheddar cheese types, they are specialty cheeses.

The Australian cheese industry has undergone significant development since its beginnings in the 1800s. The major thrust of the industry has been the production of cheddar cheese. Cheddar cheese held a dominant market share, with little else available in the first half of this century. By 1965, non-cheddar varieties accounted for around 7% of the total cheese market. In 1996-97, sales volumes of non-cheddar varieties have risen to just above 40% of the total cheese market or 55% of the natural cheese (non-processed cheese) market (Anon. 1997).

Company amalgamations over the years have seen an estimated 90% of plants closing. In recent years, however, there have been an increasing number of cheese plants, mainly through the establishment of small or farmhouse cheese companies.

The evolution of an industry

The history of cheesemaking in Australia reflects the history of settlement over the past 200 years, with all its variations. Late in the 1800s, when the first co-operatives were formed, it was the techniques of the English cheesemakers, who had perfected methods for cheddar and cheddar derivatives, that were mostly used in the new factories. What were known as large co-operatives in the 1800s would be insignificant in comparison to the co-operatives of the 1990s. These factories were mostly located in Queensland (the Darling Downs), NSW (north and south coasts) and Victoria (mostly in Gippsland valleys and western Victoria) (Vondra 1985). A few others were found in South Australia. Cheddar was developed as the king of cheeses and Australian cheddar was considered an equal to any in the world, a status it still holds today.

It was around the 1930s soon after the first significant Italian and Greek migration, that the first continental-style cheeses were commercially available. Cheesemakers such as Nat Italiano of Perfect Cheese, began a long association with the industry by selling their products within their own ethnic communities and gradually to the ever-expanding market that included the Anglo-Australian consumers.

It was not until the '50s, '60s and early '70s, when hundreds of thousands of people from all over the world came flooding into Australia, that new market demands were created. Italian, Greek, German and other continental cheeses began to appear on the market in

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Summary

The Australian cheese industry has, in its short history, undergone significant change. Cheddar was once the only cheese of significance to Australian manufacturers and consumers. Changes in population dynamics through the migration of Europeans to Australia in the second half of this century has been responsible for creating a strong demand for non-cheddar cheeses. Our industry has both suffered and benefited from the importation of specialty cheeses, to the point where most of the non-cheddar cheeses consumed in Australia are made locally. Each state has a number of cheddar and non-cheddar production plants producing cheeses from cow's, sheep, goat and buffalo milk. Australia's industry is fragmented into decreasing numbers of mass-production plants producing a majority of our commodity cheeses and an increasing number of small farmhouse plants producing high-value specialty products. Technical expertise, quality and marketing are the key to the survival and prosperity of both sectors.

greater quantities (Vodra 1985). Most of the non-cheddar cheese plants at this time were operated by either Italian or Greek Australians.

In the '60s, it was claimed that there were around 20 varieties of cheese produced in Australia, rising to more than 40 by '70. The number of varieties remained static for a time. This was a time when there was intense and often unfair overseas competition. Imported cheese quantities were rapidly increasing, causing severe difficulties for Australian manufacturers. European countries were selling cheese into Australia at prices well below cost, a situation made possible by subsidies provided by the governments of the exporting countries. Our anti-dumping laws were not able to prevent such a situation. This competition caused the local manufacturers to either drop product lines or become more efficient. Improvements in efficiency, lower milk prices and levies on dumped products assisted a turnaround. By the mid-'80s, there were more than 50 different cheese varieties produced and by 1989 the dairy buyers guide listed more than 160 varieties. The 1995 listing contained more than 225 varieties.

On this basis, the explosion of varieties has really occurred over the past 10 years. Part of the driving force behind the change was the need to produce

THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

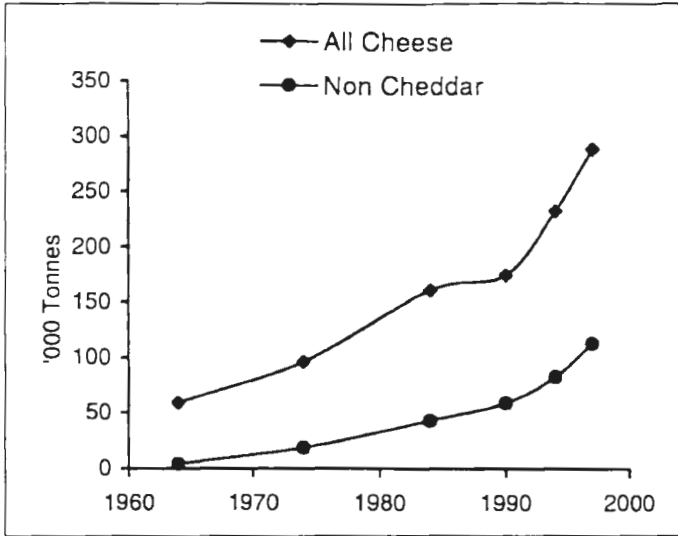


Figure 1: Production of Australian cheese 1964-97.

higher value cheeses. Australia produced cheddar in great quantities and at a low price. In the most part, cheddar producers diversified into non-cheddar lines such as edam, gouda, romano and mozzarella. These lines were sufficient in quantity to mass produce in mechanised plants. The explosion in varieties, however, has originated from small and new specialty cheesemakers.

The dairy cow was and still is the dominant source of milk for cheese. In the past decade, there has been a surge of interest in cheese production from sheep and goat's milk. There are around 20 companies producing non-bovine cheese.

Production and market trends

Australian production of cheese has been increased steadily over the years (Figure 1). The records show a trebling of production between 1964 (55,000 tonnes) and 1990 (170,000t). Production has escalated at an even greater rate since, rising to 290,000 t in the past seven years. The increase has been more a reflection of our export expansion than do-

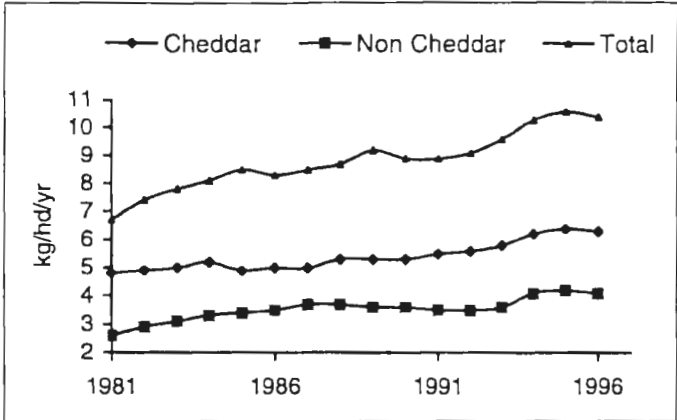


Figure 2: Australian per capita cheese consumption.

mestic consumption.

The growth areas in the domestic market are in convenience and reduced-fat lines, with the latter now occupying 19% of the market. If we track Australia's domestic cheese market over the past 15 years, a steady increase in cheese sales is evident. An increasing population has assisted this, however, consumption has also risen. There have been marked increases in total sales of all cheese, as well as the non-cheddar varieties. Through extensive marketing campaigns by the Australian Dairy Corporation, as well as greater awareness of the range of cheeses available, the consumption of cheese has risen steadily over time (Figure 2). In world terms, Australians eat significantly less (10.4 kg/hd/yr) than the world leaders - France (23.3), Germany (20.1) and Greece (20.0).

One of the success stories of Australia's Italian cheese industry is the dramatic rise in the consumption of parmesan (Figure 3). Parmesan consumption has nearly trebled since 1989, with almost all of the increase being Australian-made parmesan. The tonnage of Australian-made parmesan increased from just under 2000 in 1989 to more than 4000 t in 1995.

The mass producers of cheddar have, in the past decade, diversified to produce significant quantities of non-cheddar cheeses, mainly gouda and pizza cheese, often using cheddar plants to make hybrid versions of

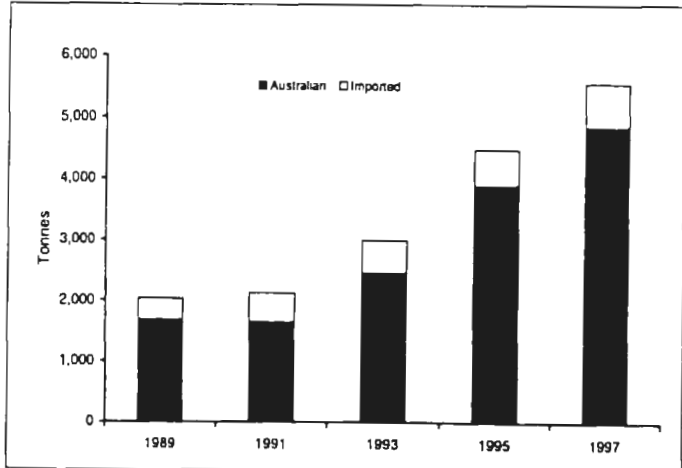


Figure 3: Domestic consumption of parmesan.

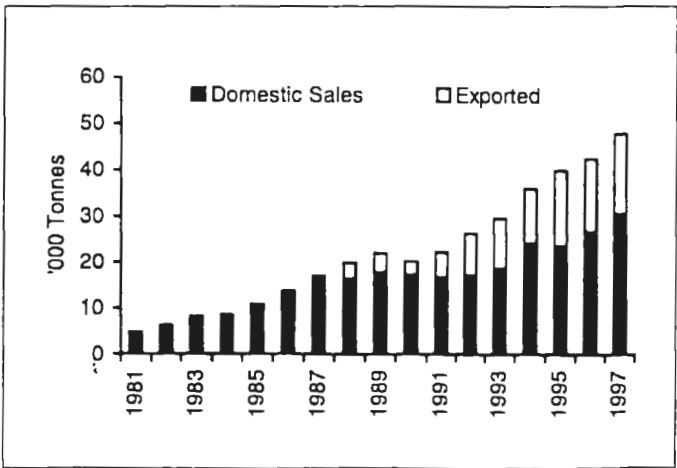


Figure 4: Australian shredding cheese markets.

THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

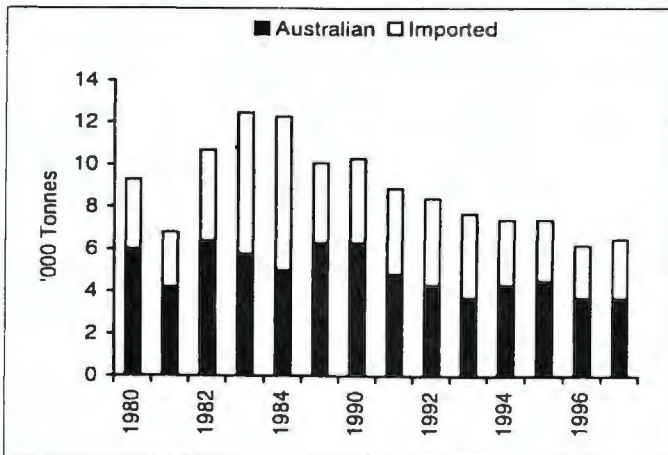


Figure 5: Domestic consumption of eye cheese.

these cheeses. We have also seen these same cheddar plants used to make romano, parmesan and Swiss styles, however they are products made for specific markets, generally not resembling the traditional variety and do not pose a threat to the traditional markets. They have in the main expanded the export market of Australian cheese. The shredding cheese market (mainly pizza cheese) has shown remarkable growth in both the domestic and export sectors (Figure 4).

Looking at eye cheese consumption, the picture is not so bright. Cheeses in this category include edam, gouda and Swiss types. Consumption of these cheeses has dropped significantly over the past decade, now being half the 1983 levels (Figure 5). We have only a handful of manufacturers producing the traditional eye cheese types for the Australian market and no exports of substance. Success in the eye cheeses area is with the export of a hybrid gouda made in cheddar plants. This style of gouda, sold in a 20 kg rindless form, goes mostly to Japan. Volumes have expanded from 6000 to 14,000 t in the past five years.

The mould and surface-ripened cheese market has lacked significant growth over the past eight years

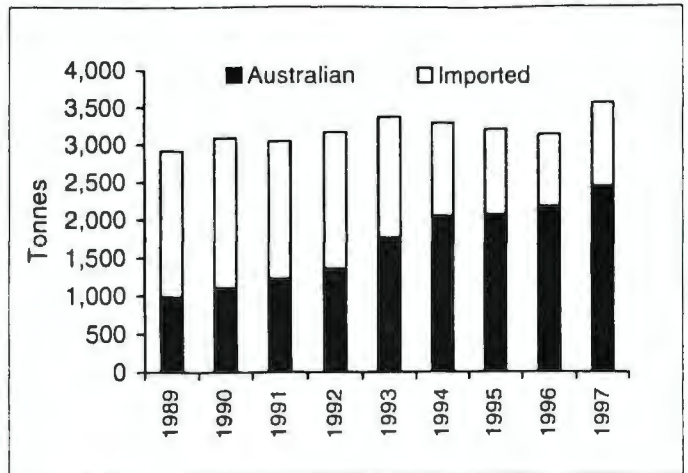


Figure 6: Domestic consumption of mould and surface-ripened cheese.

(Figure 6). In three of the past four years, there has even been a slight decline in the market. The positive aspect here is that the Australian-made products have increased from 30% to 70% of the market by displacing imports. This change in consumption from imported to local product has enabled significant increases in the production of mould-ripened cheeses. However, unless domestic consumption increases, the only room for additional production will be for the export market. It would not be unreasonable to suggest that Australian manufacturers will reach a limit in their share of the market of between 80% and 90%.

The mould and surface-ripened cheese sector is one that sees relatively high retail prices. Prices of these Australian cheeses are generally between \$25 and \$45/kg. This enables imported cheese to be competitive, even after the costs of air freight are included.

The number of manufacturers of white mould cheese has increased from two or three in the 1970s to seven by the end of the 1980s. Today, about 14 cow's milk and six goat and sheep's milk manufacturers produce more than 40 different brands.

Historically, there was seldom more than one blue veined cheese manufacturer operating at any one time.

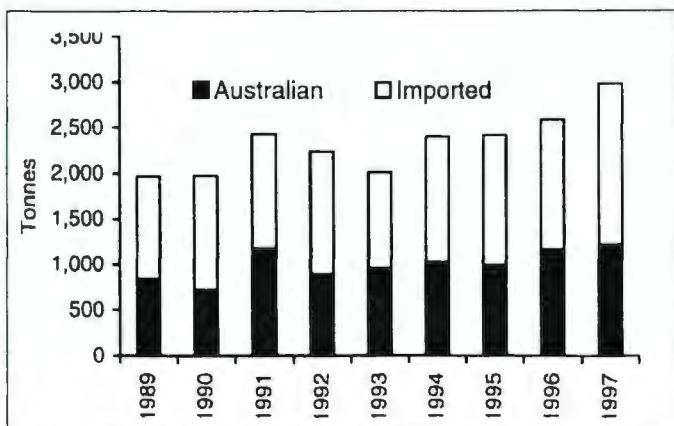


Figure 7: Domestic fetta cheese market.

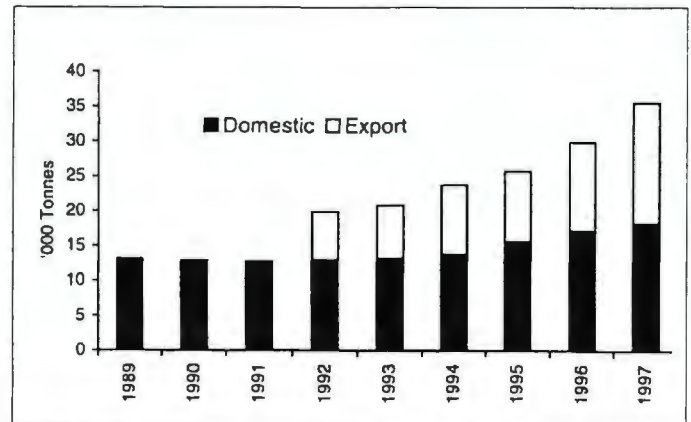


Figure 8: Markets for fresh cheese.

THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

Table 1: Number of cheese plants by size, state and milk source.

	Small	Medium	Large	Total
NSW	4c, 1c-s, 4g	10c	1c	20
Qld	4c	2c	2c	8
SA	6c, 2g, 1 c-g, 1s	1c	1c	14
Tas	9c, 2g	2c	1c	12
Vic	9c, 2c-g-s, 1g, 3c-g, 1s-b	16c	5c	37
WA	3g, 1s, 4c	4c		12

Milk source: c=cow, s=sheep, g=goat, b=buffalo.

From the early 1980s, the numbers began to increase and today we have around 12 listed manufacturers. The washed-rind or surface-ripened cheeses were virtually unknown in Australia until the late 1980s, with no washed-rind cheese manufacturers listed, but today we have at least six commercial manufacturers. All of these washed-rind cheese manufacturers also produce mould-ripened cheese.

With respect to the consumption of fetta cheese, while sales have overall been on the rise, the consumption per head has not risen significantly. Competition from imported fetta at unrealistic low prices has been responsible for the surges in consumption. Australian fetta manufacturers claim to have suffered from product dumping onto our markets. Apart from favourable prices, the main reason for the demand for imported fetta is that the milk used for the imported products is often sheep, goat or a blend with cow's milk, giving the fetta a flavour unattainable with Australian cow's milk. There is some Australian fetta produced from sheep's milk, however, the high cost of milk production makes it expensive to make.

Figure 8 shows the market distribution of fresh cheeses. The domestic fresh cheese market is steadily increasing, owing to greater consumption of cream and neufchatel cheese types. The same two products are largely responsible for increases in the export volumes of fresh cheese. The cottage market is static at 4500 t, while the ricotta market has jumped from 1000 to 2846 t since 1992.

State by state

Victoria accounts for just over 60% of Australia's cheese production, SA 12%, Tasmania 9%, Queensland and NSW 8% each, and WA 1.5%. The number of cheese production plants in each state is not proportional to production levels (Table 1). For the purposes of classifying the cheese plants by size, the following classification applies: large >250,000 litres per day; medium 10,000-250,000 L/day and small <10,000 L/day.

New South Wales

Around 20 factories produce specialty cheeses in NSW. The plants producing goat and sheep's milk

cheeses do not come under the state dairy authority jurisdiction and, as such, are able to produce cheese in facilities that may not otherwise be approved (de la Motte 1998). The Haberfield family established a cheese factory producing a substantial range of Swiss cheeses under the Swissfield label, but through an ownership change in 1996, the Parmalat label has not replaced it. All cheese types are produced within the state.

Tasmania

Tasmania is home to two of the nation's best-known cheese companies, Lactos and King Island Dairies. Until 1993, Tasmanian dairy laws allowed the production of raw milk cheese for farmhouse cheesemakers producing less than 30 tonnes per year. Without the need to purchase a pasteuriser, this enabled small enterprises to commence business with lower up front costs.

Milan Vynalek has spent his life perfecting European-style soft-ripened cheeses in his factory in north-west Tasmania. His first application to produce these speciality cheeses was rejected in 1954, but the Czech refugee, then 29 years old, managed to overcome the governmental restrictions and he soon founded lactos. In the first year, 37 t were produced. The range of varieties soon included limburgier, romadur, tybo, cheddar, gouda and edam. By 1958, camembert, Swiss and baby gouda were added. Now one of Australia's largest non-cheddar cheesemakers, it was sold to the French company Bongrain in 1981. The company now produces more than 21 varieties of cheeses.

Also known throughout Australia is King Island Dairies. Its first foray into cheesemaking saw mainly cheddar and mozzarella cheeses produced. Now these two products take a back seat to an extensive range of blue, white, washed rind and soft fresh cheeses. In the 1970s, the company saw turbulent financial times, with the Tasmanian government stepping in to assist and provide support. It was later sold and is now privately owned by a group of investors.

At least six other small farmhouse cheesemakers have commenced business in Tasmania in recent years.

Queensland

THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

Queensland has a total of eight listed cheese producers, four of which could be considered small and two medium in size. Considering Queensland has the third highest population of all the states, its non-cheddar and total cheese production is quite low. This is a marked turnaround from the early years, when there were once 48 small cheese plants in the Darling Downs alone. Probably the best-known Queensland brand is Unity, with the Unity Blue being its flagship (Dennien 1998). The Kenilworth cheese plant was owned and operated by Kraft Foods. The decision to close the plant resulted in its sale to a group of its former employees. It is now a successful business with a range of cheddars, non-cheddar cheese styles and yogurts. The Malanda plant on the Atherton Tablelands has for many years produced cheddar but has over time diversified into mozzarella and some hard Italian cheeses.

South Australia

There are 14 registered cheesemaking establishments in SA, nine of which are small and independently owned, producing non-cheddar cheese. The two largest companies, National Dairies and Dairy Vale, are the only two producing significant quantities of cheddar cheese.

The survival of small-scale cheesemakers in SA is very high but two of the small cheesemakers do not rely on their cheesemaking operations as their principal source of income. Milk supply to most of the cheesemakers is through one of the two major companies. SA has seen the same trend as most other states, in that many of the cheese factories that began operations pre-1970 have now closed (Rice 1998).

Victoria

Victoria with 37 cheese plants, is the largest cheese-producing state. Around 90% of the state's cheese production is made in five large cheddar plants. There are, however, more than 30 other small-to-medium plants operating. Victoria boasts nine farmhouse cheesemakers vying for the high-value end of the market and a strong Italian cheese sector with about 10 Italian family-based cheese plants. It was not until the 1960s and early '70s that milk pasteurisation was gradually introduced into many of these Italian cheesemaking plants. The cheesemakers would often complain of lack of flavour in the cheeses as a result of pasteurisation, but these flavour changes were also brought about by improvements in plant hygiene and sanitation. Milk was almost always purchased from larger co-operatives and often supplied only once or twice a week. This was not conducive to quality cheesemaking. Today, many of these plants still operate and have switched to collection of their own milk direct from farms, with gains not only in price but quality. The use of whey starters rather than pure cultures was common in this sector of the industry, but

often they were not fully understood and eventually most converted to commercially available starters.

A significant part of the Italian cheesemakers' business was the production of ricotta. The sale of ricotta has retained some tradition, in that sales from the factory door in either tubs or direct into customers' saucepans and pots is still thriving.

The predominant products were mozzarella, provolone, pecorino, romano and ricotta. The outlets were primarily small delicatessens, small supermarkets and individual pizza shops. The boom in the pizza and fast food sector, particularly pizzas, has not seen these plants expand accordingly. The rapidly expanding pizza cheese market sector has largely been taken by the larger manufacturers, which produce mass quantities of mozzarella at prices unable to be matched by the smaller plants.

Two companies with a large range of specialty cheeses produced are Timboon Farmhouse Cheese and Tarago River Cheese. Both companies started as small farmhouse factories and have expanded several times.

Western Australia

The industry in WA is small but still boasts 12 registered cheese companies. Ten of these are non-cheddar cheese plants, almost all established since 1970. They comprise four non-bovine and six cow's milk cheese plants. There are two cheddar plants, one of which also produces mozzarella. The cheese plants are located in the dairying areas to the south of Perth (seven) and in and around Perth (five) (King 1998).

Cheese from milk other than cows

The establishment of a sheep or goat cheese production plant depends on which state the intended plant is to be located. States vary on their legislative control over operation and structural requirements. There is a limited quantity of both sheep and goat milk in Australia, but what milk is available is usually at least three times the price of cow's milk. The sheep dairy industry is in its infancy. Most milk has so far been sourced from local sheep breeds, which were never intended for milk production. Imported breeds are entering the country and should raise milk yields two or three fold, a move essential if the industry is to survive.

In a bold move, one Victorian farmer imported a number of Italian buffalo and in 1996 we saw the first buffalo milk cheese produced.

Constraints to development

The development of non-cheddar cheese, particularly the mould and surface-ripened cheese, has been hampered by a lack of technical expertise in their manufacture and technology. Until 1983, the supply and demand for cheesemaking education and training was directed solely towards cheddar cheese producers.

THE DEVELOPMENT OF THE AUSTRALIAN SPECIALTY CHEESE INDUSTRY

Recognising the interest in other varieties, in 1983 Gilbert Chandler College commenced training courses in the technology and production of all major cheese types, a situation that continues today.

The number of cheesemakers with knowledge and practical skills in the area of non-cheddar types is low. Many operators of the new small plants that commenced operations in the past decade have suffered from the lack of practical skills. They must learn on the job, as there is still a shortage of skilled cheesemakers.

The future development of the farmhouse cheese industry will continue to be hampered by legislation. The requirements for establishment of a factory are the same for any cheese plant, whether it is a farmhouse or large factory. While this ensures high

standards are met at all times, it can be prohibitive to would-be cheesemakers.

Conclusion

The Australian cheese industry is experiencing strong growth. Production, domestic consumption and exports are at an all time high. The number of cheese plants is increasing and interest from prospective producers is also strong. The future of our industry, however, will increasingly depend on strong marketing and maintaining high-quality products, as well as cost competitiveness.

Source: The Australian Journal of Dairy Technology

Three Japanese Exchange Students are in Australia as part of a dairy exchange educational program with Japan.

The students will be in Australia for two months.

Any farm families interested in billeting the students please contact

John Hill - Onkaparinga Institute - 08 8391 736

Jaylene Gurr - SADA - 08 8293 2399

URGENTLY

ELECTRICITY - SELL!

How Quickly we Forget!

Less than 10 years ago, the South Australian Government lost billions of dollars through a number of commercial failures, in particular, through those of its Government-owned State Bank. The full extent of those losses only became widely publicised in the early 1990s, caused the resignation of a Premier and gave rise to a lengthy and very expensive Royal Commission.

The South Australian people were saddled with debts that, to this day, are making it very difficult for the Government to find enough money to provide services to South Australians after spending the millions of dollars of interest on our State debt.

So why would we want to run the risk of going down this same path in the future with our electricity industry?

There will be a national electricity market soon and South Australia will be a part of this.

It will be very competitive, with commercial risks therefore for the operators.

Why would we want our State Government in there again - in a highly competitive market, trying to compete and putting taxpayers' money at risk?

A competitive market is the right way to go to ensure cheaper electricity for South Australians in the future.

The State should sell its electricity industry assets and get out while it can.

The irony of course is that, in so doing, the Government can raise substantial sums of money and retire some of that debt accumulated from our last major Government forays into big business.

A simple lesson from history.

Source Business SA

Volume 13 No. 6 - July 1998

Attributed to Lindsay Thompson, CEO

SA Employers' Chamber of Commerce & Industry Inc.



D a i r y S A

REGIONAL DEVELOPMENT PROGRAM

There have been a number of changes to DairySA as from 1 July. Hans van Dyk is now our Project Coordinator and can be contacted by:

Phone: 0500 813600

Fax: 0500 813601

or at DairySA, PO Box 50, Blackwood, SA, 5051.

We thank Shirley Smith for her assistance in establishing DairySA. Her commitment to the Board and the DairySA programs have certainly been appreciated.

Liz Kellaway (an Independent Director from Turnbull, Porter, Novelli) is retiring from the DairySA Board to study "Journalism in Rural Issues" as her theme for her 'Churchill Scholarship'. Congratulations Liz.

Ken Smith, a dairy farmer from Meadows, has been appointed as the new Farmer Director with the new Independent Director to be announced after the 4 August.

National Foods again sponsored the Dairy Research Foundation Country Tour with Seminars held at Murray Bridge on 13 July and Mount Compass on 14 July. Guest speaker, Dr Sinclair Mayne from the Agricultural Research Institute of Northern Ireland spoke on "Maximising Production from Grazed Pasture" and the "Role of Supplementary Feeding with High Yielding Dairy Cows" followed by "Recent Advances in Improving Animal Production from Conserved Forage (Silage)". DairySA GrazGuide Coordinator, Greg Mitchell, presented an update on "Pasture Management for South Australian Dairy Farms". The sessions were extremely interesting and were very well presented by two knowledgeable speakers. Thanks to National Foods

and Dairy Farmers Group for supporting the two days.

The "Women in Dairying" group in the Lower Murray has certainly been busy. Karen Altmann and Lisa Sanders organised their first major project, a session on "Calf Rearing" with Dr Bernie Mason, Murray Bridge Vet Clinic, which was held at the Murray Bridge Community Club on 22 July. Approximately 35 women from as far away as Meningie and the Fleurieu Peninsula, as well as four men, took home some very useful tips. A practical "on farm" session will be held as a follow up for participants.

Further days are being planned on topics such as "Understanding the Milk Statement", "Cow Health" and "Milking Machine Maintenance". For more information contact Karen on (08) 85310712 or Lisa on (08) 85691175.

Don't Forget. The DairySA AGM will be held at the Flaxley Agricultural Centre on 24th September at 10.00 am.

Guest Speakers are:

Angus Hume, DRDC Coordinator,
National Milk Harvesting Program

Meaghan Johnston, (AgVic) detailing the
"Labour Productivity in Milk Harvesting"

More details next month.

Property Management Planning. Two groups have just started in the Lower Murray area and would like a few more participants.

For further information please contact Richard Williams, PMP Planning Officer on (08) 8535 6407.

What's in a name?

For these people, their career path was preordained. A recent check of the Australian Veterinary Association's membership database has revealed:

- Two members named Dr Bird
- Two named Dr Crane
- Two named Dr Bullock (one of the two is a dairy cattle specialist)

Other names include Drs Chicken, Sparrow, Woof (a cats and dogs specialist), Herring, Fox, Eagles, Bull, Swan and Lamb. At least one AVA member is not going to win any popularity poll with the pigs - Dr Bacon. And finally, the person heading the AVA - Chief Executive Officer Ms Barbara Horsfield. La, la, lah!





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QUARTERLY DISEASE STATISTICS

Quarterly Disease Statistics

Control activities

Enzootic bovine leucosis

EBL accreditation programs have been operating in the dairy industries in Queensland and NSW for several years. Victoria, South Australia, Western Australia and Tasmania are undertaking a program of bulk milk testing of all dairy herds. Table 2 shows the number of dairy herds tested free at the end of the quarter.

Table 2: Dairy herds tested free of EBL at 31 March 1998

	NSW	NT	QLD	SA	TAS	VIC	WA	AUST
Free	1473	0	1735	762	719	6481	455	11 625
Herds	1795	0	2026	787	810	8453	467	14 338

Ovine brucellosis

Accreditation programs for ovine brucellosis freedom are operating in most States. Table 3 shows the number of accredited flocks at the end of the quarter.

Table 3: Ovine brucellosis accredited free flocks at 31 March 1998

NSW	NT	QLD	SA	TAS	VIC	WA	AUST
1280	0	71	554	150	767	86	2908

Tuberculosis

Australia was declared a Free Area for bovine tuberculosis on 31 December 1997. The National Granuloma Submission Program is the major surveillance method for TB under the Tuberculosis Freedom Assurance program. Table 4 summarises results from the Program. There were no cases of TB detected in the current quarter in the 508 granulomas that were submitted.

Table 4: Results of the National Granuloma Submission Program

	Granulomas Submitted	TB +ve
Jan - Mar 97	1043	0
Apr - Jun 97	943	1
Jul - Sep 97	1464	4
Oct - Dec 97	848	0
Jan - Mar 98	508	0
NSW	79	0
NT	0	0
QLD	288	0
SA	17	0
TAS	50	0
VIC	4	0
WA	70	0

Johne's disease

JD is seen primarily in dairy cattle but occurs occasionally in beef cattle, sheep and dairy goats, and has been diagnosed in a small number of alpacas. JD occurs in NSW, Victoria, Tasmania and South Australia. Surveillance programs support the view that cattle in Queensland, Western Australia and Northern Territory are free of JD, and active measures are taken to stamp-out any incursions. There are also Market Assurance Programs (MAP). Table 5 shows the number of herds and flocks known or suspected to be infected.

Table 5: Herds/flocks with JD at 31 March 1998

	Cattle	Sheep	Goats	Alpacas	Total
NSW	135	161	4	1	301
NT	0	0	0	0	0
QLD	0	0	0	0	0
SA	27	0	0	0	27
TAS	32	7	9	0	48
VIC	1643	42	0	11	1696
WA	0	0	0	0	0
AUST	1837	210	13	12	2072



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Cattle MAP

The revised MAP for cattle, CattleMAP, was endorsed by Veterinary Committee and AAHC in March. Fifteen hundred copies of the Rules and Guidelines have been printed for distribution to owners of assessed herds, approved veterinarians and other interested people.

The major change in the CattleMAP is the consolidation of Tested Negative (TN) and Monitored Negative (MN) testing streams into one MN stream. Herd status in the original National JDMAP is transferred to the CattleMAP. All herds at the same level (1,2 or 3) have equivalent status and cattle can move freely between TN1 and MN1 herds and between TN2 and MN2 herds. TN herds will progress to the next highest MN status at their next negative test and assessment (i.e. from TN1 to MN2, TN2 to MN3). With this change, the testing now involves cattle over two years of age. In herds with up to 210 cattle over two years of age, all such cattle will be tested. In larger herds a sample of up to 300 cattle will be tested.

The other main change is that, under certain conditions, assessed herds can now source bulls from traditional bull supply herds that are one status lower. The number of assessed herds in CattleMAP increased to 416 (278 beef herds and 138 dairy herds) at 30 April 1998.

Source: *Animal Health Surveillance Quarterly* / Volume 3.

HISCOL - BULL DAYS

Tuesday: 25 August
Mt Gambier - Lakes Resort

Wednesday: 26 August
Meningie - Waterfront Motel

Thursday: 27 August
Murray Bridge - Community Club

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Dairy Rural, Shepparton 03 5831 6319 - Dairy Rural, Stanhope 03 5857 2304 - Dairy Rural, Longwarry 03 5629 9313 - Dairy Rural, Maffra 03 5147 1752
Dairy Rural, Poowong 03 5659 2311 - Dairy Rural, Sale 03 5143 3583 - Dairy Rural, Toora 03 5686 2402 - Dairy Rural, Camperdown 03 5593 3025
Dairy Rural, Cobden 03 5595 1713 - Dairy Rural, Colac 03 5231 5277 - Dairy Rural, Cororooke 03 5233 1549 - Dairy Rural, Noorat 03 5592 5202
Dairy Rural, Timboon 03 5598 3202 - Souwest Rural IAMA, Warrambbool 03 5561 3634

FARMING IS HARD WORK

Research released recently by the Australian Bureau of Agriculture and Resource Economics (ABARE) found rural men and women are working longer hours than their urban counterparts, are increasingly relying on off-farm employment to supplement farm family income and are making widespread use of computers as a business tool.

These results are part of the research reported in Australian Farm Surveys 1998 produced by ABARE. The report includes the result of surveys covering over 70 per cent of farm businesses and provides information on running sheep, beef, cattle, dairy cattle, and/or growing grain crops.

ABARE's Jayne Garnaut said the surveys show farming is hard work.

"We found when we added up the hours worked, that men and women are averaging about 69 hours per week throughout the year on four main activities," she said.

"These are on and off-farm employment, household work and childcare and community and volunteer work. In comparison, men and women in the general Australian population spend about 48 hours and 45 hours per week respectively on similar activities according to a survey done by the Australian Bureau of Statistics in 1992."

Ms Garnaut said the proportion of time women in farming are spending in off-farm employment is growing and their off-farm employment rate has doubled since the early 1980s.

"An estimated one-quarter of men and one-third of women worked in off-farm employment in 1996-97," she said.

"Farmers with off-farm jobs tend to be younger, more educated and operate farms on a smaller scale than other farmers.

"Almost half of females with off-farm employment work in professional occupations with most women working in the health and education sectors. By comparison, most women in the broader Australian population work in clerical, sales and services occupations.

"The most common industries men work in for off-farm employment are agriculture, forestry and fishing followed by construction, transport and storage."

Ms Garnaut said farmers in the broadacre and dairy farming industries were also surveyed on their computer use.

"The results were quite dramatic, showing computer use amongst these farmers has doubled since 1993-94," she said.

"Over one third of farmers said they use a computer, with the highest number of users being in the crops industry."

Many farmers have realised computers offer a lot of opportunities to improve farm business management.

"Over four in five users keep track of their income and costs with their computer and in the dairy industry, almost three quarters use their computer for livestock management," Ms Garnaut said.

"Other reasons for the increase may include falling computer prices, greater availability of 'user friendly' software and increasing familiarity with computers amongst farmers.

"However, many farmers said they just don't understand how to use a computer."

Ms Garnaut said Internet use is still in it's infancy.

"We found about 6 per cent of businesses are using the Internet directly for their business," she said.

"Of these only about one in five use it to buy or sell goods or services; however, we expect to see this increase as more farmers become familiar with this means of trading."

Contact: Ms Jayne Garnaut 02 6272 2369

Source: DPIE July 1998.



SUCCESSFUL MEETINGS

Face to face meetings are an excellent way to improve communications and feedback within a company or firm. However, meetings can often be a source of frustration if they are not managed effectively. A smorgasbord of techniques to increase the efficiency and effectiveness of meetings are set out below.

TIMING

Hold the meeting at a time that promotes fresh and focused discussion. Oddly enough, holding meetings first thing in the morning or early afternoon often encourages people to drift. Meetings held at a time before lunch or close to the end of the day naturally keeps people focused and attentive. Time constraints keep unnecessary or unproductive discussion minimised.

AGENDA

Always prepare an agenda. Make sure that it is distributed to everyone before the meeting begins. Include within the agenda a starting time and finishing time. Be prepared to follow the agenda closely, especially in relation to the starting time. Starting meetings late because certain people have not arrived imposes on those who have arrived on time.

