

General President's Report

Dear Fellow Dairy Farmers,

By the time you receive this Journal we will all probably know the final outcome for the Deregulation Restructure Package. I hope that we will all be pleased and thinking of the alternatives we will individually be using to adjust to living and working in an 'unregulated' market.

There is one matter which I want to do as much as I possibly can to make all farmers understand. That is that the package is a *re-structure package* or an *adjustment package* – not a compensation package. We must all consider the money we receive to be funds to be used to restructure our businesses so that we can operate in a deregulated market place where our average or bundled price is possibly lower than it has been in the past.

I am sure everyone knows my thoughts on the subject. It's not a matter of how big or how small we are, but one of being most efficient. But if we see the package as compensation to tide us over a difficult period I am sure there are going to be some farmers in the future with nowhere to go and the restructure funds gone! Something which we should all remember is that the package can also be a way to finance ourselves out of the industry, and leave it with dignity. Whatever each of us do we must all make a cold calculated business decision which will take us forward into the future.

Another reason we must not regard the package as "compensation" is that it may lead some thoughtless purchasers of our milk to think they can pay us less because we are being "compensated." I'm sure some of those people will have plenty of reasons of why their price can

be lower. But don't any of us buy the "compensation" reason, its just not on.

I'm sure some of the processors will "whittle" away the market milk premium competing in the market place, but let's all agree to negotiate to keep as much of that premium as possible.

For those of our members who supply companies which don't participate in the market milk trade don't forget some of those companies were the ones which said their farmers will be better off in a deregulated market place. Well now is their time to prove it.

Vice President, John Nietschke, Chief Executive Officer, Chris Luz-Raymond and I will be attending an Australian Dairy Farmers Federation meeting in early April. We have asked that the matter of national price negotiating with national companies be placed on the agenda.

The next few months and the decisions we make are going to be some of the most important times and most critical decisions we will be making to ensure our futures.

And don't forget, SADA will be making important decisions about our relevance as well.

Good luck to everyone, these are challenging times, but aren't we used to that?

Yours sincerely,
Frank Beauchamp
General President..



The South Australian Dairyfarmers' Association Incorporated

Journal

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Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
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- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
- ◆ Sharefarming Information
- ◆ Lobbying & Representation
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board

Upcoming Events

- Mch 15– SADA Central Council Meeting - Colonial Conference Centre
- Mch 29- Mt Compass Field Day
- Apl 8 ADFFNZ Convention Year 2000 Western Australia
- Apl 21-25 Easter & Anzac Day SADA Office closed
- **DIAA/SADA 2000 Conference Hindley Park Royal**
June 6th 2000



For the first Journal of the year/century there is much to report from the Editor's desk. All of it very positive and interesting/exciting news from around the Industry.

Those keen observers of the Weekly Times would have seen National Foods advertising for 'expressions of interest' to supply all year round milk to the tune of 40 million litres!

At the same time the evolution/revolution of Dairy Farmers' Group with links to both Farnalat and Bonlac continue to be played out in the boardrooms of the Industry.

The Industry is reorganising itself for its future in ways none could have even thought of a couple of years ago!

The Restructure Package comes closer and closer to fruition for dairy farmers across Australia. The ADIC letter (18 February) from Pat Rowley explains in some detail how the Package is going to work.

For the majority of dairy farmers it will be straight forward and that is very good news. For a minority, issues will be a little more complex, but a number of organisations/individuals in the Industry will be there to assist.

You should be aware that SADA is providing as much information as possible to the financial institutions, accountants and farm consultants on the Package. They will become key people to provide specialist advice to dairy farmers in looking to the future.

If you know of anyone in those areas that need this information contact the Office. It is in the interest of all dairy farmers that people who provide advice (to you) are as well informed as possible.

One aspect of the Package that is being finalised is the Farm Business Assessment (FBA).

The Federal Government view the Restructure Package as a bounty to restructure the Industry. As such the Government considers it vital that some form of audit or check and balance process is carried out on the

distribution of the \$1.7 billion. The Government's method of doing this is the FBA.

The FBA is designed by the Government to ensure that you the dairy farmer have considered all your options fully on the impact of entering a deregulated environment.. It is not a 'big stick' approach.

Having said that there are certain steps that dairy farmers must take to complete the FBA. Again, most dairy farmers will already be doing most (if not all) the things required by the FBA in the normal course of their business planning such as:

- Projected income / expenditure
- Projected assets/liabilities
- Business assessment using a range of milk prices
- Options '...what if...'

The one aspect that Government is looking for that is not part of everyday planning for dairy farmers is to have a declaration (by an independent adviser) that the assessment has been completed.

Dairy farmers are urged to look at the FBA in this light rather than try to fight the issue. Remember, until the 'paper work' is done the actual payment will not be made!

GST is looming. The good news here is that everyone will be in the same boat. If you prepare properly for GST there should be no reason for anything to go dramatically wrong. Preparation is the key...

A number of South Australian dairy farmers have been doing noteworthy things this year. In no particular order:

- James Mann (Donovans Dairy) is one of a contingent of ten South Australian farmers attending the World Congress of Young Farmers in Orlando, Florida
- Philip Down (Stockwell Pastrol) is currently in Europe on his Nuffield Scholarship looking at dairy technology
- Carol Schofield (Fleurieu Peninsula) has just won the

SA Rural Women's Award 2000

- John Nietschke(Koonunga) is about to embark on an ADC sponsored delegation to China.

Finally a very special mention to SADA Development Officer Jaylene Gurr. Jaylene who together with Jeanette Gellard and Carol Schofield (the eventual winner) was one of the three finalists for the Rural Women's Award 2000.

It is a tremendous recognition for Jaylene's work with SADA in particular the leadership and training initiatives for women in the dairying Industry. Well done Jaylene and all the other representatives of the Industry in SA.

There are two major competitions being run by SADA that will continue to raise the profile of dairy farmers in this State:

- The IAMA Sharefarmer of the Year Competition :and
- The Genetics Australia Farm Enterprise of the Year

Both have valuable prizes attached to them. But, more importantly it provides the farmer sector of the Industry to recognise the efforts of its very best. You are encouraged to make the effort to enter these competitions.

To best represent members in what will be a very different environment post deregulation SADA has for some time been considering how it should go about its business. The Association is about to unveil a (bold) proposal that will meet its members needs better in the future.

The proposal 'cuts out a lot of the traditional' aspects and concentrates on the needs of the members far more by providing an individual service. The proposal will be put to members at the Branch AGM's.

The proposal also gives the Association more teeth for action/decision making driven by members.

Regards

Chris Luz-Raymond

DairySA Corner



D a i r y S A
REGIONAL DEVELOPMENT PROGRAM

Benefiting from Farm Business Analysis

Do you think financial figures are a necessary evil or a valuable management tool?

Meningie dairy farmer, Brian Golding, believes that understanding his whole farm cost of production is crucial if he is going to be in control of his business.

In 1997 Brian took over the management of the family's 90 cow herd.

"Having worked on the farm over the past 20 years I knew the physical side of the business well, but the finances were all new to me," said Brian.

"I also knew that if I wanted to stay dairying, I needed to make some significant changes to the production system and to make these changes, it would cost money."

For the past two years Brian Golding has been one of the 170 farmers who chose to be involved in the DairySA Farm Business Analysis project.

"I joined the project to learn whether I had the right balance of costs for my farm," said Brian.

"However, the returns from being involved with Farm Business Analysis have been greater than I had anticipated."

Supported by dairy farmers through DairySA and DRDC and sponsored by Dairy Farmers Cooperative Group, Farm Business Analysis (FBA) aims to produce simple financial baselines to help monitor performance and guide future management decisions.

"We have all these figures in our tax accounts, FBA has repackaged them so I can use them in my management decisions and in presenting a credible case to the bank," said Brian.

FBA goes beyond the basic gross margin analysis for all dairy enterprises. In addition to all variable

costs, FBA includes labour costs both for employees and family labour.

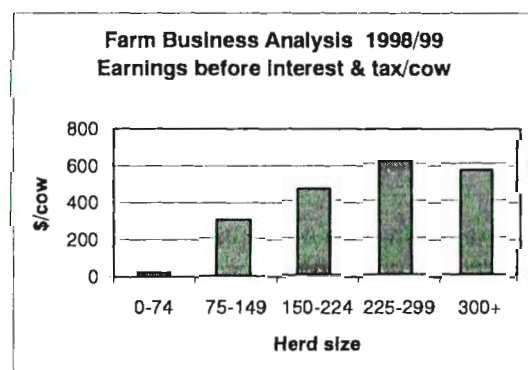
"One of the real bonuses of being involved in the project is the regional report.

"It is very easy to become isolated and these reports help me to put my figures in perspective.

"As I am planning on further herd expansion, the report by herd size is another useful benchmark to use for making financial projections."

Brian Golding has found the system of whole farm costing so useful that he is setting up his own recording system that links into his monthly financial records. By using this, he believes he will really be able to keep his finger on the pulse as the industry embraces deregulation.

FBA is now in the third and final year of the current project. Project Manager, Steve Scown, hopes that Farm Business Analysis will encourage more farmers to use this type of financial recording system, independently or with one of the consultants running similar programs.



If you would like to see this project continue, please contact DairySA on:
tel: 0500 813 600
fax: 0500 813 601
e-mail: hvandyk@dove.net.au



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New Quarantine Rules

NEW QUARANTINE RULES PROTECT AUSTRALIA FROM DAIRY DISEASES

AQIS is to apply new rules to control the risk of introducing exotic diseases in imported dairy products.

The new regulations are the outcome of a two-year import risk analysis that consulted extensively with stakeholders, including representatives from Australia's dairy industry.

In fact, AQIS has tightened already strict rules to ensure that exotic diseases of dairy cattle, sheep and goats won't be introduced in imported dairy products.

Poxvirus, a serious disease of cattle, sheep and goats, has been identified as a quaran-

tine concern and AQIS has prohibited product other than cheese from countries or regions where poxviruses are present.

The new policies also address Australia's commitment as a World Trade Organisation member by recognising disease-free zones, rather than countries, for foot and mouth disease (FMD).

The revised measures are consistent with – and in some respects stricter than – International Animal Health Code standards for trade in dairy products.

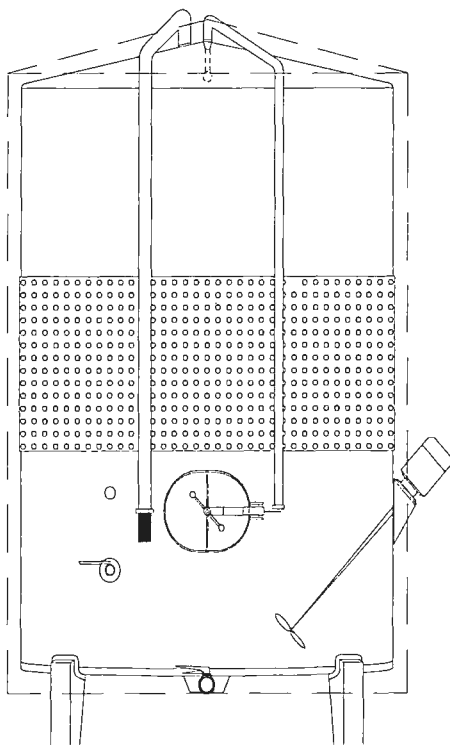
It is likely that a relatively small volume of product will be imported under the new regulations, to meet demand for dairy products – principally cheeses – that aren't manufactured in Australia.

Dairy products made from unpasteurised milk will now be allowed provided they come from countries/zones that are free from a number of diseases such as tuberculosis, brucellosis and FMD.

Although it's not possible to predict the volume of imports of gourmet cheeses, it is possible to contrast the likely demand for these products with the fact that last year Australia exported thousands of tonnes of milk, cheese and other dairy products.

The import risk analysis addressed quarantine issues; public health issues are the responsibility of the Australia New Zealand Food Authority (ANZFA).

Warren Vant (02) 6272 4436
Source: AQIS Bulletin – December 1999.



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Land and Water News

SA review calls for 'fee-per-tree' for clearing bids

South Australian landholders applying for permission to clear native vegetation on their properties should be charged \$20 for each tree they aim to cut down, instead of the existing \$50 flat fee for all applications, large and small.

That's one recommendation of a review - released by the State Government last month - into the exemptions allowed under SA's Native Vegetation Act, which bans most clearing. The proposed 'fee-per-tree' rule, aimed at preventing ambit applications, could force some applicants to pay as much as a \$100,000 for large clearing proposals.

The recommendation was one of several contained in the three-member Native Regulations Working Group's report, which was handed to State Environment Minister Dorothy Kotz in July, but not made public until last month. Ms Kotz established the Working Group earlier this year, following concerns some developers were skirting around clearing bans by misusing the exemptions.

When releasing the report for public consultation on November 12, Ms Kotz did not comment on its findings - saying only that they would "assist with the State's native vegetation conservation program".

The report, *A Review of the Regula-*

tions Under the Native Vegetation Act 1991, says the existing \$50 flat fee for clearing applications tended to encourage "ambit claims" by landholders, who faced no penalty for making frivolous applications, despite the high cost of processing them.

"In cases of large-scale applications, the fee is sometimes less than one per cent of the processing costs," it says.

The report cites three examples, which include that of a recent bid by a landholder to clear 5,200 trees from a property in SA's South East. It said that application - which was rejected - had required a field assessment by a team of three officers over several days, costing the De-

and Aboriginal Affairs (DEHAA) "at least" \$15,000.

It recommends the flat application fee should remain at \$50, but that a new 'fee-per-tree' fee, or possibly a per hectare charge for clearing of shrubs and small trees, should be added to better reflect the cost of processing applications.

"Considering the above examples the Group suggests that a figure of about \$20 per tree is around the correct mark," the report says. "This would still be well below full-cost recovery, but would be a substantial improvement on the current situation."

It says under its proposed 'fee-per-tree' system, the rejected South East applicant would have had to pay \$104,050 to the Native Vegetation Council (NVC) - instead of just \$50 as required under the existing system.

Other recommendations include:

- Removing the blanket exemption for clearing around a proposed building site, where an alternative site on previously cleared land is available;
- Removing the blanket exemption for dam construction, restricting it instead to dam repair and maintenance;
- Tightening up exemptions for bushfire protection, and for collecting firewood and fencepost materials;
- Tightening up exemptions for clearing fence-lines and access tracks;
- Tightening up exemptions for clearing associated with pasture feed for livestock, and for controlling plant and animal pests;
- Introducing a new regulation to clarify that separate exemptions

are not to be used cumulatively - such as clearing more land for a firebreak, after already clearing along a fence-line.

Ms Kotz has set a deadline of February 18 2000 for comments and submissions. Contact: 08-8204-8739.

SA Parliament to mount an all-party inquiry into the Murray River

South Australia's Labor Opposition has won unanimous support for a Parliamentary Inquiry into the state of the River Murray. The move follows the release in October of the Murray-Darling Basin Commission's *Salinity Audit* - which found the Basin's salinity problem was far worse and more widespread than was previously believed, and that salt levels in Adelaide's main water supply would increase.

Labor's environment spokesman, John Hill, said it was "no exaggeration" to say that the Murray was the State's lifeline, with up to 90 per cent of Adelaide's water sourced from the river in dry years.

"No State relies on the Murray as much as SA does, and no State receives poorer water from the Murray than SA does," Mr Hill said. "If we are to force improved management on the Murray upstream then we have to make sure we are doing everything right on our side of the border."

State Environment Minister Dorothy Kotz said she looked forward to working with the Inquiry's bipartisan Select Committee, which she chairs. The Committee met for the first time on November 25, and is expected to produce a final report sometime in the next 12-18 months.

Olsen gives thumbs down to high-level nuke dump in SA Outback

The South Australian Government says it will oppose any moves by the Federal Government to store reprocessed fuel rods from Australia's Lucas Heights nuclear reactor, or other medium - to high-level radioactive waste, in a site 'co-located' with Canberra's planned low-level waste repository in the SA desert.

SA Premier John Olsen told State Parliament on November 19, that his Government backed "the establishment of a lower-level radioactive waste site in this State", but had not yet been consulted by Federal Resources Minister Nick Minchin about any plans to co-locate higher-level material from the Lucas Heights research reactor at the same site.

"The storage of long-lived intermediate level waste, such as reprocessed fuel rods from Lucas Heights, is an entirely separate issue to the argument for a low level repository," Mr Olsen said. "I wish to make it very clear that I am opposed to medium to high-level radioactive waste being dumped in South Australia."

Mr Olsen said it would take 15 years for the Lucas Heights material - some of which was shipped out of Sydney last month - to be reprocessed in France before being returned to Australia. He said that meant there was "ample time therefore for us to be consulted".

State Opposition Leader Mike Rann said the Olsen Government should end all co-operation with its Federal Liberal counterpart over the low-level repository while the threat of co-location remained, while Australian Conservation Foundation president Peter Garrett called on Mr Olsen to back his concerns by passing legislation to stop the repository be-

ing "forced" on his State.

"If the Premier of the State says he hasn't been consulted, how can any of us believe Commonwealth assurances that the community has been consulted," Mr Garrett said.

But in a letter to the editor of SA's *Advertiser* newspaper, Senator Minchin said Mr Olsen had been fully informed that co-location was an option. He cited publicly distributed reports dating back to 1992, numerous radio interviews and a letter sent by Prime Minister John Howard to Mr Olsen last year which specifically discussed co-location.

Senator Minchin said co-locating the reprocessed fuel rods with the low-level repository was just one option among many, and that the Federal Government had "not even started looking for a site yet".

"When we do, we will look across Australia for the best site and there will be full consultation," he said.

The Federal Government is expected to make a final decision on the preferred low-level repository site in the first half of next year. Construction is due begin late next year, with the repository to enter service in 2002.

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Dairy Farmers Make it Happen

I was pleased to have attended the Australian Dairy Industry Council annual general meeting in December. This meeting is open to all dairy farmers yet few were present. That's unfortunate because much could have been learned about the total industry.

The meeting could be better but if you have the desire to hear and question the leaders of the various sectors this is the opportunity.

Pat Rowley is chairman of the Australian Dairy Industry Council as well as president of the ADFP and during his address he touched on many topics including the low Australian dollar.

The dairy industry exports one litre of milk for every litre sold in Australia. In Victoria it is more like two litres exported.

A low Australian dollar – 63c to the US dollar – has been a help in the export markets. But New Zealand has an even greater advantage with NZ52c to the US dollar, remembering virtually all export sales are made in US dollars.

Touching on the establishment of closer economic relations with New Zealand back in 1983, I was delighted to hear Pat say that “a lot of people have not yet appreciated we have one common market between Australia and New Zealand”.

While he did not say, as I do, we need an ANZAC agreement, amalgamation, call it what you wish, so we can

fight the enemy together against wickedly dreamt up excuses by the EU, USA and even Japanese to keep our low-cost, high-quality products out of their markets.

The chairman explained the domestic market support scheme was dead and, with only a few companies now processing and retailing drinking milk, deregulation was going to happen.

This means going “cold turkey” – which would be destructive across Australia – or managing change with a restructure package.

An agreement was reached between the ADFP and ADIC, after a lot of blood, sweat and tears. Pat praised his fellow delegates for their united decision which was required when arguing their case before the Prime Minister and Minister for Primary Industry.

Pat said there was an inherent consumer transfer in the marketable system that is going to change under commercial deregulation.

“Let's use that package of money and convert it into a retail levy and give farmers an upfront amount of money to manage this change,” Pat said.

The Prime Minister indicated he was not prepared to give the dairy industry a tax-free package but he did agree the industry did need to manage the change.

As a result, on September 28 last year, cabinet agreed with the industry proposal for a \$1.74 billion package, the ex-

tra \$0.49 billion above the original proposal being for tax.

Seems everybody wants their pound of flesh.

Dairy Research Development Corporation chairman John Drinan indicated the corporation had funded research into the economic, legal and financial matters to help design the institutional infrastructure to administer the package once it had been agreed.

Most pleasing to hear of such prompt action by the DRDC.

My lasting thought from the AGM was: thank heavens the majority of dairy farmers are involved in their various state farmer organisations.

Without farmer organisations there would be no package.

Even though the next couple of years will be tough going, I believe the great dairy industry of this nation would have been well and truly sold out by other interests over the past 50 years but for farmers' organisations.

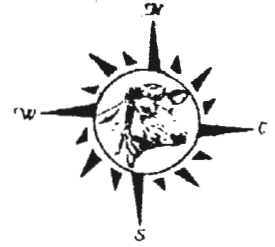
Don't be the odd dairy farmer out – join NOW.

Source: The Weekly Times 19/1/2000.



MT COMPASS FIELD DAY

Admission Free



**Mt Compass Oval
Wednesday 29 March 2000**

**9:00 a.m. - 4:15 p.m.
13th Annual Field Day
12:00 noon - Official Opening**

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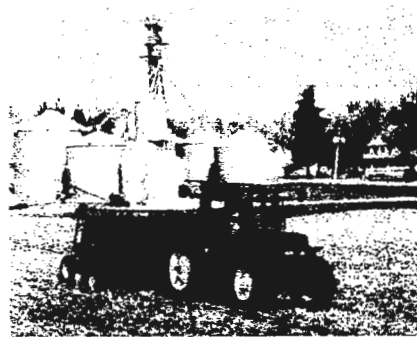
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There are more Phoenix users opting for the very comprehensive day of individual training and setting up on their Phoenix 2000+.

This high intensity day ensures that your Phoenix 2000+ is fully configured to net worth level.

One of the popular options and so achieving the best possible outcome is to precede a one-on-one training day with a group workshop.

The one-on-one day begins at 8.30am and finishes between 4.30pm & 5.00pm. If you opt for 1-on-1 training you need to collect some basic information about your business; lists of larger assets, stock numbers at the opening of the year, and details of loan accounts, hire purchase contracts and credit cards.

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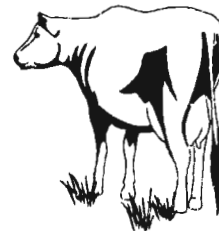
In more remote areas it may be necessary to wait until there are sufficient numbers to justify the travel.

PHOENIX 2000+ TRAINING COURSES will be held in Country Areas from January - June 2000. Phone Ag-Soft Wholesale (08) 8556 2211 or SADA if you wish to know when there is a course in your area.



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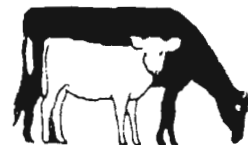
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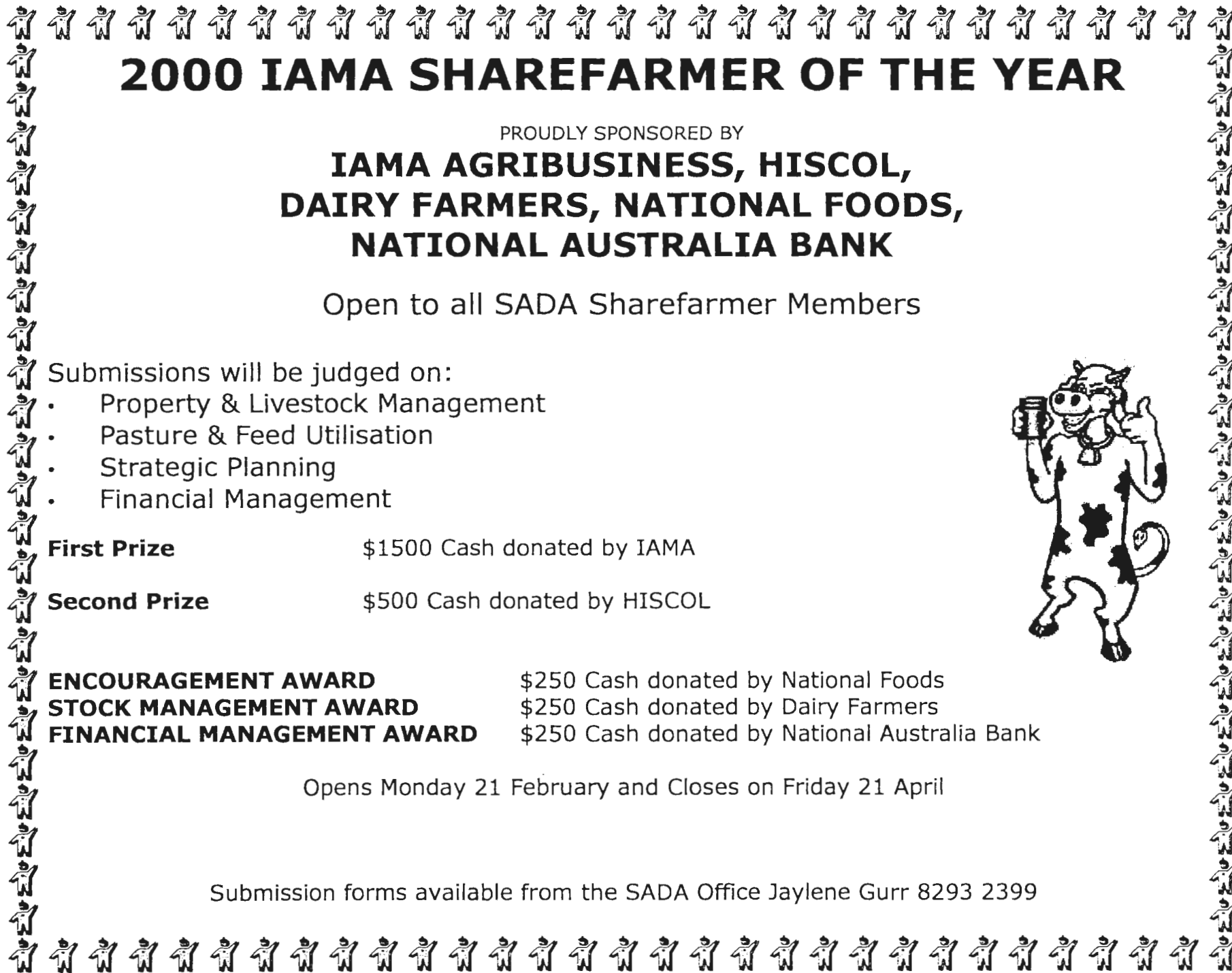
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ENCOURAGEMENT AWARD	\$250 Cash donated by National Foods
STOCK MANAGEMENT AWARD	\$250 Cash donated by Dairy Farmers
FINANCIAL MANAGEMENT AWARD	\$250 Cash donated by National Australia Bank

Opens Monday 21 February and Closes on Friday 21 April

Submission forms available from the SADA Office Jaylene Gurr 8293 2399



Letter to the Editor

31 January, 2000

Mr Chris Luz-Raymond
Chief Executive Officer
South Australian Dairyfarmers Association Inc.
Unit 5 Emerson Centre 780-802 South Road
GLANDORE SA 5037

Re: ADC & the National Asthma Campaign Alliance

Dear Chris,

The Australian Dairy Corporation (ADC) and the National Asthma Campaign (NAC) have recently formed a strategic alliance to educate the community about nutrition and asthma.

The Asthma and Nutrition Education campaign has been developed to encompass a range of media targeting both consumers and health professionals including specialist physicians, general practitioners and dietitians. The campaign activities include a TV Community Service Announcement, launched in October 1999 targeting parents of children with asthma. It also encompasses a national public relations program, the development of a patient/consumer information leaflet and a direct mail program to health professionals.

The Asthma and Nutrition Education campaign was developed in response to the growing number of Australians developing asthma and the misconceptions concerning dairy food consumption. Asthma affects 1 in 4 children, 1 in 7 adolescents and 1 in 10 adults. The NAC is concerned that people with asthma are restricting dairy foods due to a suspected food allergy. The exclusion of dairy foods can lead to calcium deficiency and the risk of malnutrition and osteoporosis.

Independent research shows that between 27% and 75% of children and adults with asthma currently perceive that diet plays a role in their asthma and over 50% of people with asthma will restrict or eliminate foods from their diet. Further research also highlighted that a significant number of general practitioners were confused about the role of dairy foods and some believed dairy foods produced mucus.

The actual incidence of food allergy causing asthma is very small. Less than 2% of adults and 11 % of children with asthma have an attack because of food allergy. In addition there is no clinical evidence that shows reducing consumption of dairy foods will provide any benefit to people with asthma.

For your information we have included a copy of the scientific paper 'Diet & Asthma' which was mailed to dietitians and also a copy of the direct mail pack sent to general practitioners.

The effectiveness of this campaign will be measured by conducting tracking research with consumers and health professionals at six monthly intervals.

Letter to Editor (Contd)

If you would like further information on the progress of the Asthma and Nutrition Education campaign or details on any particular campaign element, please do not hesitate to contact myself or Diana Pullia, Senior Product Manager - Health and Education Program, on (03) 9694 3777.

*Yours sincerely,
Bob Snewin Regional Manager SA/WA/TASINT*

DIET & ASTHMA

- There is currently no convincing evidence that prenatal antigen avoidance will diminish asthma incidence in children
- The best advice continues to be to promote a nutritious diet from a wide variety of foods
- Many members of the community perceive that the ingestion of cow's milk stimulates the production of respiratory mucus and therefore might worsen asthma symptoms. No data or indeed mechanisms of action, however, support this concept
- ...approximately 50% of the people who show a positive reaction to cow's milk (or other foods) on skin prick testing fail to exhibit clinical symptoms of asthma
- Despite the lack of data to support the hypothesis that dairy products may exacerbate asthma, there continues to be widespread community belief that people with asthma should limit their dairy product intake
- Cases of calcium deficiency have been reported in children who have limited the dietary intake of calcium due to suspected food allergy

Source: Australian Dairy Corporation
Rosalie K Woods, BSc, Grad Dip Diet, MPH, Ph.D., APD

Asthma reactions to dairy foods are unlikely.

Food is not commonly a problem in asthma.

Controlled studies indicate that less than 5% of all people with asthma have an attack because of certain foods⁵. Patients probably do not need to give up any foods unless they have a proven allergy.

Study finds no link between dairy foods and broncho-constriction in the absence of recognised food allergy.¹

A randomised, placebo-controlled, double-blind, crossover trial enrolled 20 patients with asthma, 10 of whom believed that dairy foods exacerbated their asthma and 10 who did not. Symptoms and spirometry results were recorded before and after challenge with milk or placebo, representing both objective and subjective evaluation.

The results:

- No subject reported an increase in cough or sputum production following dairy challenge.
- Symptom scores showed no statistically significant differences in outcomes of dairy and placebo challenges.

Asthma reactions to dairy foods are unlikely (Contd)

The authors concluded that they could not demonstrate that dairy foods induce bronchoconstriction. They recommended that health care professionals ensure their patients are not unnecessarily risking nutritional deficiencies by restricting their dairy consumption.

Study finds dairy foods do not stimulate mucus production.

In a prospective study to determine the effect of dairy foods on mucus production, data were assessed on 51 volunteers aged 18-35 infected with the common cold virus. Their response to dairy foods was evaluated by both objective and subjective means.

The authors found:

- No increase in mean nasal secretion with milk intake. No delayed effect following milk consumption.
- No association between milk intake and cough, nose symptoms or congestion.

Overall, the authors concluded that no statistically significant association can be detected between dairy foods and mucus production.

National Asthma Campaign recommends dairy foods as part of a healthy, well-balanced diet.

Patients risk health by limiting dairy food.

- Calcium deficiency has been demonstrated in children due to dietary modification.

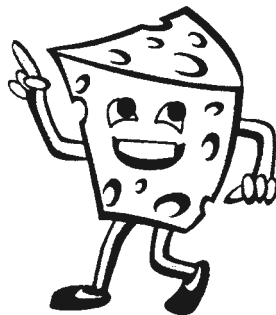
"...many people with asthma may be unnecessarily depriving themselves of a rich and important source of nutrients, a situation that could lead to malnutrition and osteoporosis."

Dairy foods are a primary source of essential nutrients in both adults and young children...

3 serves of dairy foods provide*:

- 110% of calcium
- 50% of protein .
- 45% of vitamin A
- 95% of vitamin B12
- 75% of riboflavin

*based on the RD for an adult male



The

Genetics Australia

Dairy Business Enterprise of the Year Awards

Genetics Australia are proud to sponsor this prestigious award to recognise and encourage Dairy Farmer Excellence in South Australia.

This award will honor the South Australian Dairy Business Enterprise that can demonstrate excellence in management of a commercial dairy farming business.

The winner of this award will be an efficient commercial dairy enterprise using the best resources available

The Entry

A brief outline of the following sub headings

- ◆ Strategic Planning - Outline of your strategic plan
- ◆ Property, Livestock and Management - Outline of your Plan
- ◆ Financial management - Explain how the plan was developed
- ◆ Professional Development - Describe the professional development plan

Entry Criteria

- ◆ Play an active role in the management of the enterprise
- ◆ A member of the South Australian Dairyfarmers Association

Awards to be won

First Prize

Genetics Australia Semen to the Value of \$2500 or \$1600 in cash
ADFF New Zealand Study Tour Candidate for 2001 inc \$500 cash

Runner up

Semen to the Value of \$1200 or \$700 cash

Young Achiever Award

Semen to the Value of \$750 or cash \$500

Announcement of Winners

The Winners will be announced at the DIAA/SADA 2000 Conference Dinner at the Hindley Park Royal on Tuesday 6th June .

For Entry Forms or more information please contact Jaylene Gurr (SADA)
Ph: 8293 2399 or Mob: 0419 035 459

Plenty Of Choice

Genetics Australia proven Holstein and Jersey teams offer farmers plenty of choice and top value for money following the February ABV release.

Chief Executive, Bernie Harford described the result as the "best ever" for the Co-operative's progeny test program. Following the ABV release *Genetics Australia* added thirteen new Holsteins and four new Jerseys to the teams.

"The new Holsteins include **RAMESES** and **CAREY** who take up number two and three on the Holstein ASI rankings, while **TARANAK** remains the number one ASI Jersey and **ASTOUND** has extended his breed leadership for udders", said Mr Harford.

"The addition of the new bulls has extended the depth of genetics to the teams. The tremendous variety means the choices available to farmers are better than they have ever been".

"The new Holsteins include sons of Celsius, Manhattan, Luke, Merrill, Bellwood and Hardtac, while the new Jerseys include sons of Goodtimes Charlie, Sooner, Judds, Admiral and Adonis".

"The teams are strong not just for production traits but non-production traits as well".

"More than half the Holstein team is 0.8 or better for Overall Type with strong udder ratings. The new Jersey bulls include **SOLUKE** with 2.6 for Overall Type and 2.1 for Mammary System, while **NUMSING** and **MANOWAR** are both well over one point for both Overall Type and Mammary System.

The Holstein team offers strong components with six bulls over 0.10% and twelve over 0.07% for protein percentage.

"*Genetics Australia* is very pleased that all bulls received fully publishable ABVs for all production and non-production traits", said Mr. Harford.

"This is a credit to the industry partnership involving farmers, herd recording centres, breed society and ADHIS. It is this partnership that ensures the flow of data required for the calculation of ABVs", he said.

Mr Harford said that *Genetics Australia* would continue to develop the progeny testing system that produces the bulls required by Australian farmers.

"We have an excellent system of progeny testing producing bulls each year that gives farmers plenty of choice and value for money with the genetics they purchase".