EIGHT IS ENOUGH

Effective discussion usually begins to disappear as group size increases. Most experts recommend that a group be kept below eight. If more people are present, be prepared, if acting as Chairperson, to take a more active role in ensuring that everyone gets a chance to speak.

RELEVANCE

Give a brief introduction to each topic as it is reached on the agenda. If someone brings up an issue that is not on the topic at hand, focus discussion back on the relevant issue. If the point raised has merit in relation to another topic on the agenda make sure reference is made to that person's point when that topic arises. If the point raised is on an issue that is not canvassed in the agenda speak to the person later on and/or list it as a topic for a future meeting. At all times the goal is to be supportive and encouraging. If those aims are a priority then people will feel comfortable raising issues of controversy, and giving genuine feedback that assists the firm or company in recognising real weaknesses.

SUMMARISING

Summarising discussion of each item on the agenda promotes a

sense of progress. Summarising is also useful in highlighting important points that have arisen, and thus reinforcing those points for the participants.

BREAKS

Meetings where people are bored or inattentive are completely ineffective. Try to ensure that any meeting that goes longer than an hour has at least a five minute break. If meetings are to go for more than a few hours, stagger breaks within the meetings and inform those attending that breaks will occur.

DISTRIBUTE THE MINUTES

Preparing and distributing minutes of the meeting reinforces understanding of the key issues that arose in the meeting, and serves as an effective reminder of items that need follow-up work or more attention. Usually minutes should record not only decisions but also who is responsible for what follow-up by what date. It is an excellent idea to attempt to distribute the minutes within 24 hours of the meeting's conclusion. That way any misunderstandings or misallocation of responsibilities can be corrected whilst the meeting is still fresh in the participants' mind.

Source Business SA July 1998.

Australian Dairy Industry Survey: 1997-98

ABARE is writing to request any assistance your organisation may be able to provide by informing your members of the 1997-98 Australian Dairy Industry survey (ADIS).

ABARE will commence fieldwork in Queensland on Monday 27 July 1998. Field work in other States will be undertaken progressively until December.

This annual survey will provide dairy farmers, industry organisations and governments with accurate and timely information on the economic circumstances of dairy farmers and their industry.

Estimates for 1997-98 and 1998-99 will be produced later this year and made available at the National

Agricultural and Resources Outlook Conference in March 1999.

Participation in this survey is voluntary. However, the survey is funded by the Dairy Research and Development Corporation and depends on the cooperation of those producers selected to represent their industry. ABARE undertakes not to publish or release data which may identify individual farms unless the cooperator provides authority for us to do so.

Your assistance in this matter is very much appreciated.

Yours sincerely,
BRIAN FISHER
Executive Director

ABARE Innovation in Economic Research
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NEW NATIONAL STRATEGY TO MANAGE AUSTRALIA'S AG&VET CHEMICALS

A new national strategy to manage agricultural and veterinary (ag&vet) chemical use will help ensure Australia remains a leading producer and exporter of primary produce, the Parliamentary Secretary to Minister for Primary Industries and Energy, Senator Judith Troeth, said today.

Senator Troeth, who has responsibility for ag&vet chemicals in the Primary Industries and Energy portfolio, was speaking at the launch in Canberra today of *Management of Agricultural and Veterinary Chemicals - a National Strategy*

"Consumers want to be confident the food and fibre they buy does not contain harmful chemical residues. They also want to be sure the use of ag&vet chemicals will not harm the environment or their health," she said.

"This Strategy was developed cooperatively by industry, government and public interest groups.

"It will help ensure we use our ag&vet chemicals in a way which minimises the risks to health, the environment and trade; encourages long-term sustainability in our agricultural sector and contributes to national prosperity," she said.

It will look at issues such as:

- integrated crop and pest management;
- environmental contamination;
- worker safety;
- spraydrift; and
- the safety of the food supply.

"Many of the Strategy's components are already in place; however, there is a real need to bring them together under a more durable and coordinated national framework to ensure Australia achieves best practice management of its ag&vet chemicals."

Senator Troeth said the Strategy, which is being published and distributed on behalf of the Agriculture and Resource Management Council of Australia and New Zealand (ARMCANZ), encompasses a shared, national vision for the use of ag&vet chemicals.

Senator Troeth stressed the Strategy is a planning framework for action and does not seek to be prescriptive.

"The Strategy is designed to provide guidance and demonstrate how activities which involve the use of ag&vet chemicals affect the whole community," she said. "No organisation can implement this Strategy on its own. That task will need to be shared by all stakeholders and depend on their goodwill and their commitment."

Further inquiries:

Senator Troeth's office Alex Staples (02) 6277 3002 or 0417 449 921
DPIE Ray Jeffery (02) 6272 5686



PRESS RELEASE

KRONE SILAGE WAGON - EASY DECISION

Western Australian Farmers, Eddie Zambonetti and his two brothers, were more than pleased with the outcome of their last season's work. Prior to the season they purchased an eight tonne Krone Titan Silage wagon with the intention of reducing the costs for making Silage to feed their beef cattle herds and in turn raise production levels from their herd. As it worked out they got an unexpected bonus from their purchase, an opening for some contracting work in their area making pit silage for neighbours.

Eddie and his brothers originally turned to a Krone Silage wagon because of the ease of operation and lower on-farm costs. He said the decision was quickly justified in the first season not only by their better on-farm returns, but also by interest generated through their new methods by their peers.

The decision to purchase a Krone Silage wagon was not made lightly. Having a medium sized operation meant he and his brothers had to carefully consider their options. In the end they chose a Krone because of its superior features. Such as simplicity of the cutting system; easy knife selection method with the added bonus of stone protection; the fully automatic floor chain tensioner; and the electro magnetic in-cab controls that give him full control of all the wagons operations from the comfort of the tractor cab.

According to Eddie, one of the main points convincing him that a Krone was the way to go was the fact that it gave him a one-man operation for his feeding requirements. The Krone silage wagons are supplied standard with a cross conveyor and rear metering rollers. This meant he could not only use the wagon for harvesting and filling his pits but he could also use it when it came time to feed-out as well. The cross conveyor allows him to run along side his pad and feed either green chop or silage directly to the cows.

Another bonus according to Eddie "is the low power requirement, it really doesn't use much when I'm harvesting, the only time I use the horse power is when I'm going over the pit and even then the power is not as important as the weight of the tractor. I reckon a good solid 100hp tractor would be ample. After sales support was also a major consideration in purchasing the Krone", he goes on to say "I bought it from P.L Bolto's in Albany and after speaking with Graham I was left with no doubt that Krone's 24 hr parts and service support would keep me going. So far I haven't had to get Graham and the boy out of bed yet to try it, but give it time".

Kubota Tractor distributes Krone products in Australia through their national dealer network. Kubota have a long association with Krone, nearly 26 years, and are proud of their alliance with one of the worlds leading Silage/Hay equipment manufacturers.

For further information, or the name of your nearest dealer, please ring Freecall 1800-334-653 for details.



NATIONAL RESIDUE SURVEY

RANDOMISED AND TARGETED PROGRAMS

Residues of agricultural and veterinary chemicals and natural contaminants (mainly metals) in agricultural products are matters of concern with respect to trade, the commercial value of products and human health.

Maximum residue limits (MRLs) for residues and maximum permitted concentrations (MPCS) for metals, are set by the Australia New Zealand Food Authority and the National Registration Authority for Agricultural and Veterinary Chemicals. They are then adopted by State authorities responsible for agriculture and health. Residue monitoring programs are operated by Commonwealth and State Governments, commodity boards, food and retail companies.

The main Commonwealth residue monitoring programs are operated by the National Residue Survey (NRS) and are funded by cost recovery from participating industries. In general, NRS programs are of two kinds, randomised and targeted, and although they represent different responses to different needs, they both provide a quantification of the prevalence of residues in agricultural products. This information can then be used for a number of purposes: to demonstrate to buyers that a product meets residue requirements (many importing countries demand compliance with standards), to provide a yardstick to assess the success of industry-run quality assurance schemes, and to identify non-conforming product so that remedial actions can be undertaken.

Randomised programs are statistically based and designed to monitor the residue status of either all Australian production of a commodity, or that part of it destined for export. In general the requirement for acceptance is to demonstrate 95% confidence that less than 1% of a commodity contains a residue over the MRL or MPC. NRS currently runs randomised programs for about 30 commodities, and in 1996/97 this involved about 50,000 analyses. The trend is one of expansion, not in terms of the number of samples per commodity, but in the number of commodities which producers wish covered by programs.

Targeted programs are conducted to address a specific residue problem which poses a high risk (or potential risk) to public health or market access. These programs are designed to better define a problem and to put in place management practices that minimise the chances of residues occurring in produce. NRS manages these programs nationally,

and in 1996-97 this involved over 40,000 samples. To date targeted programs have only been conducted on beef.

AUSTRALIA FRESH LEADING THE WAY FOR FRESH PRODUCE IN ASIA

Australia Fresh recently boosted its profile in Asia by taking part in Food & Hotel Asia '98, a major regional food exhibition held in Singapore during April.

The *Australia Fresh* stand was part of the Australian national stand and created a high level of interest with importers, wholesalers, retailers from across South East Asia, as well as other exhibitors. More than 20,000 people visited the exhibition and *Australia Fresh* Promotions Manager Mary-Jane Bottom said she was impressed with not only the volume of inquiries but the quality of inquiries made by the regional trade.

'The trade fair was just one event in a busy week for *Australia Fresh*. The apple and pear season's promotional program was also launched at a dinner attended by more than 100 people, which included key importers, wholesalers and retailers,' Ms Bottom said.

'The promotion program for 1998 is based around a competition called 'Australia's Best Apple & Pear Cash Giveaway' and will have a strong presence in Singapore's leading supermarket chains.'

Following the season launch for apples & pears in Singapore, similar events were held in Malaysia, Indonesia and Hong Kong outlining the individual promotional programs tailored specifically for these markets.

In addition, to launching the promotional program a new *Australia Fresh* initiative was introduced to the trade at all of these events, the Fresh Produce Retail Training System.

This is a training system specifically designed to improve the product knowledge and practical skills of fresh produce retail staff in Australia and Asia. It is a comprehensive package of training and information materials produced by skilled experts in the fresh produce industry made up of three components:

1. Retail Guide to Fresh Fruit and Vegetables - an authoritative reference on the most popular fruits and vegetables produced in Australia, displayed on individual product sheets.
2. Fresh Produce Profit Improving Program is a guide to the basics of fresh produce retailing. The video was

filmed in Malaysia, Singapore and Hong Kong and features preferred retail practices from a number of retailers. There is also a workbook that can be used in conjunction with the video.

3. *Fresh Produce Retailing Training Materials* covers, in detail, all the knowledge and skill areas essential in a busy retail store. The training for shop floor staff is tailored to the needs and conditions of individual stores, delivered in short, sharp topics.

Australia Fresh was also a sponsor of the inaugural Asia Fruit Congress held at the same time as the exhibition in Singapore. Many of the leading traders and personalities in the fresh produce industry were present at this event.

Australia Fresh took the opportunity of having this high calibre audience to launch a new concept that has been developed in conjunction with the Retail Promotions Centre in Singapore, and will be sponsored by *Australia Fresh*. A concept stall has been developed for use in the wet markets that is compact, attractive and ideal for use in the markets. The units will be branded with the *Australia Fresh* logo and should be a successful development for the market.

'Australia's commitment to the fresh produce trade in Asia is stronger than ever despite the recent currency problems and judging by the interest we received on our recent visit to the market there are still plenty of traders interested in doing business with Australia,' Ms Bottom said.

'Through *Australia Fresh*, the Australian industry has a strong platform to position its product, promotional activities and image.'

For further information on any of the *Australia Fresh* activities please contact the Australian Horticultural Corporation on phone 02 9357 7000 or fax 02 9356 3661.

***Australia Fresh* - towards 2000 and beyond**

The profile of Australian fruit and vegetables in Asia markets has been steadily growing since the introduction in 1996 of the '*Australia Fresh*' scheme to promote Australian fresh produce under the one brand.

Australia Fresh is coordinated by the Australian Horticultural Corporation (AHC) and AHC Promotions Manager Mary-Jane Bottom says it represents quality, freshness and natural goodness in fruit and vegetables.

'*Australia Fresh* is an umbrella brand and promotional support program with the sole aim of creating a preference for Australian fruit and vegetables in our

export markets,' Ms Bottom said.

Australia Fresh identifies a broad range of products as Australian in origin and superior in quality, freshness and taste.

'In the three years since the program was established *Australia Fresh* has helped industries such as apples, pears and citrus to build a profile for their products based on being Australian grown and the best in quality and taste.

'*Australia Fresh* encompasses a broad range of fruit and vegetables, and as such is able to achieve almost year round exposure to the Asian consumer by promoting each individual product at the peak of their season,' Ms Bottom said.

The *Australia Fresh* program has the support of 31 of Australia's leading exporters, who as a group export more than 70 percent of Australia's exports of these products.

The list of products exported by these 31 companies not only includes the products generically supported by *Australia Fresh*, such as apples, pears and stone fruit, but also potatoes, other vegetables, oranges and table grapes.

The Australian stone fruit industry recently made the *Australia Fresh* program the platform to launch its first industry coordinated promotional program, which is currently running in Taiwan for the 1997/98 season.

In 1998/99 they hope to expand their promotional activities into other Asian markets under the *Australia Fresh* banner.

One of the strengths of *Australia Fresh* is that all the exporters associated with the program have to meet a stringent set of quality guidelines and have a recognised quality management system operating in their business.

'This ensures that product promoted under *Australia Fresh* meets the highest possible quality standards internationally,' Ms Bottom said.

'*Australia Fresh* is only associated with Australia's best fruit and vegetables and Australia's best leading exporters.

Australia Fresh provides a mechanism that unites a range of products and a number of exporters, giving them the strength to compete successfully on the global market.

'Australia isn't necessarily a large volume producer but this unique scheme ensures Australia delivers a

INTERESTING ARTICLES FROM SUPERMARKET TO ASIA MAGAZINE

high quality product supported by a strong promotional program. Some of the larger volume producing countries are only able to promote one product in one season, once a year,' she said.

In addition fruit and vegetables bearing the *Australia Fresh* mark have been grown in the ideal environment that Australia provides for producing healthy, tasty and nutritious produce.

Australia's temperate climate allows a wide variety of fruit and vegetables to be grown all year round from summer stone fruit to winter navel oranges.

The driving force behind the future of Australia Fresh is the recent development of a three year strategic plan, which sets the direction and strategies to take the scheme beyond the year 2000.

Ms Bottom said the three year plan includes four key elements:

1. A strong focus on trade activities and the relationship with importers, wholesalers and retailers,
2. The development of an integrated retail package, that not only includes new and innovative promotional concepts, but also looks to address the needs of retailers in areas such as fresh produce training and staff educational resource materials,
3. The plan includes a flexible branding strategy which enables a broad range of product to be promoted to the consumer under *Australia Fresh* while also supporting the strength of existing Australian brands, and
4. It reinforces and further develops the quality criteria in line with international trends.

The new strategies incorporated in the three year plan for *Australia Fresh* will be implemented this year resulting in stronger trade, retail and consumer activities.

For further information contact Mary Jane Bottom at the Australian Horticultural Corporation on phone 61 2 9339 1317 or fax 61 2 9356 3661.

Long term vision in Asia for Australian apple and pear industry

The Australian apple and pear industries are prepared to ride out the waves of the current economic environment in Asia because it sees the market as essential to its overall long term success.

Australian Apple and Pear Growers Association President Kevin Baddiley said Australian apple and pears

have been in the market for a number of years and see this continuing well into the future.

'We are confident of maintaining our market presence in 1998 particularly in our traditional markets of Singapore, Malaysia and Indonesia,' Mr Baddiley said.

'We want to further develop our place in these markets while at the same time developing our newer Asian markets such as China, Hong Kong and Taiwan.'

Promotional activities are planned for all these markets in 1998 as part of the Australia Fresh scheme.

Australian apples and pears are promoted generically under the *Australia Fresh* banner and Mr Baddiley said the scheme has had a unifying effect on the industry.

'In the past promotions tended to be on an ad-hoc basis done by individual companies with no sense that the product was from Australia,' he said.

However, through *Australia Fresh* the industry has adopted a long term approach to its Asian marketing efforts which reflects the importance of Asia to producers in Australia.

'Industry has invested heavily in *Australia Fresh* - it gives us a banner to hang our promotional activities from, allowing a multitude of suppliers using different brands to create an impact under the one brand. These companies are all too small to make an impact with consumers but by uniting through *Australia Fresh* we can have a significant presence that allows the customer to identify our quality produce as healthy and Australian,' Mr Baddiley said.

'The markets of Malaysia, Indonesia and Singapore already appreciate the great eating qualities and the cleanliness of Australian fruit and we hope this will expand into more Asian markets in the future.'

Australia Fresh is coordinated by the Australian Horticultural Corporation (AHC) and Promotions Manager Mary-Jane Bottom said the program has started off well this year.

'*Australia Fresh* is an integrated program of activities specifically designed to suit the unique characteristics of each individual Asian market,' Ms Bottom said.

Australia Fresh will formally launch the 1998 Australian apple and pear season to the Asian trade at functions in Singapore, Kuala Lumpur and Jakarta in mid-April.

The 'currency crisis' has created some hurdles in some Asian markets, however, the apple and pear industry remains excited about the new season's trade activities, which are focusing on supporting relationships

established with the trade in recent years.

'The emphasis on trade relationships is a new initiative for the apple and pear industries and is a definite strength of being involved with the *Australia Fresh* program,' Mr Baddiley said.

The 1998 apple and pear program will incorporate a range of Asian markets such as Singapore, Malaysia, Indonesia, Taiwan, Hong Kong and China. A full calendar of activities is planned including advertising, public relations, consumer competitions, in-store promotions and merchandising.

An enhanced feature of the apple program in 1998 will be the introduction of *Australia Fresh* stickered fruit.

'The stickers will allow the Asian consumer to immediately identify that these apples are Australian when they are purchasing from their regular retail outlet,' Mr Baddiley said.

New and exciting point of sale material has also been developed for each market in their local language.

Australian stone fruit launch export campaign from Taiwan

The 1998 promotional program for *Australia Fresh* in Asia is stronger than ever and this year has been buoyed by the participation of the stone fruit industry.

Australia Fresh is coordinated by the Australian Horticultural Corporation (AHC) and promotions Manager Mary-Jane Bottom said the decision by the Australian Fresh Stone Fruit Growers Association to do their export promotions under the *Australia Fresh* banner has further strengthened the program.

'*Australia Fresh* is an integrated program of activities specifically designed to suit the unique characteristics of each individual Asian market with the stone fruit campaign starting in Taiwan for this year,' Ms Bottom said.

In 1998 generic promotions for stone fruit will only be held in Taiwan but there are plans to expand the program into other Asian markets in 1999.

A launch event for the industry was held in Taipei during February so that the Taiwan trade could hear first hand about the industry's plans for the future.

Stone Fruit Industry Manager with the AHC Wayne Prowse said the Australian stone fruit industry was very pleased by the response from importers and wholesalers who attended the season launch event.

'There were around 50 representatives from the Tai-

wan trade at the launch and all were keen to hear about the stone fruit industry's promotional plans and future promotions in Asia under the *Australia Fresh* banner,' Mr Prowse said.

The Australian stone fruit industry is currently exporting approximately 7 percent of its crop but has set a clear objective of increasing that to 15 percent over the next five years.

The industry's strategic plan allows for a significant increase in the export program over the next few years to help it realise its objective.

'The Australian industry is becoming quite focused on stone fruit varieties that suit the Asian market. There are many growers who have planted varieties such as white flesh, sub-acid nectarines and peaches, that Asian customers prefer,' Mr Prowse said.

In addition to the launch event in Taiwan point of sale material was produced and distributed to retail outlets.

*Source: Supermarket to Asia
Volume 2, No. 2 May 1998*



The Best Kept Secret in Livestock Identification
by Garry Edwards

For many years now livestock producers have been searching for an effective lifelong identification device for their stock. The problem has been that while some provide high retention rates, they are not always practical for use in the day to day management of the enterprise as they are often too small to read visually at an appropriate distance.

There is presently a livestock identification device trial (ID 2000) being undertaken throughout Australia testing a wide range of devices. The initial results from this trial indicate that ear tag retention rates can be greatly increased by simply inserting the tag closer to the head of the animal.

The results of this trial will be used to formulate device standards for the National Livestock Identification Scheme (NLIS). These standards are due to be released by the end of this year. The NLIS will require stock to be identified with a lifelong breeder tag that will identify the animals breeder and property of origin.

This scheme will aim to trace animals throughout their life using a national database, so as to provide accurate records of an animals history both pre and post sale or slaughter. If an animal does have a problem it will be identified early, via the national data base, minimising the chance of contaminating a shipment of livestock or livestock products.

There is also increasing pressure being placed on farmers to make their production systems more accountable, through Quality Assurance (QA) Programs. To implement a successful QA program a farmer is going to need to use an identification device, that is not only easy to read and use, but is also capable of achieving high retention rates and storing the required information to maintain farm records. Another issue that must come into consideration is the safety and user friendly nature of identification systems for both the animals and operators.

Ear tags made of a highly flexible and durable polyurethane material will assist in increasing retention rates above that previously attained by harder, conventional plastics. The application systems for visual identification devices need to have a tear free, self piercing design to minimise the likelihood of ripped ears and the possibility for infection. Readability of ear tags can also be increased through various pre-printing techniques.

One product that is capable of achieving these criteria, is the Zee Tag livestock identification range. The Zee Tag is the key product of Austock Rural Services, a company that specialises in providing the highest quality livestock identification devices to the Australian producer. For further information on your nearest Zee Tag stockist ring Austock on (02) 9955 1885.



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Please supply me with a **FREE** (tick ✓ please)

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* Limit of one applicator per customer.



Churchill Fellowship goes to agricultural consultant

Agricultural communications consultant Liz Kellaway has been awarded a Churchill Fellowship to study ways to help Australian farmers improve productivity and profitability.

Ms Kellaway is a senior consultant with leading national public relations company, Turnbull Porter Novelli. She is based at the company's Adelaide office which specialises in developing and implementing communication programs for leading agribusinesses and farmer organisations, both in SA and nationally.

Her selection was announced today by the Winston Churchill Memorial Trust which provides opportunities to Australians from all walks of life to study overseas and bring back knowledge to benefit Australian society. The Trust was established 33 years ago with public donations to mark the death of Winston Churchill. So far more than 2100 Churchill Fellows have travelled the world on Fellowships.

Ms Kellaway has been awarded the Kondinin Group Whittington Churchill Fellowship to travel in 1999. This particular Fellowship is sponsored by the Kondinin Group specifically for an individual to study agricultural communications.

She will use it to visit the United States, Europe and the United Kingdom to study communication techniques which encourage broadacre and dairy farmers to adopt new technology to increase production and profitability.

Now living in the Adelaide Hills at Crafers, Ms Kellaway is originally from the South-East of SA, where her parents, Lyall and Elaine Harfull, have a farm property at Mil Lel, near Mount Gambier.

She trained as a cadet journalist at the local newspaper, The Border Watch, and later worked as a journalist and editor for a variety of media including The Advertiser, Channel Eight and the Stock Journal.

Liz joined Turnbull Porter Novelli as a senior consultant five years ago, and has since provided public relations services to a range of clients, including WMC, BHP, Hi-Fert Pty Ltd, Primary Industries and Resources SA, the Australian Animal Health Council and the SA Forest Industries Training Council.

In particular, she worked closely with the dairy industry for organisations such as the SA Dairyfarmers' Association, Australian Dairy Corporation, and the Dairy Industry Association of Australia.

Ms Kellaway was an inaugural board member of DairySA, the organisation which drives research and extension for the SA dairy industry. She is also a committee member of the Rural Media Association of SA.

She was officially presented with her Fellowship at Government House in Adelaide on August 4.

From the Dairy

To the Table

Orange Liqueur Meringue Cake

Ingredients

8 egg whites
2 cups caster sugar
1 teaspoon vanilla essence

Orange Custard:

8 egg yolks
1/2 cup caster sugar
2 tablespoons cornflour
1/2 cup orange juice
1 cup CREAM

Liqueur Cream:

3 1/2 cups CREAM
2 tablespoons Cointreau
sugared roses, to decorate

Method

1. Preheat oven to 120degreesC. Line three trays with baking paper and draw three 18cm circles and twenty-five 8 cm lines onto paper. Place egg whites into bowl and beat to stiff peaks. Gradually add sugar; beating until glossy. Add vanilla essence. Place into piping bag with 1.5cm, fluted nozzle. Pipe onto lines, around circles, then fill in circles. Bake 1 1/2 hours. Cool.

2. Place the yolks, sugar and cornflour into a bowl, and beat until light coloured. Heat the juice and cream in pan. Gradually add to the yolk mixture, and mix well. Pour into the pan. Stir over a low heat until thick and smooth. Allow to cool.

3. Beat the CREAM to soft peaks. Add the Cointreau and mix well.

4. Place one meringue circle onto a plate. Spread with third of the custard. Pipe CREAM around edge and a little in centre. Top with second circle; repeat with custard and CREAM. Lay last round on top, spread with remaining custard.

5. Spread cream around cake side. Press all but one meringue finger into cream. Pipe remaining CREAM over top, and over cake loosely. Refrigerate 4 hours. Crush and sprinkle remaining finger over cake, top with sugared roses.

Mississippi Mud Pie

Ingredients

250 g plain, sweet biscuits
125 g unsalted BUTTER, melted
1 teaspoon ground cinnamon
300 g dark chocolate
90 g BUTTER
1/4 cup cold, strong black coffee
extra 1 1/2 cups thickened CREAM
2 tablespoon icing sugar
2 tablespoons cocoa powder
2 teaspoons coffee powder

Method

1. Brush a 23 cm fluted flan tin with melted BUTTER or oil. Place the biscuits into a food processor. Process for 15 seconds or until finely crushed. Add the BUTTER and cinnamon and process for a further 15 seconds. Press the mixture into the base and sides of tin. Use base of a glass to smooth surface. Refrigerate.

2. Place the chocolate, BUTTER and coffee into a large, heatproof bowl. Place the bowl over simmering water and stir until the chocolate melts and the mixture is smooth. Stir in the yolks and stand for 10 minutes to cool. Fold in the whipped CREAM and spoon the mixture into the crust. Refrigerate for 1 hour.

3. Remove the pie from the tin and place on a serving plate. Place the extra coffee and CREAM into a small bowl. Using electric beaters, beat until soft peaks form. Spoon the CREAM on top of the chocolate mixture, and refrigerate 10 minutes. Combine the icing sugar, cocoa and coffee and dust over pie before serving.



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Disclaimer

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CHIEF EXECUTIVE'S EDITORIAL

Over four hundred and twenty dairy farmers and interested parties attended the round of District meetings held in late September by the Association. The meetings at Mt Gambier, Nuriootpa, Taillem Bend and Myponga were addressed by Steve Spencer (Whitehall and Associates) and Chris Luz-Raymond (SADA CEO) on 'deregulation.'

Part of the meeting was to provide Members with the results of the Survey conducted by SADA. The Survey highlights a number of key issues for the Association and individuals to evaluate. A summary of the Survey is enclosed in this edition of the Journal.

The take-home message was quite simple - Further deregulation of the Dairy Industry is coming. Dairy farmers should take every step to ensure that they are well prepared for whatever deregulation will bring. The Association will continue to fight for time and resources to assist its Members.

While few questions were asked at the meetings it was clear that those who attended needed time to think about the issues. Branch Committees are urged to call meetings in the next two or so months so that Members can ask those questions.

The 'national adjustment package' that has been spoken about has been the topic of intense Industry meetings recently. The stumbling block still appears to be elements of the Victorian Dairy Industry.

In the meantime the review of the South Australian legislation is about to commence soon. This review will examine whether any or all of the elements of the Dairy Industry Act 1992 will be retained. The Act underpins:

- a. farmgate price legislation
- b. the Equalisation Agreement
- c. licences, training, codes of practice
- d. industry compliance

It is the only piece of government between the Dairy Industry and total deregulation in this State. If this legislation is repealed dairy farmers will have no countervailing power, no 'protection' on the price paid for milk at the farmgate. At least at the moment dairy farmers have a measure of control over the 20 per cent plus of the *equalised* market milk sales.

The review will also establish whether there is a public benefit to retaining the current system. That is, does it cost more than the benefit it provides. It will be critical to the future dairy farmers in this State.



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A MESSAGE FROM YOUR DEVELOPMENT OFFICER

H

I thought maybe it was time for me to write an article for the Journal and give Members an idea of what I have been doing. The first and most important part of the position as Development Officer is to recruit new members and ensure that current Members are well looked after. Another important part of the position is to take information from my farm visits back to the Association.

The Association needs to have a clear understanding of what the needs of the dairy farmer Members and Industry are, and what is necessary for the Industry. We need your input as Members so that we can make decisions on your behalf for the good of the whole Industry as well as the individual.

We want all Members to understand that we have always got their best interest at heart and that the lines of communication are always open.

In mid August I spent three days in Mount Gambier visiting farms in the area. I visited non members mostly and got a very positive response joining several new members; apart from the fact that I was late arriving as I was looking for a Tea Rooms that had been closed for years! There was no sign to say that it was ever a Tea Room in its past life. Mud maps are a great little invention are they not? After several phone calls to the very helpful lady of the household I managed to find my way.

The trip to the South East was very successful. I had some very humorous moments with members of the South East committee who acted as drivers/guides and enjoyed the three days that I stayed. Thanks to those people who came with me to visit farmers. I really appreciate the fact that they gave their own time to join me to visit the farmers in their area. A great way to meet your neighbours in surrounding districts.

The following week was the week of the four Deregulation Meetings which were held around the State. The Executive of the Association were very pleased with the attendance. It was great to see some different faces attending.

Across the state the "Deregulation News" was presented to over 420 farmers by Steve Spencer, Frank Beauchamp and Chris Luz-Raymond. Most farmers would have to agree that the Association is fortunate to have somebody like Steve Spencer with all his knowledge of the Industry at the meetings.

By now everyone should have received their Membership cards and if you have not, please contact the office. The card holders that have returned their cards for correction should have their new cards in two weeks time. All new members will be receiving their cards at this time. We hope that you all got around to reading all the information that accompanied the cards, some of you may be still trying to get through it all.

Last week I attended the Barossa Mid North National Foods luncheon which was very well attended. Congratulations to National Foods for their positive comments about the Industry and where it is heading.

The Jervois Field Day was held on the 22nd September. Our marquee was shared with Wesfarmers Insurance, SAFF and Mapland. Although the weather was very windy and it tried to rain on several occasions the day was enjoyable and it was great to see farmers from the River Murray and Jervois area out and about.

On Thursday September 24 Chris and I attended the first DairySA AGM. Congratulations must go the DairySA Board as they work very well together as a team. You can be assured that your research dollar is being wisely spent. They have some fantastic programs up and running and are always looking for more. The best way for the farmer to get as much education as possible is to join a discussion group in your local area. We have a list of the discussion group leaders, so if you are interested and want to get involved in some hands on knowledge joining your local discussion group is a must.

Some of you may or may not know that my position is now full time so please utilise that time by getting the best out of your membership. If there is any way I can help you please contact me at the Office (08) 8293 2399 or on my mobile. 04 190 35459.

In finishing my brief report I would like to say a special thank you to all the of the Central Council and Committee Members of the Branches that put in time to this Association for the benefits of all dairy farmers. If it was not for these *Industry leaders* we would not have the great team of helpers that we have. There is a lot of behind the scenes work that is done by a very dedicated group. Over the next year we hope to see a lot more Member input in SADA.

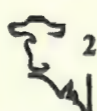
After all we are an Association totally funded by the dairy farmer for the dairy farmer and we are here for you and you only as Members.

Make each day a happy day and smile while you work.

Jaylene Gurr

Note: The issue of non members being invited to meetings and having their say at these meetings was raised and discussed at Central Council in September. After debate the decision of Central Council was as follows:

'That non-members have observer status at SADA meetings unless they have approval from the Chair to speak.'



2nd INTERNATIONAL WOMEN IN AGRICULTURE CONFERENCE

2nd INTERNATIONAL WOMEN IN AGRICULTURE CONFERENCE

In late June and early July I was fortunate to attend the 2nd International Women in Agriculture Conference in Washington DC together with 140 other Australians including the 13 from SA. I was one of eight selected to receive a part bursary from the Primary Industry and Resources Dept and Office of Status of Women and thanks to the SA Dairy Industry including Dairy Vale, SADA, DIAA, National Dairies, IAMA Dairy rural and National Australia Bank, for their generous support by assisting to cover the remaining costs of air fares and accommodation.

The option to participate in a pre-conference tour of California was available (at our own expense) and this excellent opportunity was taken up by 70 of us. We departed Sydney on 23rd June at 3.30pm arrived in San Francisco at 4.15pm on the same day after 15 hours travelling!

Hosted by the California Women in Agriculture we commenced the 4 day tour at 6.45am the next day. Travelling south from San Francisco we visited the famed Salinas Valley, the Monterey County known as the nation's 'Salad Bowl' for its monumental production of lettuce, strawberries and numerous other vegetable and fruit crops. This is some of the most productive and fertile land in USA with 12" of top soil and valued at \$10,000 - \$20,000 per acre to buy and \$6,000 - \$12,000 to lease. It came as no surprise to find they have problems over there too! This season they have seen 3 times their annual rainfall causing all sorts of trouble, the main problem being because of geographical position, their growing season is usually 4 weeks earlier than their competitors in the eastern states, for which time they receive premium prices for crops. But with rail delaying production for approx. 4 weeks there is tremen-

dous concern for financial implications. We experienced value adding at its best in the form of a pre packed Caesar Salad including shredded lettuce, carrot, capsicum, chicken and sachets of croutons, dressing and a fork and serviette all in one plastic pack. Another popular product is a delicious pack of sliced fresh Fuji apples using those that are down graded for the fresh market. It involves the use of a natural fruit enzyme that delays browning with a refrigerated shelf life of 2 weeks, and aimed at the school canteen market and quick snack section of supermarkets. Cameras were not allowed in these processing plants. While on the subject of value adding, we visited the Hilmar Cheese Factory in a beautifully landscaped setting, integrating education and conference facilities and shop, selling every thing from cheese to souvenirs. The factory sources its milk from 150 farmers in the area consisting mostly of Portuguese and Dutch owned Jersey farms. Yes, we did visit a dairy which happened to be an owner and one of the suppliers to the cheese factory with a 40 unit rotary dairy milking 1300 Jersey cows and taking 8 hours each milking. Other places visited included San Luis reservoir supposedly the largest off stream reservoir in the United States. (An off-stream reservoir is a reservoir filled with water pumped from a source other than its natural watershed.) The surface area was approximately 12500 acres.

The US Department of Agriculture is working to eliminate substandard housing from rural America by helping rural people buy, build or rent decent housing. It also creates jobs by funding the growth and creation of rural businesses and cooperatives. In a typical year, USDA Rural Development programs create or preserve more than 150,000 rural jobs, enable 40,000 to 50,000 rural Americans to buy homes and help 450,000 low-income rural people rent apartments or other housing.

We visited a Self-Help Housing project where low-income families become homeowners by helping to build their own homes. Their "sweat equity" becomes their downpayment. Once they have qualified for a loan, they are required to provide between 35 - 40 hours per week for one year. 8 to 11 families share labour within the group and each group has an overseer. We were fortunate to look through a fully completed home including the beautiful landscaping and was impressed by the sheer pride shown by the owners of their home. I was impressed by the whole development, it looked similar to the expensive housing developments around SA. We travelled on to Sacramento (Capital of California), where we toured through their Capitol Building (Parliament). Whilst in the Senate Chamber where we were told a little of California's Legislature, a message appeared on an electronic screen above where the speaker of the Chamber would sit, "Welcome to Australian Women In Agriculture". Made us all feel very proud.

At the end of our tour, we felt the Australian production practices and efficiency would compete quite well with anything we saw. It was also impressive the way individuals, groups and organisations showed pride in what they were doing and achieving and were happy to share their knowledge with us.

We then flew on to Washington DC for the 2nd International Women in Agriculture Conference.

The conference drew more than 1,000 women from 50 countries and featured addresses and informational sessions from international presenters on a variety of agricultural topics. Some countries represented included Ghana, Albania, Guinea, Spain, Uganda, Mexico, Britain, Argentina, El Salvador, Madagascar, Canada and of course Australia and America.

2nd INTERNATIONAL WOMEN IN AGRICULTURE CONFERENCE (Contd)

Issues such as trade, labor, health, information technology, safety, marketing, financial and education were some of the sessions which were available. There were about one hundred workshops divided into three tracks of 'The Business of Agriculture', 'The Agriculture Economy' and 'The Agriculture Community'. We were only able to attend nine. Some of the sessions which I was interested in were: -

Transition from Farm Laborer to Family Farmer - The story of a family (wife, husband and four children) who wanted to escape the grind of working for a large agricultural company in the intense horticultural industry. This family and many others in the same predicament, believed that the out of control use of chemical weedicides and pesticides were causing health problems, including birth defects. On completion of the three year course conducted by the United States Department of Agriculture (USDA) through their Rural Development Program, she approached lending institutions for credit to buy 5 acres of land so they could make the transition from laborer to farm owner but bankers don't recognise women farmers on a small scale. They have now joined a Community Supported Agriculture (CSA) scheme funded by the Economic Development Association allowing them to rent the land for \$500 per year where it is valued at \$1500 per year. The CSA has 35 members each farming 5 acres and certified organic. The benefit is a revolutionary food production system in which consumers pay a local, organic farmer to grow their food. At \$15 a week a basket contains enough produce for a household of 4 and is delivered usually on the day of harvest.