However, we are intent on rewarding farmers contributing to the progeny testing effort, and we believe by doing this we can also improve the way the system works particularly by improving the flow of data necessary for the calculation of non-production ABVs.

More information **Bernie Harford** or **Robert Derksen**

Telephone 03 5367 3888

The Highlights of the ABV Release - Holstein

- *Genetics Australia* has added thirteen new Hoisteins to its proven team
- *Genetics Australia* now offers five of the top 10 available Hoisteins on ASI₁ and eleven of the top twenty.
- The new Hoisteins include the first Australian proven sons of Celsius, Manhattan, Merrill, Luke, Hardtac and Bellwood adding variety and increased depth to the team.
- There are four new Holsteins above 65 ASI. These include RAMESES and CAREY, both rating 96% for farmer likeability, who take up number two and three positions on the ASI rankings plus ZIRCON a Celsius son offering a different sire line, good type and leaving predominantly black daughters, and MATEMAN a Manhattan son with an all-round proof.
- Type is a feature of the team - more than half the bulls are 0.8 for Overall Type with strong Mammary System ratings. The new bull PRETEXT is 2.0 for Overall Type and Mammary System, CONVERT is 1.5 and 1.6, SOAPBOX is 1.3 and 1.2.
- The team is exceptional for the combination of high ASI, workabilities and type.
- Components are strong - with six bulls 0.10% or better for protein percentages and twelve bulls 0.07% or better.
- COOKIE has a calving ease rating of 2 which places him with the best Holsteins.
- TRUMAN improved his ASI ranking, ALLORA added calving ease to his proven credentials, and SHOTIME added thousands of daughters and climbed the rankings.

The highlights of the ABV Release - Jerseys

- *Genetics Australia* has added four new Jerseys and now offers five of the top ten Jerseys with full ABVs.
- TARANAK remains the number one AS Jersey and ASTOUND has extended his leadership for udders, and is the only bull better than 3.0 for Mammary System.
- The four new Jerseys offer different pedigrees, high ASI and all-round performance.
- PONTIFY (Charlie X Brook) has a high ASI and will offer value at the lower end of the price range.
- SOLUKE (Sooner X Hermitage) with a high ASI, 2.6 for Overall Type and 2.1 for Mammary System will appeal as an all-round bull
- NUMSING (Admiral X Brass) Also has excellent type (1.5 for Overall Type and 1.9 for Mammary System and extraordinary component percentages amongst the top forty Jerseys.
- MANOWAR (Adonis X Lester) offers an Adonis son with very good type and workabilities.
- All Jerseys have full publishable proofs for production, type and workability and a minimum product reliability of 82%.

Genetics Australia shareholders are smiling!



Photo © Spert Martin

The Dickson Family of Camperdown with their MATEMAN daughter

Most Australian dairyfarmers are shareholders of **Genetics Australia**. You strengthen the Cooperative with your membership and share in the benefits of top quality genetics at reasonable prices.

In addition, **Genetics Australia** returned around \$1 million in direct rebates to

shareholders last year with increased rebates set to flow to progeny test co-operators this year.

It's no wonder shareholders are smiling!

Invest in your future. Insist on **Genetics Australia** semen in your 2000 breeding program.

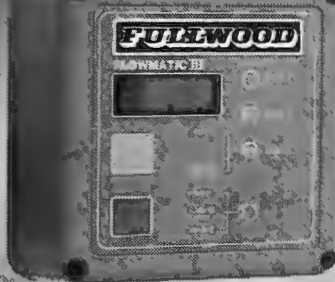
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Interstate News

Pura's push into Queensland

National Foods has got 'not quite 2 per cent' of Queensland's milk market since launching the Pura brand a few months ago, CEO Max Ould said at the official opening of the company's \$26 million milk factory, in Crestmead, just south of Brisbane, late last year.

National Foods established the factory after an unsuccessful attempt to acquire Pauls, the dominant Queensland milk company now owned by Parmalat of Italy.

Southern newcomer, Dairy Farmers, is also competing in the State's milk market.

Mr Ould said Queensland was a very important investment for National Foods because it was the fastest growing milk market in Australia and would be the No 2 market nationally within 10 years.

"This is a very important milestone for us," Mr Ould said. "Queensland consumers have accepted us."

National Foods chairman, Barry Capp, said the Queensland entry had made Pura the only national milk brand.

State manager, Ross Martin, said Pura white milk brands, including Pura Light Start and Pura Tone, had been accepted by all the supermarket chains and the route trade.

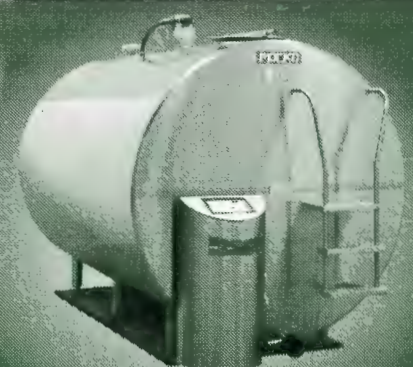
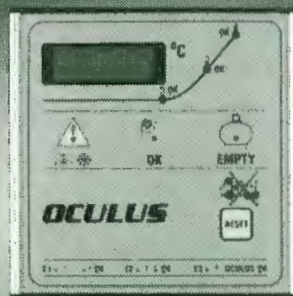
The Crestmead factory is distributing in a 300km radius.

Apart from milk, the factory distributes other National Foods dairy products, including Yoplait, Fruche, Petit Miam, YoGo, Divine Classic dips and Golden North ice cream.

Source: Retail World Feb 7-18 2000



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The Federal Government is currently in the throes of establishing a new business tax system, following the Ralph Review. Like all good marriages, the tax system should be a combination of goodwill and compromise. However, as Bob Douglas argues, the will to meet the overall aim of increasing economic growth could well be defeated in the detail. In this technical examination of the Ralph proposals, he outlines some of the intrinsic shortcomings in the proposals for small business...

Introduction

The purpose of this paper is to discuss some of the impacts on small business of the reforms to business taxation proposed by the Ralph Committee.

The final report of the Review is about 800 pages, and supported by some draft legislation. In interpreting the Review, reference must also be made to *A Platform for Consultation*, the discussion paper released by the Ralph Committee in February 1999. Space necessarily precludes a full discussion of the Review's recommendations and what follows is a discussion of some key issues.

This article begins with a discussion of the Review's goals and expected outcomes, followed by discussions of the capital gains tax ('CGT') changes, and the entities taxation proposals. The final section will examine the proposed definitions of taxable income, and their potential impact on small business. In conclusion, it will be argued that it will be important to ensure the changes do not lead to greater complexity and uncertainty in business taxation.

The purpose and goals of the Ralph Review

The Review of Business Taxation

was announced by the Government simultaneously with its indirect tax reforms. The terms of reference asked the Review to:

- Report on structural flaws within the business tax system, and its international competitiveness;
- Make recommendations on how the Government's entities taxation policy should be implemented;
- Recommend methods of achieving greater consistency between the accounting and taxation treatment of transactions;
- Recommend methods of reducing the corporate tax rate to 30 per cent in a revenue neutral manner by broadening the tax base, in particular by removing accelerated depreciation; and
- Reduce the CGT tax rate for individuals to 30 per cent with revenue neutrality to be achieved by the removal of CGT averaging and indexation.

The Review set itself the national goals of optimising (not maximising) economic growth, ensuring equity, and facilitating simplification.

The Review argued that economic growth would be 'optimised' when the business tax system interfered 'to the least possible extent with the best use of national resources, with the efficient allocation of risk and with national economic growth in the longer term'.

In general, economic growth will increase when taxes are reduced. This is because raising a dollar of taxation depresses economic activity by more than a dollar - this is the 'deadweight loss' of a tax. The exact size of the 'deadweight loss' of business taxation is uncertain, with a wide range of estimates. However, it is likely to be in the range of 110 per cent to 140 per cent. This means that raising an additional \$1 billion of taxation will shrink the size of the economic cake by \$100 million to

\$400 million.

However, the 'revenue neutrality' constraint set by the Government required the collection of about \$1 billion a year of extra taxes from business. This means that the proposed changes are likely to reduce economic growth in Australia unless the new tax regime has lower deadweight losses than the old tax regime. So far, it has not been demonstrated that the proposals will reduce the deadweight loss of business taxation, however the Review believes that its proposals will reduce compliance costs. Professional accounting bodies do not share this view. If compliance costs increase because of the complexity of proposals such as entities taxation and accounting, this could result in an increase in the deadweight loss of business taxation, and a further reduction in economic growth.

Capital gains tax changes

The changes to capital gains tax simultaneously simplify the tax system, and add new areas of complexity.

There is little doubt that the changes have simplified CGT - indexation calculations were complex, the 12 month rule replaced 36 CGT events, and 3 small business relief measures have been combined into one more simple relief.

However, it is not clear that the CGT system is now fairer or more business friendly. Indexation ensured that businesses were only taxed on real, after inflation, gains. If they had not made a real gain, they paid no tax. Under the new system, individuals will pay tax where they make a nominal gain, but a real loss. In fact, individuals will be worse off under the new general rules unless their assets increase in value at nearly twice the inflation rate. New assets acquired by companies and trusts will not be eligible for the 50 per cent general exemption. This

may be ameliorated by the new small business reliefs for 'active' assets. ('Active' assets are assets used in a business. They do not include rental properties, listed shares, etc.)

While the new small business relief measures apply to the active assets of all small business taxpayers with net assets of less than \$5 million, taxpayers will not be able to access them equally.

The availability of the superannuation exemption is described as nebulous for companies and trusts because the Government has not fully announced under what circumstances the relief may be available. There is a possibility that it could be restricted to the disposal of 'controlling interest' in a company or trust.

Similarly, it is not clear which entities will qualify for the 15 year exemption on retirement. Attachment E of the Treasurer's press release of 21 September 1999 states '... small business taxpayers will be exempt from capital gains tax where active assets are held for 15 years or more.' However, Attachment F, which explains the exemption, appears to restrict the exemption to disposals by individuals of active assets and controlling membership interests in trusts and companies.

It is probable that it will be necessary to wait until the legislation is passed through Parliament before there will be sufficient certainty to understand the potential CGT implications of transactions.

However, it is not clear that the small business sector is an overall winner from the CGT changes. 'Winners' will be those businesses with rapidly appreciating asset values and those owned by sole traders and partnerships. 'Losers' will be businesses with more modest increases in asset values, and those with business structures including companies and trusts.

Entities taxation

While entities taxation is to be introduced from 1 July 2000, the Government has not yet announced the final detail. The Ralph Review has included options. Due to this lack of certainty, only a cursory discussion is provided of these important issues.

While the proposals are commonly described as 'taxing trusts as companies', they also involve major changes in the taxation treatment of companies.

A major concern is that the proposed definition of a distribution

- A tax entity makes a distribution to a taxpayer if the entity provides a benefit to the taxpayer because the taxpayer is a member of the entity - will tax many items that are not caught under the existing law. An example is that non-commercial loans to members of closely held entities will be a distribution in all circumstances, even if a tax deduction is not claimed for interest paid in respect of the loan within the entity.

A benefit is defined widely and includes *making an asset available to the taxpayer* (not necessarily a member) and *conferring a right or privilege, or making a facility available to, the taxpayer*

The amount of a benefit will be its 'fair market value' less any consideration provided.

Clearly, numerous trivial benefits will be taxable, for example;

- Accommodating a visiting family member or friend in shearers' quarters owned by an entity;
- Allowing a relative or friend to drive a vehicle owned by an entity; or
- Allowing friends or relatives to undertake recreational activities on land owned by an entity.

The Government has announced *de minimus* rules to overcome these problems, but there is insufficient detail to judge their effectiveness.

Treasury has now confirmed that deductions will be allowed for distributions from entities that are then applied in a business. For example, while a farmer may have to include the value of agronomic services received from a cooperative in their income, an offsetting deduction will be allowed. While this method will ensure that tax is not paid on such benefits, there could be substantial compliance costs imposed on both the cooperative and the farmer.

Another criticism is that a 'distribution' will override Fringe Benefits Tax exemptions.

Uncertainty continues over the operation of the 'profits first' rule. Recent statements indicate that it will not apply on the termination of a membership interest (though this is not immediately clear from the report). The purpose of the 'profits-first' rule appears to prevent taxpayers from exercising a choice if they have potential access to both taxed and tax-free distributions.

Determining taxable income

If the recommendations of the Review are accepted, all businesses will face major changes in the way in which they calculate taxable income. Businesses with an annual turnover of less than \$1 million will be able to use the Simplified Tax System (STS). Those businesses not using the STS are likely to have to use the so-called 'Option 2' method of accounting, and will have to adjust for prepayments. All businesses will have to decide if the value of consumables on hand is less than \$25,000 and value their consumables if the threshold is likely to be exceeded.

Compliance costs are likely to be reduced for businesses entitled to use

For Better or Worse? (Contd)

the STS because of the use of cash accounting. It is probable that many of these businesses will be using cash accounting for GST so the one system of accounts will meet both income tax and accounting needs. Exemption from the prepayment regime will prevent an increase in compliance costs. Proposals to simplify the taxation of trading stock are welcome, but the proposed \$5,000 threshold will make this a 'Claytons' simplification because so few taxpayers will be able to access it.

Similarly, the retention of most of the advantages of accelerated depreciation will assist eligible small businesses.

The area of greatest concern is the \$1 million annual turnover threshold. In some small businesses \$1 million annual turnover may seem to be an impossible dream. In others, such as many retailers and capital intensive sectors, a business with a \$1 million turnover may be unviable. The changes clearly discriminate against businesses requiring high inputs, such as cotton farmers, horticulturalists and retailers of high-value goods. A fairer test would be based on net assets, such as the \$5 million net asset test used for the CGT small business reliefs.

Businesses not using the STS may be required to change the method of calculating taxable income to 'cash receipts less cash payments plus (minus) changes in the tax values of assets' - the 'Option 2' method of accounting.

The method of calculating taxable income reflects the Haig-Simons concept of measuring income by calculating the differences between two estimates of net wealth. Taxable income for an assessment period is defined as:

- Cash receipts less cash payments; plus or minus
- Changes in the tax value of assets and liabilities; plus or minus
- Specified tax adjustments (eg, de-

nying deductions for entertainment expenses); minus

- Carry forward losses.

It can be seen that changes in net wealth are bought to account by measuring the changes in the tax values of assets and liabilities.

Some examples of the effect on common transactions are:

- The receipt of a loan (assessable) will be offset by an increase in a liability (deductible), so the net effect will be nil;
- Making a loan principal repayment (deductible) will be offset by a decrease in the liability (taxable), so the net effect will be nil;
- Sales (taxable) may be partially offset by a reduction in the value of trading stock (deductible), leaving a net taxable amount equal to what would be calculated under current rules;
- Purchase of an item of plant (deductible) will be partially offset by an increase in the value of the depreciable asset, leaving a net deductible amount equal to the depreciation allowed.

The existing method of calculating taxable income will produce the same result subject to the important *caveat* that the method of calculating tax values remains unchanged.

However, the philosophy that created 'Option 2' also means that the method of calculating tax values are likely to change. One reason is that many items that form 'net wealth' are currently expensed for income tax purpose.

An example is the changes to prepayments for businesses outside the STS. Many businesses make prepayments or payments in advance. Examples include insurance premiums paid in advance, membership fees for associations, and local government rates.

Under the old law, businesses were able to claim an immediate deduction for such prepayments, provid-

ing the services were to be delivered within 13 months.

Under the new law for non-STs businesses, prepayments will have to be allocated into the tax year to which the service relates. For example, if an annual payment is made for an insurance contract on May 2000, 1/6th of the premium will be deductible in the 1999-2000 year and 5/6th in the 2000-01 year. The changes apply to prepayments made after 21 September 1999 except where a taxpayer is irrevocably committed to make the prepayment under an earlier contract, entered into before 21 September 1999.

Transitional rules will ameliorate the impact of this measure. In 1999-2000, 80 percent of the expenditure that relates to a subsequent year will receive an immediate deduction, with 6 per cent being deductible in 2000-2001, 40 percent in 2001-02, and 20 per cent in 2002-03.

Overall, it is likely that taxable income will be higher under the new regime than under the existing system, but this will happen because of changes in the way 'tax values' are calculated, rather than the calculation method (eg, from changes to accelerated depreciation, etc).

Use of 'Option 2' is likely to increase compliance costs. The Ralph Review provided an example of the calculation of taxable income using the existing method, and 'Option 2' accounting. The existing method involved 8 adjustments to the published accounts, while 'Option 2' accounting involved 19 adjustments.

It is possible that these changes could force many businesses to keep separate accounts for GST and income tax. This is because businesses with an annual turnover of more than \$1 million are required to account for GST on an accruals basis, while 'Option 2' is based on cash accounting.

For Better or Worse? (Contd)

Conclusion

There is no doubt that business taxation is going to be much more complex than it is now. The early part of the next millenium will be a period of uncertainty as to what the law is. This will arise because of inevitable delays in providing legislation, and the inevitable drafting problems.

Greater uncertainty will also arise because the new legislation will be based on economic concepts not previously test in the courts. As an

example, the second element of cost includes '... each economic benefit you have received ...' Economic concepts are not rigorously defined, and four economists could probably give you at least five definitions of 'economic benefits'. However, the draft legislation contains many references to 'economic benefits' and changes in 'economic values'. It is probable that a large number of test cases will be necessary to define terms with general and ambiguous meanings. It is to be hoped that the ATO's test case program will be ade-

quately funded.

The more important question is whether the new business tax system will 'optimise economic growth'. It is to be hoped that the Review's belief in an overall growth dividend of 3/4 of a per cent are achieved. This would make the transitional pain worthwhile, and lead to greater income and employment for all Australians. However, this growth dividend will only be achieved if the business tax system truly becomes simpler, and compliance costs are reduced.