Link Between Agriculture Production and Marketing - Again focused on small scale farms and where diversification, forming cooperatives, tourism, asset sharing and niche and cooperative marketing all became evident.

Solar-Based Rural Electrification and Microcredit - Realisation in Bangladesh that women are the more stable of the two genders. Therefore women's access to capital has become easier. Through a Rural Power Company affiliated with the Rural Bank there is willingness to apply for low interest loans to purchase Solar Energy for their homes with the benefit of extending working hours, increasing income, education and recreation. The statement was made by Chris Rovervo from Nepal that half the world population has never made a phone call, which prompted me to think the sooner the whole world is serviced with solar energy the better off we'll all be.

Entrepreneurial Characteristics of Farm Women - Presented by a great Australian farm woman Barbara Scott who told her story of how the price of wool went from \$11.60/kg to \$2.60/kg. Of how her family business had to diversify by sending their wool to be made into fabric and she then produces garments of all sorts including the fantastic fine wool scarves worn by all the Australian delegation. Those scarves created much interest to the extent that I think there will be some fine wool fabric exported to America.

Alternative Marketing Options - Again there was evidence through grants from the USDA, of America committed to supporting their rural communities. 94% of America's farms receive a gross income of less than \$250,000 and 86,000 farms are involved in direct selling through USDA weekly markets, roadside sales and pick-your-own etc., involving \$400 million to the nation. A spokesman from the USDA Marketing Service was trying to warn Americans that traditional farm programs were ceasing because of the global economy looming but when asked about the Crop Insurance Program he said it was still in existence.

We were told during our trip in California that the trend is toward larger corporate farms with the emphasis on cost control, and that small farms can continue, but with assistance

from USDA subsidies. I don't think America can afford to remove them. Government policies need to be designed to allow small producers access to fair markets and redirect some programs skewed toward serving the interest of large agribusiness. Primary industries sectors must be allowed to have a say in the National Competition Policy processes. Commodity prices must not be cut so low as to not give the producer a fair price. Below cost marketing is no good for anyone especially rural communities.

The contributions of the presenters and the attendees was of such high standard I learnt the necessity of good communications in business and family, setting and achieving goals and milestones, and the need to accept change if that is what is required to expand and succeed in business.

Following the workshops each day the Australian delegation met to discuss key points from each session, to summarise what we had learnt and to share with interested groups back in Australia.

The dairy content of the conference was small but significant in the fact that the Convenor of the 1st International Women in Agriculture Conference, Mary Salce, a dairy farmer from Gippsland, was a keynote speaker at the opening of the Washington Conference. Cathy McGowan, presented a workshop on Women in Leadership. Cathy spoke of her work as a consultant with the DRDC, and her involvement in visiting women dairy farmers around the country to encourage them to increase their contribution to the dairy industry not only at, but also beyond the farm gate. I also picked up a booklet titled "Biotechnology" and in it is an article on BST (bovine somatotropin). Four years ago BST was a topic not openly discussed. In fact milk companies were advertising their product as BST free. But now it appears to be widely used as a safe way of enhancing milk pro-

2nd INTERNATIONAL WOMEN IN AGRICULTURE CONFERENCE (Contd)

duction and serving as an important tool to help farmers improve the efficiency of their operations. It is said that BST benefits large and small herds alike, and can play a critical role in helping farmers with limited resources. I wonder how long before Australia uses this technology?

On the second day of the conference was the Salute from Australia lunch hosted by the Ambassador to the USA, Mr Andrew Peacock, and sponsored by the Australian Wheat Board Ltd and others. It was a terrific showcase for Australian beef, lamb and fruit. An inspiring video titled Gathering Strength was

launched during lunch and sent a tingle down my spine. It was along the theme of the 'Bronze Aussie Woman'. The poem "I Love a Sunburnt Country" was read and overlaid with wonderful images of women in rural Australia. It received a standing ovation. We were all very proud. Women from East Gippsland in Victoria had made a wooden bowl - it is about 75cm in diameter and it was given to the Conference, to be passed on to each Conference. It's lovely with hands, faces and other symbols on the outside and inside. It was a big attraction with people asking to be photographed with an Australian woman and women from African

countries were trying to carry it on their heads.

That night all the Australian delegation were invited to a reception with Mr Peacock. His home is only 1 km from the Omni Shoreham Hotel.

On the last night of the Conference we were lucky to participate in an entertaining and educative tour of Washington DC to view some of its historic and beautiful buildings. Washington really is an amazing city.

Jill McKenzie.

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- MANNUM TO WELLINGTON

A workshop on **common cow problems** will be held on Tuesday 27 October at the Jervois Football Clubrooms. This workshop will be run by Cathie Harvey a dairyfarmer/veterinarian from Narrung.

- 9.45am registration and coffee for a 10.00am start
- Cost: \$6.00 per person
- The day will be a very informative one for all people involved in any way with dairy cows. It will cover a wide variety of topics directly relating to cow health.
- A light lunch will be provided on the day.

RSVP essential by Friday 23rd October to

Karen Altmann 8531 0712
Lisa Sanders 8569 1590

Looking forward to seeing you there.

ANIMAL WELFARE CONCERNS

It seems that animal welfare issues are back in the spotlight and it is likely that the RSPCA and AQIS will focus more on these issues, given the recent cattle deaths during sea transport.

Farmers are reminded of the protocols of Bobby Calf handling. This is an area that the RSPCA will target and it is in all our interests that the dairy industry is seen to be doing the right thing.

Helen Dornom
Australian Dairy Industry Council Inc. - Phone: (03) 9642 8044

LEAK CAN KILL

Dairy farmers and semen resellers may be risking death by carrying liquid nitrogen containers inside cars.

Liquid nitrogen has an expansion ratio of 1:850 - meaning one litre of liquid produces 850 litres of gas when exposed to air in a confined space.

The liquid, used to store genetic material, is supercold at 196 degrees below zero.

The National Herd Improvement Association said just one litre of liquid nitrogen spilled in a car was enough to distort the air balance and possibly suffocate the driver.

Even a slow leak from containers in an enclosed space could cause enough of a nitrogen build-up to create a problem.

Liquid nitrogen is so volatile small spillages on the skin of a handler can leave a severe burn similar to frostbite.

Alarmed at the risks liquid nitrogen poses in the dairy industry, the

NHIA has released a "prudent practice" policy on transport and handling of the dangerous substance.

The association's chief executive, Jim Saunders, said there had been no recorded accidents from liquid nitrogen spills from small containers in Australia, but there were plenty from overseas.

Mr Saunders said employers had obligations under the Occupational Health and Safety Act and the Dangerous Goods Act to inform staff of the dangers of liquid nitrogen and train them in safe handling.

The NHIA policy says:

- Never carry liquid nitrogen containers in cars or a station wagon.
- Carry containers on the tray of a truck, utility or trailer.
- Never fill semen canisters above the neck tube.
- Secure containers in an upright position.
- Ensure the neck plug on a liquid nitrogen container is fitted and vented to allow gaseous nitrogen to escape.
- Ensure the container is clipped shut during transport.
- Never place anything on top of a liquid nitrogen container.
- Ensure adequate ventilation when liquid nitrogen is stored in a room or enclosed area.
- Never hand over a liquid nitrogen container to a customer intending to carry it in the passenger compartment of a car.
- Always warn customers of liquid nitrogen's dangers.

World-Wide Sires Australia manager Geoff Price said handlers of liquid nitrogen should be made aware of its dangers.

"Over time, we all get a touch blasé (about the dangers)," Mr

Price said.

He said his staff were made aware of the dangers of liquid nitrogen and his company would eventually use utilities or professional freight services.

Peter Hemphill.

WORK WANTED

OVERSEAS WORK INQUIRY

Steven van Eldik

31 years, married with one child

Looking for work or management of a dairy farm. Vast experience in the areas of Dairy, Beef, Pig and Game Bird Farming.

Steven is coming from South Africa, is well educated and very keen to find work in Australia.

More information can be obtained from his mother who lives at Hahndorf.

Tele/Fax: 8388 1830 or by phoning the SADA Office for a copy of his CV and more details.



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DAIRY INDUSTRY ON FARM FOOD SAFETY PROGRAM

The Australian dairy industry has endorsed the inclusion of the following elements as being essential for any dairy On-Farm Food Safety Program.

ESSENTIAL ELEMENTS

1. AGRICULTURAL AND VETERINARY CHEMICAL CONTAMINANTS

2. MICROBIOLOGICAL AND PHYSICAL CONTAMINANTS

The following need to be managed to minimise risks from 1 & 2:-

- (a) **Animal Health and Treatments**
 - Correct use of agricultural and veterinary chemicals
 - Vaccinations etc
 - Antibiotics
 - Withholding periods
 - Recording system of treatments, dates, withholding periods.
 - (b) **Animal Identification System**
 - Adequate identification of treated animals (to ensure contaminated milk is kept out of vat).
 - (c) **Livestock introduced**
 - A check system to ensure introduced lactating cows that have been treated with agricultural and veterinary chemicals are identified.
 - (d) **Water Supply (Stock and Shed)**
 - (e) **Stock Feed Supplies (Farm grown and introduced)**
 - A check system to ensure withholding periods are observed for stock feed supplies that have been treated with chemicals
 - Other contaminants.
 - (f) **Milk Cooling and Storage**
 - In accordance with Australian Standards.
 - (g) **Cleaning and Sanitation**
 - Adequate cleaning programs
 - Good quality water supply.
 - (h) **Dairy Maintenance Program**
 - Maintenance of cooling and milking equipment.
 - (i) **Shed and Surrounds and Waste Management**
 - Minimise risk of contaminants.
 - (j) **Training/Appropriate Competencies (can be formal and/or informal)**
 - (k) **Appropriate records to verify actions taken**
- ### 3. AUDIT PROTOCOL

Adoption of an audit protocol for an On-Farm Food Safety program that validates the inclusion of the industry agreed essential elements.

GLENLEIGH
7414
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Please supply me with a **FREE** (tick ✓ please)

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* Limit of one applicator per customer.



LARGE HERDS CONFERENCE 1999

NSW North Coast Wins 1999 Large Herds Conference

The 1999 Large Herds Australia Conference will be held at the Novotel Opal Cove Resort in Coffs Harbour, New South Wales from April 30 to May 3.

"We understand it will be the first national dairy farmer conference to be held on the North Coast of New South Wales," said Large Herds Australia conference manager Tom Phillips. "We are very excited about bringing this major dairy farmer conference to Coffs Harbour.

"We expect more than 500 dairy farmers from across Australia as well as international visitors to attend," he said. "It is a great opportunity for dairy farmers from the region to become involved with one of the largest conferences on the Australian dairy calendar."

Whilst the Large Herds Australia conference is targeted towards the management needs of dairy farm-

ers with large numbers of cows program, its focus on the business, financial and people aspects of running a dairy farm business will be of interest to many local dairy farmers.

The Large Herds Australia conference is the only national conference of its type in Australia and is held in a different state each year. The 1998 conference in South Australia's Barossa Valley was attended by close to 700 dairy farmers from Australia, New Zealand, South America and South Africa.

"The Novotel Opal Cove Resort is a great venue for conference sessions with the added advantage that the majority of dairy farmers will be able to stay at the resort itself," Mr Phillips said.

For conference registration and information please contact Tom Phillips or Deanne Kennedy, Large Herds Australia Conference on phone (03) 5622 2055, fax (03) 5622 2199 or email phillips@descomp.com.au.

Media enquiries: Richard Meredith & Associates, 03 9416 1177.

DAIRY FARMERS CO-OPERATIVE DIRECTOR ELECTIONS

- region 2 - NSW - 3 board positions

MAX COCHRANE

**FOR A STRONG CO-OPERATIVE BUSINESS THAT SECURES
THE DAIRY FARMER'S FUTURE - GROWING TOGETHER**



- Milk Price the most important issue
- Supports external equity needs
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All shareholders from Qld, NSW, Vic and SA can vote for up to three candidates

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PRODUCT QUALITY ASSURANCE FOR DAIRY FARMERS!

Product quality assurance has become a key issue in today's market place as factories, their customers and the end consumer demand guaranteed standards of quality in all food products.

Food Quality Services Pty Limited, the Melbourne based food safety and quality assurance company, has developed a unique food safety and quality assurance program called True Quality. The True Quality program can be adopted by all sectors in keeping their business successful.

True Quality Dairy Farm, designed specifically for dairy farmers is of benefit to those who see the quality of their milk and the management of their farm as key factors in keeping their business successful.

True Quality Dairy Farm is a simple to implement, structured program which builds on a farm's current management system. The program documents and records the requirements of the business together with the responsibilities of farm staff and recognises current industry farm practices. True Quality Dairy Farm is designed to grow with a farm's operations and their quality requirements.

Florida Cheese, a Melbourne based, medium sized, cheese making company specialises in the production of ricotta, mozzarella and pecorino cheeses. Florida has recently adopted the True Quality Dairy Farm program for its 12 supplying farms.

Fabio Portella, Production Manager of Florida Cheese states: "We have our own quality program but we wanted to branch out and target our supply. Milk supply is 90% of our overall raw material supply and it is vital for our overall product quality. We wanted to get it right."

Mr Portella added: "There were several other programs available in the market place but they were very complicated. True Quality Dairy Farm was far less complex, easy to implement and manage. Our farmers felt comfortable with it".

John McPhee, one of the farmers supplying Florida Cheese states: "Quality certification is something all farmers will need to do eventually and the True Quality Dairy farm program is much simpler than anticipated.

Adoption of True Quality Dairy Farm reflects a commitment to food quality and safety and integrating the procedures in the program can bring a greater financial return to businesses. Mr Portella stated: "Our aim is to achieve an overall basic consistency of quality to give us a marketing edge in a competitive market place. Our customers are more confident in respect to quality assurance."

True Quality Dairy Farm certification is awarded after a successful audit conducted approximately three months after the program's implementation. To ensure standards are maintained to True Quality an ongoing assessment is required once per year for an additional nominal fee.

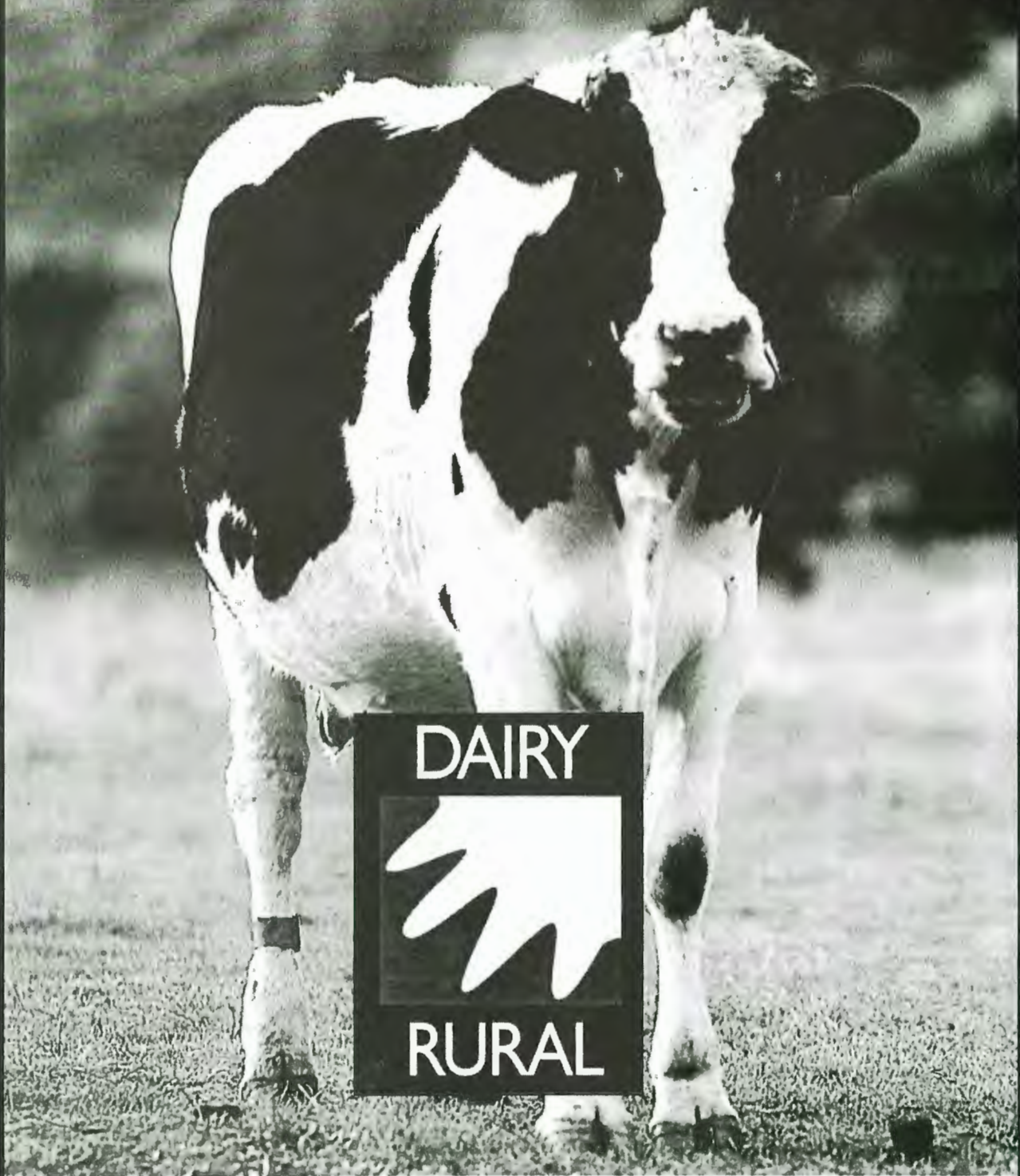
Food Quality Services have an increasing number of customers signed to the program. General Manager, Linda Venables advises "We are very pleased with the response to True Quality Dairy Farm. The focus on quality and the benefits to business by achieving consistently high quality standards, are driving forces in the growing demand for this product". She adds: "True Quality Dairy Farm is a cost effective way of managing food quality and meeting food safety regulatory and legislative requirements to a certified standard."

Food Quality Services provides a complete range of food safety and quality assurance services to all sectors of the food industry including quality systems design including consulting, food safety plan formulation, auditing, verification, training and laboratory services.

For further information please contact:

Anne Raphael Phone: (03) 9426 1661 Fax: 9426 1660 E-mail: araphael@fqs.com.au

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Visit one of IAMA's Dairy Rural
stores and make your
entry today! Entries close
October 31 1998.



ENVIRONMENTAL IMPACT

Heather and Ken Sowerby's property, 'Pampalla Jersey Stud', is nestled in the Adelaide Hills, not far from the township of Brukunga. Brukunga is some 12 km north east of Mt Barker, and only a stone's throw from the Princes Highway at Nairne.

When they took over the dairy from Heather's parents in 1971 it was a three double-up, milking less than 50 cows. A new dairy was built in 1984, taking it to a four double-up, step-up walk through. The type of dairy is as much a reflection on the Sowerby's passion for their Jerseys as their lifestyle. The bloodlines go back to Vynette and Pella.

Needless to say, the dairy itself, milk room, yards and raceway are maintained to perfection. Ken's work with reflection guide markers and 'bump stops' for tankers makes milk pick-up that much easier. Perhaps the only thing that is missing is a cup of coffee as the tanker roles up. That suggestion set ken thinking!

The property spreads 259 hectares adjacent to the Harrogate and Dawsley Roads. It is a dry land operation that produces its own hay and also uses prepared feed that is fed in the bail. The Sowerby's rear their own calves. The herd now stands at 170 all up including replacements, with 100 cows being milked all year round.

As you would expect, the Sowerby's are award winners in their own right for production. In 1997/98 the Sowerby's won a Jersey Society Gold Award with production of 5476 litres from 80 cows with a 197 kg protein and 293 kg fat (490 kg combined) average. Protein averaged 4 per cent and butterfat 5.5 per cent.



In 1992 a 'one hundred year' flood swept through the region. A portion of the Sowerby's pasture at Dawsley Flats was covered by a substantial silt deposit from the flooding of the Dawsley Creek. Dawsley Flats is downstream of the mine site and was used by the Sowerby's as a paddock for growing out Jersey heifers to mating age. Dawsley Creek, located in the middle of the pasture, is also the major water supply for the heifers grazing the site.

Large piles of waste rock and the tailings dam have been identified as sources of acid mine drainage, including heavy metals. The environmental impact caused by this drainage has been complicated by Dawsley Creek running adjacent to the waste piles and receiving up to 60 per cent of the leachate produced.

What the Sowerby's are now confronted with is the possible environmental impact of a disused mine at Brukunga on their stud herd.

In 1993, the 71 unmated heifers, aged between 8 months and two years, that had grazed on Dawsley Flats failed to calve. After their vet ruled out disease and infertility of the bull, the Sowerby's suspected an environmental factor.

They now question whether contamination by the mine waste has occurred, particularly contamination by the heavy metal cadmium. There is a body of scientific and other evidence to say that a prima facie case exists to support the Sowerby's claim.

When the Sowerby's approached the Association, the first action taken was to seek funding through the National Farmers' Federation 'Fighting Fund'.

Unable to find assistance through that avenue, the Association then sought assistance from the Minister for Primary Industries, Natural Resources and Development, under whose portfolio the matter now falls. At the same time the Association assisted the Sowerby's take their case to the local member, Mr John Olsen, the Premier of South Australia.

The Government's response to date has been to set up a 'task force' to examine the issues relating to the Brukunga mine site and its environmental impact. A report is expected imminently.

The situation has become of such concern that the Environmental

ENVIRONMENTAL IMPACT (Contd)



Protection Agency has requested action by the Department of Primary Industries. Primary Industries has taken the step of issuing a public notice giving notice that Dawsley Creek is 'polluted and (in particular) is unsuitable for human consumption ... stock watering, irrigation or any other agricultural purpose.'

ing or sell-
as well as an
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Titles Office without production
of the duplicate instrument on
19/8/1998 or thereafter.
Contact National Australia
Bank Limited (08) 8407 6137.



**PRIMARY INDUSTRIES
AND RESOURCES SA**

PUBLIC NOTICE

Primary Industries and Resources SA has now taken control of the operational management of the Brukunga mine site.

Notice is hereby given that the water in the Dawesley Creek is polluted and (in particular) is unsuitable for human consumption, washing, or other recreational use, stock watering, irrigation or any other agricultural purpose.

**DENNIS MUTTON
Chief Executive**



Government
of South Australia

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In the meantime the Sowerby's await the 'bureaucratic process' as it grinds on, their livelihood and their passion for Pampalla Jersey Stud, in the balance.



SA DAIRY FARMERS
ASSOCIATION INC.
UNIT 5 EMERSON CENTRE
780-802 SOUTH ROAD
GLANDORE SA 5037
TELEPHONE (08) 8293 2399
FACSIMILE (08) 8293 8886

Dear Valued Member

I would like to start this letter by saying a personal thankyou to you as a valued member. The Association is very much aware that the support received from its members by means of attending meeting, financial and volunteer time all helps as we head into a very busy next few months. The Association understands that it is very accountable to every member as an individual and as an industry representative.

A great deal of the Association's recent resources have been devoted to the reviewing the deregulation of the industry and the impact that will have on all South Australian dairy farmers.

I ask you personally as the Development Officer of the Association to encourage neighbours and friends that are currently not members to join the Association and support the industry as we move into the 21 Century. A strong united voice with 100% support from all dairy farmers in South Australia is needed as we prepare for our Review.

A letter has been sent to all non members encouraging them to join the Association. The point has been made very clear to *all* non members that "SADA is the *only* organisation that can and will fight on behalf of the *all* South Australian dairy farmers". Their support is paramount to the industry.

The action being taken by the Association proves to its members that it will not give up on the non members. We are always seeking ways to encourage new membership.

Results of the SADA survey have been enclosed for your benefit. If you have any questions or comments regarding the survey the Association would like to hear from you. I encourage you to take the time to read this as the results are very interesting. SADA is using this material on your behalf.

I would like to thank you once again for your support and look forward to a positive changing industry.

Kind regards

Jaylene Gurr

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EFFICIENT
CLEVER
INNOVATIVE
SUSTAINABLE

VALUED MEMBERS OF SADA SEPTEMBER 1998

ADAMS; L E	River Murray	BLESING; M R, R & K M	Southern Fleurieu
AFFORD; J C & H M	River Murray	BONNEY; K G & M P	South East
AFFORD; K R, G R, S J & G D	Jervois	BOWD; AS & CO	South East
AKKERMANS; R J & M	South East	BRAENDLER; D E, L E & S W	Jervois
ALLEN; I A & A L	South East	BRAENDLER; E P, L E, T H & K D	River Murray
ALTA VISTA ENTERPRISES P/ L	Southern Fleurieu	BRAMLEY; J	Nthn Hills
ALTMANN; J C, M J, D J & K M	River Murray	BRAND; G D & S M	Southern Fleurieu
AMBER, D T, M R & M D	Lakes	BRAND; M W	Southern Fleurieu
ANDERSEN; J, & V L HAYWARD	River Murray	BRAZZALOTTO; M & P K	Central Hills
ARNOLD; B H & B R	Northern	BROKENSHIRE; R L	Southern Hills
ARTHUR; L J & L M J	South East	BRONCA; D A	South East
ASHBY; A M K & J E	South East	BROOKS; L R, R W & H D	Central Hills
ASHBY; B V, B J & T N	South East	BRYANT; R W, J & W R	Southern Hills
ASHBY; G J & J L	South East	BUCHANAN PROPRIETORS	Northern
ASHBY; G N & L K	South East	BURFORD; S J & S A	South East
ASHBY; I A & J	South East	BURGAR; S J & S	Southern Fleurieu
ASHBY; J F & F H	South East	BUTCHER; C J & Y M	Lakes
ATTRILL; B J, L P & D S, & K A HELYAR	River Murray	BUTLER; R J	Milang
BAKER; J L, R E & S L	South East	CAMENS; K B & P J	Onkaparinga
BAKER; R O & P E	River Murray	CARR; N W	Nthn Hills
BALQUHIDDER P/L - NO 1 DAIRY	Southern Fleurieu	CARTER; R E, C H & D G	Northern
BALQUHIDDER P/L - NO 2 DAIRY	Southern Fleurieu	CASE; B F & M	South East
BARKER; P W & S L	Southern Fleurieu	CHANDLER; W G & K R	Milang
BARTHOLOMAEUS; J E	Nthn Hills	CHAPLIN; S A, R A & C L	Southern Hills
BARTLETT; P & D M	Jervois	CHAPMAN; C R & P A	Central Hills
BARTLETT; P, B K & K B	Jervois	CHAPMAN; T L & C E	Northern
BARTLETT; T A, C I & V R	Southern Fleurieu	CHESO; A L & R P	Jervois
BARTON; R G, D E & W L	Southern Fleurieu	CHILDS; H R & L A, & McPHEE; B A & K J	South East
BARTSCH & OTHERS; B D & C K	Lakes	CIC; R E & S	South East
BASHAM; B R & J B	Southern Hills	CLARK; R D & V D	South East
BASHAM; D	Southern Hills	CLARKE; B D & M G, & P G & V M WHITFORD	Southern Fleurieu
BATES; KJ, KW, LJF, M R & MC	Southern Fleurieu	CLARKE; P R, A, & N T	Southern Hills
BAULDERSTONE & OTHERS; EST OF A W	River Murray	CLARKE; T R & A C	South East
BEAUCHAMP P/L; F T	River Murray	CLAYFIELD; D M & K A	South East
BEINKE & CO; E J	South East	CLAYFIELD; R L	South East
BELLMAN; G S & L K	Onkaparinga	CLEGGETT; C M & C P	South East
BELMONTE & SONS; A	South East	CLEGGETT; H & SONS	Milang
BENNETT; C J	Southern Fleurieu	CLEGGETT; L F & J M	South East
BENNETT; C R & D L	Southern Fleurieu	CLOSTER; G R J & V J	Southern Hills
BENNETT; T M, G N & S M	Southern Fleurieu	COLLINS; D L & VICKERS A J	Milang
BERKEFELD; B	South East	COLLIVER; W J, P A & A J	Southern Fleurieu
BERRY; P & C J	Southern Fleurieu	CONNOR; T R & GR	Southern Hills
BERRY; R W, & HARRIS, A W	River Murray	COORONG DAIRIES P/L	Lakes
BIGNELL; N N & K J	South East	COPPING; W	South East
BISHOP; A & B R	River Murray	CORBY; G S & D C	Southern Fleurieu
BISHOP; P R & S G D	Southern Hills	CORBY; P J & J S	Southern Fleurieu
BLACK; W G, Y E, I H & S M	South East	CRANWELL; C R	South East
BLACKER; C R & P J	Southern Hills	CREED; B V G & A W	Southern Hills
BLESING; D C & F J	Southern Fleurieu		

CRITCHLEY; T R, C A & V C	River Murray	FRAHN; L K & D J	Southern Fleurieu
CROMPTON; J W & P P	Southern Fleurieu	FRAHN; R W & D D	Milang
CROMPTON; W H, A R & S M	Central Hills	FRASER; C E, W G & S M	Southern Fleurieu
CROSSMAN; M L & W T	Lakes	FRITH; A C & P M	River Murray
CURTIS; I C, G J & J C	Jervois	GALE; L G & C K	Milang
DALITZ; A G & D J	Southern Fleurieu	GALLASCH; A I & C E	Onkaparinga
DALITZ; K R & E D	River Murray	GALLASCH; N J, B M & M J	River Murray
DALITZ; R G	River Murray	GALPIN; D R, S G, R B & V W	Southern Hills
DALITZ; S R & K L	Southern Hills	GEIER; I E & K J	Barossa
DAMETTO; C	Central Hills	GIERSCH; K W	Jervois
DARLING; R A & I A	River Murray	GILBERT; J H & C M	Southern Fleurieu
DEVLIN; G C & L J	South East	GILLET; B N & L J	Jervois
DODD; T M, H E, S M & J R	Lakes	GILMORE; B K & P A	South East
DOECKE; W N & C A	River Murray	GILMORE; N J C & L F	South East
DOHNT FAMILY TRUST	River Murray	GLADIGAU; I M, B C & I R	South East
DOHNT; C T	Southern Fleurieu	GLADIGAU; N L & L	South East
DOHNT; K J & R B	South East	GLADIGAU; R T	Nthn Hills
DOUGLAS; G I & B J	South East	GLYNN; M T & D S	South East
DOW; T P	South East	GLYNN; M T & D S	South East
DOWDELL; K H & J M	South East	GOLDER; L B & M A	Jervois
DOWDELL; R G, M & W F	South East	GOLDING; P J & B C	Lakes
DOWN; P J & D J	Lakes	GOLDING; DW,GD,TB,KR,& LE	Southern Fleurieu
DREW; A P & M L	Northern	GRANEY; E J, C M & B J	South East
DREW; C J & A P	Northern	GRAVES; H R	Southern Fleurieu
DRIVER; M P	Southern Fleurieu	GREEN; CM, TL & JP	Southern Fleurieu
DRUMMOND; J H	Onkaparinga	GREEN; M G & J F	Onkaparinga
DUELL; H R & M J	Jervois	GRIFFIN, C J & W A	South East
DUELL; W A & S O	River Murray	GROTH; J C, R A, A J & G C	Southern Fleurieu
DUNCAN; W J & L R	Central Hills	GUNN; E G & M C	South East
DYCER; G K & E M	South East	HAMILTON; D, P, G & M	South East
EARL; P L & T M	Nthn Hills	HAMLIN; T J & G J	Southern Fleurieu
EATS; I M & R J	Southern Hills	HANEL; W H & H G	South East
ECKERMANN; J W & R L	Lakes	HANN; M V & M H	South East
ECKERMANN; M A & M	River Murray	HANNAFORD; M J J & R L	Onkaparinga
EDMONDS; P J	South East	HANSEN;BD&SM & DM CRIVELLARO	Jervois
EDWARDS & CIANTAR	South East	HARRIS; J G	Nthn Hills
EDWARDS; M A & A J	Southern Hills	HARRISON; R B	Onkaparinga
EDWARDS; R J & P J	Onkaparinga	HARTEN; B G & K R	Jervois
ELTON; C J & M L	South East	HARVEY; D A L & C J	Lakes
EWING; A W & F A	Central Hills	HARVEY; G G & M K	Northern
EWING; S J & V	River Murray	HAWKE; S T & J	South East
FERRARESE; M S	Central Hills	HAY; K G & V R	South East
FERRARI; P M & Y K	South East	HAYWARD; Est. of P C F	Southern Fleurieu
FIEBIG; D J & T A	South East	HEADING; B J & A R	Jervois
FIEBIG; P W & S M	Lakes	HEADING; R J, J C, W H & A A	Lakes
FIEBIGER; R L & G A	Nthn Hills	HEINTZE; M R & E A	Barossa
FIEGERT; D W	Jervois	HELYAR; W C & S A	River Murray
FIMMELL; M G & S M	South East	HENTSCHKE; P W & J E	Nthn Hills
FINNIGAN; D P & S C	South East	HERRMANN; R P	Nthn Hills
FISCHER; H T & M I	Jervois	HEYWARD, N W & G A	South East
FISCHER; M J & L H	Lakes	HICKS; B I H & M J	Southern Hills
FORSTER; G A & D V	Jervois	HIRSCH; W W, M R & M E	Southern Fleurieu
FOX; I S & S R	South East	HIX NOMINEES PTY LTD	Jervois

SEELIGER; W A & M D	Nthn Hills	VAN DEN BRINK PARTNERS	Lakes
SEMLER; J W & S K	Nthn Hills	VAN RIJTHOVEN; J J	South East
SHARPE; G H, & R J & R M DAVEY	Central Hills	VANZO; D L & R A	Jervois
SICKERDICK; B H & M J	Onkaparinga	VARCOE; R & S	Southern Fleurieu
SIMONS; A G & F J	Southern Fleurieu	VARCOE; W S & K F	Milang
SIMS; G L & V E	South East	VERRALL; A J	Nthn Hills
SLAPE: C	Northern	VERRALL; G C & V L	Lakes
SMART; D G P & N A	River Murray	WALKER; R T & J E	Southern Fleurieu
SMART; P J & K J	Lakes	WALLACE; M W, P D, & W G	South East
SMART; R G, D C, D G P & N A	River Murray	WALLACE; R E	South East
SMITH; G F & P A	Southern Fleurieu	WALTER; A B, V L & H A	Southern Fleurieu
SMITH; K H T & S J	South East	WARNER; L F & D L	Southern Hills
SMITH; K R & H C	Central Hills	WARREN; G D & L V	Milang
SMITH; R N & J L	South East	WATKINS; K R & R M	Southern Hills
SMITH; R T, E D & M A	Jervois	WATSON; N R	River Murray
SOWERBY; K M & H V	Onkaparinga	WEATHERALD; M A & J K	Southern Fleurieu
SPAIN; G R & J D MANN	South East	WEHRMANN; K C & I E A	Southern Hills
SPEHR; J B & R J	South East	WENHAM; I R	Southern Fleurieu
SPENCER; C J & J D	South East	WESTLEY; B & P L	River Murray
SPOKES; D M & K H	South East	WHELLAMS; P C & J T, & W J PRYOR	Southern Fleurieu
STACEY; D H, J R & J C	Milang	WHITE; A R & G I	Southern Fleurieu
STEINERT; M C & A D	Nthn Hills	WHITE; J D, D J & F	Southern Fleurieu
STEINWEDEL; T J & R J	Southern Fleurieu	WHITE; J R	Onkaparinga
STEPHENSON; K D	Lakes	WHITFORD; D K, J A & D J	Southern Fleurieu
STEVENS: G	Milang	WICKER; B D	Southern Fleurieu
STEWART; E G & F D	Jervois	WILHELM; B T & D J	Onkaparinga
STONE; D J	Southern Fleurieu	WILHELM; C C & P N	Onkaparinga
STORCH; R & T M	South East	WILLCOCKS; P & I	Southern Fleurieu
TELFORD; R E, T R & L K	South East	WILLIAMS; B & C J	Jervois
THOMAS; C, B & ESTATE OF G	Southern Fleurieu	WILLIAMS; C I & D J	Lakes
THOMAS; L K & C S	Jervois	WILLIAMS; I M, J M & A	Southern Fleurieu
THOMAS; P G & J V	Central Hills	WILLIAMS; J R, J, M A & J M	Lakes
THOMAS; P G & R P and P D & B A CARROLL	Central Hills	WILLSMORE; K, E, P, G, K & L	Central Hills
THOMPSON; W F & J G	South East	WILSON ; M J, N J & B J	South East
THORN; G C & S J	Southern Hills	WILSON; A R & E C	Barossa
THORN; M J & M P	Southern Fleurieu	WILSON; B J	South East
THORNTON; S D & E A	South East	WILSON; B L, B J & G B	Nthn Hills
THORPE; D P & C R	Central Hills	WILSON; M J & M K	Nthn Hills
THORPE; L W, P D & L M	Lakes	WRIGHT; B C & R L	Lakes
THORPE; M & D	Central Hills	WRIGHT; D D & R J	Lakes
THORPE; T S	Central Hills	WRIGHT; J P & A K	Lakes
TILLER: D W	South East	WRIGHT; W D	Lakes
TONKIN; R M & R L	Milang	WUNDENBERG; J D & G R	River Murray
TOOTH; R J & J M	Central Hills	YOUNG; A T & S M	South East
TRELOAR, S & H	Lakes	YOUNG; J C	South East
TRELOAR; Z W & J M	Lakes	ZACHER; K P & Y J	Northern
TREVILYAN; R C & N A	Southern Fleurieu	ZADOW; C R	River Murray
TREZISE; J F, P K & A J	Northern	ZARANTONELLO; R & M E	Jervois
TURVEY; K J & E J	Milang	ZILM; K C & C T	Nthn Hills
ULLETT; I G & M A and B P & B E LITTLE	Southern Hills	ZOHS; T A	South East
USHER; G M & G A	Central Hills	ZWECK; D R, E D, G D & R F	Northern
		ZWECK; G	Northern