Test for soil acidity during ACID SOILS WEEK March 27-31

Soil pH tests for just \$8 per sample

**Check that soil acidity is not
reducing YOUR
farm productivity and profitability.**

- Get a soil test kit from a PIRSA office or participating merchant in acid soil prone areas such as lower Eyre Peninsula, Mt Lofty Ranges, parts of the northern agricultural district, Kangaroo Island and South-East.
- Follow the sampling instructions inside the kit and complete the site identification sheet.
- Take the soil sample or samples to a PIRSA office or participating merchant by noon on March 31 from where samples from landowners will be sent for testing.
- pH results will be sent to landowners, together with information on how to deal with soil acidity.

This soil testing offer is only available during Acid Soils Week, March 27-31

The liming industry is combining to make available regional prizes of 25 tonnes of lime, plus free spreading. Winners will be drawn on a regional basis from those sending soil samples for testing.

Acid Soils Week is an initiative of the SA Soil Acidity Reference Group



SOIL TESTING INCENTIVE

New information is showing an overwhelming need for landowners to consider liming acid soils in the Mt Lofty Ranges.

According to Mr Brian Hughes of PIRSA Rural Solutions and chairman of the SA Soil Acidity Reference Group, an analysis of soil samples from 1995 to 1999 shows that many soils have a low soil pH and need liming.

He said examples included - Hundred of Waitpinga, 85 per cent of samples showed that lime needed to be applied; Yankalilla, 60 per cent; Myponga, 74 per cent; Jutland, 72 per cent; Tungkillo, 72 per cent; Kanmantoo, 64 per cent; Strathalbyn 39 per cent; Macclesfield 64 per cent and Kuitpo 63 per cent.

Mr Hughes said soil acidity could cut production from pastures and crops, reduce primary production options and lead to other problems including erosion.

"A special incentive of a pH soil test for \$8 per sample is being offered to landowners in the Mt Lofty Ranges and elsewhere to in Acid Soil Week - March 27 to March 31," he said.

Mr Hughes said to participate landowners would need to obtain a free soil testing kit from a PIRSA office or participating merchant.

The kits contained an instruction sheet for soil sampling and, on the reverse side, a paddock information sheet which must be completed and returned in the post-free envelope provided together with a cheque for \$8 per sample.

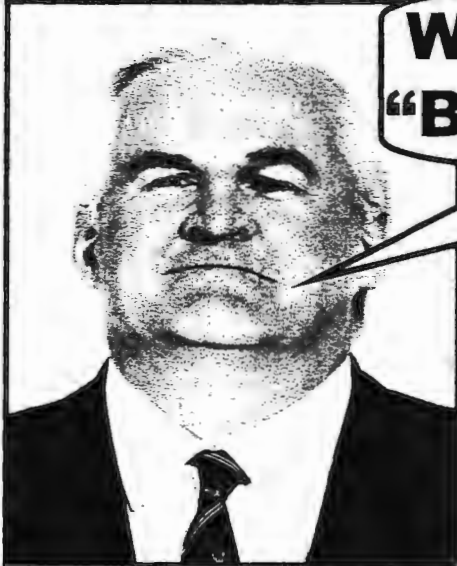
Soil samples had to be delivered to a PIRSA office or participating merchant by March 31.

"When the samples have been tested, results will be returned to me for data collection," Mr Hughes said. "We will then send them on to the landowners together with information about acid soils and what to do about them."

Mr Hughes said as part of Acid Soil Week the liming industry was combining to make available regional prizes of 25 tonnes of lime plus free spreading including one in the Mt Lofty Ranges. Winners would be drawn on a regional basis from those sending soil samples for testing.

Further information from Brian Hughes on 8389 8800.

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OlympicTyres. ■

GOODYEAR

DUNLOP

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From the Dairy

To the Table

Chicken with Tarragon and Mushrooms

6 large (700g) chicken breast fillets, skin removed
¼ cup olive oil
3 rashers bacon, cut into strips
300 g button mushrooms, thinly sliced
½ cup dry white wine
2 tablespoons tomato paste
1 teaspoon dried tarragon
½ cup CREAM
3 spring onions, finely chopped
Salt and freshly ground black pepper, to taste

TRIM CHICKEN of excess fat and sinew

1. Preheat oven to moderate 180°C. Heat oil in a large heavy based pan; add chicken. Cook over medium-high heat 2 minutes each side, turning once. Remove from pan; drain
2. Add bacon to pan. Stir over medium heat 2 minutes; add mushrooms. Cook 5 minutes; add wine, paste and tarragon to pan. Stir until mixture boils. Reduce heat and add CREAM; simmer 2 minutes. Remove from heat, stir in spring onions. Season to taste.
3. Arrange chicken over base of shallow oven-proof dish. Pour sauce over chicken. Bake, covered, for 30 minutes or until chicken is tender.

Serves 6

Lemon and Rosemary Chicken

8 large chicken drumsticks
60g BUTTER
2 cloves garlic, crushed
2 teaspoons finely grated lemon rind
2 tablespoons chopped fresh rosemary
1 tablespoon plain flour
1½ cups chicken stock
2 tablespoons lemon juice
Salt and freshly ground black pepper, to taste

WIPE OVER DRUMSTICKS and pat dry with paper towels.

1. Using a sharp knife, make two deep cuts in the thickest section of each drumstick.
2. Melt BUTTER in a large, heavy-based pan, add drumsticks. Cook over medium heat for 2 minutes on each side or until brown. Add garlic, lemon rind and rosemary.
3. Blend flour with stock and lemon juice in a small bowl or jug until smooth. Add to pan and bring to boil. Reduce heat and simmer, covered, for 15 minutes or until drumsticks are tender, stirring occasionally. Season and serve immediately.

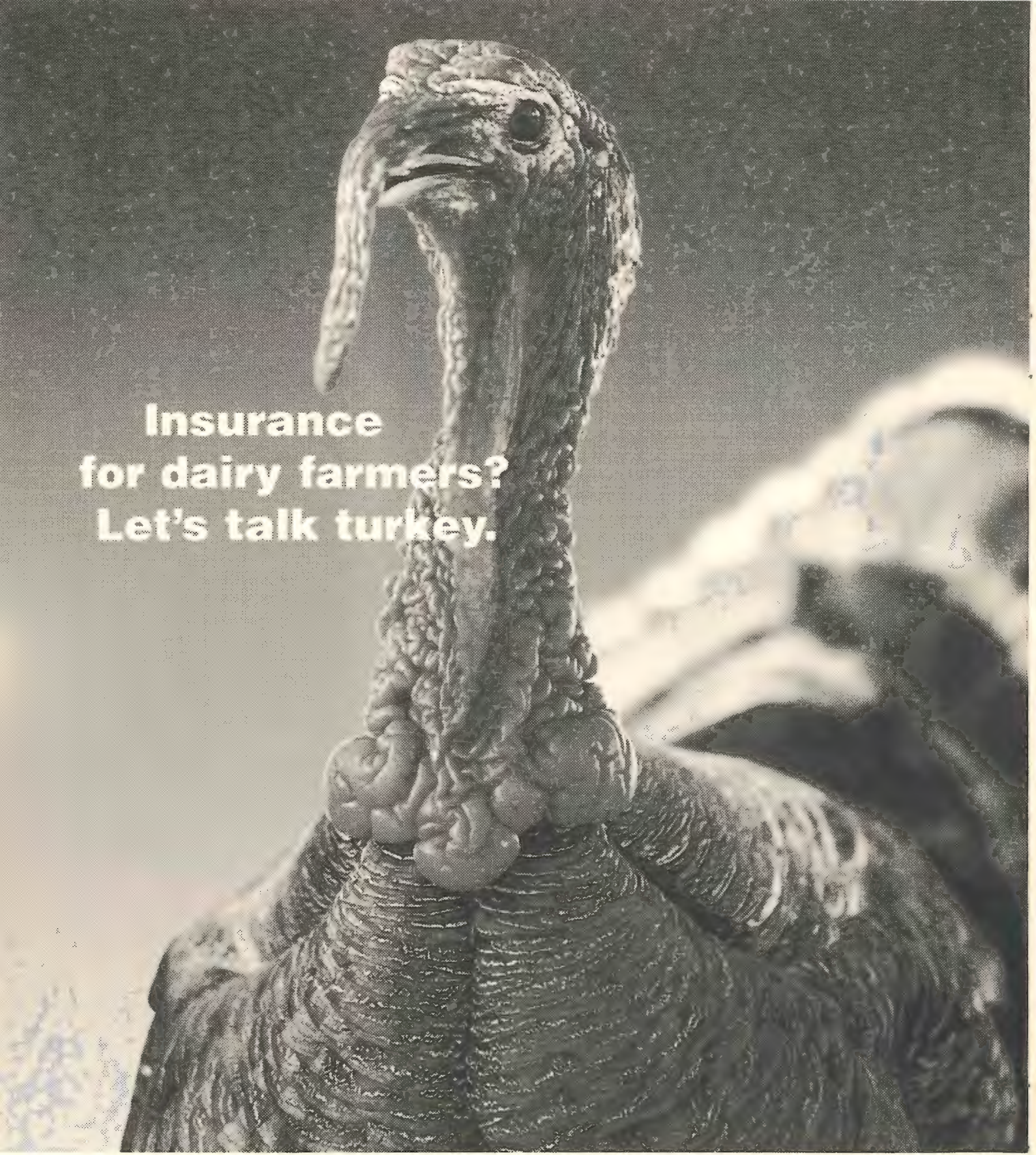
Serves 4

One-step recipe – Chicken Nachos

Remove skin and shred meat of half a BBQ chicken. Place 150 g corn chips into a shallow ovenproof dish, allowing them to cover sides. Spoon over 450 g can refried beans. Top with chicken and 1 small green capsicum, thinly sliced. Pour over a 200 ml jar taco sauce and sprinkle with 1 cup grated cheddar CHEESE. Cook in microwave oven Medium-high for 5 minutes, until cheese has melted. Serve hot, topped with a spoonful of natural YOGHURT or sour CREAM.

Serves 4.





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cover to best meet your needs and your budget, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



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General President's Report

Dear Fellow Dairy Farmers,

There are now only 90 days to "D" day. Have you made your plans for operating in a deregulated market?

There is so much happening now it is important for all of us to take an active part in modelling our future.

SADA is considering alterations to our structure which will be put to members at the forthcoming round of Annual General Meetings. Can I please appeal to everyone to come along and have a say about how your association will operate in the future. It is my feeling that, because of deregulation we will need representation more than we ever have in the past. So please, be a part of the change, let us know what you think and let us have as much of your advice as possible.

There are current charges which we all have to face in the very near future. Pricing for those of us who supply co-operatives and contracts for those of us that supply proprietaries and SADA will be ready to help. But to be of any value we need to be doing what our members want and we need the support of as many dairy farmers as possible.

So please come to your Branch AGM and give us your ideas and support. Also give thought to selecting your representatives. We are going to need the best possible team we can muster.

*Yours sincerely,
F.T. Beauchamp
General President.*

THE SOUTH AUSTRALIAN DAIRYFARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc



A Cheerful group at the Mt Compass Field Day
L-R Jaylene Gurr (SADA) Damien Charles (Wesfarmers) Frank Beauchamp (SADA) Tim Carr (Wesfarmers) & John Edmonds (Dairy farmer)

The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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

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

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Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
- ◆ Sharefarming Information
- ◆ Lobbying & Representation
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board

Upcoming Events

- Apl 21-25 Easter & Anzac Day
SADA Office closed
- 18 Apl – Barossa/Northern
AGM – 12 noon
- 27 Apl – Central Hills 11.00am
- 1 May – Langhorne Creek
- 3 May – Lakes – 8pm
- 4 May – River Murray & Jervis
10.30am
- 4 May – Northern Hills 8 pm
- 9 May – Onkaparinga 8pm
- 10 May – Southern Fleurieu –
10.30am
- 10 May – Southern Hills AGM
8pm
- 16 May – South East 8pm

With a little faith in the 'system' the Industry should anticipate having the Information Booklet and Application Form for the Restructure Package in the hands of dairy farmers by the middle of April.

This will signal the 'Registration' period for all those who had an eligible interest in a dairy farm enterprise on the 28th September 1999.

When the Information Booklet reaches you it will be important to take a moment or two to read its contents carefully before beginning to complete the Application Form.

Having said that it must be stressed that the Information Booklet is easy to read, clear in its instructions and should pose no problems for all but the most complex of cases.

There are several avenues available to assist you (should you require):

- The Agriculture, Forestry, Fisheries-Australia (AFFA) *Help Line*
- SADA
- Your Company Field Officer/s
- Your Accountant/Financial Consultant

In the first instance the *AFFA Help Line* should be used.

If there is a need SADA will coordinate a number of 'form filling' exercises – probably at the same time as the Branch AGM's.

Once the Application Forms are completed and returned for the majority of cases it will be a question of waiting.

In the case of complex issues (and there will no doubt be some) SADA is available to assist individuals in whatever way possible to put their case forward to the Dairy Adjustment Authority.

The registration/application is one essential part of the process.

The second part of the process that dairy farmers will be keen to begin is the 'up front' payment system.

Again, through the ADIC the Industry Facility that offers dairy farmers an 'up front' option is close to being

finalised. Dairy farmers should be receiving information on the Industry Facility very shortly

Industry has put three criteria forward for the Industry Facility:

- It has to be competitive (in terms of interest rates etc)
- The application process must be simple
- It must be available to *all* dairy farmers

Industry is also urging all dairy farmers to consider taking the 'up front' option as one of the most practical alternatives

Deregulation is now only months away and dairy farmers are looking for some signs towards future prices. Sadly, with few exceptions, the companies are playing the 2000-2001 prices close to their chests. Perhaps too close!

Every season opening this charade is played out by companies at the expense of individual dairy farmers.

Surely the companies have some reasonable idea of an indicative price? Or are the companies so uncertain in their own management that they can not provide their suppliers with an indication of the price for the next 12 months.

Dairy farmers are required to become absolute professionals in their approach to management of their enterprises. Part of this professionalism is to be able to prepare budget forecasts/estimates in good time. It is not unreasonable to ask for 'opening prices' in time to do this work.

SADA Central Council has finalised the proposal for reorganising the Association. This proposal will be presented to Members at the upcoming Branch AGM's.

The proposal takes into account that SADA needs to extract maximum value from its resources for its members. A more streamlined and effective lobbying capacity is needed at local, State and Federal levels.

The major aspects of the proposal include:

- Reorganising the 12 current Branches into four Regions
- Electing Regional Committees of between 8-10 people to represent that Region and its interests
- Changing the 17 person Central Council to a Board of Management of 8 (two members from each Region) and an independent Association President/Chair
- Holding regular Board meetings (say monthly) to deal with important issues in a timely manner
- Conducting the Annual General Meeting in a manner that allows members to take part more effectively
- Continue to hold informative Regional meetings on a regular basis (2-3 a year)
- Ensure individual member concerns continue to be addressed and represented

There will be a more detailed report in the next *Journal* for members to consider the proposal.

Finally, a word to all the members who have contacted (most by telephone) the Association over the last several months.

I know it has been a most anxious and in some instances difficult time for many of our members.

Being in a position to be able to talk with so many of our members and perhaps help in some small way makes the job all that more rewarding.

To be honest the more calls the Association gets the better off the Association is. Why? The reason is simple, it ensures that the Association is doing its job...looking after its members.

Regards,

Chris Luz-Raymond
CEO

Increased pasture utilisation pays dividends

GrazGuide gives farmers the confidence to graze their pastures more intensively and increase pasture utilisation rates.

This is the belief of a group of four dairy farmers in the Mt Compass region who have developed GrazGuide into their own monthly feed and pasture use monitoring system.

Over the past four years they have all achieved increases in pasture utilisation irrespective of the stocking rate on their farms.

Group member Michael Connor believes it takes courage to run the farm at an average cover of 1700 kg DM/ha as recommended for intensive block grazing and good pasture utilisation.

"This is considerably lower than most farmers usually work with, but keeping pasture cover tight results in a higher total pasture production and less wastage."

Having increased his pasture utilisation by 30% over the past three years to 4334 kg DM/ha, Warren Jacobs is well aware of the importance of grazing properly.

"Grazing properly means putting the cows in the paddock at 2200 kg DM/ha of pasture cover and taking them out when they have grazed down to 1200 kg DM/ha."

"Knowing when to shut-up surplus grass for conservation is also crucial to maintaining the correct level of cover and good utilisation".

Using fertiliser, brought in feed and conserved forage strategically, running portable electric fencing and ensuring easy access to water supplies, are all tools that will help in successfully implementing better pasture utilisation.

In many situations more permanent paddocks are required.

For the group talking together is also an important part of their pasture management.

To help the group monitor and compare their feed expenses and pasture utilisation, David Basham who farms 200 cows at Mt Compass, has computerised the DairySA GrazGuide pasture recording sheet and logs each members information on a monthly basis for the four members of the group.

"Adopting this form of recording has really helped the group to keep their finger on the pulse," said Rod Walker who milks 300 cows at Mt Jagged.

"The figures provide a good framework for our monthly discussions and help us to make management decisions with more confidence."

The overall message from the group was pay attention to detail and the system will not only provide improved returns, better pasture utilisation but can actually reduce work.

"Moving an electric wire and checking pasture cover is much less time consuming than conserving fodder and feeding it out," said Michael.

When asked the best time to start intensive pasture management, the group agreed that today is the day - don't delay.

Twenty six percent of South Australian dairy farmers used GrazGuide to log their pasture utilisation in 1999.