MICHELMORE; C H & L M	Milang	POYNER; P J & H L	Lakes
MICHELMORE; D H, B A & A D	South East	PRAETZ; S B	South East
MIEGEL; D	Lakes	PRIOR; R G, D D & D G	Barossa
MIEGLICH; J M & G R	Onkaparinga	PURVIS; R J & K D	South East
MIGNANELLI; G, A & P	Southern Fleurieu	QUINE; W R & A K	Central Hills
MILLARD; G R & D A	South East	RADDON; C B & B	South East
MILLWARD; A J & J C	Barossa	RANDELL; L G & J M	Lakes
MILSTEAD; G W & B J	South East	RANEBERG; V A	South East
MINDA INCORPORATED	Southern Hills	RAPER; P N & C F	Southern Fleurieu
MITCHELL; G, L, J, P, E & J	Northern	RATHJEN; M R, G D, K H & S T	Nthn Hills
MOLINEUX & CO; H R	Northern	RAUKKAN NGARRINDJERI CDFT	Lakes
MORRIS; R N	Jervois	REID; P N	Central Hills
MOULE; G D & M D	Southern Fleurieu	REID; W D & A H	South East
MUELLER; N W & M H	River Murray	ROBERTS; M B & V K	Southern Fleurieu
MULHERN; R W & L A	Southern Fleurieu	ROBINSON; D J & B M	South East
MULLER; R B, E B & E	South East	ROBINSON; I D & A C	South East
MURPHY; T P & S E	Nthn Hills	ROBINSON; I W & J A	South East
MUSTER; G T, J M & W G	Onkaparinga	ROBINSON; K J & R J	South East
NASH; W P & S C	Southern Hills	ROBINSON; T F	River Murray
NEMER; A & E	Southern Fleurieu	ROESLER; K V & H L	Nthn Hills
NEMER; A G	Southern Fleurieu	ROGERS; M K, N K & M	Southern Fleurieu
NEUMANN; P G & D M	Barossa	ROGERS; N D & J D	Southern Fleurieu
NEWBOLD; H K, E M, I H & V J	Southern Fleurieu	ROGERS; S	Southern Fleurieu
NEWELL; M A, J L & K E B	Southern Hills	ROSENBOOM; P J & S J	Southern Fleurieu
NIETSCHKE; J, N & J	Barossa	ROTHER; K S & S A	River Murray
NOBES; T E, B J, K J, P H, & A D	South East	ROTHER; O E & K A	River Murray
NOTTLE; G J, B, R G & T A	Southern Fleurieu	ROTHER; R, J, L, F & G & R BAROLO	Central Hills
NOTTLE; P L, M E & A L	Northern	ROWETT; G C & G	Barossa
NOYE; R B, L K, S A & A L	Jervois	ROYANS; C J & K A	Southern Fleurieu
OLDFIELD; R J	Southern Fleurieu	RUWOLDT; M J & H J	South East
ORROCK; R J & M J	Southern Hills	SAFFIN; B F & J M	South East
PACITTI; G & A S	Southern Fleurieu	SAMPSON; R J & S L	Central Hills
PADMAN; J S & C L	Lakes	SANDERS; G E & L E	River Murray
PAECH; P S & M J	Southern Fleurieu	SANDERS; W P & M E	Lakes
PAINE; C C, N M, G C, J	Onkaparinga	SCHILLER; W, D L & V E	Onkaparinga
PALMA; A, & MR & HJ GROSSER	Onkaparinga	SCHILLING; D I & J A	Barossa
PARSONS; H G, W L, P H & I L	Southern Fleurieu	SCHMIDT; E T & K A	South East
PEARCE; B J & C G	Central Hills	SCHMIDT; J A	Barossa
PEARSON; K J & J E	South East	SCHMIDT; M A & S P	Southern Fleurieu
PENGILLY; B W & D E	Southern Hills	SCHMIDT; M K & Y L	Northern
PERKINS; E E	South East	SCHOELL; L A & S G	Onkaparinga
PETERS; S J	Southern Hills	SCHOFIELD; J T, C J & R W	Southern Fleurieu
PFEIFFER; R B & R E	Onkaparinga	SCHRIEVER; B K & B M	South East
PFITZNER; I R, S H & J J	Onkaparinga	SCHUBERT; C R & R M	Onkaparinga
PFITZNER; K M & C M	South East	SCHUBERT; T	Onkaparinga
PILE; NG	Southern Fleurieu	SCHULZ; P D	Barossa
PITCHFORD; G R & N R	Lakes	SCHULZ; R J & D C	Barossa
PITT; E W J, D A, M E & T M	Central Hills	SCHUTZ; I B & M J	Onkaparinga
PITTMAN; N J	Central Hills	SCHUTZ; J L & M K	Southern Fleurieu
POCOCK; K R: & A R YEATES	Central Hills	SCOWN & SONS; P W	South East
PONDELL PROPRIETORS	Lakes	SECOMB; J R & R P	Lakes
PORTE; B & M L	River Murray	SECOMB; T L, S T & S F	Nthn Hills
POSSINGHAM; J D	South East	SEELIGER; DR, RA, TJ & ER	River Murray

HOGAN; J M & B J	Northern	KROEHN; A L, N A & G I	Nthn Hills
HOLLY; D V & E M	Southern Hills	KUCHEL; DJ & CM & PARSONS & BURNS	Lakes
HOLME; D W & R J	Southern Hills	KUCHEL; D W & W A	Central Hills
HOLMES; R T & M H	Lakes	KUHL; L J, V A, P A J & D J	South East
HUNTER; D O & K M	South East	KUJAT-SPRANZ; H & U	Central Hills
HURRELL; D R, H M & W D	Southern Fleurieu	LACK; M N, D J & J A	South East
HUTCHESSON; D E & E J	South East	LASLETT; W L & P W	South East
HUTCHESSON; G J & E J	South East	LAWLER; A B & T M	Northern
HUTCHINSON; B, D M & J A	Southern Fleurieu	LAWSON; R W & A H	Lakes
HUTCHINSON; G J & R E	Southern Fleurieu	LEESE; J H & L O	Lakes
HUTCHINSON; P B	Southern Fleurieu	LEWIS; M G & J A	Southern Hills
HUTCHINSON; R W & T K	River Murray	LEWIS; T	Lakes
INNES; D R, W A, A J & P W	Southern Hills	LIEBELT; M D	Onkaparinga
JACOBS; LH, DH, WH C & J M	Southern Hills	LIEBELT; M P	River Murray
JAENSCH; H D & S B	River Murray	LIHOU; P D & R A	Lakes
JARRED; J I & J M	South East	LILLECRAPP; A D & B E	Nthn Hills
JENKINS K; & D M GULLIDGE	Southern Hills	LINDNER; P W & J H	River Murray
JENSEN; A R & S M	Southern Fleurieu	LITTLELY; M V & P A	Southern Fleurieu
JEPSON M P; & D P BLESING	Central Hills	LLEWELLYN; D J & J D	River Murray
JOHNS; D L & I K	Central Hills	LLEWELLYN; D W & E E	River Murray
JOHNS; G H, Y B & G M	South East	LOMAN; J B	Milang
JOHNSON; M R & D L	Lakes	LOVELOCK; J & C L	Central Hills
JOHNSTON; M J, N L & D J	South East	LUCAS; A R J & K J	South East
JONES; C R W & S R	Southern Fleurieu	LUSH; A M & A R	Southern Fleurieu
JONES; G P & J R	South East	LUTZE; S C & E J	South East
JONES; H L J & K	South East	MAIDMENT; C L & M C	Central Hills
JONES; P D	River Murray	MANNING; A P & J N	South East
JOPPICH; N J	Milang	MANUEL; S R & L P	River Murray
JUDD; W T & G M	South East	MARCH; I D & A D	South East
JUERS; J M, C R, D E & K M	Onkaparinga	MARLES; P H, S F, J P & H J	Lakes
KELLOCK; D L & B H	Northern	MARTIN; G J & B R	River Murray
KELLOCK; G M & J R	Northern	MARTIN; IAS, D E, I C & G E	Southern Fleurieu
KEMP; D P & J A	South East	MARTIN; J L & D J	River Murray
KEMP; R E, B R, L V B & G E	South East	MARTIN; W & J M	Southern Fleurieu
KEMP; S A & J A	Onkaparinga	MASON; E D, L G & F D	Jervois
KEMP; V R, J A & D W	South East	MASON; F D & C G	Lakes
KENNETT; B J & S J	Northern	MASTERS; P S & D C	Central Hills
KENNETT; J W & W E	Milang	MATHEW; K H & C A	Southern Fleurieu
KENNY; T J & R C	River Murray	MAXWELL; P A & H R	Southern Fleurieu
KENT; E D & T P A	South East	McCAUL; D J & K I	Southern Hills
KERBER; D V & S L	Onkaparinga	McCULLOUGH; G	Nthn Hills
KERNICK; P J & C J	Southern Hills	McGOWAN; T I, I A & J A	Jervois
KIRK; W L & J M	Southern Fleurieu	McGREGOR; P J & M K	South East
KITE; M L, Y L & LG	Lakes	McGREGOR; R A & H M	South East
KLEINIG; R P & R	Barossa	McHUGH; B K & H M	Southern Hills
KLEMM; M J & M R	Barossa	McKENZIE; L R & M J	Southern Hills
KOCH; A, A & G	Barossa	McKINLAY; M J	Southern Fleurieu
KOCH; D R & M J	Nthn Hills	McLEAN; M J	South East
KOWALD; D I, N S & B P	Nthn Hills	MEAD ; B D	Lakes
KOWALD; D L, S M & R E	Lakes	MEDHURST; P J & L R	South East
KOWALD; K E & B L	Onkaparinga	MEDHURST; W A, G M & B W	South East
KRAMER; J E & A L	Onkaparinga	MEISSNER; A D & N A E	Central Hills
KRIEG; E M	Northern		

DAIRY AUTHORITY OF SOUTH AUSTRALIA

28 September 1998

Mr Chris Luz-Raymond
South Australian Dairyfarmers Association
Unit 5 Emerson Centre
780-802 South Road
GLANDORE SA 5037

RECEIVED

20 SEP 1998

COPY TO

FILE NO

Dear Chris

1. Authority Licence Fees

At its meeting on 14 August 1998 the Authority decided to further reduce licence fees to industry.

Due to continuing high production levels, both dairy farmer and processor licence fees will be reduced from 0.035 cents/litre to 0.03 cents/litre from 1 October 1998.

Licence fees were last reduced from 0.04 cents/litre to 0.035 cents/litre on 1 April 1996.

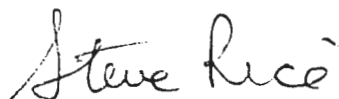
The Authority has gazetted the new licence fees and a copy of the gazette notice is attached.

2. Farm Gate Price for Market Milk

At the Authority meeting on 14 August 1998 the Authority also recommended to the Minister that the farm gate price for market milk be increased by 0.71 cents/litre to 51.12 cents/litre, on 1 October 1998.

The Minister has approved this increase and the Order was gazetted on 24/9/98. A copy of the gazette notice is attached for your information.

Yours sincerely



Steve Rice
Chief Executive Officer

TAIL TAGGING CALVES

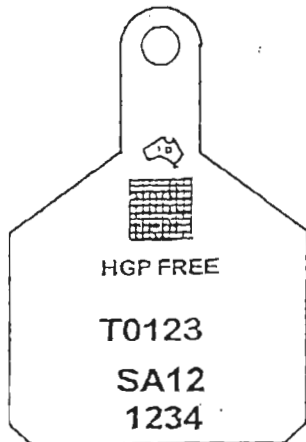
In South Australia it is a requirement that all cattle, including calves, have an official tag affixed to either the ear or the tail before leaving the property to go to slaughter or market.

Processors of calves have recently expressed concern over the number of calves losing tags just prior to slaughter. Calves losing tags, is a major problem for the abattoirs processing these animals. If they can not identify the animal at slaughter then it will not be eligible for certain markets eg. the European Union or American meat trade. This lack of identification can result in the rejection of the animal. There are three types of official tag available - ear tags, ratchet tail tags and wrap around tail tags.

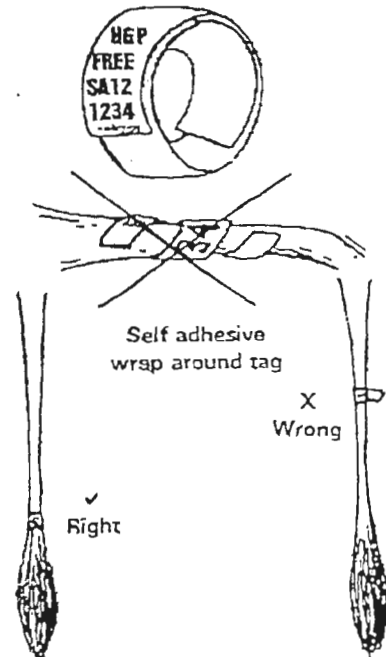
Ear tags and wrap around tail tags are the best choices for applying to calves.

Ear tags have the highest retention rate on calves, are easy to apply and processors prefer this means of identification. In Victoria, all bobby calves are sold with an ear tag.

Acceptable Ear Tag



Wrap around tail tags are the self adhesive type of tag. This tag must be applied to a dry tail - if the tail is wet it does not adhere properly. Wrap this tag tightly around the tail and then wrap it around itself like a roll of tape.



Ratchet tail tags can be applied but the risk of them dropping off of the calf's tail is high.

To protect the bobby calf trade, please ensure that any calf you sell is properly tagged and that the risk of the animal losing that tag is small.

Further information on tagging can be obtained from your local Stock Inspector or Animal Health Officer or myself, Denice Rendell on (08) 8755 3166



For high production with
outstanding workability



FORMOST daughters owned by Peter & Wendy White, Riverslea, Vic

You should be using

FORMOST

11FFM70 (Mascot x Secret)

The 1998 ABV's have confirmed FORMOST as one of Australia's best all-round total performance bulls. With a 96% farmer likeability score farmers milking FORMOST daughters like their high production, milking speed, placid temperament and average size. Udders are correct with pleasing rear udders, ligament and correct teat placement.

What farmers will appreciate more than anything else however will be his value for money price of \$16.00 per straw.

PRODUCTION MAY 1998 ABV's

ASI	Prot kg	Prot %	Milk(Ltrs)	Fat kg
136	42	-0.04	1376	52
77% rel				

WORKABILITY

MS %	Temp %	Like %
94	94	96
84% rel		

TYPE

O Type	M Sys
0.7	0.5

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AUSTRALIA

FRECALL 1 800 039 047

E-mail: genetics.australia@genaust.com.au
Home page: www.genaust.com.au

ROTARY TEDDERS

KRONE EXPANDS RANGE OF ROTARY TEDDERS

German machinery manufacturer Bernard Krone GmbH have released a new model rotary tedder onto the Australian market targeting smaller independent farmers, who are looking to make high quality Silage for their own use. The new Tedder is called a KW5.25 and will compliment the very successful range of Krone Tedders already sold in Australia through the Kubota dealer network.

The KW5.25 has a working width of 5.25 metres and is fitted with four rotors each fitted with 6 x tine arms and it only requires a 45 Hp tractor fitted with three-point linkage to operate it. The spreading angle is easily adjusted, without the need for tools, by simply using the central socket pins which run through the pivot above wheels. Adjustment angles are between 12 and 19 degrees. Connecting the Tedder to the tractor is easy due to the design of Krone's unique floating headstock, which gives the end user the added advantage of a remarkable finish even under the most difficult conditions. When the job has been completed, the outer Tedder Rotor, on both sides, are hydraulically raised by the operator, leaving the Tedder with a transport width of 2.95 meters.

For more information on Krone's range of Tedders or any of the other Krone products simply drop into your local authorised Krone Dealer or ring Kubota Tractor Australia Toll free on 1800 334653

Peter Gloury OR **Blair Bateman**
PRODUCT MANAGER DIVISIONAL MANAGER

DAIRY FARMERS BOARD ELECTIONS

Name: **ALAN** of Barham

MATHERS NSW

Age: 46

Supplied over 1 million litres of milk to Deniliquin (Riverina) in 1997/98.

INDUSTRY AND LEADERSHIP EXPERIENCE.

Have held various positions in NSW DFA. State Executive Member (11 years) ADFP and ADIC Delegate. Currently DIC and DFA Expanded Executive member. I am a Dairy Farmers District Chairman and I was a member of the Study Tour to California in 1995. I am also on the Board Sub Committee on Supply Management.



ISSUES TO BE ADDRESSED.

1. Dairy Farmers must achieve a dominant position in the market place to secure whatever premiums a deregulated market will tolerate.
2. The Equilibrium Model has my full support as the best option for Dairy Farmers to achieve this.
3. The method used to calculate the Milk Price must be reviewed to provide members with a more competitive price and the right production signals so members produce milk when needed.
4. There is a critical ongoing need to monitor our performance in all facets of the business, particularly in processing and marketing.

There are many issues to be faced and Dairy Farmers must continue to build on past achievements and its vision for the future. I represent new blood and bring enthusiasm and commitment to meet the new and growing challenges of total deregulation.

VOTE 1 ALAN MATHERS



RABOBANK GROUP SELLS PIBA's RESIDENTIAL LENDING BUSINESS

The Rabobank Group today announced the sale of the residential portfolio of subsidiary Primary Industry Bank of Australia Limited (PIBA) to the ANZ.

According to Rabobank Chief Executive Officer for Australia and New Zealand, Mr Cor Broekhuysen, the sale is in line with the Group's overall strategy to become the premier food and agribusiness financier in Australia and New Zealand.

'Due to the increasing competitiveness of the residential market, we made the decision to sell PIBA's residential portfolio,' said Mr Broekhuysen. 'We are happy that ANZ is acquiring the unit because of their commitment to develop this business further, and their willingness to take on board the staff of our residential lending division.'

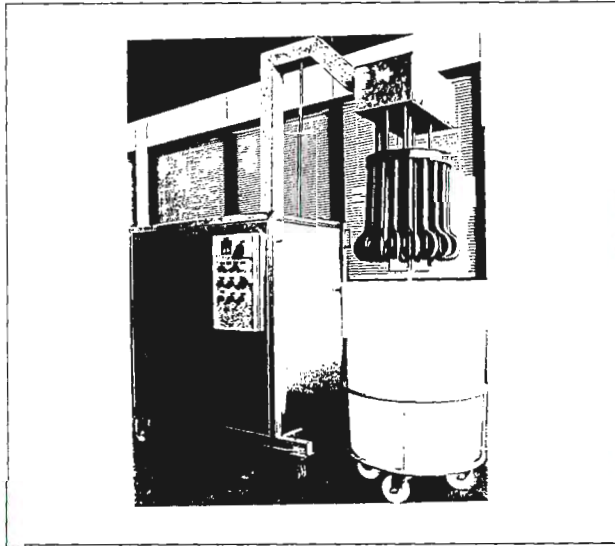
According to Mr Broekhuysen, 'The sale of the portfolio enables the Group to concentrate even further on PIBA's rural lending business and Rabobank's activities in the corporate market. The previously announced acquisition of Rabo Wrightson Finance is also part of this strategy.'

For further enquiries, please contact Mr Cor Broekhuysen on 02 9234 4200.

INVENTAGRI AUSTRALIA

POLYDAIRY

The Polydairy is a completely mobile and autonomous dairy unit for pasteurising cooking, processing and moulding. It is ideal for the farmer to be able to **VALUE ADD** by processing small to large quantities of milk of any origin to dairy products and foods.



PROCESSES THAT CAN BE CARRIED OUT

- MILK PASTEURISATION, COAGULATION, CUTTING AND COOKING OF CURDS, ALL IN THE SAME UNHEATED CONTAINER IN EXTREMELY SHORT TIMES.
- THERMAL PROCESSES INCLUDING HEATING AND COOLING CAN BE CONDUCTED MANUALLY OR AUTOMATICALLY SIMPLY BY SETTING THE TEMPERATURE REQUIRED.
- CURDS ARE CUT WITH A SPECIAL CURD KNIFE CONNECTED TO THE BOTTOM OF THE TURBINE OF THE **DYNAMIC RADIAL EXCHANGER**.
- COOKING OF CURDS OF ANY MASS WITH THERMAL INCREASES UP TO 6 DEGREES CELCIUS PER MINUTE.
- MAKING RICOTTA FROM WHEY WITHOUT DIRECT INPUT OF STEAM.
- WASHING AND STERILISING OF THE EQUIPMENT THROUGH THE PRODUCTION OF HOT WATER OR STEAM.
- ZERO WATER CONSUMPTION.
- INSTANT THERMAL RESPONSE.
- THE THERMAL PROCESSES CAN BE CONDUCTED IN ANY TYPE OF CONTAINER; PLASTIC, STEEL, COPPER, ETC...
- UP TO 25 DIFFERENT TYPES OF PRODUCT CAN BE PROCESSED.

3 SIZES ARE AVAILABLE. ENQUIRIES ARE WELCOME.

SOLE AGENCY...WAYNE HARGREAVES ON 08 8374 3885 OR 0418 821 361.

FURTHER INFORMATION WAS PUBLISHED IN THE FEBRUARY 1998 ISSUE SADA JOURNAL ON PAGES 26, 27, & 28.

NEW IRRIGATION RELEASE

AT LAST, AN AUSTRALIAN MADE TOWABLE, MEDIUM ACREAGE CENTRE PIVOT FROM UPTON IRRIGATION

Corowa based, Upton Irrigation is now releasing its new Australian built small to medium acreage cover, low pressure, towable centre pivot irrigator.

Designed, developed and manufactured by the long established irrigation product company, the new Upton Towable Centre Pivot is designed for farmers and growers who need to irrigate lucerne, pasture or similar crops to provide supplementary feed or drought reserves of fodder in particular.

The new Upton Towable Centre Pivot is a system of multiple span pipe sections which can be used in any combination from one, up to a maximum of seven spans, giving the ability to water from 0.4 hectare (one acre) up to 28 hectares (70 acres) per circle. The Centre Pivot also has three end boom length options with an electric booster pump end gun to provide maximum coverage to the corners of the field.

The irrigator is electric driven using high quality Australian made electric motors to power each span. The irrigator has also been designed to have a low profile with approximately 2 metres ground clearance allowing it to water the taller standing fodder crops. The lower profile is also more efficient for operating at lower pressures.

The complete structural pipe and span assemblies are heavily galvanised to ensure maximum protection against corrosion.

The pivot is specifically designed to be quickly towed between each watering point and employs a unique wheel jack system to raise the drive wheel assemblies of each span, into the towing position. Each tower can be converted to the tow position in approximately 30 seconds. Towing the unit from pivot point to point can be done with a standard four wheel drive utility vehicle or a tractor.

Upton Irrigation managing director, Carl Upton said that his company has installed very large acreage centre pivot and lateral move irrigators in Australia for many years. "However we have been constantly asked for a small to medium acreage pivot by dairy farmers and livestock producers in particular, who want to irrigate areas of pasture up to about 70 acres per circle. We set out to build a world class towable centre pivot irrigator to fill this niche, which uses readily available, off the shelf and Australian made components like the electric drive motors. Our experience has also told us that electric drive was without doubt, the preferred choice for simplicity, reliability and efficiency".

Mr Upton added "two years of our research and development work has now come to fruition and we are now in commercial production at Corowa with a pivot system which we consider will fill this market requirement as well as offering farmers a host of benefits".

In addition to the new Towable Centre Pivot, Upton Irrigation offers a complete range of complementary products including pump and engine sets, the required plumbing and pipework systems to provide irrigators with a fully integrated watering system.

For further information:

Upton Irrigation, PO Box 55 Corowa NSW 2646 Phone: (02) 6033 1844



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AUSTRALIA'S FOOD EXPORTS TO ASIA UPBEAT, DESPITE CRISIS

Asian Focus Still Critical To Future Industry Growth

Figures released today by Supermarket to Asia Ltd show that Australian food exports to Asia are holding up well despite the crisis and are growing strongly for some destinations, while other areas are providing local industry with a tough challenge.

"Although we are seeing a very mixed response for food sales in Asia our figures clearly endorse the need to maintain a focus on Asia for sales of Australian food products," said Mr Jim Kennedy, Executive Director of Supermarket to Asia.

"Total sales of our food products to Asian nations over the year ended 30 June 1988 were relatively stable at \$10.4B. Our figures show that there has been an 8 percent increase over the year in sales to Japan."

"Based on currency movements, Australian competitiveness has gained a 25 percent advantage over US product, providing a window of opportunity to substantially increase our share of that market."

"However, of Japan's food imports worth in the order of \$70B, Australia supplied only \$5B last year, compared to US sales of \$22B."

"Japanese buyers will increasingly consider Australian food if the quality is right and significant volumes can be supplied."

Mr Kennedy acknowledged the prospect of further uncertainty in some Asian economies and pointed out the need to maintain relationships while pressing for improved quarantine based access for our food products.

"Our exports are holding up surprisingly well, although major shifts occurring in the pattern of trade reflect differing economic fortunes across Asia."

"Strong growth off a low base continues in India, Vietnam, Hong Kong and China, and the emerging demand from Japan, Taiwan and perhaps China will test our capacity to supply, particularly in horticultural products and pig meat."

"The combination of population dynamics, changing diets, increasing urbanisation, structural reforms and improved market access all give a generally positive long term picture for our food exports to Asia."

"More than ever Asia is a complex region - each market is different. Some offer huge opportunity and others will take years to recover. But support now will count volumes in the long term - now is the time for a cautious but positive building of relationships whilst seizing growth opportunities in stronger markets like Japan and Taiwan."

The STA initiative was formed in late 1996 to provide strategic export direction for the Australian food industry. It aims to identify and overcome impediments to growth in exports in Asia, pressing for better access for and promoting our foods in Asia, while building export capacity and culture in Australia, particularly in small to medium food businesses.

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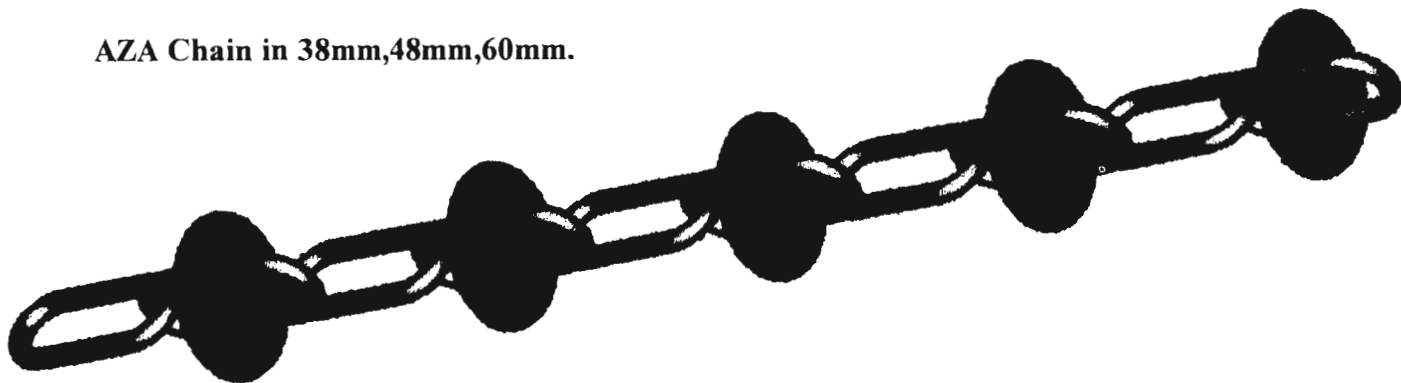
Most dairies are short systems (less than 150m) with many corners (6 or more). As a result cable systems tend to wear prematurely compared to cable in a poultry or pig shed.

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Mt Gambier	Town & Country Mt Gambier	(08) 8725 4203
National Distributor	Sarus Pty Ltd	(02) 6852 1044

FLIES CAN COST YOU MONEY - AND YOUR ANIMAL'S HEALTH

Flies in dairy sheds and other intensive farming situations can have a serious economic impact in lost production, through stress and discomfort to stock.

Research has shown that fly presence can decrease a cow's milk production per month by as much as five percent.

Dairy sheds are a haven for flies, and dairy farmers are hampered by flies constantly annoying the cows being milked. The cows get distressed, which impacts on decreasing livestock productivity, particularly in the areas of weight gain, milk production and feed efficiency.

Flies can also cause disease such as pink eye and mastitis, as they carry bacterial infection which can be transmitted to dairy cows.

However, controlling flies is possible according to Mr Brett Freeman, Marketing Manager for Novartis Animal Health's Pest and Fly Products.

"In the past dairy farmers have used all manner of weird and wonderful fly controls, all of which really only gave short term control and relief to dairy cows.

'Now, as a result of on-going research, Novartis has produced an extremely long lasting product - Alfacron 10 Plus.

Mr Freeman said that in the past, there have been some basic problems with commonly used products such as scatterbaits.

"They are usually placed at floor level, too close to humans and animals and to areas that are hosed out regularly, nullifying their effectiveness.

"Alfacron 10 Plus, on the other hand, is simply painted or sprayed onto surfaces (generally higher up) where flies gather. This may be on walls in the dairy sheds, under eaves, along pipes or around windows.

"The results are immediate, flies are killed the instant they come in contact with Alfacron 10 Plus. The control period lasts for around eight weeks on areas which have been sprayed and are weather protected," Mr Freeman said.

He added that this long residual period can be doubled by actually painting Alfacron 10 Plus on, and insuring the surface is cleaned with a light spray of water occasionally.

"These residual periods compare exceptionally well

with the one week control period from a scatterbait," Mr Freeman said.

Mr Freeman said that farmers have traditionally spent a huge amount of money in trying to control flies - but often that money has been wasted as they have not implemented an Integrated Fly Control program.

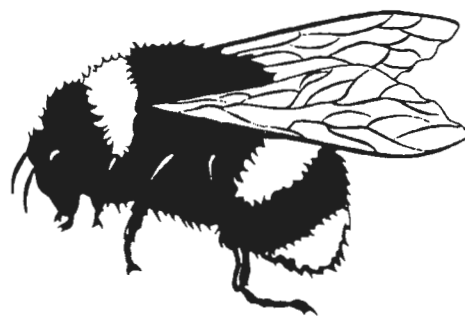
"An Integrated Fly Control program is well worth the effort by farmers. We advise using a program which incorporates using Alfacron 10 Plus, rotated with other controls such as dung beetles and bait bins.

Such a program will have real economic and health benefits to dairy farmers and their valuable cattle," Mr Freeman said.

Alfacron 10 Plus is also able to be used around domestic buildings, which are often sited close to dairy sheds on a dairy farm. Spraying or painting Alfacron 10 Plus around less obvious areas such as eaves, helps keep flies away from the house - offering comfort for humans too.

Alfacron 10 Plus is not dangerous for humans, farm animals or birds when used as directed on the label. It has low mammalian toxicity with no skin irritation. The active ingredient, Azamethiphos, is biodegradable, rapidly breaking down in organic matter and is ecologically sound.

For further information contact: Novartis Animal Health Freecall No. 1800 633 768





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KRONE ROTARY RAKES SWEEP CLEAN

According to Kubota Tractor Australia's area manager Mr Brian O'Neil "Sales for big rotary rakes over the past season have increased substantially". A fact, which he attributes to farmers becoming more conscious of making quality fodder. "With more and more farmers getting away from the finger wheel and roller-bar style rakes where the fodder is basically dragged across the ground contaminating it with dirt, sticks and stones". Mr O'Neil went on to say that "Farmers were also concerned by the wear and tear on harvesting machinery caused by using ground engaging rakes. These farmers were purchasing rotary rakes in preference because their action was less aggressive as they carried the fodder into the windrow, leaving it fluffed up for quicker drying and easier harvesting."

Kubota Tractor Australia the distributor for Krone products in Australia has also announced there will be a number of changes for Krone's popular Duo Rotary Rakes for the coming season. The new seasons rakes will feature a new 'Cardanic' type axle (triple axle) for improve ground following ability, allowing better compensation for all kinds of conditions not only perpendicular undulations but also in the direction of travel. Springs have been added between the rotors and the main frame to reduce the ground pressure when working under damp conditions (Particularly useful when making Silage).

The Cam-Track housing is

now fully sealed and filled with liquid grease, totally eliminating any chance of dirt or dust contaminating the Cam-Track and causing premature wear. Another positive is that there is no chance of grease or oil leaking and contaminating valuable forage crops. In the case of damage to one of the arms, there is no need now to open the cam track housing, as the tine arms can be removed by simply unscrewing four bolts. Maintenance is also easy because the Cam-track is immersed in liquid grease eliminating the need for grease nipples.

There are three Duo Rakes in the Krone range; two are multifunction rakes. The Duo uni II, rakes all the material to one side or leaves two windrows from the one pass (one from each rotor). The Duo uni III can perform the same operations as the Uni II and has the

added advantage of being able to rake a centre swath as well. Both these rakes cover a working width of 6.5 metres. However, if an operator is working in rows, by turning at a headland and returning on the other side of the windrow it is possible to cover 13.0 meters in one windrow, more than enough to keep the material up to big square balers and feed-out wagons. The Third Duo rake Krone sell in Australia is the KS6.21-6.81. It is centre swathing rake with a working width of between 6.2 and 6.8 meters.



For further information, or the name of your nearest dealer, please ring Free call 1800-334-653 for details.

DIARY DATES

Thursday 8 October - Industry Briefing - Colonial

Tuesday 13 October - Northern Hills Mtg - Vine Inn - Nuriootpa

Tuesday 27 October - Women in Dairying Jervois Football Club Rooms

Wednesday 18 November - Executive Mtg

1 - 2 December ADFF Mtg - Melbourne

3 December ADIC Annual Conference - Melbourne

9 December Central Council Mtg - Colonial

From the Dairy

To the Table

Creamy Tuna and Mushroom Risotta

Serves: 4

Ingredients: 2 cups water, 2 chicken stock cubes, 3 cups Australian **MILK**, 30g Australian **BUTTER**, 1 leek or onion, finely sliced, 300g button mushrooms, sliced, 1/4 cup chopped parsley, 1 cup short grain rice, 1 x 210g can tuna, drained, 1/2 cup grated Kraft Romano **CHEESE**, salt and pepper, to taste

Method: Heat the water in a large saucepan, add the crumbled stock cubes and heat until dissolved. Add the **MILK** and bring to simmering point. Melt the **BUTTER** in a large saucepan and saute the leek and mushrooms until softened. Add the parsley and rice and cook, stirring continuously for 1 minute. Add 1/2 cup of simmering **MILK** mixture and cook stirring until the liquid is absorbed. Continue to add the **MILK**, 1/2 cup at a time, cooking until the liquid is absorbed before adding more liquid. The rice should be creamy but still "al dente". Stir in the tuna and Romano, season to taste and allow to heat through before serving.



Mississippi Mud Pie

Ingredients:

250 g plain, sweet biscuits
125 g unsalted **BUTTER**, melted
1 teaspoon ground cinnamon
300 g dark chocolate
90 g **BUTTER**
1/4 cup cold, strong black coffee
extra 1 1/2 cups thickened **CREAM**
2 tablespoon icing sugar
2 tablespoons cocoa powder
2 teaspoons coffee powder

Method:

1. Brush a 23 cm fluted flan tin with melted **BUTTER** or oil. Place the biscuits into a food processor. Process for 15 seconds or until finely crushed. Add the **BUTTER** and cinnamon and process for a further 15 seconds. Press the mixture into the base and sides of tin. Use base of a glass to smooth surface. Refrigerate.
2. Place the chocolate, **BUTTER** and coffee into a large, heatproof bowl. Place the bowl over simmering water and stir until the chocolate melts and the mixture is smooth. Stir in the yolks and stand for 10 minutes to cool. Fold in the whipped **CREAM** and spoon the mixture into the crust. Refrigerate for 1 hour.
3. Remove the pie from the tin and place on a serving plate. Place the extra coffee and **CREAM** into a small bowl. Using electric beaters, beat until soft peaks form. Spoon the **CREAM** on top of the chocolate mixture, and refrigerate 10 minutes. Combine the icing sugar, cocoa and coffee and dust over pie before serving.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED



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Disclaimer

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CHIEF EXECUTIVE'S EDITORIAL

Winston Churchill once said 'In critical and baffling situations, it is always best to return to first principle and simple action. With the challenges facing the Dairy Industry (in fact all rural industries) into the next millennium Churchill's words should be heeded.

To assist dairy farmers in this State return to 'first principle and simple action' SADA is driving a number of programs based on Property Management Planning (PMP). The aim of these programs is to ensure that dairy farmers have the best possible advice and assistance to ensure that their 'on farm practices' are at the best possible level.

A crucial element of these programs is the financial planning and management aspect. A broad financial planning topic is contained in PMP. An intensive financial planning facility is offered through a program called Dairy Business Focus co-sponsored by DRDC currently running successfully in Victoria.