"As pasture use has been positively associated with gross margin, it is not surprising that more and more farmers are trying to improve their pasture utilisation," said Greg Mitchell, Project Officer for GrazGuide

"For every 1 t/ha increase in pasture use we expect to see a gross margin improvement of \$180/ha."

If you would like to use the GrazGuide package contact your milk factory representative or DairySA.

The GrazGuide project has been supported by: DairySA, Dairy Research & Development Corporation and Dairy Farmers Cooperative Group.

For more information on GrazGuide and other DairySA research projects contact Hans van Dyk tel: 0500 813 600, fax: 0500 813 601, e-mail: hvandyk@dove.net.au.

Overseas News

DFPO links with Kurusapa to supply free milk to schools

Power Kid eases local oversupply
Phusadee Aninmas

The Dairy Farming Promotion Organisation (DFPO) has teamed up with the Kurusapa Business Organisation to supply pasteurised milk to primary schools under the Power Kid brand.

The co-operation is part of a marketing drive to boost milk sales through the government's project to encourage primary school children to drink quality milk that is supplied free.

Deputy Agriculture Minister Newin Chidchob said the DFPO hoped the supply of milk through the organisation would improve sales and indirectly ease the oversupply of raw milk.

The oversupply arose as producers of ready-to-drink milk prefer to import the cheaper skimmed milk rather than buy local raw milk.

He said the joint co-operation was not

for commercial purposes, but to encourage the use of local raw milk.

Dairy farmers are able to supply about 400,000 tonnes of raw milk annually, while the DFPO has production capacity of only 70,000 tonnes. The joint organisation has set a target sales of about 150 million baht a month, or 1.8 billion baht a year, for the first year of operation.

Previously, the government required suppliers to show certificates stating that they purchased raw milk from Thai dairy farmers only.

Vichal Payackso, president of the state-run Kurusapa Business Organisation, said the organisation wanted to supply at least two million containers of Power Kid milk, worth around 10 million baht, on a monthly basis.

The organisation has about 300 agents who supply education equipment to schools nationwide.

Mr Vichai said that with their help he was confident the milk supply targets would be reached.

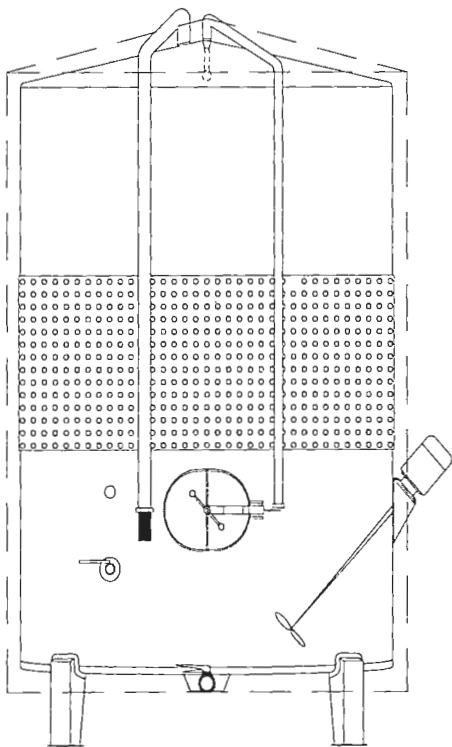
Associate Professor Natee Khibton,

acting director of the DFPO, said the agency would this year supply milk under its main brand, Red Cow, through three marketing channels. First, it would supply the milk through agents in provincial areas. The organisation is in the process of selecting agents from 40 provinces. Second, it would supply milk through co-operation with other state agencies and private companies.

The DFPO would supply milk, worth 300 million baht, to as many as 15,000 primary schools under the terms of its contract.

With sales chalked up through these three marketing channels, the organisation believes it would win 10% of the total national market share for the UHT milk product, worth 1.8 billion baht a year.

Source: Bangkok Post February 2000



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The important subject of genetic engineering was explained by Dr. Paul Donnelly, managing director of the Dairy Research and Development Corp. to the Koonunga Ag. Bureau.

During the introduction John Nietschke gave some interesting information about the Australian Dairy Industry. Fifty per cent of production is exported which makes it a major export earner and Australia is the third in the world of dairy exporting nations.

South Australians really enjoy their flavoured milk and are the largest consumers in the world on a per head consumption basis.

The process of genetic change has been going on for over 100 years and has provided at least half of all rural improvements for many years. Until genetic modification, or manipulation, became available as an option for improvement of pastures and food crops the process was achieved by cross breeding and breeding by plant and herd selection.

Now the technology to change these minute genesis is becoming available. This usually means the addition of a component from another plant gene, often something commonly consumed by us in other foods.

Other areas where this technology is being used and developed include pharmaceutical, (e.g. insulin for diabetes), microbiology and animal production. It was stressed that these are all independent specialities and that performance in one does not necessarily transfer directly to another.

Currently the DRDC is working on white clover and lucerne in an endeavour to reduce the effect of dis-

ease on the growing plant. This appears likely to produce around a 15% increase in high quality feed.

Research is also proceeding to investigate the addition of "tannins" to the plants as these have the potential to reduce the incidence of bloat. These tannins are available to us in tea and red grapes.

Interestingly, in Melbourne, similar genes have been used to produce a purple carnation that has received wide public acceptance.

One estimate is that we eat 20 billion genes each day, while a genetically modified tomato would only account for about 1 millionth of this assuming we ate the whole tomato.

On the environmental side, it was illustrated how gene technology may reduce the use of chemicals and fertilisers by creating plants with higher salt tolerance and even reduce greenhouse gasses. The need for caution and risk management was emphasised.

The evening was about being informed and thus being able to become involved in meaningful debate on the direction the next generation of farm, health and other development is taking.

During questions, Dr. Donnelly suggested that, in his opinion, it is likely all our produce will be genetically finger printed in the future, as part of quality control and risk protection management. The evening was sponsored by National Foods and the Dairy Industry.

Details of future Bureau meetings and membership can be obtained from Kevin Braunack, telephone 8565 6250.

Source: "The Leader" Angaston 22 Mar 2000

INDUSTRY LEADERS IN MAJOR VISIT TO CHINA

The Australian Dairy Corporation is currently leading an Australian Dairy Industry Mission to China.

Senior managers from Australia's largest dairy companies, representatives from four state dairy farmer organisations and senior ADC staff are participating in the mission which will include visits to Beijing, Shanghai and the main dairy production region of Heilongjiang.

The program aims to increase the depth of contact and understanding between the Australian and Chinese dairy industries, and so build closer trade and industry links.

The ADC's Marketing Manager – International, Andrew McLay, said that the visit was very appropriate at the present time. "For the past three years Chinese dairy imports have been rising at over 20% per annum. There's been substantial growth in imports of Skim Milk Powder, Whey and Wholemilk Powder – and the future looks very encouraging".

"This mission will highlight to China that Australia is a very capable, efficient and reliable supplier of dairy products and that we are committed to working together into the future".

INTERNATIONAL BUYERS GUIDE PRODUCED BY ADC

The ADC has released its *2000 International Buyers Guide to Australian Dairy Products*. The guide has been developed for distribution and use by international buyers and traders of dairy products as an easy-to-use reference to the availability of Australian dairy products. It can also be used as a valuable source of general industry information and as a guide to Australian dairy companies.

The guide has been set out to provide products information by 'Industrial/Foodservice' and 'Retail/Consumer Packs' use. It then lists specific products (i.e.: SMP, Cheddar, etc) and the various pack sizes available by dairy companies. Copies are available by contacting the Australian Dairy Corporation on (03) 9694 3777.

\$ GST Seminars – More to be held in MAY 2000

Watch the Stock Journal for times and locations or
phone Lorne McClurg – GST Project Manager SAFF
☎(08) 8232 5555



DAIRY ADJUSTMENT PANEL FINALISED

Federal Agriculture Minister Warren Truss today announced the appointment of Mr Warren Madgwick as chair of the Dairy Adjustment Panel.

Mr. Truss said the panel will help ensure the Coalition Government's \$1.8 billion dairy adjustment package is operational and ready to deliver payments to dairy farmers if and when the States decide to deregulate their dairy industries.

The other four members of the Panel will be: Mr Jim Forsyth, Mr Terrence O'Callaghan, Mr Patrick Musgrave and Ms Merrilyn McPherson.

"Legislation authorising the adjustment package has now passed through Federal Parliament and the Government wants to ensure the package can be implemented promptly to assist dairy farmers in the event that States give deregulation the go-ahead," he said.

"We want the necessary administrative processes in place so Australia's dairy producers can register for their entitlements under the package."

Mr Truss said the Panel is an interim body and will eventually become the Dairy Adjustment Authority. The Authority is the body responsible for assessing entitlements under the adjustment package.

Mr Madgwick has an extensive legal background, particularly with respect to the rural sector. His skills and experience will be important assets in the demanding task of assessing and determining producer entitlements under the package.

Mr Forsyth and Mr O'Callaghan have been appointed because of their backgrounds in dairy production and their detailed understanding of the industry. Mr Forsyth is an Executive Member of the Market Milk Federation of Australia and has extensive experience in representing dairy processors. Mr O'Callaghan has a long association with the industry, including many years as Executive Director of the United Dairyfarmers of Victoria.

Mr Musgrave has over 20 years experience in the field of fast moving packaged goods. He is a member of the Meat and Livestock Australia Ltd Board and has held management positions in Arnott-Harper Pty Ltd and Nestle Australia Ltd.

Ms McPherson has been appointed as the Panel's government member. She has extensive experience in policy development and public administration.

"The appointment of this Panel is a clear sign that the Government is doing all it can to ensure that if the dairy industry is to be deregulated, the process occurs as smoothly as possible, and that producers can expect speedy assessment of their entitlements."

Hon Warren Truss MP
Minister for Agriculture, Fisheries and Forestry.

The South Australian Country Women's Association Inc.

Accommodation – Like to stay at a stately home on Dequetteville Terrace next time you are in Adelaide? The SA Country Women's Association provides motel style accommodation as well as hotel style rooms at discounted rates to SAFF & SADA members. Motel rooms with an en-suite, parking and continental breakfast included. Contact the CWA Booking Office on (08) 8332 4166 between 8.00am and 8.00pm and quote your membership number.

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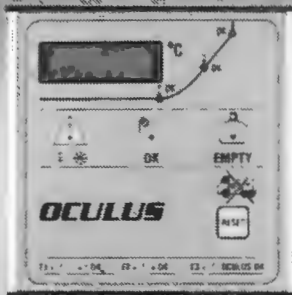


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Dear Chris,

The release of the final submission to the Federal Government for the Restructure Package was, I believe, both good and disappointing news for Sharefarmers.

It was good to see a Restructure Package for Sharefarmers, to be actually legislated and to give recognition to sharefarmers for their position within the Australian Dairy Industry. The disappointing news was the decreased size of the package. Sharefarmers will be affected by milk price fluctuations due to deregulation and to use capital inputs to decide the package an individual will receive is, I think unfair. However, I do understand the reason that being a "one size fits all policy" for all States, (quota and pool), is to accommodate the wishes of the Federal Government to keep the Restructure Package simple to legislate over all the States.

From the work that SADA has done with the Dairy Sharefarmer of the Year Competition, it is clear we have a very high standard of Sharefarmers in this State. To ensure a future for these people and their families and to enable them adjustment into deregulation, with a fluctuating income, they need a sufficient Restructure Package. I would encourage Sharefarmers/Owners to communicate and work out some budgets on different milk price scenarios and in some cases there may be just cause for some extra top up from the owners package, to ensure a future for the Owner/Sharefarmer relationship.

If a Sharefarmer believes he/she has been unfairly compensated, there will be an arbitration system put in place to deal with disputes, and to ensure fairness. There will also be the Dairy Exit program with up to \$45,000, tax free (subject to a means test), available to Farmers/Sharefarmers exiting the Industry, with some conditions attached. This may be an option to some people.

A lot of Farm owners/operators rely on their Sharefarmers for their expertise and commitment to their profession, with Sharefarmers also relying on the Owner/operators support and encouragement, so as both can have a prosperous and successful future. With communication, negotiation and be armed with the right information, none of the above need change.

Geoff Moule
President - Sharefarming Taskforce.

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- Property & Livestock Management
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Opens Monday 21 February and Closes on Friday 28 April

Submission forms available from the SADA Office Jaylene Gurr 8293 2399

Press Release

FARMWIDE WEB SITE INTERNATIONALLY ACCLAIMED

The well known Farmwide web site, that caters exclusively to Australia's rural and agribusiness audience has been hailed internationally by the authoritative Britannica.com.

Britannica.com editors have identified farmwide.com.au as one of the most valuable and reliable on the Internet. In the company of an elite group of sites internationally, farmwide.com.au was selected for the Britannica Internet Guide Award on the basis of quality, accuracy of content, presentation and useability.

Content provider and online commodity news service manager for Farmwide, Ms Helen Murray, said their team was delighted that the calibre of the site was recognised by such a leading authority.

The site is purpose-built to meet the practical needs of farmers. It enables farmers to access information quickly and provides easy links to other prominent rural sites, such as grain traders, wool brokers, financial houses, farmer and research organisations.

Ms Murray, who brings many years agricultural management and commodity marketing experience to the site, said a recent revamp had upgraded the content and layout, making the site even easier to navigate.

"Commodity markets and weather are key pieces of information that farmers need. The site has snapshot information on the home page so rural users get the information they want fast," Ms Murray said.

Bringing the Internet to the bush is a specialty at Farmwide. The farmer owned company is running a series of projects and technology trials, all designed to improve access to, and use of, on-line services in the bush.

Current projects include Internet delivery by satellite, points of presence (POP) which give local call Internet access and a modem custom built to deal with rural line conditions. Farmwide's team also builds and hosts web-sites, using an in-house server.

The specialised web site and portal was established in 1997. A custom-built asearch engine on

the site enables farmers to find information easily. The site also features a popular agevents calendar and regular online chat sessions with prominent guests.

"Our goal is to make Farmwide the premier one-stop shop for rural information and this Britannica commendation is very rewarding", said Ms Murray.

Farmwide is a not for profit company owned by the state and territory farming organisations of the National Farmers Federation (NFF). Farmwide's charter is to develop opportunities that enhance the productivity and profitability of Australia's 20,000 farmers.

FURTHER INFORMATION

OnLine Commodity News Service call Helen Murray 0419 991 424 or hmurrav@bigpond.com

Web development: call Jerry Cashman 02 6273 6384 (BH).

Projects and trials, go to www.farmwide.com.au or call Ann Prunty 02 6273 6384 (BH)

Friday 10 March 2000

WHO IS EMMA LEONARD?

DairySA Corner is now being written by Emma Leonard of Jon Lamb Communications.

Emma has been working in agricultural communications in Australia for the past three years, initially with the CRC for Soil and Land Management.

Emma has a keen interest in the dairy industry, having worked as Business Manager for the Centre for Dairy Research (CEDAR), part of Reading University, UK. CEDAR ran 400 cows in nutrition trials and a further 36 cows in a state-of-the-art metabolism where everything that went into or came out of the cows was measured.

As Business Manager, Emma was responsible for business developments which included sharing the results of trial work with other farmers, consultants and researchers.

Prior to this Emma ran the 120 cow Dairy Unit at the National Agricultural Centre for the Royal Agricultural Society of England and Wales. The aim of the unit was to carry out and communicate best management practice and demonstrate new technology.

In 1993 Emma won a Nuffield Scholarship and looked at large herd management in the USA and Argentina.

The

Genetics Australia

Dairy Business Enterprise of the Year Awards

Genetics Australia are proud to sponsor this prestigious award to recognise and encourage Dairy Farmer Excellence in South Australia.

This award will honor the South Australian Dairy Business Enterprise that can demonstrate excellence in management of a commercial dairy farming business.

The winner of this award will be an efficient commercial dairy enterprise using the best resources available

The Entry

A brief out line of the following sub headings

- ◆ Strategic Planing - Outline of your strategic plan
- ◆ Property, Livestock and Management – Outline of your Plan
- ◆ Financial management – Explain how the plan was developed
- ◆ Professional Development – Describe the professional development plan

Entry Criteria

- ◆ Play an active role in the management of the enterprise
- ◆ A member of the South Australian Dairyfarmers Association

Awards to be won

First Prize

Genetics Australia Semen to the Value of \$2500 or \$1600 in cash
ADFF New Zealand Study Tour Candidate for 2001 inc \$500 cash

Runner up

Semen to the Value of \$1200 or \$700 cash

Young Achiever Award

Semen to the Value of \$750 or cash \$500

Announcement of Winners

The Winners will be announced at the DIAA/SADA 2000 Conference Dinner at the Hindley Park Royal on Tuesday 6th June .

For Entry Forms or more information please contact Jaylene Gurr (SADA)
Ph: 8293 2399 or Mob: 0419 035 459

Plenty of Choice

Genetics Australia proven Holstein and jersey teams offer farmers plenty of choice and top value for money following the February ABV release.

Chief Executive, Bernie Harford described the result as the "best ever" for the Co-operative's progeny test program. Following the ABV release *Genetics Australia* added thirteen new Holsteins and four new jerseys to the teams.

"The new Holsteins include RAMESES and CAREY who take up number two and three on the Holstein ASI rankings, while TARANAK remains the number one ASI jersey and ASTOUND has extended his breed leadership for udders", said Mr Harford.

"The addition of the new bulls has extended the depth of genetics to the teams. The tremendous variety means the choices available to farmers are better than they have ever been".

"The new Holsteins include sons of Celsius, Manhattan, Luke Merrill, Bellwood and Hardtac, while the new jerseys include sons of Goodfimes Charlie, Sooner, Judds, Admiral and Adonis".

"The teams are strong not just for production traits but non-production traits as well".