Funding for these programs is available through the Federal Government's FarmBis initiative.

SADA is providing the leadership to co-ordinate the various aspects of these programs through organisations such as DairySA, the Companies, PIRSA and

DRDC. It is anticipated that the package will be ready for roll-out early next year.

On the national and international scene the Australian Dairy Farmers Federation (ADFF) is active in pursuing a number of strategic initiatives on behalf of farmers. A small 'working' party, supported through DRDC has gone overseas to examine marketing opportunities for raw milk and the capacity to enhance the value of raw milk to dairy farmers.

SADA is looking to have information from the Advancing Dairy Australia project as it is called presented at the DIAA-SADA Conference in June next year.

The Association has also taken the opportunity to invite ADFF President Pat Rowley to its next Central Council meeting on 9 December. It has been some time since Pat has visited - hopefully his hectic schedule will allow him the time to accept the offer.

SADA has secured an excellent deal on fax machines through its SAFF affiliation. If any members would like to purchase a fax or upgrade their current machine contact the Office (Jo) for further information.



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LANDCARE

Does landcare change farm practices?

- two new reports

Does membership of a landcare group have any influence on whether or not a farmer adopts sustainable farming or conservation practices? Two reports released in the past month have given different answers to that question.

One report, based on a survey of broadacre and dairy farmers by the Australian Bureau of Agriculture and Resource Economics (ABARE) found that - once all other factors were removed - being a member of a landcare group was statistically linked to the increased adoption of two out of five practices: dairy farmers were more likely to preserve areas of high conservation value, and mixed farmers were more likely to monitor water tables.

The 1995/96 ABARE survey found adoption of the three other practices it asked farmers about - soil testing in cropping areas, tree-planting in the wheat-sheep belt and pasture monitoring in grazing areas - showed no direct correlation with membership of a landcare group.

"The survey reinforced that there is a general association between participation in some of the landcare-related programs and activities, and the program's target outcomes," the ABARE study says.

It calls for more research into the effectiveness of landcare groups, saying such an assessment would be 'particularly useful for future evaluations of landcare-related programs and activities'.

Landcare farmers are just as likely to clear

A second study into the conservation of native vegetation remnants, based on farmer surveys conducted by the Charles Sturt University's Johnstone Centre, found that "landcare members were no less inclined to clear than non-landcare members".

The Johnstone Centre report says its findings echo the findings of several other recent studies, which also found no links between landcare participation and the adoption of sustainable agricultural practices, and "no significant difference in the level of stewardship ethic between participants in landcare and non-landcare areas".

"Voluntary programs such as landcare which promote a change in attitudes are clearly not sufficient to ensure a change in behaviour of land managers," the report says.

"Landcare, as a form of communication and extension, is unlikely to achieve a change in landholder behaviour on a scale likely to have an effect at a landscape level."

It says its findings support other studies in showing that "legislation, incentives and strong political commitment" will be needed to engender significant, short-term changes to landholders' conservation practices.

Source: *Land and Water News* Volume 2, Number 8: September 7 1998.

GROUNDWATER

A peace plan for SA's South East water?

Up to 40 per cent of the annually-replenished groundwater in South Australia's South East should be given to landholders to use or sell, while most of the rest should be allocated 'on demand' to water users.

That's according to a preliminary report by water allocation consultants and Murray-Darling Basin Cap auditors Wally Cox and Paul Baxter, who were called in by the SA Government to sort out the continuing controversy over how the South East district's water rights should be shared out.

Dr Cox and Mr Baxter were appointed as consultants to the newly formed South East Water Catchment Management Board by SA Environment Minister Dorothy Kotz in May.

Their appointment followed a series of embarrassing policy backflips by the SA Government, and threats from the State's independent and National Party MPs to vote against the Liberal Government on the issue, putting pressure on its knife-edge majority in the State's Lower House.

The *Independent Review of South East Groundwater Management and Allocation Interim Report* says that both of the two main allocation methods suggested for the South East groundwater resource are "COAG-compliant" (ie: that they meet the 1995 Council of Australian Governments' agreement on water reform).

New irrigation users have traditionally been allocated water 'on demand' from the shallow water table which underlies most of the South East, with allocations continuing until the PAV (permissible annual volume) of water extraction is reached for each district. After that water is only available by trade.

Recent interest in potato and wine-grape growing in the District has seen a rush of applications for irrigation water in some areas, leaving dryland farmers complaining that they have lost a right to the groundwater which is recharged from rainfall falling on their properties.

LAND AND WATER NEWS

To further complicate the argument, researchers say that pine and eucalypt plantations in some recharge areas effectively intercept and stop rainfall replenishing the aquifers and - in the case of eucalypts - may draw water from aquifers themselves.

The *Interim Review* recommends that up to 50 per cent of PAV in each area should be allocated on demand, and up to 40 per cent allocated to landholders according to their non-forested land area.

The remaining 10 per cent would be kept aside as a 'buffer' for appeals, environmental use and 'regionally strategic projects'. The *Interim Review* says that in areas which have already had 50 per cent or more of their PAV allocated 'on demand', the remainder should all be allocated according to land area.

The *Interim Review* recommends that water from the deeper, confined aquifer which underlies the shallow water table should be allocated 'on demand' to - in descending order of priority - stock and domestic, urban, public, industrial regional project and agricultural users.

Water should not be traded until more is known about the aquifer, the *Interim Review* says, and non-use of an allocation should lead to the licence being forfeited.

Report is a circuit-breaker: SAFF

South Australian Farmers Federation (SAFF) natural resources spokesman Michael Gaden welcomed the report, saying it was a "potential circuit breaker" in the debate. However, Mr Gaden stopped short of endorsing the report's recommended 50:40:10 water sharing ration, saying it was now up to local SAFF branches to consider the issue.

'Allocation policy must meet economic development and social equity goals, and ensuring every landholder has access to water is one means to achieve that,' he said. "The current policy is inequitable in that landholders could completely miss out on an allocation even though they were sitting above good supplies of water."

"Disappointing": Mitch Williams

However, State independent Liberal MP Mitch Williams, who has championed the cause of landowners in the South East water debate, told *Land and Water News* he was "quite disappointed" with Dr Cox's and Mr Baxter's report.

"I still believe that they have missed the point that the majority of landholders do want a pro-rata allocation system," Mr Williams said.

Mr Williams has drawn up a submission in response to the *Interim Review*, which says the new plan would still give too much water on demand, and that this pandered to developers who were trying to secure a water allocation in the expectation that it would increase in value in future.

Instead, the response says, all water should be allocated "pro rata" (according to the size of current landholdings), and that it "defies logic" for the *Interim Review* to recognise the equity of pro rata allocations, then to limit them to only 50 per cent of the water.

"The report from its own evidence should recommend that all future allocations should only be made on the basis of the pro-rata (resource sharing) principle," it says.

Mr Williams's submission criticises the detail of the *Interim Review*, describing one section as a "puerile" attempt to justify previous inequitable policies.

And it says the list of stakeholders interviewed by the two consultants "once again reveals that as a proportion of interested parties, those with a personal vested interest were yet again given an overwhelming prominence".

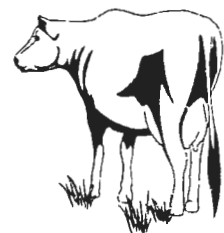
However, the MP's submission says the *Interim Review* includes some issues which were previously ignored by the State Government, which was welcome.

Source: *Land and Water News* Volume 2, Number 8: September 7 1998.

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HILLS TRIALS SHOW BEST PASTURES

The benefits of long term pasture trials were clearly evident when those involving several pasture species and varieties were inspected at Flaxley Agricultural Centre recently.

Field day visitors were able to see how various pastures, sown about eight years ago in a project funded by the SA Cattle Compensation Fund, produced and persisted over a range of conditions.

Private agronomist, Mr Greg Mitchell, first took visitors to a water logged site typical of many areas in the Mt Lofty ranges.

"We sowed a range of clovers on top of an old Yarloop pasture and the plots have been grazed by Flaxley's dairy cattle since," he said.

"The subclover Karridale was the most productive in the first three years but, over the longer term, Gosse has produced and persisted the best on this site and is the preferred subclover for rotationally grazed, or lightly grazed pastures on areas prone to waterlogging.

"Other varieties which showed out in this trial are Trikkala, Larisa and Riverina. White clover failed to persist because of dry summer conditions and Paradana balansa clover because of its excessive hard seed content.

"Mt Barker subclover failed to dominate over the old Yarloop on this site and it's not persistent in waterlogged areas."

Mr Mitchell said that landowners choosing a clover for areas prone to waterlogging should consider its ability to persist and also the grazing management over the area.

For example, under heavy grazing with sheep, Trikkala would be an option as well as Gosse.

Mr Mitchell then took field day visitors to an area not prone to waterlogging where again, many subclover varieties were sown about eight years ago and where there had been good weed control.

He said that on this site at Flaxley, and at other trial sites in the Ranges, the late maturing varieties Goulburn, Denmark and Leura had performed well.

"They have good seed and herbage production and disease resistance," Mr Mitchell said.

"Goulburn did not perform well in the first few years of our trials but has come to the fore since. Because of its hard seed content you need good weed control when sowing Goulburn.

"Your choice of variety depends on a number of things, including rainfall, with Leura being suited to the wetter parts of the Ranges compared to say, Denmark which produces well in areas receiving at least 550 mm annual rainfall.

"Of other varieties, Riverina has good root rot tolerance and could be considered as part of a pasture mix, while the variety Clare is suited to neutral to slightly acidic soils.

"Before re-sowing a pasture make sure you can justify it and don't do it just to sow a new variety. If you are getting good production from your existing subclover, stick with it."

Mr Mitchell said subclovers in the Ranges were only part of the desired pasture composition, the other component being grasses. The relative proportion of grasses to clovers could be markedly influenced by management, including fertilising and stocking.

Further information from Greg Mitchell (08) 8398 3184.





Cleaning, Sanitising, Teat and Bloat Products

Description

Acid Detergent

Alkali

Rinse Aid

Sanitizers

Powder

D-Stone

Avoid-AG

Liquid

Mrico-Bright

Return Ag

Bio-Rinse

Terminate-No Iodine

Microdine-Iodine

Teat-Sanitiser

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Teat-Guard 26 grms -Iodine

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Theraspray Red - Chlorhexidine

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ECOLAB[®]

DAIRYSA Corner

DairySA marked its second year of operations by publishing its 1998 Annual Report and holding its first Annual General Meeting at Flaxley on the 24 September. Two Victorian dairy industry identities, Angus Hume, Program Leader for the Australian Milk Harvesting Program (AMHP) and Meaghan Johnston from Ellinbank were special guest speakers.

The AMHP is a private sector initiative owned by the ADFF and directed by a Board of Management comprising representatives of key stakeholders in milk harvesting (dairy farmers, equipment manufacturers, processors, educators and the DRDC). The AMHP has a five year plan to address the main impediments to efficient milk harvesting and milk quality. South Australian dairy farmers can look forward to some positive changes in milk harvesting practices as the AMHP develops over the next year or two.

Meaghan Johnston gave the attendants at the AGM some mighty important food for thought in her presentation on milking efficiency. Core themes in Meaghan's message were that fast milking is not always the most effective measure when labour efficiency and cost are of concern. Meaghan's

simple analysis of dairy shed efficiency using "Flaxley's home grown" figures raised questions about when this service is going to be available here. Soon we hope!

Another feature at the AGM, apart from the progress reports on all the main projects being funded through the DairySA, was the launch of the DairySA-PIRSA Property Management Planning program for dairy farmers. The people who put the course manual together deserve a pat on the back. Very professionally produced and really sets the PMP up as an excellent service to the whole South Australian dairy farming community. I understand that it got the "thumbs up" at the pilot courses conducted at Mt Jagged and Allendale in the South East.

Finally, I noticed on my desk today, three submissions for DairySA support from the Northern DairySA District Committee. It is good to see everybody getting behind the push for work on the feedbase quality which is bound to benefit producers in the area.

Ron Ellis
Board Member, DairySA
(08) 82077956



AUTOMOTIVE INFORMATION

Gregory's Automotive launch new style manuals

After extensive market research, Gregory's Automotive is launching a new style of auto service manuals.

To make Gregory's automotive manuals even easier to use, chapter marking tabs, contents at the beginning of each chapter and a full index have been included in the new and improved design.

For routine maintenance, new sections at the beginning of each chapter detail vehicle components requiring regular checking and attention.

New graphical icons have also been included, to ensure that the user is made aware of important information.

Easier to use and packed with more information than ever, the new look Gregory's is sure to be a big hit with customers.

The extensive range of Gregory's Automotive Publications has provided car owners with the advice and knowledge needed for servicing, maintaining and repairing their vehicles for 50 years. The range covers vehicles produced for the Australasian market from the 1940s to the present.

The Gregory's Automotive range includes more than 150 titles covering auto service manuals, motoring books and guides, and trade and educational reference books, making Gregory's the most comprehensive auto range of the Australian market.

Our manuals are developed through constant researching and updating, keeping pace with the increasing sophistication of motor vehicles. The procedures described in the manuals are written by automotive engineers in Australia, and are proven in practice in our research centre, where the relevant vehicle is progressively dismantled and then reassembled.

Inside each manual are easy-to-follow instructions and hundreds of explanatory diagrams and illustrations. Comprehensive specifications, trouble-shooting procedures, tune-up operations chapters on suspension and steering and instructions on engine overhaul will give car owners the confidence to successfully service, maintain and repair their own vehicles.

Source: *Automotive Manuals Catalogue 1998/1999.*





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.

Employee Induction...Should You Ignore It?

An effective induction program involves more than simply introducing a new employee to her/his job and co-workers. It is a strategy used to help employees fit into their job, work team and organisation. Done well it can save significant dollars.

Even before the individual actually joins the company, information, whether accurate or inaccurate, formal or informal, has shaped the individual's attitude to the company.

The newcomer's most pressing task is to build a set of guidelines and interpretations to explain and make meaningful the myriad of activities observed as going on in the organisation. Matters concerning such aspects as friendships, time, purpose, demeanour, competence, and the expectations that the person holds of the immediate and distant future, are suddenly made problematic.

The employer's most pressing task is to get the new recruit as productive as possible within the shortest time.

It is through induction that companies have the greatest influence on improving productivity by ensuring how quickly employees get up to speed and how long they will stay.

Induction well handled provides significant savings to companies by:

1. Developing positive attitudes, job satisfaction and realistic job expectations.

It is important that employees learn at the beginning about the values and attitudes of the organisation they are working for. It is also critical that they know what is expected of them. Well-meaning employees making unnecessary mistakes can irretrievably damage customer service and attitudes.

2. Reducing start-up costs.

Proper induction helps an employee get "up to speed" much more quickly, thereby reducing the costs associated with learning the job

3. Saving time for supervisors and co-workers.

The better the initial and ongoing induction the better the communication between supervisors and staff and the less time that supervisors and co-workers need to spend on teaching the employee, attending to disruptions in workflow or correcting mistakes that could easily have been avoided.

4. Reducing workplace stress.

In a new environment, employees experience anxiety that can impede her/his ability to learn. Proper induction that provides guidelines for behaviour and conduct and familiarisation with the norms of the workplace can reduce stress levels and redirect energy

and confidence into work outputs and team participation.

5. Reduction in employee turnover.

Studies of labour turnover suggest that by far the greatest turnover rates occur in the initial stages of employment. The cost of recruiting another person to that job is considerable. Turnover of staff can be increased when staff feel undervalued or put in positions where success in their work is difficult. Proper induction demonstrates to staff that their employer values them and helps in providing tools necessary for job success.

6. Improving public relations.

Induction provides a chance to sell and promote the company and an enthusiastic, motivated and contented employee will probably advertise her/his choice.

7. Reducing the incidence of workplace accidents and injuries.

Research shows many workplace accidents occur to new staff within the first few weeks of their employment. Proper induction highlights workplace hazards and instils a duty of care in both supervisors and employees. What organisation can afford to ignore proper induction and, in doing so, waste resources - human and dollars?

*Source: Business SA
SA Employers' Chamber of Commerce & Industry Inc.*

AVAILABLE FROM THE
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New Stock

**NATIONAL SHARE
DAIRY FARMING
GUIDEBOOK**

\$25.00 per copy + \$2.00 postage
for Members

Order your copy now

Phone (08) 8293 2399

PLANNING LINKS

PMP makes good business sense

For Mt Gambier's Property Management Planning officer, Deborah Cesari, PMP is all about providing people with the best information and giving them the skills they need to make the most out of their business.

"One of the main reasons I became interested in PMP was because the program recognised and dealt with farming enterprises as a whole rather than as individual parts," Deborah says.

After graduating from Melbourne University with a



Bachelor of Agricultural Science, Deborah ventured overseas for two years before working as an agronomist with the Victorian Department of Agriculture at Cobram.

It was through her work there as an extension officer that she realised the importance of seeing farming as a whole package - the people, the enterprises, and the land.

And, so in June this year she joined the PMP team. "I enjoy being part of the team here and find the work really challenging," she said.

Deborah enjoys bush walking and hockey, and also loves reading.

Are you prepared for the future?

Many things are changing in the agricultural sector. One of the big changes facing people in the dairy industry is deregulation and its effect on milk prices.

If you are going to stay in the dairy industry through these changing times you are going to have to:

- **Have a clear vision for your future** and the future of your dairy business. Thinking about what you want in the future is something that most people find difficult but is very necessary. It is important to let other people know what your vision is for the future, especially if it impacts on them.
- **Know your cost of production.** Until you know how much it costs to produce a litre of milk it is impossible to know what you need to receive per litre of milk to cover production costs, meet interest repayments and have an owner's allowance to live on. Knowing the cost of production is an aid for decision making.
- **Increase your knowledge and skills.** Knowledge is power and it is going to become increasingly important as the dairy industry moves into a deregulated market. Producers will have to seek out information that they can

apply to their dairy business to maintain profitability.

- **Develop a succession plan.** There needs to be open communication between all family members so that everyone involved in the family business knows what each other wants in the future. The earlier farming families begin to talk about farm transfer the more options they have available to them and the smoother the transition will be.
- **Maintain a good relationship with your lending Institution.** It is important to have a close working relationship with your lending institution and keep them informed about developments within your business.

DairySA / PIRSA Property Management Planning is a program that can help you address the issues listed above. It is important that as the dairy industry moves towards deregulation over the next 18 months producers take the opportunity to look carefully at their dairy business. The Property Management Planning program is one way that you can do this.

To become involved in Property Management Planning.

Getting involved in a DairySA / PIRSA Property Management Planning program is easy. Property Management Planning Officers in all dairy regions are working with dairy discussion groups and individual farmers to form groups of dairy farmers to do



ARE YOU PREPARED FOR THE FUTURE? (Contd)

the program. To become involved call your local Property Management Planning Officer.

Have list of PMP officers close to the article.

Property Management Planning Officers

Simon Gierke
9 Old North Road
CLARE SA 5453
PH: 8842 3900
FAX: 88423775

Kim Baumgurtel
Flaxley Research Centre
PO Box 1571
FLAXLEY SA 5153
PH: 8391 7124
FAX: 8388 8455

Penny Hickey
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Richard Williams
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Chris Scheld
PO Box 618
NARACOORTE SA 5271
PH: 8764 7419
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Debbie Cesari
PO Box 2124
Jubilee Highway East
MOUNT GAMBIER SA 5290



NATIONAL NEWS

Costello doles out the NCP cash: water reforms are next

Federal Treasurer Peter Costello last month handed \$391 million to State and Territory Governments in this year's round of National Competition Policy (NCP) payments, but kept open the option of docking New South Wales \$10 million for not dismantling the monopoly buying power of the State's rice industry.

This year's NCP payments, part of an eventual \$16 billion which will be handed to State and Territory Governments over the next eight years if they meet reform targets, did not take into account progress on Council of Australian Government (COAG) water reforms.

The deadline for States and Territories to meet COAG's water reform targets expires later this year, and the National Competition Council (NCC) - which adjudicates on whether the targets have been met -

will report to the Treasurer on progress before next year's funding round.

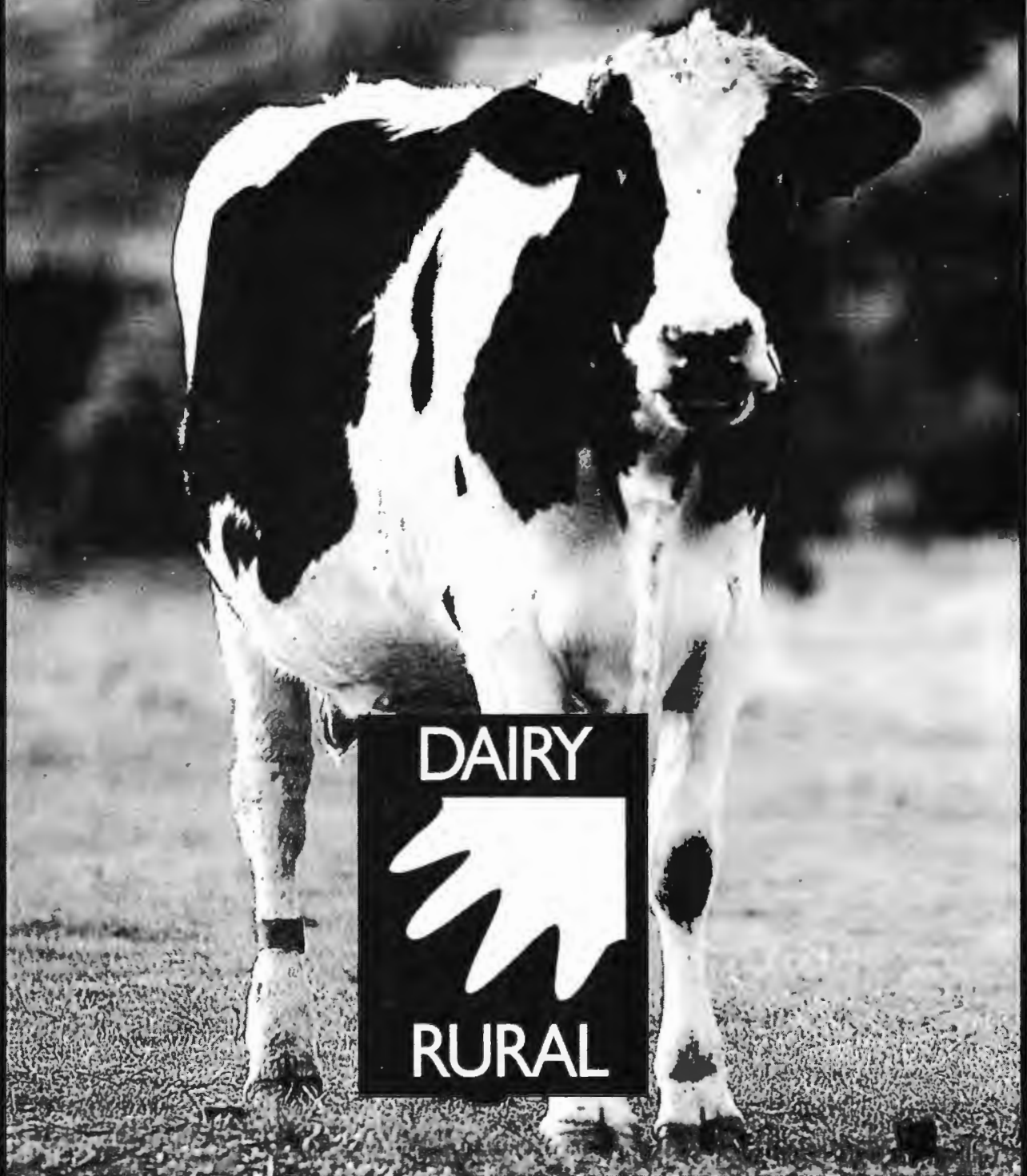
Mr Costello said the NCC had recommended that all States and Territories except NSW should receive NCP payments this year. However, the Treasurer deferred until early next year a final decision on whether NSW should have its payment reduced, to give time for a working party to try and find a solution to the deadlock on rice.

NSW Agriculture Minister Richard Amery, who has refused the NCC's demand to dismantle the State's rice vesting powers, accused the Federal Government of deferring the politically sensitive issue until after the Federal election. NSW's full NCP payment this year - if it receives it all - will be \$125 million. Other States and Territories received proportionally lesser amounts.

The COAG water reform process has led to a three-year flurry of major legislative and administrative changes to water management in all States and Territories, with far-reaching implications for water prices and availability.

Source: *Land & Water News* Volume 2, Number 8: September 7 1998.

Helping Dairy Farmers Profit.



IAMA's Dairy Rural. The name says it all.

We offer the best quality dairy farm inputs, advice and technical services available in the country because that's all we do.

- Soil & tissue testing
- Fertiliser recommendations
- Irrigation water testing
- Feed testing & budgeting
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South Australia ● Dairy Rural, Jervois 08 8572 4148 - Bonneys IAMA, Meningie 08 8575 1102 - Dairy Rural, Mt Compass 08 8556 8313
Dairy Rural, Mt Gambier 08 8724 7590 - Farmtec IAMA, Murray Bridge 08 8532 4435 - Mypolonga Co-op, Mypolonga 08 8535 4188
Dairy Rural, Myponga 08 8558 6204 - Vivco IAMA, Strathalbyn 08 8536 3977 - Dairy Rural, Yankalilla 08 8558 3434

INCREASED INCENTIVES FOR PROGENY TESTING

GENETICS AUSTRALIA BOOSTS PROGENY TEST INCENTIVES

Genetics Australia, has announced increased incentives for progeny testing.

Farmers progeny testing with **Genetics Australia** in 1998 will benefit from the new incentives.

Genetics Australia Chairman, John Harlock said that farmers would be eligible for a direct cash rebate of up to \$20.00 per heifer.

A rebate of \$5.00 per calf will be paid for calves born next year as a result of using 1998 progeny test semen provided the calves are identified and reported to the herd recording provider or Breed Society. This will increase to \$10.00 per calf for farmers who have been progeny testing since 1994. When the calves come into milk a further rebate of \$10.00 per heifer will be paid upon completion of workability scoring.

"The rebate of \$20.00 per heifer will be of most value to farmers who maximise the number of daughters they produce from the progeny test doses used", said Mr Harlock.

"We want to reward those farmers doing an excellent job with progeny testing and we want to reward those who progeny test year after year".

Mr Harlock stressed the new incentives were just the first step in a long term program to improve the effectiveness of progeny testing.

"We have a world class system and the most effective in Australia but that does not mean it can not be improved".

"In particular if we improve the efficiency of progeny testing we will be able to reward farmers contributing to it even more".

"The incentives are targeted at farmers producing the results. The rebates for calves and milking heifers will reward farmers who return calf records and workability scores on heifers".

"We will also be looking to add to the loyalty rebate. The bonus for farmers continuously testing for five years will be extended in future years to reward longer term co-operators".

Mr Harlock pointed out other changes would occur.

"We will step up our field liaison with farmers and will be introducing random parentage identification. This will help us identify ways of improving the accuracy of calf identification.

"All of these changes will help ensure farmers who are most effective at producing progeny test heifers are the ones that benefit from the incentives available for progeny testing".

DIARY DATES

Tuesday 10 November - Farm Walk -
Andrew & Deanna Vickers Farm 10am-
2pm - BBQ Lunch

Thursday 12 November - SAMMEC Mtg
Tuesday 13 November Admin & Finance
Committee Mtg

Wednesday 18 November - Technical Comitee Mtg

1 - 2 December ADFP Mtg - Melbourne
3 December ADIC Annual Conference -
Melbourne

9 December Central Council Mtg - Colonial

For reliable all round total performance you can't go past **Genetics Australia** proven bulls

FORMOST

Clydevale Mascot Formost ET
11FFM70 (Mascot x Secret)

- ☞ High protein yield
- ☞ Outstanding workability
- ☞ Value for money
- ☞ Sire of sons



\$16 RRP
\$12.00*

Daughter of FORMOST
Peter and Wendy White,
Riverslea, Victoria.

ALLORA

Hill Valley Mascot Astronaut ET
11FFN48 (Mascot x Micheal)

- ☞ Exciting new graduate
- ☞ Over 100 daughters in first proof
- ☞ Exceptional workabilities
- ☞ Value for money



\$18 RRP
\$13.50*

Daughter of ALLORA
Kath, Colin and Greg Crichton,
Leitchville, Victoria.

WINLUKE

Strathaire Southwind Luke ET RC
11FFL77 (Southwind x Inspiration)

- ☞ High components
- ☞ High ASI
- ☞ Pleasing workabilities
- ☞ Sire of sons



\$24 RRP
\$18.00*

Daughter of WINLUKE
Angus Shaw,
Nathalia, Victoria.

MARINA

Philmar Lester Magnet ET
12JJN10 (Lester x Brigadier)

- ☞ High protein
- ☞ Excellent workabilities
- ☞ Pleasing udders



\$16 RRP
\$12.00*

Daughter of MARINA
Alan and Theresa Ireland,
Glen Forbes, Victoria.

* With 25% discount for Option 1 progeny test participants

PRODUCTION and WORKABILITY — Australian Breeding Values May 1998

SIRE	PRODUCTION									WORKABILITY				TYPE	
	Code	ASI	Prot (kg)	Prot %	Milk (litres)	Fat (kg)	Fat %	Rel %	Dtrs	Herds	MS %	Temp %	Like %	Rel %	Over Type
WINLUKE	139	41	0.07	1177	54	0.07	96	270	149	91	92	95	91	1.3	1.1
FORMOST	136	42	-0.04	1376	52	-0.07	87	82	45	94	94	96	77	0.7	0.5
ALLORA	122	38	-0.06	1288	48	-0.12	88	120	67	94	95	95	79	1.5	1.4
MARINA	134	41	-0.01	1249	49	-0.35	81	66	38	95	94	95	79	0.9	1.5

Genetics Australia has a strong line up of bulls proven for Australian conditions. For total production, workability and overall type Genetics Australia bulls should be part of every breeding program. For full details or a catalogue on the Genetics Australia proven teams contact your usual semen supplier or Genetics Australia on freecall 1800 039 047.

Genetics
AUSTRALIA

Retail trials conducted by the Australian Dairy Corporation (ADC) in the ACT this year have shown that milk is not the mature product considered by many, but rather a product that has great room for expansion.

ADC general manager marketing and, promotions, Stuart Nicolson, said the trial of the Dairy Case Management Plan from March to May proved so successful that the corporation hoped to see the program adopted nationally.

He said simple measures such as better retail positioning, the logical planning of displays and keeping displays clean and organised were some of the measures that produced the stunning results. He said the increase equated to an additional \$150,000 in farmgate prices and an average of 30,000 litres extra per week.

"These are not major changes, but they do work. We are not doing any thing that other products haven't done, we're just focusing on milk as a category and organising it accordingly at retail level," Mr Nicolson said.

The Dairy Case Management Plan works on a number of levels. The main component involves the positioning of milk on the shelf. Milk is displayed not by brand, but by type, such as all low-fat milk brands being grouped together.

Encouraging retail outlets to view milk as both a meal solution (for in home consumption) and a beverage is important. "We want to have a second section in the dairy case for 'beverage' milk with flavoured milk and plain milk in 300 ml and 600 ml containers, Mr Nicolson said.

The final part of the plan is to minimise the instances of milk being out of stock and making sure the dairy case is kept clean.

Mr Nicholson said many retailers view milk as a "mature product" with little room for sales growth. "I think we are changing that attitude," he said.

The participating retail outlets recorded a staggering nine per cent increase in milk sales during the 12 week trial. The increase equated to an extra 393,295 litres being sold compared to the same period last year. The trial involved 97 retail outlets - supermarkets, convenience stores and milk bars.

The plan is currently being trialed in Western Australia and the results for the first two months are encouraging. Mr Nicolson hopes the plan will eventually roll out nationally with the support of the milk processors.

"The ADC has kick-started the process and demonstrated one way to increase milk sales," he said. "Now it is up to the processors and retailers to take the ball and run with it."

The ADC has an active retail support program which includes Australia's largest instore demonstration program.

According to National Foods' business unit manager,

Steven Shaur, white milk consumption is increasing according to statistics from the ADC, with 104 litres per capita being fairly steady over the last year. Since 1990 it has grown an extra 2L per capita.

Mr Shaur said that what is happening within the milk industry is that the market itself is resegmenting. The total figure for the drinking milk market is about 1.9 million litres per annum and growing at about 0.1 per cent. "But, what we are finding is that traditional whole milk which normally represents about 60 per cent of the total volume is declining by about 3 per cent, however, the modified white milks are growing at about 2 to 10 per cent. UHT milk is also growing at about 16 per cent per annum and so are other non-dairy products such as soy milk," Mr Shaur said.

According to Mr Shaur the growth of the modified milk market will grow naturally in the next couple of years. More modified milk brands will be launched and unlike the traditional whole white milks, modified milks carry a lot more advertising dollars behind them. "What we've found in the milk industry is that as long as somebody is doing something in advertising, the category generally grows," he said.

However, he said, milk is very much a complimentary product, 60 per cent of milk volume is enjoyed at breakfast usually with cereals and tea or coffee. If one category declines, such as breakfast cereal did (-2.1 per cent - SAMI ACNielsen MAT period ending April 5/98), the other tends to do the same. "I think the cereal companies' response to that is to launch muesli and breakfast/snack bars, however you don't have milk with that, and that's a bit of a worry for us," Mr Shaur said.

In this case different types of promotional activity can help to boost milk consumption, Mr Shaur said. Value added promotions with breakfast cereal companies or even with fresh fruits such as bananas for a fresh smoothie, can work to the advantage of both companies.

To drive sales of white milk consumption milk manufacturers not only have to educate consumers, but also retailers. Like Mr Nicholson from ADC, Mr Shaur also believes that in order to increase consumption of milk, retailers need to look at different ways of selling it. "One of the biggest problems in the industry is that a lot of stores run out of milk by two to three o'clock and they don't replenish it until the next day. However, studies - such as the one by the ADC - found that when milk is on display 100 per cent of the time, milk sales increased.

"What we also need to do is to stop thinking about milk competing against milk, but milk competing against other beverages, such as soft drinks, new age beverages and juices. Since the industry started targeting other beverages a couple of years ago sales of flavoured milk started to grow," Mr Shaur said.

One of the problems with white milk consumption is that consumers are used to running out of milk. The average of shortage of stock at home is about three times a week. "We have to make sure consumers are stocking milk 100 per cent of the time, because the

MILK MARKET SHOWS ROOM FOR GROWTH (Contd)

minute they run out of milk, they are quite comfortable to have something else like yoghurt or a piece of toast or even not have breakfast at all," Mr Shaur said.

The solutions are relatively simple he said, having milk always on display and giving a lot more attention

to milk instore, are simple measurers that can help increase milk consumption. "Advertising expenditure on milk will just continue to grow each year and as long as that keeps on happening people will be exposed to milk," Mr Shaur said.



EMPLOYEE OR CONTRACTOR?

from the Australian Tax Office

Are you uncertain whether your workers are employees or contractors?

You need to know which group they fall into because that determines their rights and obligations in relation to the work. It also determines their status for tax purposes, including the nature of any deductions they are entitled to.

One factor to consider when deciding if a worker is an employee, is the degree of control capable of being exercised over the worker. If the payer can direct how, when, where and who is to perform the work, even if they do not exercise this right, it is very likely the worker is an employee. These directions may be in writing, verbal or simply understood between the parties.

Another important factor to consider is whether the worker is paid for the time worked by them personally or for a result.

No one factor is conclusive when considered in isolation.

Other key indicators are that an employee:

- is paid for time worked;
- receives paid leave;
- is not usually responsible for providing materials or equipment;
- must perform the duties of the position to which they're appointed;
- agrees to provide his or her personal services;
- works hours set by an agreement or award;
- is recognised as part and parcel of the business, takes no commercial risks and cannot make a profit or loss from the work performed.
- *whereas a contractor:*
- is paid for the results achieved
- provides all or most of the necessary materials and equipment;
- is free to subcontract work;
- has freedom in the way the work is completed;
- provides services to the general public and other businesses
- is free to accept or refuse work
- is able to make a profit or loss from the work completed;



Don't Risk Your Business

The Millennium Bug poses a threat to the activity and profits of every SA business. While most firms are aware of the problem, only 25% have recognised its likely impact on their own business. In fact, the Millennium Bug has the potential to impact on the most fundamental business operations. These include plant control, sales, accounting, stock control, staff payroll, and security. There is a real possibility that firms that do not address the problem will have their business operations disrupted. Some may have to close down. Don't take the risk of this happening to your business. Act now to ensure that you protect your business from the potential effects of the Millennium Bug.

What is the Millennium Bug?

The Millennium Bug is a computer design problem which originated in the 1960s and 1970s when computer systems were programmed to use only the last two digits to describe the year. The problem persists with many modern PCs and other computer-based systems.

On 1 January 2000 these systems may assume the date to be 1 January 1900, or another incorrect date.

What Does it Affect?

The Millennium Bug may affect any business system that relies on dates to function, eg:

- Computer hardware
- Computer software
- Automated equipment or systems eg. lifts, security alarms, process control systems, irrigation control systems.

What Happens if Nothing is Done?

The Millennium Bug has the potential to severely impact upon fundamental business operations. Some of the more obvious areas include:

- Financial systems may give incorrect results
- Use-by dates for stock could be

wrongly interpreted

- Credit purchase transactions may fail
- Specialised medical equipment may not operate
- Your suppliers may be unsure about how much stock they have available
- Your creditors may be unable to pay you if their systems have failed
- Funds transfer to/from overseas could be delayed
- Telephone and other communications systems could fail
- Automated environmental control systems could fail.