"More than half the Holstein team is 0.8 or better for Overall type with strong udder ratings. The new jersey bulls include SOLUKE with 2.6 for Overall Type and 2.1 for Mammary System, while NUMSING and MANOWARE are both well over one point for both Overall Type and Mammary System.

The Holstein team offers strong components with six bulls over 0.10% and twelve over 0.07% for protein percentage.

"*Genetics Australia* is very pleased that all bulls received fully publishable ABV's for all production and non-production traits", said Mr. Harford.

"This is a credit to the industry partnership involving farmers, herd recording centres, breed society and ADHIS. It is this partnership that ensures the flow of data required for the calculation of ABV's", he said.

Mr Harford said that *Genetics Australia* would continue to develop the progeny

testing system that produces the bulls required by Australian farmers.

"We have an excellent system of progeny testing producing bulls each year that gives farmers plenty of choice and value for money with the genetics they purchase".

However, we are intent on rewarding farmers contributing to the progeny testing effort, and we believe by doing this we can also improve the way the system works particularly by improving the flow of data necessary for the calculation of non-production ABV'S.

Top Bulls for Type

Genetics Australia's performance in producing bulls with top type proofs is just as strong as its performance in producing high production bulls according to the Co-operative's Breeding Manager, Peter Thurn.

"We know *Genetics Australia* progeny test program is recognised for its ability to produce top production bulls, but often the assumption is that type is not a strength", he said.

"An examination of the top Holsteins following the February ABV's dispels this assumption".

"In fact *Genetics Australia's* new graduate PRETEXT is the only bull in the top 100 ASI Holsteins, regardless of availability, to achieve 2 points for Overall Type and Mammary System".

"*Genetics Australia* has six available bulls over 1.5 for both Overall Type and Mammary System, and eleven available bulls over 1 point for Overall type and Mammary System".

"ALLORA and SHOTIME stand out amongst the top production Holsteins for their great type combined with high production".

"The strong performance for type does not stop here but is evident down the list of available Holsteins with eighteen bulls 0.8 or better for Overall Type now in the *Genetics Australia* proven team".

"*Genetics Australia's* performance in producing bulls with great type is not matched by any other artificial breeding company regardless of their breeding philosophy, even those claiming to emphasise type in their breeding decisions".

"Best of all for Australian farmers is that the type ABV's are established on the basis of classifications in Australian herds under our very different farming conditions. One of the lessons of the last ten years is that there is a clear difference in genetic performance between Australia and overseas, and that there is no substitute for proofs established under our conditions", said Mr Thurn.

Mr Thurn suggested that breeders who had used overseas semen on the basis of a "breeding philosophy" based on type could benefit from taking another look at *Genetics Australia's* proven bulls - comparing bull for bull on the basis of ABV's and ABV(i)'s.

ABV(i)'s are now available from Interbull and ADHIS for Type. An ABV(i) for a type trait can be directly compared with an ABV for the same type trait, and is the best measure of the likely performance of an overseas bull under Australian farming conditions.

"It is easy to make claims about particular breeding philosophies, said Mr Thurn "but the only real evidence is the performance of their progeny in random progeny test programs in Australian herds".

Mr Thurn said the *Genetics Australia's* performance for type was also just as strong for jerseys.

"*Genetics Australia* has five of the top ten available jersey bulls on ASI and each one has a fully publishable type proof. This achievement alone should indicate *Genetics Australia's* commitment to producing bulls with type as well as high producing daughters. Four of *Genetics Australia's* top ten ASI bulls are one point or better for both Overall Type and Mammary System. They include this year's graduate SOLUKE with 2.6 for Overall Type and 2.1 for Mammary System, and ASTOUND who with 3.1 for Mammary System is the clear breed leader for udders".

Once again *Genetics Australia* suggests farmers to look closely at the ABV's, and make their own judgements about the overall performance of *Genetics Australia's* proven bulls.

More information Bernie Harford or Robert Derksen

Telephone: (03) 5367 3888

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11EFN48 ALLORA

Mascot x Micheal
Daughter owned by Chris & Gwen Jensen, Mooroopna, Vic.



11FEM48 TRUMAN

Leadman x Blackstar
Daughter owned by Ian & Chris Cashmore, Timboon, Vic.



12FFR85 SOAPBOX

Hardtac x Southwind
Daughter owned by Scott & Liz Chalker, Yarroweyah, Vic.

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The test improvers

It is easy to see why TRUMAN and ALLORA are among Australia's most popular bulls. High ASI's with a big test lift and outstanding udders give widespread appeal. Exciting new graduate SOAPBOX is set to join them this year. He will lift protein and fat test and leaves medium size cows with superb udders.

All come with the guarantee of reliable Australian performance.

ALLORA TRUMAN SOAPBOX

	ALLORA	TRUMAN	SOAPBOX
Production			
ASI	69	78	60
Prot Kg	19	20	11
Prot %	0.09	0.17	0.11
Milk	522	400	195
Fat Kg	28	30	33
Fat %	0.08	0.19	0.36
Rel %	92	89	86
Daughters	162	114	82
Herds	84	71	44
RIP	12%	7%	42%
Workability			
M.Sp % Sat	93	93	93
Temp % Sat	94	89	90
Like % Sat	95	92	94
Rel %	82	77	81
Type			
Ov. Type	1.6	0.9	1.3
Mamm Sys	1.5	0.7	1.2
Rel %	84	74	81
RRP \$	28.00	18.00	18.00

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Genetics
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News from 2000 Large Herds Australia Conference

Co-operatives

Co-operative future under the microscope

European Co-ops take long term view

Ireland's most successful dairy co op, the Kerry Co-operative invests heavily in large numbers of young scientists to drive its ingredient and product development business. Dutch co-ops invest in educating many of their young farmers so a few of them will be ready to lead the company when the time comes. Both are long term investments. Both co-op systems have formal and systematic training. Both are planning to drive their businesses forward in the interests of shareholders.

Australian co-op directors face greater pressure to perform

Opening the 2000 Large Herds Australia Conference in Echuca-Moama, United Dairyfarmers of Victoria President, Max Fehring emphasised the need for dairy farmers to develop a mature relationship with their supply company. "After deregulation) your farm income will be clearly linked more than ever before to the performance of the company you supply," he said. Farmer directors will need business and market knowledge to be able to advise their company management in making the best decisions in the interests of other members.

Irish speaker Mike Magan pointed out that in Holland directors of co-operatives were not chosen simply by popular election. They were pre-selected early in their career, given high level business and market training and, when the opportunity arose, they were thoroughly examined for business competence before their names went before the co-op members for voting.

Employing Staff

Train, nurture, communicate and look for win/win opportunities.

Paul Grinter and his wife Claire train their staff to become managers on their northern Victorian farm.

They select people who are young

and enthusiastic so they can build a motivated team. "We believe in nurturing our staff and promoting a sense of pride in the work they do on our farm - and in the industry generally," he said. Tim Smith also feels there are healthy career prospects in the dairy industry and qualified his belief by promoting the idea that good contracts attract good staff. "Unless you have the right person for the job, and offer decent contracts, there is little you can do to improve performance," he said.

For Tim Carney the ideal way for him to employ and keep experienced staff was to create a working relationship with neighbouring dairy farmers. "There must be hundreds of smaller dairy farms that neighbour large herds throughout Australia," said Tim. "This could be a major opportunity for all large herd owners that could provide expansion possibilities and offer employment and capital options for small farms post deregulation."

Doing Business by the Book

New Zealand dairy farmers Wendy and Lindsay Marshall use a farm manual to give clear directions to all their herd managers and other farm staff. They developed the manual to deal with the different levels of staff experience that can cause misunderstandings and fluctuations in farm and cow performance.

"The manual has become a management plan that outlines the farm's annual strategy and provides sources that will enable our team to achieve the farm's goals," said Wendy

Best practice

Sharemilkers build a business through constant improvement.

Dylan and Sheree Ditchfield are young New Zealand farmers who are creating a profitable business in dairy through 50/50 share milking contracts.

"Profitable investment in share milking is about the interaction

and best utilisation of these five business principles," said Dylan. The five principles are: capital appreciation, equity increase, debt reduction, best use of cash flow and surpluses to grow their business.

"To progress through the share milking industry we believe you need to increase your level of competency and improve your knowledge and attitude about dairy practices."

Understanding What "Best Practice" means for You

"You have to be careful when you benchmark," said Dr Warren Parker, Science General Manager at AgResearch in New Zealand. "Farm data doesn't explain how farmers work, what processes they used to achieve success or whether someone else could replicate those results on their farm."

"The quest for best practice in dairy farm business is driven by a mix of factors including increasing competition, changes in the public's acceptance of practices and products, and personal motivation," he said.

Managing water as a feed cost

Australian dairy farmers are being forced to rethink what it means to manage water.

Ian Gibb, Farmanco Consultant, said that where once water was issued free as a right with a land purchase, now it is a separate asset that can be traded in a variety of ways across state borders.

"Water really needs to be viewed as a feed cost," said Ian. "And its price will be dictated by the cost of feed alternatives."

"Most farmers now see that water is only one of the options they have available to supply feed to their dairy herd," he said. "And this thinking is shown by the prices that dairy farmers have been prepared to pay for temporary transfers of water over the last few years of water shortages."

The future for small-medium farms is that they will remain dependent

News from 2000 Large Herds Australia Conference (contd)

on water and be tied to pasture growth patterns whereas larger farms will have more flexibility to buy and use water.

According to Don Blackmore, Chief Executive, Murray-Darling Basin Commission, "Water is now how you bank things."

Farmers have already begun trading water and exchanges exist in Deniliquin and Shepparton. Internet-based water trading is also in place. Permanent and temporary trade can be expected to expand, geographically (particularly on the riverine plains) and into different water products. Arrangements such as medium-term leases, an options market and a futures market can also be expected to develop.

"Our water, not our land, is at risk," he said. "There is no new water for rivers. We have to deal with algal blooms, control nutrients and be mindful of the fact that different industries need to access, and will demand, clean water."

Professional "Stress Buster" a Knock Out

Amanda Gore single-handedly raised the benchmark in speaker excellence with her performance at the 2000 Large Herds Australia Conference - and achieved a level of audience enthusiasm and interaction that would be the envy of any speaker.

As a trained physiotherapist and neuro-linguistics practitioner, Amanda demonstrated how much easier it is to talk to people, to learn and get involved in activities when you're having fun. Result: 450 dairy farmers sang, danced and said "excellent" to their neighbours as they learnt how to communicate more positively.

Leading by example, Amanda threw herself into her performance with tremendous energy and a deep understanding of the benefits of not taking yourself too seriously. She created scenarios of farmers treating their health poorly at work and having limited communication skills with family and staff. One example was the ritual of "husband who comes home every evening, gives his

wife a cursory kiss on the cheek, grunts 'hello', then cheerily goes to talk and play with the family dog.

These scenes painted comic pictures of how people live and work when they put a low priority on well being. Through the laughs Amanda dealt with serious health and relationship issues that ranged from preventing heart disease and spine injury to finding ways to talk with teenagers in their own code or shorthand. Don't be put off by the way teenagers communicate," she said. "If you're breathing, and a parent, you're embarrassing to them. So just go right ahead and give them positive recognition."

Shares as Secure Income Stream

Peter Thornhill, MLC General Manager, Advisor Client Programs and keynote speaker at the 2000 Large Herds Australia Conference, had four strong messages.

One: "There is long-term value to be gained from the rock solid, boring, predictable share market"

Two: "People generally have no benchmarks or standards to measure their financial progress."

Three: "Wealth is created by investing in human activity, not property"

Four: "There is a two-dimensional relationship between income and capital value which people typically misunderstand"

Peter Thornhill enjoyed challenging the 450 dairy farmers who turned out to hear him speak at the Conference - and hammered home the idea that over time the share market is a stable source of income through investment.

He presented a series of media reports which sensationalised downturns in market activity and compared them to the market's performance over the past 100 years. Through these examples he illustrated a few points about human thinking and behaviour when it comes to managing money and understanding the market.

"People tend to pick up negative attitudes toward the market from the media," he said. "Because our

thinking is usually short-term we forget about things that happened five, 10 or 15 years ago, why they happened and what the outcomes were. Therefore we react fearfully to upsets in the market." In addition said Peter "people have a great desire to fiddle with their investments because they don't know how to handle short term market variation".

Conference goes high-tech

For those unfamiliar with CD-ROM technology, the amount of information stored on the 2000 Large Herds Conference CD-ROM will come as a huge surprise. Not only do you get all the conference proceedings, sponsors' profiles and an interactive promotion for the conference location, Echuca-Moama, but you also get direct links to emails and web addresses for all the conference sponsors that can be quickly accessed by a simple click.

In addition, the CD-ROM is extraordinarily easy to work. It loads itself as soon as the CD ROM door is closed and from there it is a simple point and click to go to the section you want and then to the specific paper or piece of information.

Media enquiries.

*Richard Meredith & Associates,
61 3 9411 4021.*

This media release is available by email on request from richardmeredith@meredyan.com.au





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You could have been one of the unlucky farmers, who bought a silo from one of those companies, where of course, warranties and service could be a problem and trade in valuations will be quite low. Dairy companies are saying that unless farmers can put milk into the silo at low temperature, they will miss out on substantial 'QUALITY INCENTIVE PAYMENTS. **Our system is only way to achieve this.'**

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GM crop trial information publicly available

The safety aspects of all genetically modified (GM) crop trials have been rigorously assessed by the Genetic Manipulation Advisory Committee (GMAC). Risk management plans have been put in place to manage any risks to human health or the environment.

The Commonwealth Health portfolio has responsibility for overseeing genetically modified organisms (GMOs) in Australia and does this through its Interim Office of the Gene Technology Regulator (IOGTR).

Integral to IOGTR's responsibilities is the role of GMAC, a non-statutory body established by the Commonwealth Government to oversee the development and use of innovative genetic manipulation techniques in Australia so that any bio-safety risk factors associated with

the novel genetics of manipulated organisms are identified and can be managed.

Detailed information on GM trials and proposals for trials is publicly available – in both printed information sheets and on the website. For example:

- When GMAC receives an application for conducting a trial involving GMOs, notice of the receipt of this application is mailed to local governments, State/Territory and Federal agencies and the GMAC mailing list of stakeholders and interested individuals (around 2,500 people).
- It is also published in the Commonwealth Government Gazette Notices and made available on the website.

<http://www.health.gov.au/tga/gene/gmac/gmac.htm>

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GM crop trial information available (contd)

- Following the public release of the proposal information, there is a 30 day public submission period. Comments from stakeholder groups including researchers, State agencies, local councils and interested individuals, are taken into account by GMAC during its assessment process.
- GMAC's assessments are then made publicly available through a second round of public notification - public information sheets are mailed out, are listed on the website and are available on request from the GMAC secretariat.
- Field trial summaries are also, as a matter of public record, printed in the GMAC annual report.

Information made publicly available includes the local Government shire area in which trials may be undertaken, a description of the organism and its genetic modification, the purposes of the trial and how it will be conducted as well as after trial conditions (clean-up and site monitoring).

GMAC trial conditions set to scientific standards

When researchers apply to GMAC for approval to undertake field trials of genetically GM crops, there is a range of conditions that may be applied to each trial.

The conditions could include covering flowers with plastic bags to ensure no release of pollen from the GM plants, isolation of the GM crop from other related plants, surrounding the GM crop with non-modified 'buffer' plants, removing all GM plant material from the trial site after the trial is complete, and monitoring the trial site after the trial to ensure that any volunteer plants that emerge from seed that has fallen to the ground are detected and destroyed.

Isolation distances and buffer zones

Isolation distances, prescribed by GMAC, are those distances required between GM crops in field trials and other plants of the same or a related species. Isolation zones minimise the chance that pollen from the GM plants could spread to and fertilise other plants.

GMAC determines appropriate isola-

tion distances on a case-by-case basis (i.e. each trial), depending on the biology of the plant. The isolation distances that GMAC sets are based on the data on the above issues that are available in the scientific literature.

- *The distances are consistent with those required for production of certified pure seed by growers.*

The term 'buffer' refers to the use of a border of non-GM plants around a plot of GM plants to act as a trap for pollen carried from the GM plants by insects such as bees. After collecting pollen from a GM plant in the field, bees are more likely to visit the flowers on the buffer plants than to fly over the buffer plants to visit other plants that are further away.

One of the conditions that GMAC places on field trials is that the buffer plants are destroyed after the trial. The buffer plants therefore help to contain the pollen to the trial site.

Responsible research practices

It is the responsibility of all persons engaged in research, development, trial or release of GMOs to familiarise themselves with any comply with the relevant GMAC Guidelines at each stage of their work.

Also, compliance with GMAC Guidelines does not relieve proponents from any other obligation that they may have under any Commonwealth or State legislation dealing with particular types of products or particular uses of products or environment or land planning laws.

Australian Exports

There are no GM grain crops grown commercially in Australia.

The Australian Quarantine and Inspection Service (AQIS) provides written assurance that Australian grain exports have not been sourced from commercial plantings of genetically manipulated varieties.

Follow up action on reports of Guideline breaches

Further to recent newspaper reports that suggest that GMAC

conditions may have been breached (including in relation to the disposal of GM canola trial material) the IOGTR is currently ascertaining the veracity of the claims - including seeking advice from the company referenced in the reports.

If it is found that there has been a breach of the Guidelines, follow up action will be taken - after consultation with relevant State and Commonwealth agencies.

New Regulatory system to have stronger controls

The Draft Gene Technology Bill 2000, which is scheduled to be introduced into Parliament next month (April 2000), is designed to ensure that Australia has a strong national framework to manage the research, development and use of all GMO's.

The proposed new system is much stronger (than the current one) and includes sanctions for non-compliance, with fines of over a million dollars for corporations that do not adhere to the rules.

The new legislation, as proposed, would:

- establish an independent Gene Technology Regulator (as head of the Office of the Gene Technology Regulator) to administer the legislation;
- control all uses of GMO's in Australia;
- establish expert advisory committees (the current role played by GMAC would be strengthened under the new system);
- involve ongoing community in put into its processes; and
- feature transparency and accountability in its operation.

The draft Bill has been developed to complement existing regulatory Acts, including the Australia New Zealand Food Authority Act 1991 and the Therapeutic Goods Act 1989 - two agencies responsible for regulation of products developed using GMOs. The Commonwealth Government aims to have the IOGTR and related legislation fully operational by January 2001.

Interim Office of the Gene Technology Regulator:

Mary Shiers (02) 6270 4312 or Mobile 0412 108 386

The Milk of Human Kindness

The humble cow is set to make yet another contribution to good health in humans. Medical Writer Barry Hailstone reports

There is no finer investment for any community than putting milk into babies, said the British statesman Winston Churchill, a man of questionable health habits.

Mothers know instinctively the importance of milk from the humble cow and Cleopatra knew a thing or two when she bathed in asses' milk to preserve her beauty.

Milk is a rich source of substances called growth factors, small hormone-like proteins, that control the growth and development of all tissues of the body.

About three years ago, a group of South Australian scientists became the first in the world to show that a mixture of growth factors from cow's milk had the potential to revolutionise the healing of wounds and the treatment of distressing side effects in cancer patients undergoing chemotherapy.

A growth extract they have produced is now undergoing advanced trials in Adelaide hospitals and, if the product lives up to its potential, it could earn billions of dollars a year on the pharmaceutical market.

The Child Health Research Institute at the Women's and Children's Hospital has been studying growth factors extracted from

whey, a discarded by-product of cheese making, for the past 10 years. Initial trials showed the potent cocktail of whey growth factors will accelerate open wound healing and leg ulcers.

The institute's director, Dr Leanna Read, said the trials would be expanded soon to Europe.

Whey growth factors were at phase two of clinical testing, which means the effectiveness of the product was now being measured in patients. Given that whey growth factors are successful for healing open wounds, the institute could have a commercial product on the market within four to five years.

As well as wounds and ulcers, cheese whey may help overcome chronic mouth ulcers, gut pain and diarrhoea - the common side effects of chemotherapy in cancer patients.

Any therapy that could reduce this condition, mucositis, would allow sufferers, particularly children, to cope better with their cancer treatment. Cheese whey is proving to do just that.

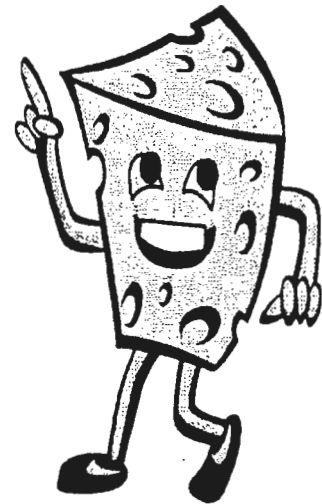
But on the pharmaceutical time scale it is still early days. An estimated 1500 people in the Adelaide area have open leg ulcers at any one time and Australia-wide these ulcers cost taxpayers between \$300 million and \$400 million a year to treat.

Leg ulcers in the elderly are a huge economic drain for a rela-

tively minor but hard-to-treat medical problem. Why leg ulcers occur recurrently and take so long to heal is not known. There appears to be some defect in the skin's healing capacity such that small cuts and grazes do not result in a healing wound. Instead, a chronic ulcer develops.

The proteins in whey extract increase the ability of cells to move into wounds and boost the healing process.

It seems the humble cow will make yet another contribution to good health.



Federal Pastoral Award 1998

Members who pay their employees under the Federal Pastoral Award are advised that a 38-hour week has been implemented. This implementation commences on the first pay period commencing on or after 27 March 2000.

Rates of pay for Station Hands has also been increased. Phone the office for a copy of the wage rates on (08) 8293 2399 to be faxed or posted to you.





Thursday, March 30, 2000

RE: Important GST information.

Dear Member

As you are aware all enterprises with an annual turn over in excess of \$50 000 (\$100 000 non profit) are required to register for GST. Upon registration, a certificate will be issued to the value of \$200* to be used with an approved supplier of GST services and or products, under the Federal Government GST Start Up Assistance Program. In some cases you may receive multiple certificates.

To aid our members in getting the best value from this program we have established an alliance with the Information Exchange Corporation (IFX), an organisation we believe are providing high quality services relevant to your business and is an approved supplier under the Federal Government GST Start Up Assistance Program. The group buying power enables us to purchase the GST support services of the IFX, normally priced at \$695pa, in exchange for two certificates.

Two Service Options:

1. Unlimited Q & A with GST CD ROM (Free with one certificate for 12 months)

IFX is associated with senior partners in many of Australia's leading accounting firms. You simply fax or e-mail your GST questions and a written response to your specific circumstances will be back on your desk in around 24 hours. There is no limit to the number of times you access this service and there is **no charge!**

The contact details are, e-mail: info@infox.com.au , fax: 02 9241 3361 or via web site www.infox.com.au

2. GST CD ROM, Manual, Update Journal, Smartlink Personalised Updates & Unlimited Q & A (as in part 1)
(Free with two certificates or one certificate + \$195)

GST Manual: A plain English, comprehensive guide covering all aspects of the Australian GST. This is accessed via the IFX CD-ROM which will establish a direct link to the online manual for up to the day commentary or if your not internet connected you can read it straight from the CD.

GST Journal: The IFX GST Journal is a bi-monthly look at key planning issues, implementation time-tables and legislative developments. These will be electronically linked to you via "smartlink" update technology.

Smartlinks - Technology that *does* make life easier: We realise that each one of our members has different needs and resources. Upon return of the order form you will receive an Information Exchange CD-ROM this will set up the IFX Navigator and enable IFX to update you personally according to your industry and specific circumstances, eliminating the 'information overload' problem.

To accept this offer simply fax the enclosed order form to (08) 8396 1625

Could you also send a copy to the SA Dairyfarmers Assn Inc, Unit 5 780-802 South Road Glandore 5037.

Where do we Spend our GST startup Certificate?

With the introduction of GST throughout Australia, the Federal Government has provided a GST startup voucher for every business with a turnover of under \$10 million dollars. One of the big problems facing our association members is where can you get the best value service for your voucher. Our aim as your representatives, is to assist wherever possible every member of the SA Dairyfarmers Assn Inc to obtain 'optimum' benefit when redeeming their vouchers. We have now sourced this excellent service on your behalf so that you will be better equipped to cope with the massive change in operations.

The SA Dairyfarmers Assn Inc in partnership with Information Exchange Corporation has developed a vehicle to provide each of our members with a **free** unlimited question and answer service in exchange for their GST startup certificate, With an additional certificate or \$195.00 you can obtain the full on-line GST information service, including the Industry specific 'smartlink' update service e-mailed direct to you. It really does represent exceptional value for you the member.

As the introduction of the goods and services tax (GST) approaches, tax advisers are going to be overwhelmed by questions and problems from their clients. One of the attempts to ease the strain on firms is a structured approach being offered by Information Exchange Corporation (IFX), based on e-mail and fax.

IFX already has over 2000 corporate subscribers, which include many financial controllers at national companies, and small business operators. On the other side of IFX are the experts who answer the questions. They come from PKF (NSW), the law firm Clayton Utz and the accountancy firms Arthur Andersen and Horwath and other companies who are specialists in their particular industry sector, as well as their own resident professional GST Research Team. The firms involved in the answering service have entered revenue-sharing deals with IFX and have an obligation to IFX to contribute high-value research.

IFX endeavour to answer routine questions within 24 hours, time constraints will differ when highly complex issues are involved and more in-depth research is required, or several questions need answering at the same time. Business operators who use IFX are often suffering fee fatigue, as even simple queries to their usual firm become expensive. IFX offers a way out for small and medium sized organisations whose partners do not have the time to keep up with GST and other legislation.

When asked about over-use of free e-mail, IFX says some members have sent in dozens of queries in a month. "We encourage lots of use. Many queries are repetitive and easy to handle." A neutral exchange provider such as IFX is important to subscribers because they can also choose from a menu of advisers.

After investigating and sourcing this service, we at the SA Dairyfarmers Assn Inc are sure that your voucher provides that extra peace of mind when dealing with this new tax system. Forward planning is a must and therefore there is an urgency for each member to register their new ABN number with the tax office by 31st of May to be eligible for your voucher. As a help to register for the IFX service a quick fax back response sheet has been included in this newsletter prior to your receiving your voucher, and Information Exchange have undertaken to start your subscription on receipt of this fax.

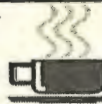
DON'T DELAY APPLY FOR YOUR FREE IFX MEMBERSHIP TODAY!!!



From the Dairy

To the Table

Some quick tasty recipes for school lunches or to have with a cuppa.



Rich Dark Cake

- 1 cup sugar
- 3 cups flour
- 1 cup currants
- 1 cup seeded raisins
- 1 cup BUTTER
- A little peel
- 2 teaspoons spice
- 2 teaspoons bicarbonate of soda
- A little nutmeg
- 2 teaspoons dark vinegar
- 1 cup MILK

Rub BUTTER into flour and add other dry ingredients. Make a hole in centre. Add vinegar then soda and mix well. Let stand and work for ½ hour. Then mix in MILK and fruit. Bake slowly 2 hours.

Caramel Crispies (Uncooked)

- 2 tablespoons golden syrup
- 4 oz. BUTTER
- 1 teaspoon vanilla
- 1 teaspoon cocoa
- 4 heaped tablespoon full cream powdered milk
- 2½ cups cornflakes

Melt syrup, BUTTER over low heat, do not allow to boil. Add vanilla, cocoa, cream powdered milk. Stir until thoroughly dissolved. Add cornflakes and mix together. Place in small spoonfuls on greased lunch wrap and place in refrigerator to set before storing in airtight container.

Apricot Loaf

- 1 cup dried apricots diced
- 1 cup All Bran
- 1 cup sugar
- 1 cup sultanas
- 1¼ cups MILK

Soak overnight or about 7 hours. Next day add 1½ cups SR flour. Bake at 190° C for 45-60 minutes. Makes 2 log cakes. BUTTER when cold.


Eggless Chocolate and Apple Cake

- 2 cups SR flour
- 1 cup sugar
- 4oz BUTTER
- 1 cup warm stewed apples
- 2 dessertspoons cocoa
- 1 teaspoon bicarbonate of soda
- ½ teaspoon cinnamon
- Vanilla
- Salt

Cream BUTTER and sugar. Add apples in which soda has been dissolved. Mix well and add dry ingredients. Add water if necessary. Bake in moderate oven ½ hour. Ice or cut through and serve with CREAM.



DAIRY



**Insurance
for dairy farmers?
Let's talk turkey.**

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, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



WESFARMERS FEDERATION

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THE SOUTH AUSTRALIAN DAIRYFARMERS'

JOURNAL*The Official Publication of the South Australian Dairyfarmers' Association Inc***President's Report**

Dear Fellow Dairy Farmers,

The suggestion to reorganise our Association was accepted by all Branches but one at the round of Branch Annual General Meetings. It is now up to the Executive & Central Council to put into practice the principles suggested in such a way that all members, where ever they are, feel better represented than they were in the past.

This will be my last communication with members before the end of the financial year and deregulation. I am sure everyone has received their "package" from the Dairy Adjustment Authority and will have finalised their "eligibility" application. If not please do so very soon. It is important not to forget to apply.

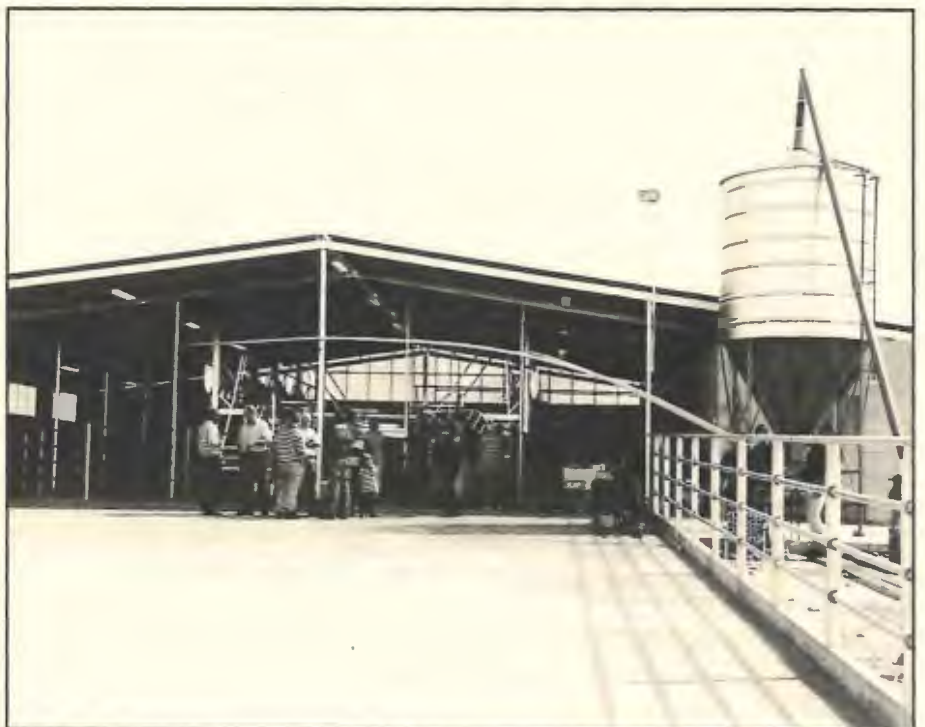
I know National Foods have

been dealing with farmers areas of concern with some members with our solicitor and Chris Luz-Raymond. We have received the final draft and are now considering it. Whatever the result it is important for suppliers to sign the contract and not be left on the shelf.

One company has advised prices to its suppliers which; at this stage, seems to be pretty dismal. SADA will be doing all it can to seek a better deal for SA farmers, but it is important for us all to do our bit. If you are not happy with your treatment, please write to your company and get your comment on record.

Good luck for business in the new "deregulated" industry. There will be some tough decisions for all of us to make.

*F.T. Beauchamp
General President.*



The Barossa/Northern AGM was held at Murray Klemm's Property

The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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Association Services

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- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
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- ◆ Lobbying & Representation
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Upcoming Events

- ◆ 6 June – DIAA/SADA Annual Conference
- ◆ 7 June – SADA AGM

SADA STRATEGIC PLAN
2000 AND BEYOND

Goal 1

A clever lobbying force

A Develop a broad range of relevant policies for the Association

- Identify and develop key dairy farmer issues into policy
- Ensure dairy farmer representation and input into government and industry policy development
- Build effective relationships with government and industry organisations and individuals
- Create and foster a pro-active and sound public relations image

B Develop strategies for dairy farmers to obtain the best price for their milk

- Establish a mechanism to assist with contract negotiation
- Make (comparative) milk prices available to members
- Meet regularly with processors/manufacturers to discuss milk price
- Optimise milk testing procedures to maximise dairy farmer returns

C Define and communicate key industry, political and other issues to members

- Meet regularly with industry, political and other representatives to determine issues
- Meet regularly with members to exchange policy issues, information and ideas
- Maintain a high media profile on current issues
- Disseminate information to members and the wider community on issues

D Establish an environment for effective delivery of research, development and extension to dairy farmers

- Ensure organisational boundaries on R,D & E are clearly understood by industry participants
- Monitor effectiveness of industry R,D & E delivery to dairy farmers
- Obtain financial support for R,D &E programs where necessary

Goal 2

An innovative membership service

A Provide an innovative, valuable and timely membership service

- Maximise assistance, benefits and services to members
- Maintain close contact with members
- Ensure focus on individual member issues

Goal 3

An efficient organisational structure

A Implement an organisational structure that enables the Association to carry out its role and functions

- Ensure governance of the Association is in accordance with appropriate legislation, regulations and other common procedures
- Restructure the organisation to meet changing needs

Goal 4

A sustainable funding base

A Develop and maintain a sustainable funding base for the Association

- Maximise membership of the Association
- Secure and enhance long term sponsorship and funding for the Association
- Achieve positive budget outcomes
- Conduct joint/complementary budget neutral activities with other organisations

DairySA News – Employment Made Easier

Managing cows is far easier than managing people, according to many dairy farmers. However, those who attended the DairySA / FarmBis Employment Made Easier workshops came away with new skills and ideas to improve their labour management.

Run as three separate days over a month, the workshops tackled three topics:

- Employing labour.
- Employment law.
- Developing skills for good management and team work.

(See Table 1 for details)

Krystyna and Dan McCaul from Mt Jagged attended each of the three days and found different elements of value to them.

"I found all three of the workshops excellent," said Krystyna McCaul.
 "They really made you think and look at your business in a different way."

"The first topic really helped me to pull together all the information we had accrued during Property Management Planning and Dairy Business Focus workshops."

For many, the employment of labour was rather a daunting, but very necessary, part of the workshop package.

Amanda and Gino Pacitti from Hindmarsh Tiers have expanded their farm from 150 acres with one dairy to 750 acres and two dairies milking a total of 350 cows.

"Until last year we had run the farm with family labour, but the rapid expansion created a need for more labour," said Amanda Pacitti.

"We had no experience of employing staff and the workshop helped us learn how to manage our labour more professionally and understand our legal obligations as employers more completely."

The workshops provide information for large and small business alike. Family labour may be even harder to manage than employees, so creating a good working environment and clear communication is just as important with family members as it is with employees.

Jane and Warren Jacobs from Mt Compass are running 500 cows with the family plus two employees.

The Jacobs wanted to improve their labour management and found the motivating professional speakers and the support material provided at the workshops to be invaluable.