Industries Under Threat

The Millennium Bug poses a threat to most businesses either directly or through other businesses on which they depend either as customers or as service providers.

Systems in Danger

The Millennium Bug has the potential to affect many essential business systems including:

- Personal computers (software and hardware)
- Telephone/PABX systems
- Retail sales systems
- Security systems
- Motor vehicles/trucks
- Financial management systems
- Automated payroll systems
- Internet and email services
- Use-by date equipment
- Electronic ordering/inventory systems
- Medical equipment
- Lifts
- Bar coding equipment
- Electronic diaries
- Air conditioning/heating systems
- Factory process control systems.

ACT NOW!

1 Identify your most important business systems

List your most important business functions; those things that are "core" to your business. List all the computer systems or equipment

used to support these functions. Allocate a priority ranking to each so you focus on the most important ones first.

2 Prepare your business for the date change

Work your way through the listed systems or equipment to find out whether they will continue to operate in the year 2000. If not, then you need to consider replacing them or upgrading them. Give consideration to your historical data too; you may need to expand some dates to four digits.

3 Test all your systems/equipment

When you are satisfied that your system is ready for the year 2000 you should conduct tests to be sure. If you need help testing your equipment ask your suppliers or an IT consultant; there are specialised software tools available to assist. You should also check your equipment for other dates such as 1 July 1999 (start of the new financial year), 31 December 1999 (eve of the new millennium) and 29 February 2000 (the year 2000 is a leap year).

Further information

Visit some of the websites listed and obtain information from your suppliers, your industry association and from The Business Centre.

Legal liability

There is a risk of incurring liability if your systems fail because of year 2000 problems and cause loss or damage to others; particularly if you have not taken steps to make sure your systems are year 2000 compliant. For specific advice regarding your own situation, you should consult your own legal adviser.

Insurability

The Insurance Council of Australia has indicated that policyholders should not expect to be automatically covered by existing policies for losses caused by the Millennium Bug since the potential loss is both predictable and can be avoided

MILLENNIUM BUG (Contd)

through planning.

Tax Deductibility

Your Year 2000 related expenditure may be fully deductible for the year in which it was incurred. Seek advice from your taxation agent.

More information

For further information ring the SA Millennium Bug Hotline 1800 11 2000 or visit the South Australian Government website: www.sa.gov.au/agencies/dits/year2000/intro.htm

The following websites also contain a range of useful information:

- www.y2k.gov.au
- www.year2000.com
- www.standards.com.au
- www.aila.com.au/Year2000marketing.html
- www.yardeni.com.y2kbook.html

Could one of these be your business...?

You are a medium size enterprise which depends greatly on your accounting system to show which customers owe you money and when it needs to be paid. On 1 January 2000 your accounting system shuts down due to the Millennium Bug and suddenly you can't access those vital records detailing which customers owe you money so how will you invoice them for the services you've been providing?

You own a business that relies on many suppliers. Your business is year 2000 compliant, yet over half of your suppliers and customers aren't. Due to the Millennium Bug they fold. You now only have 50 per cent of the suppliers and clients you had before 1st January 2000.

Did you know...

80 per cent of small to medium-sized enterprises use at least one type of technology that could be affected by the Millennium Bug; 58% use at least three.

A 10 per cent failure of businesses with less than 200 employees will result in the following:

- a 6 per cent reduction of total gross product by industry (or \$12.5 billion)
- a 5 per cent loss of total Australian exports
- a loss of up to 359,000 jobs nationally.

A Portrait of Australian Business (Results of the 1995 Longitudinal Survey) & ABA Statistics.

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*Source: Business SA
SA Employers' Chamber of Commerce & Industry Inc. 8 September 1998*



Skim milk powder prices to stabilise

World skim milk powder prices, which fell by 13 per cent in 1997-98, are forecast to remain relatively stable in 1998-99, averaging around US\$1590 a tonne. Although lower EU production and exports of skim milk powder will be a positive factor in the world market, this influence is likely to be offset by increased exports of subsidised US product.

		1995	1996	1997	1998	% change
	Unit	-96	-97	-98 p	-99 f	
Cow numbers	'000	1 884	1 977	2 002	2 027	1.2
Milkyields	L/cow	4 626	4 565	4 693	4 767	1.6
Production						
Total milk	ML	8 715	9 024	9 395	9 662	2.8
- market	ML	1 833	1 853	1 855	1 857	0.1
- manufacturing	ML	6 882	7 171	7 540	7 805	3.5
Butter	kt	145	147	154	157	1.9
Cheese	kt	263	285	289	319	10.4
Wholemilk powder	kt	113	134	126	126	0.0
Skim milk powder	kt	218	223	215	230	7.0
Milk prices						
Manufacturing	Ac/L	26.0	24.0	23.9	24.5	2.5
Market	Ac/L	50.4	51.0	52.1	51.5	-1.2
Value of exports	A\$m	1 692	1 779	1 935	2 098	8.4

Dairy

Australian manufacturing milk prices are forecast to be boosted by higher export returns in 1998-99

Australian export earnings in 1998-99 are forecast to exceed \$2 billion

EU stocks of skim milk powder rise

In 1997-98, international prices for skim milk powder fell sharply as consumption dropped. Prices have now stabilised as a result of increased sales into EU intervention stocks. EU public stocks of skim milk powder in June 1998 were 27 per cent higher than at the same time last year.

With world demand for skim milk powder not expected to improve in 1998-99, there are unlikely to be significant sales out of EU intervention stocks. Furthermore, in the face of low returns to producers, EU skim milk powder production has fallen and appears unlikely to recover in the near term.

Subsidised US exports to keep prices down

In July the US government announced Dairy Export Incentive Program allocations for 1998-99. As required by its WTO commitment, the United States has reduced the level of its export subsidies from the previous year. Subsidised volumes have been cut by 9 per cent for skim milk powder, 33 per cent for wholemilk powder, 15 per cent for cheese and 13 per cent for butterfat.

While subsidised skim milk powder allocations for 1998-99 have decreased, the actual level of subsidised exports will be higher this year following the reallocation of previously unused subsidised product from earlier years. Given the slow growth in domestic demand for skim milk powder in the United States, it is expected that the full quantity of subsidised skim milk powder allowed under its WTO commitment will be exported in 1998-99.

Little change in world butter prices

World butter prices are forecast to remain relatively stable in 1998-99, averaging around US\$1656 a tonne. Demand for imported butter in Russia, the world's largest importer, is expected to fall in 1998-99 as the devaluation of the Russian rouble leads to an increase in the cost of imports, and as economic activity declines.

Stronger US demand for imported butterfat is likely to partly offset the dampening effect on international prices of the decrease in demand from Russia. US domestic butter prices rose strongly in early 1998, in response to increased demand and low domestic stocks. With prices remaining high, the United States is expected to increase imports despite the high tariff rates currently imposed.

Better export returns to lift Australian manufacturing milk prices

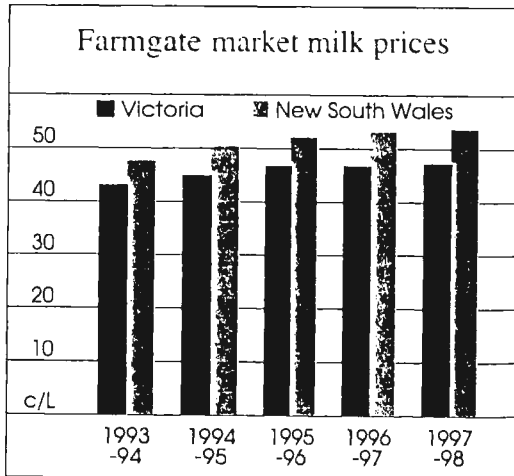
Despite reduced demand for dairy products - particularly demand for powders in Asia, the destination for most of Australia's dairy product exports - the low Australian dollar relative to the US dollar has made Australian exports more competitive.

In 1998-99 the total value of Australian dairy exports is forecast to increase by 8 per cent to \$2098 million. As a result of the higher export returns, manufacturing milk prices are forecast to rise slightly to 24.5 cents a litre in 1998-99 as manufacturers pass on the favourable returns to farmers.

Market milk prices to fall

The average farmgate price for market milk in Australia is forecast to fall in 1998-99. A contributing factor is a 3.3 cents a litre reduction in the regulated farmgate price of New South Wales market milk. As a result of market deregulation that took place in New South Wales in July 1998, retailers are now free to source milk from across state borders.

Until now the farmgate price for market milk in New South Wales has averaged 6 cents a litre higher than in Victoria. Since deregulation some retailers in New South Wales have started sourcing milk from Victoria, thus prompting the reduction in the regulated farmgate milk price.



Australian milk production to rise

Australian milk production is forecast to continue its rising trend as milk yields improve. Although cow numbers are expected to rise slightly, the extent of the rise is likely to be affected by farmers' uncertainties about the potential effects of market milk deregulation. Given a good start to the season, as pasture recovers from the ravages of last year's dry conditions, milk production in 1998-99 is forecast to expand by a further 3 per cent.

Source: Australian Commodities
September Quarter 1998.

OVERSEAS NEWS

Trade trend seen as threat

Producers ponder expansion as response to pressure, survey finds

The suspicion that many Ontario dairy farmers feel threatened by international trade trends, and pressured to expand their milking herds in response, has been born out on a local level by a University of Guelph

WORK WANTED

My name is Jorge Pineda, I'm from Colombia and 30 years old.

I have a College degree in Administration Agropecuaria (Animal Science), Colombia 1993 and a International Dairy Course in California Polytechnic, USA 1995.

I have experience in Dairy farms (2X).

I'm looking to how I can get information to get a Job in Australia (Dairy Farms).

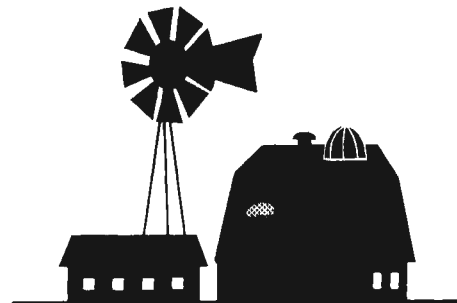
My E-mail is: jorgepineda@yahoo.com

My mail address is:

Jorge Pineda
Calle 123 # 11A-33 Apto 301
Bogota, Colombia.
S.A.

I hope you can help me.

Jorge Pineda.



research team.

A random sample of nearly 200 Grand River area dairy farmers completed a 16-page survey constructed by a Farming Systems Research team led by Prof. Glen Filson. The survey covered parts of Waterloo, Wellington, Brant, Oxford and Dufferin Counties.

Two-thirds of these farmers credited their supply management marketing system for their generally very positive quality of life. Many had deep concerns about how free trade agreements may impact supply management for the dairy industry.

"Most of the milk producers consider their quality of life to be superior to that of American dairy farmers as well

OVERSEAS NEWS (Contd)

as to other Ontario farmers, and many attribute this to our supply management system," says Filson of the School of Rural Extension Studies.

"The purpose of NAFTA (North American Free Trade Agreement) and GATT (General Agreement on Tariffs and Trade) is to create freer trade. So it's not surprising that many of these producers see these trade agreements as threats to supply management." Grand River area farmers with medium-sized herds are often the most prosperous, according to the survey by Filson and his collaborators. They discovered that farmers in this area milking about 45 cows-around the Ontario average - have an average income at least \$10,000 to \$20,000 higher than the \$51,000 average net income for all Ontario dairy farmers.

This is in contrast to the U.S. dairy industry, now undergoing the phenomenon of "the disappearing middle." This means that only extremely large or extremely small farms are likely to survive.

Many Grand River farmers feel threatened by the

possibility of losing the supply management system, and pressured to expand herd size to maintain their current level of success, says Filson. "Their perception of the conditions facing American milk producers now leads many to believe that getting big is a key to their success in the future.

"They think that if herd size is what works for the Americans under a freer trade system, then that's what will work here if supply management is diminished. This is a big dilemma at the moment, and no one can say what the right move is. It all depends on the World Trade Organizations negotiations scheduled for 1999."

The researchers are also comparing the Grand River dairy farmers' quality of life to that of newly privatized family farms in the Moscow Region of Russia. As well, the researchers are expanding their work to include a comparison with dairy farmers in Nova Scotia and Western Canada.

*Source: Research, by Marijana Vrbaski
Ontario Milk Producer, October 1998*

PRACTICE SAFE FARMING EVERY DAY OF THE YEAR!

SAFETY TIPS



w-w-w, my aching back

Back injuries and strains are painful and costly. You can prevent many back problems while working in your shop:

- ✓ Do not bend straight over, turn, or twist to pick up something - even if it is a light object.
- ✓ Don't lift or carry anything heavier than you can manage easily.
- ✓ Lift with your legs, not your back. Proper lifting requires that you squat and bend your knees. Hold the object as close to your body as possible.
- ✓ Use good posture. Try not to hunch over your work or keep your neck bent down for any length of time.
- ✓ Stand with one foot elevated on a box or stool.
- ✓ Use sturdy footstools and ladders to reach for high objects. Do not stand or climb on chests, tables, benches, drawers, or equipment just because something is almost within your grasp.
- ✓ To reduce the risk of slips, twists, and falls, keep your shop floor clean, dry, and free of clutter and debris.

The air you breathe

No work hazard is sneakier than bad air. If you are designing a new shop, be sure to include the best ventilation system available. If you are remodelling an existing shop, install vents on outside walls and in the ceiling and add windows and doors that can be opened when you work.

As a rule, the space open to the outside should equal 25 percent of the shop's floor area. A ventilating hood is safest if you run engines, weld, or handle solvents-especially if you work in a cold climate. If you don't have vent hoods, use exhaust fans with plenty of fresh air from the outside. Flexible tubing from the engine to the outside is also good if you run engines. If your shop does not have good ventilation, consider adding it as soon as possible.

Put a lock on it

For children, tool shops are very tempting places in which to play. They are also prime targets for thieves. So padlock the door to keep the young'uns and bad guys out.

Source: The Window Fall 1998

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Fx: 08 8349 8098		Fx: 02 6852 1544

A GOLDEN OPPORTUNITY!



* AGRICULTURE/DAIRY *

The Churchill Trust is calling for applicants from all walks of life for **about 100 Churchill Fellowships** available for award in 1999, travel in 2000. Of special interest to those in agriculture and the Dairy industry 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.
- **THE RON BADMAN FAMILY CHURCHILL FELLOWSHIP -**
for the study of an aspect of agriculture with preference in the fields of seed production, pasture development and irrigation.

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- Overseas travel for about 4 to 10 weeks - more if appropriate.
- A Fellowship that opens many doors.
- Fares, fees and a living allowance paid. Income supplement considered.
- Average value about \$15,000.
- The satisfaction of contributing to Australian society.

For an Information Booklet and Application Forms send a stamped self-addressed envelope (approx. 12x24cms) to:

Application Forms . The Winston Churchill Memorial Trust . 218 Northbourne Avenue . BRADDON ACT 2612

Enquiries: 02 62478333

Internet address: http://sunsite.anu.edu.au/churchill_fellowship

Closing date for applications is 28 February 1999.

All Australians over 18 are eligible - no formal qualifications required - **don't miss this**



GOLDEN OPPORTUNITY!

From the Dairy

To the Table

Chilli Eggplant Moussaka

Serves: 6

Ingredients:

25g Australian **BUTTER**
1 onion, chopped
1 clove garlic, crushed
2 teaspoons chopped chilli
500g lean lamb mince
1 x 440g can tomato pieces
2 tablespoons tomato paste
1 large eggplant, cut into slices
50g Australian **BUTTER**, extra
3 tablespoons flour
3 cups Australian High Calcium Milk
1/4 cup Australian Skim Milk Powder
1½ cups grated Kraft parmesan **CHEESE**
2 large boiled potatoes, sliced
¼ cup breadcrumbs

Method:

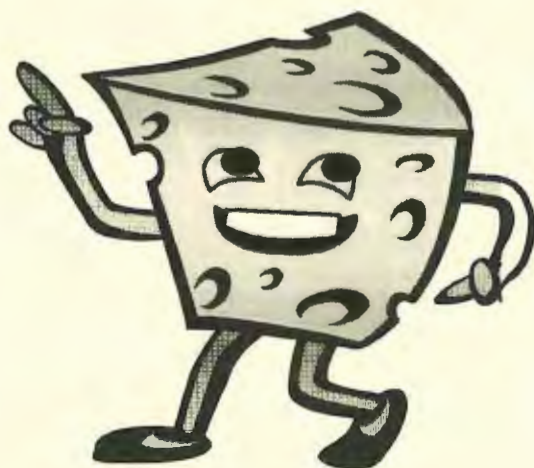
Melt **BUTTER** in a saucepan and saute onion, garlic, mince and chilli until browned. Add tomato pieces and paste and simmer for 5 minutes. Grill eggplant slices on both sides until golden brown. Melt the extra **BUTTER** in a saucepan, add the flour and cook, stirring for 1 minute. Add the **MILK** and **MILK** powder and stir until thickened. Mix in 1 cup of **CHEESE** until melted. Layer potato slices, eggplant and mince in the base of a lasagne or casserole dish and top with **CHEESE** sauce. Sprinkle with breadcrumbs and remaining parmesan. Bake at 180 degrees C for 15-20 minutes until golden brown.

Serve with salad.

YOGHURT MALT DRINK

2 tbsp Malted **MILK** Powder
1 cup natural **YOGHURT**
4 ice cubes, crushed
1 tbsp honey
1 cup **MILK**

Combine all ingredients in blender.
Blend until smooth.
Serving suggestion:
Sprinkle with cinnamon.



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)
- ◆ Sharefarming Information
- ◆ 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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Dairying - efficient, clever, innovative and sustainable



CHIEF EXECUTIVE'S EDITORIAL

In the heat of the deregulation war, cool and level headed thinking was required at the Central Council meeting held on 9 December to determine the future of the dairy farmer sector of the South Australian industry.

Pat Rowley, president of ADFF and chair of the Australian Dairy Industry Council (ADIC) provided this atmosphere as he addressed the Council on the issues at stake.

At the end of Pat's presentation Central Council passed the following resolution unanimously:

'SADA supports the maintenance of the current SA regulation including Farmgate Price and Equalisation. As such it urges the review of State legislation, including the public benefits test under the national competition policy be undertaken immediately. SADA supports continued negotiations by the ADFF towards a national market restructure plan.'

This resolution enables the the Association to do two things. First, it gives a clear mandate to continue fighting for the retention of the current regulation.

Second, it gives SADA the ability to negotiate the best possible outcome of any restructure package for South Australian dairy farmers.

In reaching this resolution Central Council listened to Pat Rowley as he explained the background to the regulation that underpinned the market milk sector of the Industry to date, the changes as the Kerin Plan, the Crean Plan and finally the Domestic Market Support (DMS) Scheme were implemented.

Pat went on to speak about the *in principle agreement* reached at ADFF/ADIC to a 'national market restructure plan which will provide farmers support during the transition to a deregulated marketing system in Australia on 1 July, 2000.'

In his explanation he stressed three key points:

- the agreement was subject to criteria being met that protected the interests of all dairy farmers
- it was absolutely crucial that dairy farmers and their organisations work together to reach agreement on details for the package and payment levels for each State

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Mr Pat Rowley addresses Central Council on 9 December 1998.

CHIEF EXECUTIVES EDITORIAL (Contd)

- the restructure proposal was *not a done deal*: while there was in principle agreement at ADFF/ADIC, agreement on the detail was required from farmers, State farmer organisations, the processors, State and Federal governments

Pat noted that most farmers who have not been directly involved in the negotiations say surely there is a better way, but that is because they have not been exposed to the strength of feeling among the major commercial players who have a lot of support at farm level in Victoria.

This comment was echoed by Frank Beauchamp and John Nietschke, the SADA ADFF representatives, who have had several meetings with key Victorian companies and the UDV recently.

At the conclusion of Pat's presentation there was a tough period of question and answer and forthright statements made by a number of Councillors and dairy farmer members who attended the meeting.

The Central Council view point was reinforced to the Deputy Premier & Minister for Primary Industries, Mr Rob Kerin by Pat Rowley, Frank Beauchamp and CEO Chris Luz-Raymond at a meeting later that day. One of the key issues discussed was the urgent need for the SA review to take place.

The ADFF position is printed in full for your information.

'The ADFF supports a national market restructure plan to support transition to a deregulated marketing system in Australia on the 1st July, 2000 subject to the following criteria being met:

- *reconstruction funds large enough to allow producers to adapt to a new market environment*
- *agreement reached amongst all constituent organisations of the ADFF on the formula for distribution of all funds to farmers*
- *agreement of all sections of the Australian processing sectors on the principles of the scheme*
- *satisfying the requirement of State governments to withdraw State legislation on market milk pricing and supply management*
- *required borrowing's to be repaid by a post processor levy on drinking milk (with an agreed definition of drinking milk) over an appropriate period of time to repay the loan*
- *given that the industry will be totally deregulated, the targeted competition policy payments be made available to the dairy industry*
- *following an united agreement to the above, successful negotiations with the Federal Government to provide the appropriate legislation to put the scheme into effect'*

Dairy farmers throughout Australia will soon be able to attend a comprehensive business and financial planning program to help them meet the challenges of a changing industry.

Addressing the Australian Dairy Industry Council annual general meeting in Melbourne, Dairy Research and Development Corporation chair Dr Drinan said good farm business and financial management skills were pivotal for the Australian dairy industry to survive and prosper.

"There is a good deal of uncertainty and anxiety in the dairy industry at present with a volatile global market and with farmers adjusting to domestic competition policy," he said.

"The importance of good business management at farm level cannot be overlooked."

The program received an outstanding reception by the Victorian dairy farming community," Dr Drinan said.

"The DRDC is currently working with state organisations, state agriculture departments and regional development programs so Dairy Business Focus will be available to dairy farmers around Australia early next year (1999)."

In SA agreement in principle has been reached between the key players; PIRSA (Property Management Planning), DairySA, DRDC and SADA; on the way to introduce and run the program. It is anticipated that the program will be run in the first six months of 1999. It is anticipated that details of the program will be available early in the New Year.

"Every day there is R & D going which is producing tangible benefits for the dairy industry. Some results won't be available for another five or more years due to the long term nature of research.

"Unfortunately there is some delay in the use of completed research due to a lack of awareness or scepticism about the value of research results.

"As an industry competing in the global marketplace, we can't afford unnecessary delays because the best results will go to those who use new knowledge first."

Dr Drinan said there are many examples of R & D funded by the DRDC which are giving positive returns to the industry.

These included the national mastitis and milk cell count program, called Countdown Downunder, and the industry initiated benchmarking project which highlighted the strengths and weaknesses of the Australian dairy industry in terms of its global competitors.

MYTHS AND FACTS OF DAIRY DEREGULATION FROM OVERSEAS

When the idea of deregulation is discussed in the dairy industry, we often hear proponents holding up New Zealand as an example of how producers can prosper in a deregulated market. However, deregulation in that country is more myth than reality.

The New Zealand Dairy Board (NZDB), which has monopoly powers for exporting dairy products, exists as a result of regulation and legislation. Here's a quote from a report on the NZDB's recent annual general meeting:

"Retiring Dairy Board chairman Sir Dryden Spring hit out at deregulation of producer boards at the Board's AGM.

"Sir Dryden Spring has labelled the deregulation of producer boards as a 'gigantic economic hoax'.

"He said the 'seductive myth' was being advanced that if the 'magic wand of deregulation' was waved in the direction of producer boards, a much needed economic miracle would follow and export receipts would skyrocket.

"They won't, Sir Dryden told today's annual general meeting of the Dairy Board".

The report later noted: "Sir Dryden said that the decision as to whether the single seller was best for New Zealand dairy farmers was one for farmers to take.

"Their view is absolutely clear; they remain overwhelmingly in favour of retaining the Board's statutory powers".

Dairy Industries around the world operate in a regulated market system. Specific regulatory powers may differ but they're all designed to give farmers some power in the marketplace. Without them, we'd be at the mercy of the lowest bidder.

Sir Dryden also said; "Our objective is to maximise returns for our products for farmers and New Zealand".

Here in Canada, our dairy organisations have the objective for maximising returns for Canadian dairy farmers and for Canada.

Source: Ontario Milk Producer, Nov 1998

STATE WATER POLICY

Showdown this week for SA's South East water

The continuing political brawl over groundwater allocations in South Australia's South-East is expected to come to a head in State Parliament this week (December 10), when the Labor Opposition says it will finally move - as it has been promising for several weeks - to have the issue referred to a Parliamentary Select Committee inquiry.

In the meantime, State Primary Industries and Resources Minister Rob Kerin is considering a "non-negotiable" demand from an independent Liberal MP - who with another independent and SA's sole national party MP holds the balance of power in the State's Lower House - to allocate all remaining groundwater licences in the South East to existing landowners.

The MP, Mitch Williams has told Mr Kerin he will support Labor's move to establish a Select Committee unless his demands are met. To meet Mr Williams' demands, the SA Government would have to over-ride the powers of a Catchment Water Management Board (CWMB) now wrestling with the issue, and go against both the recommendations of an independent consultant's report and departmental advice that the move could breach the Council of

Australian Governments (COAG) agreement on water reforms.

Labor needs to win three votes from elsewhere to force the Select Committee Inquiry, and has been also courting the votes of SA's other Liberal independent Rory McEwen, rebel Liberal Party backbencher Peter Lewis, and National Party MP Karlene Maywald. The various non-Government players all appear to be seeking slightly different things from the Inquiry, a vote on which has been delayed twice already, and which has already had its proposed terms of reference changed - perhaps not for the last time.

The controversy revolves around a series of policy backflips over South East groundwater allocations since former Environment Minister David Wotton proposed an interim policy in June last year. Mr Williams has long claimed that all groundwater should be allocated "pro rata" to the landholders under whose land it lies, and that ownership of it should be permanently linked to land ownership.

He says allocating a portion of the water "on demand" to whichever irrigation developer applies for it - as under most of the various policy options which have been put forward so far - promotes speculation and profiteering in water, and devalues the land value of landholders who have always believed the water was theirs.

Murray-Darling cap auditors Wally Cox and Paul Baxter were called in by the State Government mid-way through the controversy to advise it how to proceed. They recommended that 50 per cent of water should

LAND AND WATER NEWS (Contd)

be allocated on-demand, 40 per cent pro rata, and 10 per cent to the environment and other users.

They also advised that both the on-demand and pro rata methods were "COAG-compliant". However, Mr McEwen told *Land and Water News* departmental advice to the Government was that pro rata allocations, with the limits on water trading which he and Mr Williams were demanding, would breach the COAG agreement.

But Mr McEwen said COAG demand for tradeability of water could not be stringently applied to a confined aquifer, because water could not be readily transferred from one area to another.

Environment Minister Dorothy Kotz last month hand-balled the issue to the new South East CWMB, saying it the consultants' report should not be seen as containing all the answers, and that the Board should decide on the allocation issue "as it sees fit".

Mr McEwen said Parliament should now leave the Board to "do their job", and that the State Government should give it the resources it needed to do it.

Allocate all water to landholders: Williams

But Mr Williams told *Land and Water News* the CWMB had a majority of members who favoured on-demand allocation, and that instead the State Government should step in and allocate all remaining,

unallocated groundwater in the South East pro rata, and to establish a 'Water Bank' from which landholders could draw if others did not use their full allocation.

He said the COAG requirements should be seen as a guide rather than a strict rule, and that he wanted to change the idea that ownership of water should be separated from ownership of land.

"Those demands are not-negotiable," he said.

SA's labor shadow Environment minister John Hill has so far twice delayed putting the issue to the vote. However, he told *Land and Water News* he now wanted Parliament to deal with the issue "one way or another" on Thursday, during its last sitting week for the year.

South Australian Farmers Federation natural resource spokesman Michael Gaden last month called on Parliament to stay out of the issue and to leave the CWMB to "get on with the job" of developing an appropriate water allocation plan.

"It is clearly the Board's job to draft allocation policies," Mr Gaden said. 'The Minister's power is now limited to either accepting or rejecting the Board's proposals. Talk of establishing Parliamentary committees can only serve political agendas and do nothing for the community or water resource management in the South East.'

Source: Land and Water News



Discussion over lunch by Central Council Delegates, Graeme Hamilton, John Williams & Jeff Wright

WOMEN IN DAIRYING LEADERSHIP WORKSHOP

Hahndorf Resort & Convention Centre

Tuesday 9th March to Thursday 11th March, 1999

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- * Pave the way for positive change
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- * Gain strengths to enable dairy life to be balanced and productive

Take the initiative - participate - your involvement is needed

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Joint travel arrangements can be made if required

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Application forms are available now from DairySA, Phone 0500 813600

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A National Women in Dairying Project

Funded by DRDC & DairySA

Your research dollar in action

ALL BREEDS YOUTH CAMP

The 1999 All Breeds Youth Camp will be the sixth camp in succession. The concept of the All Breeds Youth Camp was developed to encourage young people from all different backgrounds and breed interest to foster their interest in the dairy cow and the dairy industry. The camp attracts around 60 young people a year between the ages of 14 and 20 from across Australia. The camp has gained a lot of publicity over the years with the 'Youth leading Youth' concept, that is, the camp being run by young people who are previous camp attendants.

The 1999 camp will be held at the Rochester Showgrounds from Sunday 3rd January to Friday 8th January 1999.

Cost of the camp is \$120.

For further information or registration contact Adam Dee at Genetics Australia on freecall number 1 800 039 047.

TOP DAIRY PRODUCERS

The largest dairy producers milk in excess of 1500 cows.

Tasman Agriculture: The NZ-owned Tasman Agriculture is by far the biggest dairy producer in the country, with an estimated herd in excess of 13,000 cows on the properties Tasman Farmdale and Woolnorth, both located at Smithton in Tasmania. Tasman Ag runs 36,000 dairy cows on 69 farms, comprising 12,170ha on the South Island of NZ. In Tasmania, there are three dairy enterprises that milk about 1500 cows or more, in addition to Tasman Ag.

Leppington Pastoral Co: The second-largest dairy producer is believed to be Leppington Pastoral Co (Perisch family), which milks about 3000 cows in three 1000-cow feedlots near Penrith, NSW.

Moxey Brothers: The Moxey brothers - Paul, Dennis, Glenn and a fourth brother - are based at Richmond NSW, and milk 700-800 dairy cows. A new complex being built at Gooloogong, NSW, comprising two large sheds, will have the capacity to milk 2000 cows. By April next year, the Moxey brothers are likely to be milking about 2800 cows.

Mulcahy Brothers: The largest dairy herd in Victoria, based on irrigated pastures in the Ky Valley area near Kyabram, belongs to twin brothers, David and Peter Mulcahy. Their two farms are milking about 700 cows each, and a third farm being developed will be able to carry an estimated 1400 cows. Several other dairy-farming families in Victoria run between 1000-1200 cows.

Alan Pye: A NZ-owned property, the 24,221ha Rushy Lagoon, which is Tasmania's largest pastoral enterprise, milks 1500-1700 cows. The property, purchased for \$8.2 million in November 1996 by NZ dairy farmer, Alan Pye, is reported to own a 2000-dairy cow enterprise in NZ's South Island. The previous owner, Bert Farquhar, had planned to milk 25,000 cows on the property.

Agricultural Developments: Also in Tasmania, a consortium of nine people known as Agricultural Developments, including former Tasmanian Farmers' and Graziers' Association president, Peter France, and former United Milk Tasmania director, Ian Dornauf, are establishing a 1500-head dairy herd. This is occurring on the 550ha Evercreech dairy block at Fingal in north-east Tasmania. The consortium bought the property for \$2 million more than two years ago, and have spent \$4.5 million converting the 3850ha property from grazing to dairying.

Donovan's Dairy Company: At Mount Gambier in SA, James Mann and Gary Spain, who operate Donovan's Dairy Company, are in the process of building up a herd that will eventually milk an estimated 1500 dairy cows. In Qld and WA, all herds are believed to be less than 1000 head. These eight dairy herds, which are believed to be the biggest in Australia, are expected to milk about 28,000 cows, which will comprise about 1.4% of the total national herd of about two million dairy cows.

Source: Australian Farm Journal, November 1998.



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CATTLE HEALTH MANAGEMENT ADVISORY COMMITTEE UPDATE

November 1998

Eradication of Enzootic Bovine Leucosis (EBL) from South Australia

CURRENT DISEASE SITUATION

Infected Herds

- There are 72 herds which are still active in the industry and which, since the program's inception in 1994, have been identified by either BMT monitoring or traceback as being EBL infected. Currently, 13 of these herds (18%) still have an infected status while 35 (49%) have completed their eradication testing and have progressed to tested negative status.

EBL Monitoring

- Eighteen rounds of bulk milk testing (BMT) have been conducted on all dairies in the State every 3 months since the program's inception.
- 682 of the state's 740 dairy herds (92.2%) remain BMT negative.
- No new herds have been identified as infected in the last 11 rounds of BMT testing.

TESTING OF LARGE BMT NEGATIVE HERDS

A program to evaluate the sensitivity of the BMT in large dairies commenced in 1997. There was a concern expressed at the time that the BMT may have reached the limit of its ability to detect new infected herds. It was thought that in large herds with low EBL prevalence, EBL antibodies could be diluted out to such an extent in the bulk milk sample that the BMT could give a false negative result.

As of November 1998, HISCOL has forwarded milk samples to the VPS laboratory from 55 herds with more than 200 cows in the milking herd. This comprises 16 700 individual samples. These samples have been tested by ELISA in pooled batches of 15 cows. None of these pooled batches have tested positive.

It is concluded that the BMT is a very accurate monitoring tool for detecting new EBL infection and no further verification of its sensitivity is required.

MOVEMENT CONTROLS ON INTERSTATE DAIRY CATTLE

The proposal to introduce movement testing in line with the requirements to enter W.A. (i.e. either the cattle originate from an EBL accredited herd or have had a negative test within 30 days of movement), was incorporated into the new Form 1 Health Certificate for cattle in early 1998.

NATIONAL VETERINARY COMMITTEE SUBMISSION

The need for a uniform national approach to conditions of movement of cattle between areas of differing EBL status and a uniform strategy to prevent the virus from being reintroduced to dairy herds from the beef industry becomes greater as each state gets closer towards the goal of eradication from their dairy industry.

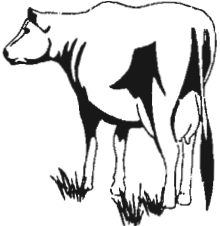
A Veterinary Committee working party has been formed to update the National Guidelines for EBL with particular reference to the movement of cattle between areas of differing EBL status.

It is anticipated that updated EBL guidelines should be available for consideration by Veterinary Committee in March 1999.

DAIRY GROOVING

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DAIRY GIANTS POSITION FOR THE LONG TERM

Widespread restructuring of the Australian dairy processing industry continues apace as the major players jostle for market share in an increasingly deregulated trading environment.

Mergers and takeovers have been a feature of the industry since the mid - 1980s when equalisation schemes were dropped, eliminating the pooling of returns and fundamentally changing the way companies do business.

The momentum for reform has been maintained throughout the 1990s as the industry heads towards limited or total deregulation from the year 2000.

The Australian Dairy Corporation's planning and information division general manager, Chris Phillips, says the big players such as Parmalat, Dairy Farmers and National Foods are now taking a national approach instead of a state-based focus.

NATIONAL FOCUS: "They are positioning for a long term where there may not be individual state regulation," he says. "In the long term it will be a more deregulated environment which will push a national focus and a national brand."

Phillips says the smaller processors are also taking a close look at where they should position themselves in the new operating environment.

"It has become an issue for the mid-range companies - do they merge with one of the bigger players and become part of a national or internationally focused company or do they try to maintain their long term position as smaller niche markets?" he says.

"Everyone is doing their sums at the moment."

The changing nature of the industry is highlighted by the emergence of Italian food processor Parmalat as

a significant player on the Australian scene. The company now holds about 23% of the Australian market-milk market.

BIG LEAGUE: Parmalat took over the small Albury supplier, Haberfields Milk, in 1996 and moved into the big league in July this year when it paid \$436 million to outbid rival, National Foods, for the Brisbane-based dairy foods company, Pauls.

More recently, Parmalat has sought to further consolidate its market position by competing with National Foods and Dairy Farmers for control of the Gold Coast-based cooperative, Dairyfields. Parmalat emerged the winner when its offer was accepted by Dairyfields shareholders in October. The acquisition was expected to be settled by the end of November.

Parmalat is also involved in an ongoing joint milk marketing venture with the northern NSW dairy cooperative, Norco.

Although the Melbourne-based National Foods failed in its bid for Pauls, it moved to secure a place in the Queensland milk market at the end of September by announcing it will build a \$26 million processing facility in Brisbane's southern suburb of Crestmead. The plant will be operating by April next year and will service south east Queensland. The move completes National Foods effort to have representation in all Australian states. The company has about a 19% share of the Sydney market.

Acquisition has also been a hallmark of the Sydney-based Dairy Farmers cooperative which has grown to become the number-one player in Australia for market milk, yoghurts and natural cheese.

Formed from a merger of Australian Consolidated Foods and a number of small NSW cooperatives, Dairy Farmers later incorporated into its stable the Queensland dairy companies, Queensco and

Milanda.

Earlier this year the cooperative extended its reach into South Australia with the \$46.8 million purchase of the milk group Dairy Vale.

Dairy Farmers managing director and chief executive officer, Alan Tooth, says the co-op embarked on a program of expansion 10 years ago to give the business greater geographic and product diversity.

"It wasn't that long ago that all our sales were in NSW," he says. "Seven years ago Dairy Farmers was a \$400 million a year business with 90% of those sales in NSW, 10% in other states and no exports. All the profits came from market milk.

"Now we have a business with a turnover close to \$1.3 billion, we are less than 50% reliant on NSW, exports represent 7% of our business and we only have 40% market milk."

In the climate of deregulation, Victorian cooperative, Bonlac Foods, has opened the way for developing closer economic relationships with competing cooperatives.

Bonlac is currently working through a merger proposal with Tasmania's largest dairy company, United Milk Tasmania (UMT).

The merged company will have an annual milk intake of more than 2.3 billion litres from about 3400 suppliers and dairy product sales of nearly \$1.2 billion, mostly from exports.

REDUCTION: At farm level, the Australian dairy industry has seen a steady reduction in the number of farmers, while cow numbers have remained constant. Despite this, production efficiencies have seen milk production rise by 50% in the past decade.



Discretionary Project - Applications approved.

At the DairySA board meeting held on the 6th October 1998 four applications for local development projects were approved by the board. These included:

♦ ***Comparison of Nutritional/Financial Value of Lucerne Hay vs Lucerne Silage***

This application was submitted by the Barossa Discussion Group (Chairman, Lloyd Slape) together with San Jolly, Ruminant Specialist with Laucke Mills, Greenock and Alison Read, Agronomist, with DW Vater & Co, Saddleworth.

The aims and objectives of the study is to investigate the economics of producing silage vs hay and to determine whether silage justifies its cost in nutritional value. These tests will be conducted on Nick Masterman's property at Auburn.

♦ ***A demonstration of the importance of nutrient analysis of hay in the feeding of dryland dairy cattle.***

This application was submitted by the Barossa Discussion Group, the Mid-North Dairy Discussion Group in conjunction with Laucke Mills and AW Vater & Co.

The aims will be to improve farmer awareness of hay feed value differences, demonstrate that appearance may or may not equal feed value and demonstrate and explore varying costs between different quality hays.

♦ ***Monitoring Sustainable Dairy Effluent Utilisation.***

The aims and objectives are to:

Test the suitability of simple crop utilisation model to determine effluent loading rates to cropping land; to demonstrate environmental monitoring procedures and to formulate guidelines for sustainable effluent disposal in dry-land dairy production systems.

Personnel involved with this project include Lloyd Slape, Trevor Clark (PIRSA) and Jim Fiege (National Foods)

♦ ***Milk Vitamin B₁₂***

This application was submitted by the South Australian Research & Development Institute.

The aims of the project are to:

Evaluate milk vitamin B₁₂ concentrations as an indicator of the vitamin B₁₂ status of dairy cows and to determine the effective life of intraruminal cobalt pellets in dairy cows.

This project which is expected to be completed in March 2000 will be under the prime responsibility of Dr G Judson.

We congratulate all these applicants for taking the interest in the welfare of their industry and encourage any dairy farmer Discussion Group to apply for the limited discretionary funds which DairySA has available for these type of projects.

Special Advance Notice that the next Women in Dairying Leadership Course will be held in early March, 1999.

Rocco Galluccio
Board Member DairySA
(08) 8354 9656



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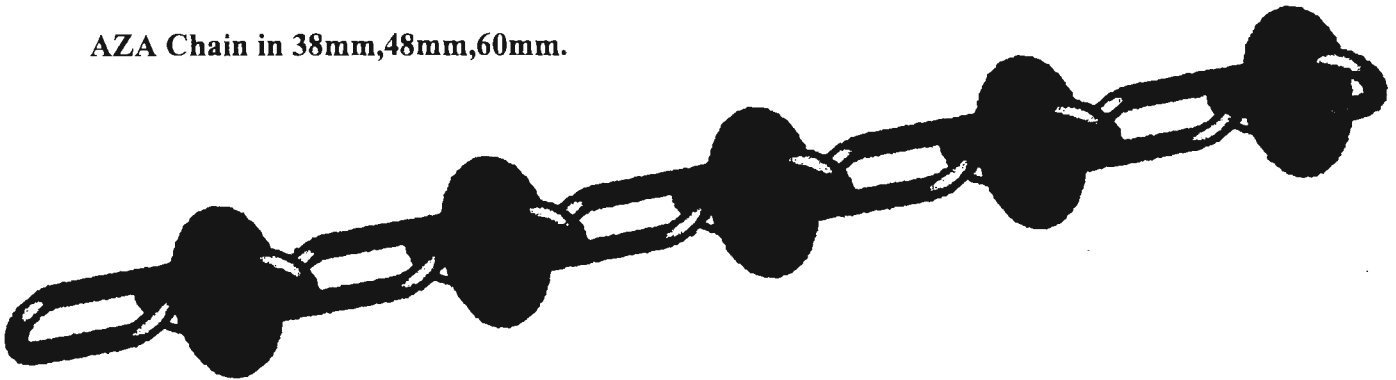
Most dairies are short systems (less than 150m) with many corners (6 or more). As a result cable systems tend to wear prematurely compared to cable in a poultry or pig shed.

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National Distributor	Sarus Pty Ltd	(02) 6852 1044

Global Markets: risks and returns

Planning is well underway for ABARE's national OUTLOOK 99 conference, Australia's largest and most prestigious economic forecasting conference.

OUTLOOK 99, to be held at the National Convention Centre in Canberra on 17-18 March 1999, will again bring together over 1200 delegates from Australia and overseas, key decision makers representing all major industry, government, financial and commodity sectors.

The theme of the conference is *Global Markets: Risks and Returns* and conference sessions will capture and address a wide range of issues affecting Australia's minerals, energy, agriculture, forestry, and fishing industries and the environment. Approximately 40 sessions will be held over two days, covering issues such as:

- Climate change policy
- Minerals and energy exploration
- Natural resource management policy
- Profitable and sustainable farming systems
- Agricultural trade liberalisation
- Seafood products and trade
- Forest management
- Information technology and the regional economy
- Genetically modified organisms
- Regional Australia
- Food to Asia

OUTLOOK 99 will feature for the first time a Minerals and Energy breakfast on 18 March. The breakfast

will include a session on Resources in Asia.

High profile national and international speakers have been sought, ensuring business and government are provided with the latest information on Australia's commodity industries.

The Commodity Innovation Awards, now in their second year, will be presented at the conference dinner on the 17 March. The Commodity Innovation Awards recognise individual excellence in management and innovation in the commodity industries. Winners of the awards will be people who have developed smart ways to manage their business and staff. Categories represented by the awards are:

- Agriculture
- Minerals
- Energy
- Natural resources (including fisheries and forestry)

The major sponsor for OUTLOOK and the Commodity Innovation Awards is Cisco Systems. Cisco Systems are the worldwide leader in networking for the Internet. Cisco's hardware and software solutions are used to link computers and computer networks.

For the latest information on OUTLOOK 99 and the Commodity Innovation Awards, visit ABARE's website - www.abare.gov.au OUTLOOK 99 program information, including session speakers as confirmed, will be updated on a regular basis leading up to the event.

For information on how to register, please contact Shelley Kissing on (02) 6272 291 or via email: shelley.kissing@abare.gov.au.

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NEWS FROM THE SHARE FARMING TASK FORCE

THE COMMITTEE MEMBERS ARE AS FOLLOWS

Geoff Moule (Chairperson)	Yankalilla
Rick and Sue Varcoe	Victor Harbour
Philip Down	Meningie
Armin Sched	Meningie
Peter Longmire	National Foods
Greg Gilbert	Dairyfarmers
Jaylene Gurr	SADA

If you have any queries or questions regarding sharefarming or would like to have some input into the committee please do not hesitate to contact either of the above committee members.

The sharefarming task force would like to thank all sharefarmers and owners that participated in the survey.

The purpose of the survey was to update the current data base so that we can encourage more entrants to nominate for the 1999 Sharefarmer of the Year Award. The committee plans to have regular articles in the Journal so there is also a need to know what the interests of the sharefarmers and owners are.

In summary we had a 42% response from the questionnaire and of that percentage 82% have a written contract, 18% have a verbal contract. It was also indicated that information regarding sharefarming was adequate to poor so we will address this by publishing information on Income Tax, Public Liability, Insurance, Work Place Agreements and Conflict Resolution.

So please all sharefarmers out there, when we send out the forms to enter the 1999 Sharefarmer of the Year Competition early next year, please enter.

The winner of the tickets to Adelaide 36s at the Clipsal Power House
RJ, JC, WH & AA Heading of Meningie.
Congratulations to them and we hope they enjoy the evening.

EXTRACT FROM SHARE DAIRY FARMING GUIDEBOOK

Public Liability

Public liability relates to injury to third parties. Broadly speaking, an occupier of premises owes a duty to take reasonable care to see that any person on the premises will not be injured or suffer damage on his/her property.

In deciding whether the duty of care has been discharged, a court will look at the gravity and likelihood of the probable injury; the circumstances of entry onto the premises; the nature of the premises; knowledge which the occupier has or ought to have of the likelihood of persons or property being on the premises; the age of the person entering the premises to appreciate the danger and the burden on the occupier of eliminating the danger or protecting the person entering the premises from danger.

Given that the farm Owner is under an overriding public obligation to exercise a duty of care in the way it conducts its enterprise, neither his/her labour force nor members of the public should be exposed to unnecessary risks. Critically, this means that if the Owner chooses to employ labour, he/she has a duty to ensure the exercise of adequate levels of care and skill both towards his/her employees and, through them, towards the general public.

If the Owner engages a Sharefarmer who is effectively an employee by virtue of providing labour only, the Sharefarmer becomes merely an extension of the Owner and the acts which the Sharefarmer commits in the course of sharefarming, will be considered to be the acts of the Owner, for which the Owner will be answerable to third parties. This is an employment law concept and is known as "vicarious liability".

It is the concept "in the course of employment" which holds the key. Therefore, it is only so long as Sharefarmers are doing what they agreed to do that their defaults will be attributed vicariously to the Owner. *This is so even when Sharefarmers act in defiance of an express prohibition.*

As long as the performance of the task is what creates the harm, the Owner will be liable for any improper mode of performance. But once Sharefarmers and employees "go on a frolic of their own" and take themselves outside the scope of their agreement or employment, then the Owner may not be held accountable for such actions as they will be the acts of that person acting in a purely personal capacity.

Vicarious liability and independent contractors

The Owner will be obliged to answer in law for the acts or omissions of his/her employees but not generally for the acts or omissions of the independent contractor. The short explanation for this is, of course, that the Owner has, generally, little or no control of the manner in which the independent contractor performs his/her services. Nevertheless, some exceptions to the general rule need to be noted.

Echoing the discussion on "control", where the Owner supervises the actual work or greatly interferes with the manner of performance, the work done will, in the eyes of the law, become that of an employee rather than an independent contractor.

Similar principles govern the Owner where he/she enters an agreement with a Sharefarmer as an independent contractor to perform certain undertakings which, in the eyes of the common law is inherently dangerous, thus giving rise to strict liability. The commission of a public nuisance is an example and strict liability has long surrounded the outbreak of fire. So, the independent contractor who is careless and starts a fire may well attract liability to the Owner for whom they are performing a task.

Sometimes too, the law speaks of a "non-delegable" duty, an example being the employer's duty to provide safe equipment and to ensure a safe system of work. Even the carelessness of an independent contractor will not excuse the Owner if such a duty is not discharged.

These factors illustrate the need for comprehensive insurance policies on behalf of both the Owner and the Sharefarmer. The Sharefarmer is advised to obtain public liability insurance to cover him or her self from suit by third parties arising from the actions or negligence of him or her self, family members or any persons employed on the farm.

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LEGAL LIABILITY - IS YOUR FARM PROPERLY COVERED

There's only one thing just as important as your efforts to prevent accidents from occurring on your farm and that is the protection of your farm in case they do happen.

Protection against legal liability suits and damages claims are just as important to your business as maintaining fences or the breeding programme for your stock. Without adequate protection, legal fees and damages awarded can literally put your business out of business.

You may think it won't happen to you. But the real question is "why not?"

Have you ever been spraying herbicide near a boundary, when it has suddenly got a bit windier than you would like? Perhaps you have had stock somehow find their way into a neighbour's property or out onto the road. What about starting a fire that somehow gets away?

Well if this hasn't happened to you yet, it could occur

in the future. The chances are, that if something like this does go wrong, you could be facing both a damages claim and a costly law suit. You'll then need the protection provided by an insurance company that really does understand your needs as a farmer.

Wesfarmers Federation Insurance (WFI) is such a company. WFI's legal liability cover is designed specifically for agricultural pursuits. It provides protection for both bodily injury claims and damage to property caused by a whole range of accidents and incidents that can occur both on and off the farm.

In addition, the legal costs associated with a liability case, which can be huge are automatically included as part of the cover.

WFI's legal liability cover can be included as part of a Rural Plan package that looks after all the insurances for the farm as well as those of a domestic nature. So you know that with WFI you have the right cover to meet the circumstances.

To find out more about WFI's legal liability cover call your local Wesfarmers Federation Insurance office today and ask for details for your farm.

NEWS RELEASE

Cruelty To Mowers Shows Claas

The development of the newly-released generation of Claas Disco mowers involved much cruelty and mutilation. Test machines were subjected to the toughest conditions - and many never came back.

But the final results show that all the pain was worthwhile and distributor Landpower is sure the machines are rugged enough to handle anything Australian farmers and contractors can throw at them.

Andre Syben, manager of Claas's Australasian Testing Department, says development of the new range of mowers started in 1997 and involved months of rigorous factory testing followed by extensive trials throughout Australasia.

"We took 21 different models from our competitors and basically ran the mowers into the ground," he says.

"By identifying their weaknesses and strengths we were able to build new mowers that are extremely efficient and very reliable.

The new Disco range includes rear-linkage-mounted, front-mounted and trailed versions with working widths of 2.6 or 3.0 metres.

Mr Syben says the Australasian trials confirmed the new mowers were high output machines that were built to last.

Testing took place in a wide range of conditions - from sharply undulating pumice country to the dusty, stone-filled soils. Despite the difficult circumstances, the new machines came through non-stop mowing tests with ease.

Mr Syben says one of the biggest improvements to the range is the relocation of the gearbox so that the



mowers do not require an inner skid. The new overhead drive means the mower can be driven across cut swathes without risk of blockage.

Disco mowers are also designed so that the weight of the mowing bar is suspended uniformly across the whole unit. This improves the strength of the machine, and ensures ground pressure is evenly spread for the accurate following of ground contour.

Other features include active-feed mowing discs for better throughput and pick-up, a narrow transport width, and a break-back device that protects the machine from damage if an obstacle is encountered. Mowing height is easily altered and vee belts are adjusted using a simple hand crank.

Both the front-mounted 3000FC and the trailed 3000TC are fitted with a conditioner as standard. The

FC version has a 3D suspension system that smooths out bumps independently of the direction or angle of the tractor, and the TC model has a parallel linkage suspension system that enables the mower to glide over variable contour.

Conditioner units are easily adjusted to suit crop conditions and are fitted with high quality steel tines that can be rotated by 180 degrees for gentle or aggressive conditioning.

Disco mowers are available from Claas dealers around the country.

For further information contact:
Landpower Australia Pty Ltd
12 Carrington Drive
Sunshine
MELBOURNE 3020



DIARY DATES

Wednesday 23 December -

Friday 8 January 1999 Office Closed

March 1999 - District Meetings

March 1999 - Central Council

Friday 30 April - Monday 3 May - Large Herds Conference - Novotel Opal Cove Resort- \Coffs Harbour

Monday 31 May DIAA/SADA Conference

Tuesday 1 June SADA AGM

Monday 4 August - 'Dairy Classics'

August 1999 - District Meetings



BEST GRASSES SHOW OUT IN HILLS TRIALS

The key role that perennial grasses can play in pastures was emphasised at a recent field day at the Flaxley Agricultural Centre.

Visitors were taken to a number of subclover and grass variety trials sown about eight years ago to test the persistence and productivity of the various varieties.

Explaining the varieties to show out from the perennial grass trials, private agronomist Mr Greg Mitchell, said that of the cocksfoots, the Porto variety had performed well.

“Compared to other cocksfoots, Porto has vigorous seedlings and it stays green late into spring,” Mr Mitchell said.

“The trials show that of the phalaris varieties, you could consider Sirosa and Holdfast where you are rotationally grazing dairy stock.

“However, if you have a less intensive, continuously grazed enterprise, consider winter dormant, lateral growing types or a mixture of the winter dormant and winter active types.”

Mr Mitchell said perennial ryegrass remained the most popular grass in pastures across the Ranges. He said it was easy to grow and held its nutritional value well.

There were about 25 ryegrass varieties on the market but of the ones sown in the trials, Victorian perennial ryegrass had been the best performer under continuous grazing.

Where rotational grazing was practiced, the later maturing New Zealand varieties Ellett, Yatsyn and Lincoln had produced well.

At the field day, where the trials examined had been supported by the SA Cattle Compensation Fund, district agronomist Mr Peter Fairbrother emphasised the need for pastures in the Ranges to have a proportion of perennial grass content.

“Not only will these grasses improve productivity but they have landcare benefits too, because they help prevent erosion and can slow down soil acidification by using the nitrate produced by legumes,” Mr Fairbrother said.

“They are deep rooted which means increased water use compared to annual species.”

He said the choice of grass species depended on factors such as the soil type, rainfall and ability to withstand insect attack.

Perennial ryegrass often tended not to last much longer than three to four years before weeds became a problem, while fescues were best suited to waterlogged areas.

For persistence, phalaris and cocksfoot had proved superior at Flaxley, with Sirosa phalaris better able to cope with cockchafer attack.

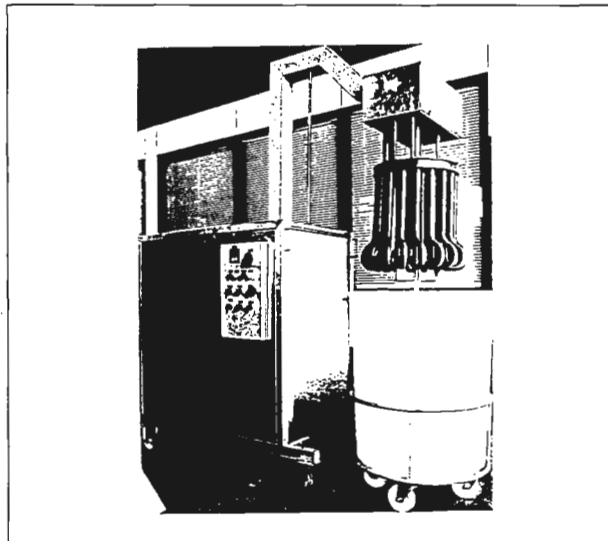
Further information from Greg Mitchell (08) 8398 3184 or Peter Fairbrother (08) 8391 7100.

AGRICULTURAL INNOVATIONS

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POLYDAIRY

The Polydairy is a completely mobile and autonomous dairy unit for pasteurising, cooking, processing and moulding. It is ideal for the farmer to be able to **VALUE ADD** by processing small to large quantities of milk of any origin to dairy products and foods.



PROCESSES THAT CAN BE CARRIED OUT

- MILK PASTEURISATION, COAGULATION, CUTTING AND COOKING OF CURDS, ALL IN THE SAME UNHEATED CONTAINER IN EXTREMELY SHORT TIMES.
- THERMAL PROCESSES INCLUDING HEATING AND COOLING CAN BE CONDUCTED MANUALLY OR AUTOMATICALLY SIMPLY BY SETTING THE TEMPERATURE REQUIRED.
- CURDS ARE CUT WITH A SPECIAL CURD KNIFE CONNECTED TO THE BOTTOM OF THE TURBINE OF THE **DYNAMIC RADIAL EXCHANGER**.
- COOKING OF CURDS OF ANY MASS WITH THERMAL INCREASES UP TO 6 DEGREES CELCIUS PER MINUTE.
- MAKING RICOTTA FROM WHEY WITHOUT DIRECT INPUT OF STEAM.
- WASHING AND STERILISING OF THE EQUIPMENT THROUGH THE PRODUCTION OF HOT WATER OR STEAM.
- ZERO WATER CONSUMPTION.
- INSTANT THERMAL RESPONSE.
- THE THERMAL PROCESSES CAN BE CONDUCTED IN ANY TYPE OF CONTAINER; PLASTIC, STEEL, COPPER, ETC...
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3 SIZES ARE AVAILABLE. ENQUIRIES ARE WELCOME.

SOLE AGENCY...WAYNE HARGREAVES ON 08 8374 3885 OR 0418 821 361.

FURTHER INFORMATION WAS PUBLISHED IN THE FEBRUARY 1998 ISSUE SADA JOURNAL ON PAGES 26, 27, & 28.

Barossa Regional Shopping Centre

The Foodland Barossa Fresh Store is a supermarket with a difference.

In 1944 this Barossa corner store converted to the co-op and has grown to what it is today. A impressive store with a 30 million dollar turnover which employs 200 staff.

It is part of the only retail group left in South Australia that is owned by the community, the last retail Co-op that gives a rebate to its members for their support.

Such a successful store is due to management being an aggressive market driven team along with loyal support from the local community. There are twelve thousand members of the co-op and Local produce is supported as much as possible. The long term corporate plan is to give its members other services such as finance and insurance.

On entering the store you will notice the dairy produce is a major focus. A fantastic Milk Can display that really catches the eye, shows flair and creativity. When I visited the Store with John Nietschke, I spoke to David McArthur the CEO. The Foodland Fresh Store was then in the third week of trading and the white milk sales had doubled.

The Barossa Regional Shopping Centre has four division, Foodland Barossa Fresh, Mitre 10, Furniture Store, Fashion Department Store. With 4000 square metres of supermarket floor space the Foodland store decor being Antique White, Yellow and French Blue gives the store a spacious prestigious look.

The local community being very passionate about their food and wine are very proud that they can show their friends, family and overseas visitors this magnificent store owned by them, strategically placed in the heart of the Barossa Valley, Nuriootpa.

We know that the store will continue to achieve its aims and congratulate all the staff for the long hours and their hard work.

The old store was closed Saturday at noon and the new relocated store was opened on Monday morning for trading completely restocked with staff putting in hundreds of extra hours over the week end, so no trading would be lost.

Management and staff believe that the business will grow with the continued support from the local community.



GENETICS AUSTRALIA REPORTS TO SHAREHOLDERS

Genetics Australia's Annual General Meeting reported to shareholders during October.

Chairman John Harlock reported that the Co-operative earned a profit after tax of \$314,056. This was well down on the previous year but considered "more than satisfactory given the conditions".

Mr Harlock highlighted the strong growth in the Co-operative over the past five years, including a growth in net assets from \$2.295 million to \$5.133 million.

"Genetics Australia is a valuable asset for shareholders and the Australian dairy industry" he said.

Commenting on Genetics Australia's progeny test program Mr Harlock stressed that new incentives would now apply which would reward farmers for producing heifers.

"Incentives of up to \$20.00 per heifer produced will reward those farmers contributing most to the progeny testing effort" he said.

Mr Harlock also said the 1998 ABV results had reinforced Genetics Australia's approach to bull selection for progeny testing.

"Bulls graduating to the proven teams of both Genetics Australia and our competitors, came from the top end of both teams for estimated genetic value. The index of any team of progeny test bulls has to be as high as possible to maximise the chances of proven bulls. An analysis of the next four years of progeny test teams shows there is a clear gap between the genetic calibre of *Genetics Australia* teams and all competitors" he said.

Mr Harlock said the Genetics Australia's Eureka program was now an essential part of producing bulls for testing.

"It allows us to source embryos from a variety of overseas sources, introducing genetic diversity and ensuring we continue to work with genetics at the leading edge of global developments".

He said that *Genetics Australia* had been delighted with the success of the two Eureka sales where heifers produced from the program were sold.

"Despite the success of the sales we have to ensure the genetic contribution of these females continues into the future. For this reason we have decided to place future heifers in joint ownership with contracted

breeders where we will work together to produce bulls of the genetic merit required for progeny testing" said Mr Harlock.

DUTCH GENETICS

Changes to Genetics Australia's alliance with Holland Genetics were announced at *Genetics Australia's* AGM in October.

The agreement for marketing Dutch semen in Australia and the joint embryo sourcing and bull proving venture, will cease at the end of this year.

Genetics Australia chairman John Harlock told shareholders the joint embryo sourcing venture had been of great value in giving *Genetics Australia* access to Dutch genetics at a time when they first became available in Australia.

"The Eureka program is now well established and puts us in a position to continue to source embryos from a range of global sources, including Holland Genetics on a commercial basis" he said.

"We look forward to around 50 bulls which were produced by the joint venture achieving proofs in both Australia and the Netherlands over the next five years."

The first of the jointly tested bulls will obtain proofs in 1999. *Genetics Australia* Chief Executive Bernie Harford said the performance of these progeny test bulls with Dutch pedigrees will provide the first real indication of the merit of Dutch genetics in Australia.

"These young bulls will obtain ABV's before the first Dutch proven bulls as semen from the proven bulls was not imported until 1996, and then in limited quantities."

"Our experience with overseas bulls tells us that some bulls, and some bloodlines, will perform well in Australia but others will be disappointing. We don't expect Dutch genetics to be any different."

"As has proved the case with North American genetics the best use of European genetics will be to blend it with the best Australian proven genetics to produce bulls of high genetics potential for progeny testing. Progeny testing is the tool we have for sorting out which individual bulls will really contribute to the improvement of Australian herds."

Mr Harford said that Holland Genetics will market their range of bulls in Australia independently to *Genetics Australia*, with present marketing arrangements discontinuing at the end of this year. Bulls jointly progeny tested in Australia and the Netherlands will continue to be owned and made available in Australia by *Genetics Australia*.

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FORMOST

Clydevale Mascot Formost ET
11FFM70 (Mascot x Secret)

- ☞ High protein yield
- ☞ Outstanding workability
- ☞ Value for money
- ☞ Sire of sons



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\$12.00*

Daughter of FORMOST
Peter and Wendy White,
Riverslea, Victoria.

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Hill Valley Mascot Astronaut ET
11FFN48 (Mascot x Micheal)

- ☞ Exciting new graduate
- ☞ Over 100 daughters in first proof
- ☞ Exceptional workabilities
- ☞ Value for money



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\$13.50*

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Leitchville, Victoria.

WINLUKE

Strathaire Southwind Luke ET RC
11FFL77 (Southwind x Inspiration)

- ☞ High components
- ☞ High ASI
- ☞ Pleasing workabilities
- ☞ Sire of sons



\$24 RRP
\$18.00*

Daughter of WINLUKE
Angus Shaw,
Nathalia, Victoria.

MARINA

Philmar Lester Magnet ET
12JIN10 (Lester x Brigadier)

- ☞ High protein
- ☞ Excellent workabilities
- ☞ Pleasing udders



\$16 RRP
\$12.00*

Daughter of MARINA
Alan and Theresa Ireland,
Glen Forbes, Victoria.

* With 25% discount for Option 1 progeny test participants

PRODUCTION and WORKABILITY — Australian Breeding Values May 1998

SIRE	PRODUCTION							WORKABILITY					TYPE		
	Code	ASI	Prot (kg)	Prot %	Milk (litres)	Fat (kg)	Fat %	Rel %	Dtrs	Herds	MS %	Temp %	Like %	Rel %	Over Type
WINLUKE	139	41	0.07	1177	54	0.07	96	270	149	91	92	95	91	1.3	1.1
FORMOST	136	42	-0.04	1376	52	-0.07	87	82	45	94	94	96	77	0.7	0.5
ALLORA	122	38	-0.06	1288	48	-0.12	88	120	67	94	95	95	79	1.5	1.4
MARINA	134	41	-0.01	1249	49	-0.35	81	66	38	95	94	95	79	0.9	1.5

Genetics Australia has a strong line up of bulls proven for Australian conditions. For total production, workability and overall type Genetics Australia bulls should be part of every breeding program. For full details or a catalogue on the Genetics Australia proven teams contact your usual semen supplier or Genetics Australia on freecall 1800 039 047.

Genetics
AUSTRALIA

DPIE slimmed down, as Vaile takes over

A surprise post-election reshuffle of the Federal Government's primary industries portfolio has seen former Minister John Anderson replaced by the National Party's Mark Vaile, who will preside over a slimmed-down and renamed version of Mr Anderson former Department of Primary Industries and Energy (DPIE).

The new department, with the working title of the Department of Agriculture, Fisheries and Forestry (DAFF), has had its energy, mineral and food-processing functions - about 900 of DPIE's former 3,900 staff - split off and added to new Industry Minister Nick Minchin's Department of Industry, Science and Resources (DISR). A proposal to rename DAFF as 'Agriculture, Fisheries and Forestry Australia' (AFFA) is now being considered.

Mr Vaile's remaining Department is strongly focussed on agriculture and natural resources. It will keep the Bureau of Resource Sciences (BRS), but will lose to DISR nearly all of the former DPIE's other major research agency, the Australian Geological Survey Organisation (AGSO).

Insiders say the BRS may now have its name changed to recognise its exclusive focus on natural resources, and that some of its non-core natural resource functions may be handed to AGSO. Similarly AGSO's small land and water group may be merged into BRS - reversing AGSO's recent move into environment and natural resource issues.

In another surprise, Western Australian Liberal MP Wilson Tuckey has been named as a junior minister to Mr Vaile, with the title of Minister for Forestry and Conservation. Ministerial responsibilities between Mr Vaile and Mr Tuckey are still being negotiated.

Mr Anderson's departure from the

primary industries portfolio, to become the new Minister for Transport and Regional Services, followed public statements that he wanted and expected to keep his old job. But the move is seen as a promotion, and the former Minister may not cut all his ties with his former Department.

Hill stays, with Stone as his new junior

Federal Environment Minister Robert Hill has kept his old job in the new Howard Ministry, although his former Department of Environment - which trades under the name of Environment Australia (EA) - has been renamed the Department of Environment and Heritage. The Department is still considering whether to change its EA title to Environment and Heritage Australia, but there appear to be few changes to its functions.

Senator Hill's former Parliamentary Secretary Ian Macdonald has been replaced by Victorian Liberal MP Sharman Stone, who arrives in the job fresh from a pre-election row over Murray-Goulburn water rights with Victoria's National Party Deputy Premier, Pat McNamara, and with State National Party backbencher Bill Baxter.

Ms Stone told *Land and Water News* she would be involved in the Federal Government's response to the Snowy Inquiry and other cross-border water issues, in reforestation and farm forestry issues, national vegetation protocols, and in Western Australia's redrafted Salinity Action Plan, WA's main conduit for Natural Heritage Trust (NHT) funds.

Many of EA's Canberra staff are now on the move, transferring from offices in Canberra's suburbs to a new, refurbished building - once home to the Department of Foreign Affairs and Trade - in the near-Parliamentary suburb of Barton, close to DAFF's headquarters. The new physical proximity of the two departments, which share adminis-

tration of the NHT, and also have other overlaps, has led to speculation within EA that the DAFF restructure could be the precursor to an eventual merger.

Beyond the Decade of Landcare

One of the tasks which has now been inherited by Mr Vaile is the reshaping of the nine-year-old Decade of Landcare (DOL) Plan, which was formulated under Labour and is due to expire in 2000.

The end of the DOL will - on present Budget projections - see the expiry of most Federal core funding for Landcare. DOL core funding has been massively topped up from the NHT, but still represents about half of Federal spending on Landcare programs. DPIE has had a team working, in consultation with State officials, on a new Natural Resource Management strategy to replace the DOL, and to plan for the end of the NHT.

The influential Prime Minister's Science, Engineering and Innovation Council (PMSEIC) - housed in DISR - has also been working on a new national natural resource plan, in consultation with DPIE, after its last meeting in May identified dryland salinity as a national, catch-all issue in need of a major rethink. PMSEIC appointed Cooperative Research Centre for Freshwater Ecology director Peter Cullen to head a working group on the issue.

Professor Cullen gave an up date on the salinity issue to PMSEIC's non-Ministerial Standing Committee, headed by Chief Scientist John Stocker, on October 27, and Senator Minchin has since written to Prime Minister John Howard requesting a full Ministerial meeting of PMSEIC before the end of the year to consider a final report.

Professor Stocker's presentation to PMSEIC in May included the sobering assessment that halting dryland salinity would need 30 per cent revegetation in many areas,

LAND AND WATER NEWS (Contd)

and that 50 per cent revegetation was needed to reverse it - which he said was clearly not feasible. Insiders say PMSEIC's "think differently" approach involves regional-scale, integrated approaches to reforestation, a new look at agriculture, and more profitable uses for salinised land.

The replacement plan for the DOL is to be developed through the inter-governmental Standing Committee on Agriculture and Resource Management Council of Australia and New Zealand (ARMCANZ). However, the Government now has less than 18 months to put the package together.

Ramsar plan for Coorong is at the Lawyers

A draft management plan being prepared for South Australia's Coorong and Lower Lakes wetland areas has been delayed while the State Government seeks legal advice about whether a section may be defamatory, or may have legal implications for native title claims in the area.

It is understood legal advice is being sought on one section - prepared by representatives of the Ngarrindjeri Aboriginal community - of the draft *Coorong and Lower Lakes Ramsar Management Plan*.

The Department of Environment, Heritage and Aboriginal Affairs (DEHAA) has referred the Ngarrindjeri section of the draft *Management Plan* to the SA Crown Solicitor's office for legal advice about whether it is likely to offend anyone to the point that they might take legal action, and whether it affects a Ngarrindjeri native title claim to the Ramsar-listed wetland area.

The draft *Management Plan*, being drawn up by the DEHAA, aims to guide future management of the extensive wetland areas in the Murray Mouth region. It draws together the results of seven discussion papers released for public consultation over

the past 18 months, each of which looked at a different aspect of the issue - including tourism and recreation, pressure from development, water management, estuarine and lagoon issues, and salinity drainage.

State Environment Minister Dorothy Kotz was due to release the draft *Management Plan* for a three-month public consultation period earlier this year, but it now appears likely the release may not happen until early next year. The Lower Lakes and Murray Mouth district is the site of the now-famous Hindmarsh Island bridge dispute.

National - Land and Water News

Agriculture gets biggest subsidies: report

A report by the Productivity Commission has found that Australian agriculture is proportionately more heavily subsidised by the Federal Government than manufacturing, attracting a 10 per cent "effective rate of assistance" in 1996/97 worth about \$1 billion a year.

The report says in the same year Australia's manufacturing sector attracted an effective assistance rate of about six per cent, although it says the two figures are not "strictly comparable". It found rates of assistance for agriculture were stable, but were falling for other industry sectors. The Commission's findings were immediately attacked by the National Farmers Federation (NFF). The chair of the NFF's economic committee, Brendan Stewart, said the figures given for agriculture were "distorted", and included many items with environmental or social objectives - such as landcare and drought assistance - and which should not be defined as industry assistance.

"NFF questions the approach adopted by the Commission in its

analysis of assistance to various sectors," Mr Stewart said.

"...The distortions inherent in the Commission's analysis are highlighted by the inclusion of income tax averaging, which is not a form of assistance. It does no more than place primary producers with fluctuating incomes on the same basis as all other Australians for tax purposes."

He said an NFF-commissioned study in 1990 had found, by contrast, that the average level of assistance to agriculture was much lower than for other sectors of the economy. And he said the Productivity Commission had also ignored the fact the Australian farmers were competing with overseas farmers in developed countries who were supported by subsidies of "at least" 40 per cent, and sometimes as high as 300 per cent.

The Productivity Commission's *Trade and Assistance Review 1997/98* says Government assistance levels for most areas of agriculture were low in 1996/97. However, it says pockets of very high assistance remained - with the most notable being the dairy industry, which it says "dominates" the figures, receiving six times more assistance than the average for the sector.

"When the dairy industry is excluded, the 1996/97 effective rate of assistance for agriculture falls from 10 per cent to six per cent," the report says.

The Commission's report found that direct budgetary assistance fell only "slightly" for primary production in 1997/98, to \$770 million, but that assistance fell more drastically for manufacturing (a 13 per cent drop to \$1.5 million), mining and energy (33 per cent to \$290 million), and services (14 per cent to \$840 million).

The Productivity Commission's *Trade & Assistance Review* is

LAND AND WATER NEWS (Contd)

available from: www.pc.gov.au/whatsnew/html (contact: 03-9653-2100), and the NFF's responses at: www.nff.org.au/nrist.html (02)-6273 3855).

Farmers older and poorer

Australian farmers are older and less-well-paid than the general population, and many no longer earn their main income from their properties. That's according to a new

People in Farming report released last month by the Australian Bureau of Agricultural and Resource Economics (ABARE), which sketched a national 'profile' of farmers..

Among other things, the report found that 'owner-manager' farmers had an average age of 52, and that the average annual income of broadacre and dairy farm families was about \$27,300 in 1994/95 - a

drought year - compared to a national average household income for all Australians of more than \$38,000.

ABARE executive director Brian Fisher said the findings showed that it was "no longer appropriate to consider the farm as the main source of income for a large number of farm households". *People in Farming* is available from ABARE, contact 02 6272 2000.

Source: Land and Water News, Nov. 1998

Dairy farmers urged to prepare business plans

Individual farm business plans hold the key to dairy farmers surviving a changing market environment.

The South Australian Dairyfarmers' Association is urging every farmer in the State to develop a plan which clearly identifies individual costs of production, farm production and profit goals, and strategies for achieving them.

President Frank Beauchamp said having access to this information was of vital importance to the future of farmers planning to remain in the industry, whether deregulation occurred or not.

He said the need for such planning was highlighted in results from a recent survey of dairy farmers across SA. More than 200 farmers voluntarily responded to the survey which looked at current production levels, and how farmers would respond to changing milk prices.

"From analysing the responses we believe that a significant percentage of farmers may not have an accurate idea of their true costs of production," Mr Beauchamp said.

"Without this information, they cannot make an educated decision about how to reduce overheads and improve profit margins. Not knowing also makes it harder to go to a financial institution and negotiate a loan."

Mr Beauchamp said SADA was working with organisations such as DairySA, the Dairy Research and Development Corporation and Primary Industries and Resources SA to make sure farmers had access to more programs and courses that would help them prepare a business plan.

At a special meeting in Adelaide, SADA also urged

financial advisers, farm consultants and agribusiness leaders to encourage farmers in this area. The meeting was called to brief the finance and business sectors about the dairy industry and the issue of deregulation.

SADA chief executive Chris Luz-Raymond said it was important that farmers and business leaders recognised that South Australia had a small but strong dairy sector, well placed for future success.

"Our average cost of production is one of the lowest in the world, and second only to Victoria in Australia; our milk quality is excellent; and we have a rich diversity of farm types which gives us reliable production throughout the year," he said.

"We have an active and effective extension program through organisations such as DairySA; we have innovative farmers prepared to take up new technology; and positive leadership.

"And most importantly, we have a healthy mix of dairy companies which have chosen to invest close to \$100 million in this State - something no competitive big business would do without believing the industry has a strong future here."

Further information about business plan options are available from SADA's office, phone 8293 2399.

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Dairy Rural, Myponga 08 8558 6204 - Vivco IAMA, Strathalbyn 08 8536 3977 - Dairy Rural, Yankalilla 08 8558 3434

Dairy foods offer hope against colon cancer

Dairy foods may have a major role to play in reducing the incidence of colon cancer - the second most common cancer in Australian men and women.

Research by CSIRO Human Nutrition in Adelaide and Food Science Australia has found specific proteins and calcium concentrated in dairy foods can reduce the risk of colon cancer in a rat model of the human disease.

Funded by the Dairy Research and Development Corporation (DRDC), the research has also highlighted the potential for whey-derived proteins to become value-added food ingredients.

Around 11,000 Australians were diagnosed with colorectal cancer last year and about 5000 died, according to the DRDC's Human Nutrition Program co-ordinator, Dr Peter Parodi.

The risk of colon cancer occurring across the population is one in 20. Most cases are people over 50, making it a major health risk for an aging population.

Epidemiologists believe up to 90% of all colon cancers are due to diet

and lifestyle. Diet is a particular influence on susceptibility to the disease, Peter said.

"The disease can take more than 10 years to develop, so the foods people are eating now could have a big bearing on their chance of colon cancer later in life," he said.

Dairy Protein

The CSIRO is examining the role of diet, particularly dairy proteins and dairy calcium, in reducing the risk of colon cancer.

"A recent study of more than 40,000 women in New York identified diets containing good intakes of protein as being protective against colon cancer, with dairy products, shellfish and seafood playing a significant part. Dairy foods were considered to be protective due to their calcium content," Peter said.

"The DRDC research has looked at whey products, a by-product of cheese making, as well as individual proteins. It found whey proteins offered slightly greater protection than casein protein component in cheese, but both effectively halved the incidence of colon cancers in laboratory rats fed dairy protein rather than meat protein.

"A high meat protein diet is linked with an increase in colon cancer, but dairy proteins seem to be different and we don't fully understand why.

"Dairy products are an excellent source of good-quality dietary protein and are associated with a lower risk of colorectal cancer."

Calcium

The CSIRO research also found increased dietary calcium intake reduced the incidence of colon cancer in laboratory rats.

"The calcium may block potentially carcinogenic and mutagenic water-soluble metabolites in the large bowel, taking these compounds out of solution and reducing their exposure to the bowel wall," Peter said.

"In the past, the public has focused on dairy products as a source of dietary calcium for young children and adolescents, as a way of preventing osteoporosis in old age. This work on colon cancer suggests calcium has a wider role to play in the diet. People need a good calcium intake throughout their life."

Contact: Peter Parodi,

Ph: 07 3359 6110,

E-mail: peterparodi@uq.net.au

WORK EXPERIENCE WANTED

My name is Masha and I am a 21-year-old (female) Agricultural College graduate from Japan. I have been in Australia since May studying English full time.

I am looking for work experience on a South Australian dairy farm starting next February. I am experienced in using new and older types of milking machines and in hand-milking.

I am looking for a farm where I can work in return for my keep. I am ready and willing to do any jobs I can around the farm and I am very keen to learn as much as I can about dairy farming in Australia.

If you can help, please contact Penny or Megan at the English College of Adelaide between 9 a.m. and 5.30 p.m. Monday-Friday.

Phone 8223 4222 or fax 8 8223 7456.

The world of dairy prices

The recent Organisation for Economic Co-operation and Development (OECD) medium-term outlook analysis of the world's dairy sector predicts higher nominal prices.

Gerard Viatte, the OECD director of food, agriculture and fisheries, said that based on the research results dairy priced in 2003 would be around US\$1800/t for butter, US\$2000/t for milk powders and US\$2300/t for cheese.

These prices were underpinned by growing demand in non-OECD countries and cuts in subsidised exports, but tempered by a significant rise in global milk output, he told delegates on the first day of the congress.

"A rise in milk and dairy product consumption outside the OECD will lead to a relatively high producer price for milk, which will boost production in this area," he said.

"In addition, regional trade agreements will foster production and exports in a number of countries. For example, within South America's Mecosur Group, production is expected to expand in Argentina and Uruguay".

Mr Viatte said the growth in demand from Asia, while slower than expected due to its economic crisis, should still benefit low-cost exporters such as Australia and New Zealand.

In the US, expansion of dairy production would be driven by higher domestic demand, particularly for cheese, while in central and eastern Europe milk production was expected to increase over the medium term, although growth rates would differ across countries, he said.

According to Mr Viatte, global dairy market and trade are expected to expand, except for milk powder.

Net exports of skim milk powder by OECD countries are expected to fall 12% by 2003, due to reduced demand and supply limitation created by milk quotas and restrictions on the use of export subsidies.

World butter production and consumption are expected to remain stable to 2003 due, in part, to the relatively high price of vegetable oils.

Mr Viatte said whole milk powder was the commodity with the greatest potential for rapid global production growth, due to rising demand in the OECD and non-OECD areas.

The European Union, however, is unlikely to benefit from this improving situation. In this region, quotas will continue to be applied and this will limit EU exports," he said.

"In addition, Uruguay Round commitments on the reduction of subsidised exports will be particularly biting for cheese, therefore reducing the European Union's market share for this product."

Source: Australian Dairy Foods Oct 98

Creating a healthier outlook for milk

Milk's role in human health was one of the five 'issue topic' streams at the International Dairy Federation's (IDF) congress.

It focused on five main areas:

- milk, nutrition and health;
- milk and nutrition throughout the population;
- milk and nutrition-related diseases;
- communication of health and nutrition properties; and
- special nutrition properties - functional foods.

The series of seminars aimed to clarify the importance of milk and milk components, both in nutrition

and as an aid to disease prevention.

Professor Michael Gurr opened the program, addressing the pros and cons of the milk and health issue.

Milk is a unique fluid that has evolved to sustain life of the newborn mammal. It contains a wide range of nutrients, has a high nutrient density and is a flexible food.

Despite its positive features, Prof. Gurr said many people did not believe milk should make a major contribution to healthy diets, while others had an even worse perception of milk.

"A vociferous minority regard milk as essentially poisonous and campaign vigorously to exclude it from

diets,' Prof Gurr said.

One reason why is the changing nutritional climate over the past 80-100 years.

While the 1920's and the war years were characterised by food shortages and an increase in the sophistication of nutritional science, which revealed the importance of nutrients present in milk, the latter part of the century has been quite different.

"Most people, although by no means all, are well fed and, rightly or wrongly, it is perceived that the major health problems are associated with over-nutrition," Prof. Gurr said.

Foremost among the concerns

CREATING A HEALTHIER OUTLOOK FOR MILK (Contd)

has been the widely, though not universally, accepted role of saturated fatty acids in raising blood cholesterol concentration and increasing the risk of coronary heart disease.

Prof. Gurr said this had contributed to a decline in total milk sales and the rise in sales of low-fat milks and milk products. Despite this, the image that milk products were not kind to the heart had remained.

Milk has also been implicated in the overproduction of mucus and the development of respiratory difficulties.

"It is frequently asserted by journalists that milk drinking causes nasal congestion and mucus formation. It is not easy to determine the origins of this idea, but several well designed and well controlled pieces of research have disproved the notion," he said.

"The most recent study, this year by Woods *et al* found no significant adverse effects of milk and dairy products on bronchoconstriction in patients with asthma."

Coronary heart disease

On average, Prof Gurr said, milkfat might cause a rise in blood cholesterol concentration in metabolic experiments, but some individuals experienced no change and some even responded to a fall in cholesterol.

"There is sufficient evidence that consumption of milk products, even those containing milkfat, does not result in hyperlipidaemia. The dairy

industry might publicise this point more vigorously," Prof. Gurr said.

Milk's positive attributes

Dental health

Despite its appreciable sugar content, milk did not exacerbate the development of dental caries as other sugar rich foods were alleged to do, Prof Gurr said.

This is because lactose is less cariogenic than other sugars and milk contains several components that help prevent caries development.

Bone health

While milk and dairy products supplied highly bioavailable calcium in a palatable and varied form, Prof. Gurr said it was a mistake to focus entirely on the calcium content of milk.

"Other minerals, including magnesium, phosphorous, zinc and fluoride, are required for optimal bone health and milk provides these, whereas calcium supplements do not," he said.

Cancer

Prof. Gurr said research provided ample evidence for the anti-cancer activities of several milk components.

Calcium appears to play a role in controlling the excessive proliferation of cells of the colon. In addition, some milk proteins, especially those associated with the whey fraction, have anti-cancer properties. However, more research is needed to determine their precise actions.

The future

When foods used by many human societies for centuries were described as dangerous to health and people were encouraged to avoid them, it was safe to conclude that such advice was not based on rational information, Prof. Gurr said.

"Certainly there were many individuals who may be well advised to avoid certain foods or eat them in moderation, as a result of a well-defined metabolic condition, but this is not the majority of people," he said.

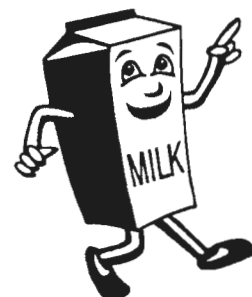
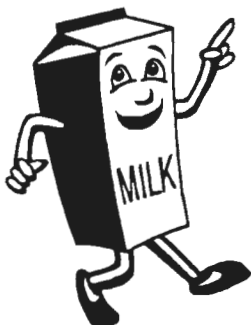
By the same token, he said, the so-called 'protective properties' and health benefits of foods, whether milk products or any other type of food, should not be oversold.

"Nevertheless, the many research findings outlined here and considered in much greater detail in other parts of this symposium, reinforce the general view that milk and milk products can make a considerable contribution to the nutritional quality of the human diet and to well being in general," he said.

"Such contributions to human health and well being far outweigh the negative aspects that are too frequently highlighted in the popular press.

Foods are rarely, if ever eaten in isolation and the importance of milk should be viewed in the context of a mixed and varied diet."

Source: *Australian Dairy Foods Oct 98*





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SA MILK HAULAGE PTY LTD

CHAIRMAN'S REPORT

I have pleasure in tabling the Annual Accounts of the Company, which acts as Trustee for the S A Milk Haulage Unit Trust, for the year ended 30 June 1998.

Some facts on the activities for the year are as follows:-

- Total volume of collections continues to increase and did so by 3.9% (1997 3.7%) to 403 million litres.
- Operational cost increases have been curtailed but with the increase in volumes, the cost per litre has remained virtually unchanged for the last four years.

There are two significant factors in maintaining the operational costs. Firstly, the use of the tankers over a 24 hour period, and although this has brought increases in maintenance costs, efficiencies have still been obtained. Secondly, the increase in tanker capacity from 17,000 litres to 25,000 litres has been of great benefit. The move to a fleet of 25,000 litre tankers will continue.

Considering that the Company had approximately 167,400 pickups for the year and 23,522 deliveries to factories and covered 3,736,938 kilometres for the year, the operations generally run very smoothly and generate economies of scale that are to the benefit of the industry.

The use of the computer equipment on the tankers has progressed very satisfactorily during the year to the extent that meaningful information is now being relayed back to the dairy farmers. A small number of operational problems remain and they are being addressed. As S A Milk Haulage was the first Milk Haulage company in Australia to implement this technology, and I believe we are further ahead of any other milk collection operation in making use of this technology, we can feel justly proud.

The question of milk temperature at the time of collection is a quality issue that is continuing to receive the Company's attention. To achieve improvement in this area will require the co-operation of dairy farmers and factories and, of course, ourselves. Each party may have to make changes to their work practices and it is an issue that cannot be resolved solely by S A Milk Haulage.

I have mentioned in previous years the emphasis that the Company has placed on ensuring the safety of our contractors and the difficulties that they have encountered in both collection and delivery of milk. A system is in place for the reporting of "hazards" that are seen to exist at these locations by our contractors. Although in some instances they are seen as trivial by the other party, such hazards as:-

- No water in the milk room
- No light switch in the milk room
- Restricted turn arounds and narrow and restricted entrances

can be very frustrating for a driver at 3:00 am on slippery roads and inclement weather. The Company is going to remain vigilant in having these hazards identified and rectified as the safety of our contractors is paramount.

Another issue which has our continued attention is the taking of a single milk sample which would be adequate for all tests. No method acceptable to both S A Milk Haulage and the processors' laboratories has been found, but alternative sampling procedures continue to be tested to find an answer.

I would like to thank Graeme Whiting and his staff at Mount Barker, together with my fellow Directors and the Secretary, for their contributions and support during the year.

I now move the adoption of the Accounts.

N I CONRAD
October 1998

Tax reform and the GST how it will affect farmers

By Robert Douglas

For the last 10 years, Australia's farmers have supported the introduction of a broad-based consumption tax. Now, with the re-election in October of the Coalition Government, it appears that Australia will have a new tax system. But the Coalition's proposals need some fine tuning before Australia's rural sector will see real economic benefits...

This paper was written immediately after the 1998 Federal election. Its purpose is to examine how the Coalition's tax reform package will affect farmers.

At a broad policy level, the Government's package is similar to NFF policy which has called for the introduction of a broad-based consumption tax since 1988. The centrepiece of the package is the introduction of Goods and Services Tax (GST) to replace Wholesale Sales Tax, and to fund significant reductions in fuel excises and the removal of nine State and Territory indirect taxes.

While most attention has been focused on the GST, the package was much wider and proposed important change to many aspects of business taxation. These included the method of collection of income taxes (the Pay-As-You-Go proposals), the taxation of trusts and companies (the Entities Taxation proposals), as well as proposals to change the application of Fringe Benefits Tax (FBT). A Business Tax Review headed by John Ralph, a distinguished company director, has been established to examine the feasibility of funding reductions in the corporate tax rate by removal or reduction in business tax 'concessions'. Each of these issues will be discussed successively.

While NFF supports the broad policy direction of the package, and has been reassured by the Government's commitment to retain all existing tax provisions for farmers, it has a number of significant concerns with the detail of the package.

THE GST

Brief history

A GST (or Value Added Tax) is a comparatively new tax, first appearing in France in 1954. However, the introduction of the European Economic Community (EEC) in the late 1960's and early 1970's lead to its widespread adoption in Europe.

The major advantages of a GST-type tax to the EEC are:

- It allows goods to be moved from country to country tax-free until the final product is consumed. The ability to rebate a GST on exports is the main feature that has attracted exporting nations to a GST-type of tax; and
- It ensures that taxes are not levied on business inputs, but on final consumption. A corollary is that there is little 'cascading' of a GST-type of tax - tax is not levied on tax. Further, GST-type taxes are the most efficient taxes for distinguishing between intermediate and final consumption expenditure.

These advantages resulted in GST-type taxes replacing less efficient indirect taxes in many countries. NFF's interest in such taxes was spurred by the successful introduction of a GST in New Zealand. In 1988, NFF resolved to seek the introduction of a GST-type tax to replace existing Federal indirect taxes. NFF was the first industry organisation to propose such a change.

The advantages of the NFF proposal were such that the proposal formed the basis of the Fightback! package taken to the electorate by the Coalition in 1993. Following the return of the Labor party, NFF continued to champion the cause of indirect tax reform and the need to introduce a GST-type tax.

The Coalition again adopted the introduction of a GST in its 1998 election campaign, and was returned to office with a mandate for its introduction.

The Government's GST proposals

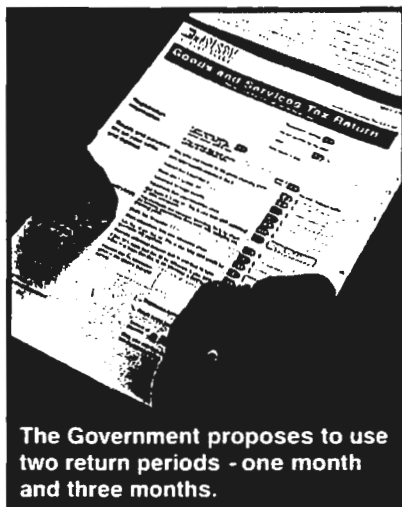
The Government proposes to introduce a GST at a rate of 10 per cent. Most education, childcare and health services would be GST-free. Financial services, residential housing, and residential rents would be input taxed (ie, GST will be charged on inputs, but not on outputs). The Australian Democrats

have stated that they believe that food (but not take-away or restaurant meals) and books should be GST-free.

How the GST could be improved

Extending return periods.....

One of the advantages of a GST for many businesses is an improvement in cash flow. This occurs because more GST is collected on sales than is paid on inputs. This cash flow advantage becomes larger when the return period is longer. The Government proposes to use two return periods - one month and three months (for businesses with an annual turnover of less than \$20,000,000).



The Government proposes to use two return periods - one month and three months.

The three month return period is shorter than that available in similar countries. For example, most farmers in New Zealand and South Africa can choose a six month return period, while some Canadian farmers can choose an annual return period.

And shorter return periods

Despite the Government's claims, some businesses will suffer a cash flow disadvantage under a GST. The most common example will be those businesses which sell GST-free goods and services, such as exporters. They collect no GST, but have to pay GST on all their inputs and wait for a

refund. Other farm businesses that may suffer a cash flow disadvantage would include those that receive only one major payment a year (such as specialist grain producers and woolgrowers), and those that sell produce on extended credit terms. For these businesses, a shorter return period (such as a fortnight) would allow faster GST refunds, and reduce the cash flow disadvantage.

Increased cash accounting limit

Accounting for GST on a cash rather than accrual basis means that GST is remitted to the Government only after it has been received by the business. Cash accounting also means that a GST return can be completed from bank statements (providing separate bank accounts are kept for personal and business purposes). The use of cash accounting can significantly reduce compliance costs for businesses that do not use computers.

The Government has proposed that cash-accounting only be available to businesses with a turnover of less than \$250,000 per year. This is less than the \$500,000 limit proposed in Fightback! or the \$NZ1,000,000 limit used in New Zealand.

Conduct of auctions

Despite requests from NFF, the Government has not confirmed how auctions should be conducted. NFF believes that the best method of conducting auctions of farm produce is for the GST to be added on after the price of the produce has been set. This is consistent with the Government's objectives of making the GST a transparent tax, with both parties to a transaction being aware of how much GST is to be paid, and by whom.

Contracts over the implementation date

While the Government has announced that GST will apply to the supply of goods and services under pre-existing contracts, it has

not addressed the issue of whether these contracts can be varied to include the GST in the sale price. This seems to be a curious omission. Clearly, anyone entering a long-term contract to supply goods and services would need to insist on a clause allowing prices to be increased by the GST.

Sales of farmland

During the election campaign, the Government announced that farms sold as a going concern would be free of GST. It has not addressed the issue of what will happen when farms are sold for non-agricultural purposes.

If a farm is sold to another business for non-agricultural uses, it is not clear if GST would have to be charged on the sale with the purchaser then having to claim back a rebate on input tax. If this were to be the case, the purchaser would have additional financing costs, and these would be likely to be passed back to the farmer in the form of a lower price for the land.

If a farm is sold for a purpose other than business, it is probable that GST will have to be charged and the purchaser will not be able to claim a refund of the GST paid. Again, this is likely to lead to a reduction in the price paid for farmland. The net effect is that the farmer could lose up to 10 per cent of the asset value. There would be a flow-on effect to other land sales in the area.

A system that imposed GST on farm sales depending on the land use of the purchaser would be untenable. The purchaser would be under no obligation to identify the proposed land use before the farm was purchased. The vendor would be left facing a 'lucky dip', where the prizes are no GST, some GST and a pass-back of financing costs, or a pass-back of all GST. Should such a system be introduced, many farmers may take the view that they should be compensated in advance for the

potential reduction in value of their land.

NFF believes that farmland should not be subject to GST, because it is both a capital item and a second-hand good. Value adding only occurs when farmland is sold in sub-division with added services such as kerbing and guttering, power, and water.

Large capital items

The discussion on the sale of farmland illustrates the point that a GST will increase financing costs for capital equipment. An additional 10 per cent will have to be paid, and then claimed back. Having to finance the GST on capital items (such as a \$100,000 tractor) for up to three months will add to the difficulty of renewing the rundown capital stock on many farms.

This problem could be overcome if the Government provided a special scheme where taxpayers could claim an immediate refund of GST paid on capital items over a certain value (say \$5,000 GST).

The impact of GST-free food

The economics of not imposing a GST on food are simplistic. The Government gives up about \$5 billion in revenue to achieve the same impact as would be achieved with a \$1 billion compensation package. In other words, \$4 billion would not be collected from high and middle income earners. Put another way, the cost of removing food is about 160 per cent of the total compensation package offered to low income earners.

Not taxing food makes a GST more complicated, and significantly increases compliance costs for some taxpayers. However, if a broad definition of 'food' is used, the definitional problems can be minimised. The system becomes much more complicated if it is decided to tax only some food. A decision to tax basic food, but not

restaurant meals and take-away foods, adds mind-numbing complexity to the tax system. For example, in Canada, milk from the supermarket shelf is not taxed, while milk from a vending machine is taxed. Similarly, one donut is not taxed, but 6 or more donuts are defined as a take-away meal and are taxed. In Britain, a cold pie is not taxed, a hot pie is taxed, and special rules apply if the shopkeeper provides a microwave to heat a cold pie.

Businesses selling GST-free food will be hit with a 'double whammy'. Not only will their compliance costs be significantly higher than for other businesses, but they will also suffer a cash flow disadvantage, rather than a cash flow advantage. Introducing a GST with special rules for food is likely to result in the closure of many small supermarkets and corner stores.

Making food GST-free will only directly affect some farmers. This is because most farmers do not directly produce food. Clearly wool and cotton are not food. Products such as wheat, rice and animals only become food once they are processed. Should food be GST free, it could be argued that milk does not become food until it is pasteurised.

REDUCTION IN FUEL EXCISES

The Government has announced significant reductions in fuel excises, particularly on diesel. These proposals go a long way towards meeting the NFF policy objective of removing all excises on petroleum products, and replacing them with a moderate road user charge. During the election campaign, NFF argued against the current combined Federal/State fuel excise, which costs motorists and transport operators, on average, 43 cents a litre

NFF remains concerned that the Government proposes to continue charging half the existing level of excise on diesel used by railways. The remaining 18 cents a litre excise on heavy transport can be seen as a road

user charge. The remaining excise significantly increases the cost of freight. For example, the impact of the remaining excise is about \$1 a tonne for wheat carted by rail in New South Wales.

REVIEW OF BUSINESS TAXATION

The Government has appointed a committee headed by Mr John Ralph to review the business taxation system. The objective is to fund a reduction in the corporate tax rate by reducing so-called business tax 'concessions'.

Press reports indicate that accelerated depreciation provisions are most likely to be targeted during the review process. While the Government has assured NFF that farmer-specific provisions (such as the Landcare deduction) will remain untouched after the review, general depreciation provisions are likely to be affected. For example, silos can be currently depreciated at a annual rate of nine per cent (using the prime cost method), based on effective life. However, the depreciation rate may be reduced to three per cent if the review guidelines are followed.

The depreciation rate would be further reduced if the Treasury benchmark of depreciating to estimated scrap value (rather than nil value) was adopted.

If such measures were to be adopted, farmers could only lose. ABARE states that partnerships or sole traders run 98 per cent of farm businesses. Therefore, 98 per cent of farm businesses would receive no benefit from a reduced corporate tax rate, but would be penalised by lower depreciation rates.

During the election campaign, the Government committed itself to retaining all existing tax provisions for farmers.

PAY-AS-YOU-GO TAXATION

The Pay-As-You-Go (PAYG) taxation proposals are an attempt to provide a common collection schedule for all business entities. The main impact for the 98 per cent of Australian farm businesses that are structured as partnerships or sole traders will be the removal of provisional tax.

However, the replacement payment mechanism is not designed to cope with fluctuating incomes. This is because PAYG attempts to use a flat tax rate to approximate a progressive tax scale.

NFF has three major concerns with PAYG taxation. First, the PAYG system will result in some farmers paying tax up to six months before what is currently required. An example would be specialist woolgrowers who receive most of their income in the first quarter of the year. Specialist wheatgrowers are likely to pay tax three months earlier than is currently required.

Second, the Government has not made it clear when a refund of PAYG tax will be made if it becomes clear that an overpayment has been made. An example will illustrate the problem.

Example: Assume a farmer derives \$200,000 total income in the previous year, and pays \$20,000 in income tax. Their PAYG tax rate would be 10 per cent. In the first quarter of the current year, the farm sells \$50,000 of wool, and pays \$5,000 PAYG. In October, a late frost decimates the wheat crop, and the farm will make a loss for the year. The question then arises - can the farmer claim an immediate refund of the (now) excess PAYG tax paid, or do they have to wait until an assessment is issued for the year before they receive a refund?

Third, the Government has not clarified how PAYG will apply to deposits and withdrawals to the

Farm Management Deposit (FMD) Scheme. FMDs would be unworkable if withholding tax was imposed on withdrawals as well as PAYG tax.

It is noteworthy that farmers are exempted from quarterly collection of provisional tax because of their fluctuating incomes. Consideration should be given to allowing taxpayers with fluctuating incomes, such as farmers, to make only two PAYG payments a year. The first of these could be in April for the nine months ended 31 March, and a final payment in July for the June quarter. This would mean that tax payments would continue to occur on the existing schedule.

ENTITIES TAXATION

The proposed entities taxation of companies and trusts will tax trusts in a similar manner to companies. However, the proposals also include significant changes to the taxation of companies. The proposals require all distributions of dividends from companies or trusts (except returns of capital) to be fully franked, with tax paid by the time of distribution.

The first effect of these proposals would be to bring forward the payment of tax for many distributions. This will particularly affect trusts, as they will have to pay tax when the distribution is made, rather than the current system of tax being paid by the beneficiary after the end of the financial year.

In many cases, tax will be paid at least nine months before it is currently due. For low-income farmers, the tax paid on distribution may be more than the final tax liability. While a refund will occur, the early payment could cause liquidity problems.

The second effect would be to stop the benefits of a tax benefit received by a company or trust from flowing through to the shareholders or beneficiaries. These tax benefits include indexation of capital gains

and investment allowances. It is also possible (but not certain) that the provisions affected could include special primary producer tax concessions such as deductions for Landcare and conserving and conveying water.

Example: In 2005, a trust sells a farm bought originally for \$750,000 for \$1,000,000. The inflation adjustment is \$50,000. The trust will therefore be liable for Capital Gains Tax on \$200,000. If it distributes the \$50,000 that it does not have to pay tax on, it will have to pay tax at the time of distribution. Currently, beneficiaries in a discretionary trust, sole traders or partners could receive this amount tax-free.

The third effect will be to force the payment of tax on differences between taxable income and accounting profit. This is likely to erode the value of a company or a trust receiving accelerated depreciation provisions, as shown in the following example.

Example: Assume a trust has a taxable income of \$50,000 after allowing for a tax deduction for Landcare of \$10,000. The Landcare tax deduction is not recognised for the accounting purposes of the trust when calculating its accounting profit of \$60,000. The terms of the trust provide that all income must be distributed each year. When the \$10,000 excess of accounting income over taxable income because of the Landcare deduction is distributed, the trust will be required to pay tax, effectively negating the advantage of the existing tax deduction.

If entities taxation were introduced, all assets of a trust would have to be valued on July 2000, creating large compliance costs.

The entities taxation proposals appear to be an attempt to remove

the benefit of many existing tax provisions. While provisions such as indexation of capital gains and accelerated depreciation will remain for companies and trusts, the benefit will be clawed back as 'deferred company tax'. This feature of the proposal is identical to that proposed by former Treasurer Paul Keating in 1985, and rejected by the Australian business community as unworkable.

FRINGE BENEFITS TAX

It is proposed to extend FBT to include benefits provided to shareholders and beneficiaries of a trust. The Treasurer has given an undertaking that FBT will not be payable on housing where the company or trust does not claim a tax deduction for the benefit. This treatment will give a company or a trust a choice of income tax deductions and paying FBT, or no income tax deductions and no FBT. (If the benefit provided was a remote area housing benefit, it would be possible to claim tax deductions and not pay FBT.) The Treasurer's commitment for housing may not apply to other fringe benefits.

CONSULTATION PROCESSES

NFF remains disappointed with the Government's consultation process, because, at the time of writing it did not include a farmer or small business representative.

The decision to allow only 18 days for the GST Consultative Committee to report on which health and education services should be GST free is very short. The narrow range of issues on which this Committee can report reinforces this perception. Consultation is also needed on issues such as conduct of auctions, return periods, and many other issues of detail.

CONCLUSION

The broad policy settings in the Government's tax package replicate the principles of NFF tax policy by

introducing a broad-based consumption tax to replace existing inefficient indirect taxes, and fund a significant reduction in fuel excises.

However, the associated income tax and FBT proposals will erode many of the benefits farmers would gain from the indirect tax changes.

While NFF believes that, on balance, farmers will gain from the Government's tax package; it has concerns with much of the detail. NFF will continue to examine details of the package as they are

revealed, and will oppose any measures that leave farmers worse off.

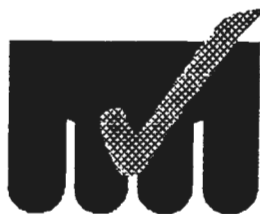
After supporting a broad-based consumption tax for so many years, NFF wishes to see the Government's package work well. However, some of the proposals will need to be altered significantly if the advantages of a reformed taxation system are to benefit farmers and others within the economy who play such a large role in producing export income.

Robert Douglas is Director of Rural Policy at NFF.

Proposed Tax Reform Timetable

Date	Event
August 1998	Trusts must disclose identity of beneficiaries or deduct tax at highest marginal tax rate Extension of small business and superannuation rollover relief (both to be legislated)
November 1998	Lapsed tax legislation reintroduced
December 1998	Draft GST legislation introduced to Parliament
January 1999	30 per cent health insurance rebate commences (subject to legislation)
March 1999	Draft legislation for entities taxation of companies and trusts Draft legislation for FBT extension to beneficiaries and shareholders Draft Pay-As You-Go Legislation
April 1999	Fringe benefits to be shown on group certificates
June 1999	Recommendation from Business Tax Review
July 1999	Savings rebate abolished Australian Business Number (+GST) registration commences
April 2000	FBT applies to trust beneficiaries and shareholders Non-profit organisations lose FBT concession
July 2000	GST introduced Tax cuts introduced Entity taxation of companies and trusts begins Australian Business Number rules commence PAYG begins
January 2001	States abolish FIDs and BADs
July 2001	Most State stamp duties on businesses abolished

MILK QUALITY TO BE BOOSTED BY NATIONAL MASTITIS TARGET



Countdown Downunder

Better milk at home and abroad. That will be the result of a major dairy program launched today.

The new program, **Countdown Downunder**, established national mastitis reduction targets and a way to reach them. It will boost farm profits, protect dairy export markets and enhance the healthy reputation of milk.

Countdown Downunder: the national mastitis program was launched at the Australian Dairy Industry Council AGM in Melbourne today by Pat Rowley CMG, Chairman of the Australian Dairy Industry Council.

Countdown Downunder's first initiative is the creation of a set of practical national guidelines for controlling mastitis on-farm.

"Mastitis lowers farm profitability, reduces product quality and quantity, and potentially damages exports and the image of milk," said Dr Paul Donnelly, Executive Director of the Dairy Research and Development Corporation (DRDC).

"The European Union now requires milk and milk products for human consumption to have a cell count of less than 400 000 cells/ml (a measure of mastitis). This will become a defacto international standard and some of our milk doesn't make the standard. Cell count is not a direct measure of food safety but it does indicate a healthy production system.

The DRDC's initiative to establish a national program started in the wet winter of 1996 when many dairy farmers had problems with mastitis. **Countdown Downunder** is the result.

Countdown Downunder has two mastitis reduction goals:

- > at least 90 per cent of Australian dairy farms supplying milk with a cell count of less than 250 000 cells/ml in all milk supply periods;
- > 100 per cent of Australian dairy farms supplying milk with a cell count of less than 400 000 cells/ml in all milk supply periods.

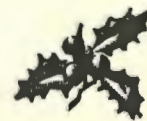
Launching the program, Pat Rowley, Chairman of the Australian Dairy Industry Council said, "Countdown Downunder gives us the tools to control mastitis - a set of nationally agreed guidelines, published today, and a series of seminars and workshops that will be held in all Australia's dairying regions through 1999."

"I recommend that all dairy farmers use Countdown Downunder to guide the udder health activities and keep the count down, and the profit up, on our farms," he said.



DAIRY RESEARCH AND
DEVELOPMENT CORPORATION

From the Dairy



To the Table

Fruit Puddings with Port and Brandy Custard

Puddings can be made a day ahead. Custard is best made close to serving.

3 cups mixed dried fruit
1/4 cup brandy or apple juice
1/4 cup fresh orange juice
180gm BUTTER, softened
1 cup brown sugar, firmly packed
3 teaspoons grated orange rind
2 eggs
1/4 cup fresh orange juice, extra
1 3/4 cups stale breadcrumbs
1 cup plain flour
1/4 teaspoon baking powder
1/2 teaspoon mixed spice
1/2 teaspoon ground cinnamon

PORT AND BRANDY CUSTARD

1/2 cup castor sugar
50g BUTTER, softened
4 egg yolks
2 tablespoons brandy
2 tablespoon port
300ml carton thickened CREAM

Combine fruit, brandy and juice in bowl, cover and stand overnight.

Lightly grease six pudding moulds (1-cup capacity), line bases with paper; grease paper.

Cream BUTTER, sugar and rind in small bowl, with electric mixer, add eggs one at a time, beating well between additions. Beat in extra juice (mixture will appear curdled). Stir in breadcrumbs, sifted dry ingredients and fruit mixture; mix well.

Spoon mixture into prepared moulds, cover tightly with foil. Place moulds in baking dish, pour enough boiling water into baking dish to come halfway up side of moulds. Bake in moderate oven about 1 hour, or until puddings are firm. Turn puddings onto plates, serve with port and brandy custard.

Port and Brandy Custard: Combine all ingredients in heat-proof bowl, whisk over pan of simmering water until slightly thickened.

Makes 6.

Not suitable to freeze.

Not suitable to microwave.

PISTACHIO PRALINE TRUFFLES

Preparation time: 50 minutes + refrigeration

Total cooking time: 15-20 minutes

Makes 55

1/3 cup shelled pistachio nuts
1/2 cup sugar
1/4 cup water
45g unsalted BUTTER, chopped
250 g dark chocolate, chopped
1/3 cup CREAM
2 teaspoons brandy or cognac
1/3 cup cocoa powder, sifted

PREHEAT OVEN to moderate 180°C. Place the shelled pistachios in a shallow cake tin. Bake 5-10 minutes or until the nuts are lightly roasted. Remove from oven and cool.

1. Combine sugar and water in medium pan. Stir over low heat without boiling until sugar has dissolved. Brush sugar crystals from side of pan with a wet pastry brush. Bring to boil, reduce heat, simmer for 8-10 minutes or until syrup turns golden. Remove from heat. Stir in nuts. Pour mixture onto an oiled, foil-lined tray; cool.

2. Place BUTTER and chocolate in medium heat-proof bowl. Stand bowl over pan of simmering water and stir until mixture has melted and is smooth. Remove from heat; cool slightly. Add CREAM and brandy, mix well; cool.

3. Place cold, hardened toffee in a plastic freezer bag; using a meat mallet or rolling pin finely crush toffee. Add to chocolate mixture, mix well. Cover and refrigerate for 45 minutes or until mixture is firm enough to handle.

4. Roll teaspoonfuls of mixture into small balls. Place on a paper-lined tray and refrigerate for 15 minutes. Roll in sifted cocoa and serve.

Storage time: Make truffles up to a week in advance. Store in an airtight container, between layers of greaseproof paper, in the refrigerator.



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Association Services

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- ◆ Sharefarming Information
- ◆ 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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Dairying - efficient, clever, innovative and sustainable