Employing Labour	Employment Law	Developing skills for good management & teamwork
Mike Stephens Employment Consultant, Vic	Judith Choate Business Lawyer, SA	Michael Gould Human Resources Consultant, Vic
<ul style="list-style-type: none"> • Determining if you require labour • Types of labour • Preparing job and person specifications • Advertising in the media • Selecting applicants 	<ul style="list-style-type: none"> • Employment options • The legal framework • Legal requirements - including wages, tax, superannuation 	<ul style="list-style-type: none"> • Supervising staff • Organisation • Motivation and incentives • Leadership • Communication • Resolution of conflict • Delegating authority

"It was the legal information that I found the most useful," said Jane Jacobs.

"Although we have had two full time employees for some time, there were many legal issues that I was not fully aware of and the workshop helped to clarify these."

Helen and Stephen Treloar of Meningie, run 650 dairy cows with Stephen's parents and four employees.

Helen already had a Health, Safety and Welfare Policy in place, but the workshop highlighted new areas that needed to be covered and included.

"I have redrafted the Policy based on the information provided at the workshop and sent it to our lawyers for approval this time," said Helen.

One issue that was added to the Treloar's Policy was to ensure that staff read and understand the safety guidelines for the motor bike. Having done this, staff sign-off this activity to say it has been completed.

"The content of the workshops is excellent and I would encourage everyone involved in employing and managing labour to attend." If time is the limiting factor, Helen Treloar felt that the third day, which looked at developing skills for good management and team work, was a must for the people in a business managing staff.

Four 'Employment Made Easier' workshops have been run to date. Three more will be available in the South East in July and, if there is a demand, further workshops can be run across the State.

"We all need to learn to become better employers and to refresh how we currently manage our work force," said Dan McCaul.

Australian Dairy Industry Mission to China

Australian Dairy Industry Mission to China

The Australian Dairy Corporation (ADC) sponsored a delegation to China on a mission to seek market opportunities. Three people from the ADC, five processor representatives and five farmers comprised the delegates -

Grahame Tonkin	ADC
Phillip Goode	ADC
Andrew McLay	ADC
Stephen O'Rourke	Murray Goulburn
Andee Seliman	Bonlac
Pat Hearn	Dairy Farmers Corporation
Philip Thomason	National Foods
Russell Paterson	Lactos
John Nietschke	SADA
Paul Weller	UDV
Peter Owen	UDV
Duncan McInnes	QDO
Danny Harris	WAFF

A full-time interpreter joined us in China, as did various people from AusTrade, who are situated in China. The Australian Ambassador to China, Mr David Irvine, joined us for a formal dinner in Beijing that we hosted for Chinese Government and Industry people.

Ms Elizabeth Sullivan, the AusTrade representative from the Australian Embassy in Beijing, very ably organised and lead us through the formalities required to meet the leaders of the various segments of the Chinese Dairy Industry. The formalities at high level meetings were as follows: we all shook hands and exchanged business cards before sitting down around the table when Elizabeth would welcome and thank the Chinese people on behalf of the Australian Government and introduce the mission leader Mr Grahame Tonkin. After Grahame had spoken about the purpose of the mission the rest of us introduced ourselves and the company or organisation that we represented. Following this the Chinese introduced themselves and finally we got down to business discussions. Of course everything we said was then translated into Chinese and vice versa. On several occasions gifts were exchanged.

China is a massive and diverse country with a population of 1.2 billion people. A quick check in the atlas tells me that Australia has an area of 7.7 billion square kilometres where China has 9.6. It is diverse in climate, people, and economic activity.

China is in transition from a planned economy to a market economy and opening up gradually to the outside world in a way that will hopefully be sustained.

Australia and our dairy industry is well regarded in China with our clean, green image and of technology and high quality products.

Exact statistics for the Chinese industry seem hard to come by, but their production is in the order of 7 - 8 billion litres of milk from 5.6 million cows. (They seem to count milkers and heifers/calves all in together). Per capita consumption is in the order of seven kilograms of milk and dairy foods compared to ninety-seven kilograms, the world average. The Government is encouraging milk consumption as the Chinese diet is low in calcium. Consumption is expected to increase by 5% per annum and production by 3%, leaving an increasing gap to be satisfied by imports of which hopefully Australia can increase its share.

In Beijing a school milk program where the processor packs in a special pack and is sold at schools at a 40% subsidy. The Australian Dairy Corporation is financing a study of five hundred schoolgirls on bone density.

Chinese milk processing plants vary from very basic to very modern. Many are joint ventures with overseas countries. Some large farms are still State owned, others have been taken over or new ones established by the processing companies and of course, many private farmers with one or two or more cows. The processing companies have set up milking stations to which the small farmers bring their cows. Although the national average production is very low, the larger feedlot dairies are achieving 8,000 litres.

We saw milk distribution by little delivery vans and also by rickshaw. A visit to a modern supermarket in Beijing we found product availability from all over the world including Australia - milk powder, infant formula and UHT milk (Dairy Farmer Corporation were doing a promotion on their Australian UHT milk at the time).

Australia's aim is to sell more products into the Chinese market. Currently our product into China is quite small but certainly opportunities to increase our sales will happen quite quickly as demand takes off.

For the Chinese it is very important to establish a relationship and co-operation. High on their agenda is to improve their domestic dairy farming practices and production. We can assist with technical advice, joint ventures and we were invited to set up farms in the vast "grasslands" of Eastern China and inner Mongolia (do not rush in before you check out infrastructure and climate, etc.) and visits to Australia by middle level manag-

Australian Dairy Industry Mission to China (contd)

ers of both farm and processor sector (maybe expand the current ADC trainee programme or even part of the Australian Government Aid Programme for China).

During the tour advice and sharing of information from the five Australian farmers was frequently sought. In Shanghai we were asked would we arrange our schedule so as to meet with the local farm managers - we did this and had one and a half hours with eight Chinese dairy farm managers and a very constructive session. It is hoped that some will come and visit us in Australia.

China is also seeking to purchase dairy cows from Australia. (It seems, unofficially, that China has had to destroy up to 300,000 cows to control a foot and mouth outbreak). An opportunity to supply feed to the larger feedlot dairies also exists.

All in all a great deal of opportunities to build a relationship between our respective industries and to achieve Australian's aim to sell large quantities of product into the Chinese market. Certainly one way to do this may well be for the farmers to blaze a trail into China and for our processors to follow on this relationship.

The mission visited three areas of China. First stop was Beijing, the capital. It is a sprawling city of twelve million people and surprisingly wide main roads bustling with bicycles, rickshaws, cars, buses and trucks. Buildings are only of medium height and rather drab. The whole city is covered in a yellow dust haze whipped up by winds in North Eastern China. Just coming out of Winter - their dry season.

A city block from our hotel is Tianamen Square and the Forbidden City - we visited Saturday afternoon. Sunday morning a quick trip to the Great Wall of China and then to the airport for our flight to Harbin in the far North of

China. Harbin to me was a sad place with a very severe climate - 30 degrees below in Winter and 30 degrees above in Summer. Cold windy and dusty for our visit, some ice still around from Winter. A city of three million people with many dilapidated and drab buildings. Back streets, piles of rubbish, effluent and plastic bags blowing around everywhere. Horse and donkey carts, rickshaws, tractors, buses, cars and trucks on the roads.

Final stop was Shanghai, a city of thirteen million people, of hundreds of sky scrapers packed in one against the other - all different designs and very colorful. Set on the coast largely on a river delta with very fertile vegetable gardens and farms. A huge amount of traffic on the river, its tributaries and canals. A modern road and highway system of multi over passes linking the next large city of Hanzou 200 kilometres on. A day and night contrast to Harbin.

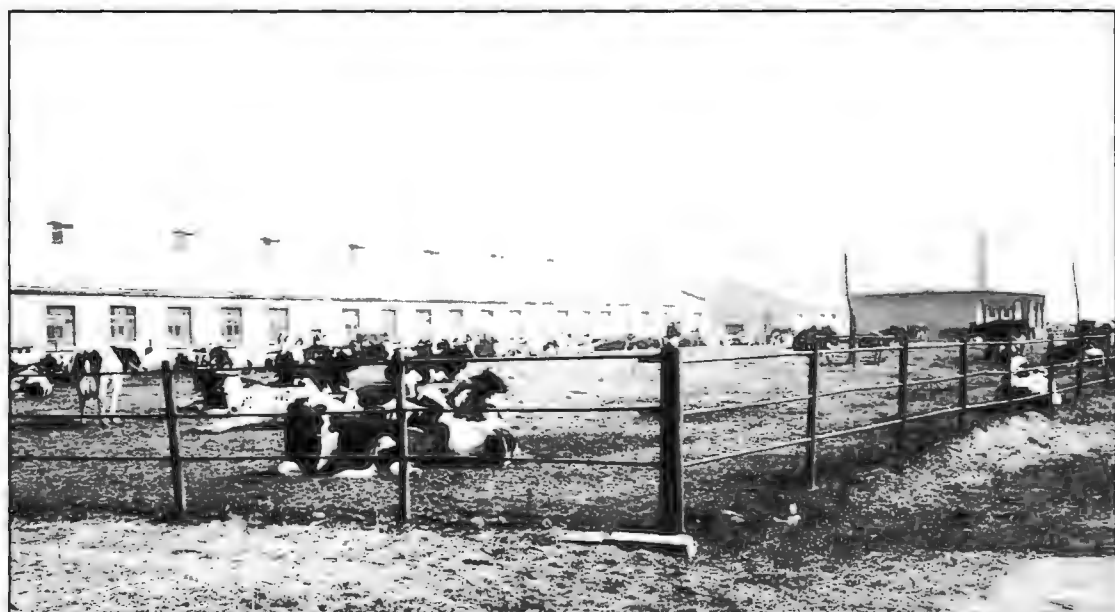
The Australian mission was made very welcome in China. For me it was a real privilege and a once in a lifetime experience. A great deal of networking and some business done among the Australian delegation.

It was a great opportunity to see our farmer levies to the ADC in action on a joint Australian Industry Mission. The AusTrade people in Beijing were very complimentary of this joint Australian Dairy Industry Mission and expressed the hope that more Australian Industries may do this. Our taxes in supporting AusTrade, certainly with the people we were involved with in China, is well spent. As we see our market in China grow over the next few years it will be interesting to speculate on the role that this mission played.

Respectfully submitted,
John Nietschke.



Australian Dairy Industry Mission to China (contd)



THE MURRAY-DARLING SA will block any return of flow to the Snowy: Olsen

The South Australian Government has hardened its stance on the Snowy River, with State Premier John Olsen saying last month (March 20) that he would oppose any water being returned to the Snowy from water savings made in the Murrumbidgee or Murray catchments.

Instead, Mr Olsen is now demanding that any water saved from new water efficiency measures in the Murray Basin in NSW and Victoria should be used to improve flows in the Murray system, not diverted to restore flows in the Snowy.

The Premier's comments appear to represent a major shift in the SA Government's position, going further than its previous demands that any return of flow to the Snowy should not diminish SA's existing water flows. Earlier this year the SA Government was made a party - along with the New South Wales, Victorian and Federal Governments - to any agreement on restoring flow to the Snowy, which Mr Olsen said at the time would give him the power to veto any decision which would harm Murray River flows.

"The South Australian position is clear, current water flows must be maintained and then added to by any water efficiency savings from within the current system," the SA Premier said.

Mr Olsen made the comments while releasing the SA Government's submission to the new Federal Government Environmental Impact Statement into the corporatisation of the Snowy Mountains Scheme, announced by Federal Environment Minister Robert Hill to examine whether water saved in the Murray system would be better off being

used for Murray flows rather than being diverted to the Snowy.

"The River Murray is desperate for more water, yet the NSW and Victorian Governments are planning to use the efficiency savings from the Murrumbidgee and Murray valleys to compensate for water they intend to divert down the Snowy," Mr Olsen said.

He said the plan was a ploy by the two Labor States to buy the vote of Victorian independent MP Craig Ingram - which he labelled "a disgrace

"The imminent closure of the mouth of the Murray River for only the second time in history, along with the findings of the *Salinity Audit*, clearly demonstrates that water volumes in the River Murray are insufficient," Mr Olsen said. "The River Murray needs a significant increase in flows, and if the NSW and Victorian Governments want to divert more water down the Snowy, they must find the solutions from within their own resources without negative impact on the River Murray in South Australia."

Olsen's Murray-Darling mission takes heavy flak

After launching a series of belligerent attacks on other Murray-Darling States over water and salinity issues, Mr Olsen has changed his tune, and now says he will cooperate with irrigator groups in other States to improve the River's health.

Since Christmas the SA Government has gone on the warpath on the Murray-Darling, threatening to sue upstream water users and blaming NSW and Queensland for many of SA's water quality problems. However, Mr Olsen's attacks have backfired badly over the past few weeks, as local and interstate critics have highlighted problems in the State's own management of its reach of the river system.

Other Basin States have been quick to point out that last year's Salinity Audit found that much of the salt load entering SA's River came from the Mallee region on the SA-Victorian border. Irrigator groups have pointed to the huge annual loss of water by evaporation from SA's Lower Lakes, while the SA Labor Opposition has attacked the State Government over what it says is its failure to improve irrigation practices on the lower Murray floodplain.

Mr Olsen's decision to create a new stand-alone Department of Water Resources - separating management of water and land issues, and leading to the resignation of the State's top water bureaucrat John Scanlon - has also come under attack.

At last month's meeting of MDBC Ministers the SA Government's push to open up the whole of the Basin to interstate water trading - with discounts favouring downstream trading into SA - came to nothing, while the Australian Conservation Foundation Basin campaigner Tim Fisher has urged SA to get its own house in order, and to take "action rather than words" on the issue.

Mr Olsen has since tempered his rhetoric and has promised to work with NSW's largest water supplier, Murray Irrigation Limited (MIL), and other interstate irrigation groups to improve the health of the river system. After a meeting with MIL chair Bill Hetherington, the SA Premier announced he planned to tour the river system later this year.

NSW's Murray irrigators face a third dry year

Despite widespread flooding over much of northern Australia, NSW Murray River irrigators are facing the prospect of a third year of record-low water allocations, with the Department of Land and Water Conservation (DLWC) warning that water availability in the valley re-

Land and Water News (contd)

mains the lowest on record.

On March 29 DLWC regional director David Harriss announced a small, late season increase in water allocations to Murray irrigators - rising to just 33 per cent. The past two irrigation seasons in NSW's Murray district have opened with "zero" water allocations for general security irrigators. Mr Harris said that so far NSW's water resources were again only sufficient to supply high security entitlements next season.

New water regime for SA's South East ready to roll

The new 'pro-rata' water allocation regime for landholders in South Australia's South East could be in place as early as late May, with key amendments to the State's Water Resources Act expected to face an easy passage through Parliament following their introduction on April 4.

A spokesman for State Water Resources Minister Mark Brindal said about 2,100 registrations for the new licences had been received by the time the registration period expired on March 24, with application packs due to be sent out to registered landholders in late April. He said the current moratorium on new water licences would be lifted "soon after".

The pro-rata system was recommended by last year's Parliamentary Select Committee into water allocations in the South East, following allegations the former 'on-demand' system was being rorted by developers applying for - and receiving - more than their fair share of each region's Permissible Annual Volume (PAV).

The new system aims to allocate a set amount of water to individual landholders based on their property size and what 'management zone' they live in, with two distinct types of allocation: a water (taking) allocation and a water (holding) allocation. Licences will be tradeable

within zones, with trading encouraged by a yet-to-be-determined annual levy on both allocation components.

One of the leading proponents of the new system, former independent and now State Liberal MP for McKillop Mitch Williams, said he hoped the passage of the amendments would be a "fait accompli".

"The Select Committee report received bipartisan support, so on that basis you'd expect a fairly quick passage," he said. "The new system could be in place by the end of May - I'd certainly expect it to be in place before the next irrigation season, which begins in October."

One of the biggest losers under the new system could be former State Resources Minister Dale Baker, who was at the centre of allegations that MPs had attempted to unduly influence the South East water allocation process. It later emerged that Mr Baker, who lost his seat to Mr Williams at the 1997 State election, was behind the largest-ever application for water in the South East, made in 1998 to grow olives in the Hundred of Shaugh.

While the Select Committee found no evidence of "wrongdoing" by either Mr Baker or former State Environment Minister David Wotton, Mr Baker's application was frozen along with all others following the release of the Committee's report last August. Mr Williams told *Land and Water News* on April 4 that Mr Baker's licence application had yet to be resolved.

"The Minister's (Mr Brindal) trying to resolve that as we speak," Mr Williams said.

He revealed that on September 10 the former Department of Environment, Heritage and Aboriginal Affairs (DEHAA) had made a "scaled down" allocation offer to Mr Baker, which Mr Baker had indicated he was willing to take up. However, Mr Williams said it had since emerged

that Mr Baker did not have access to the land on which he proposed to use the water.

"If a particular applicant does fail to secure a licence for water, that means more water for others in the same district," Mr Williams said.

SA will contribute half of Murray salt within 50 years: CSIRO

South Australian Government complaints that upstream States are causing most of the problems in its reach of the River Murray have been questioned by the CSIRO, which says the latest research shows that 30 per cent of salt loads entering the river already come from SA sources - and that this could rise to 50 per cent by 2050.

The deputy chief of CSIRO Land and Water, John Williams, told State MPs at a Science Briefing in Adelaide's Parliament House on April 11 that new data from the National Land and Water Resources Audit showed significant loads of salt entering the Murray between Chowilla Creek and Morgan.

Dr Williams said most of the salt load was due to saline groundwater flows mobilised by clearing in the mallee regions of Victoria, SA and - to a lesser extent - New South Wales. He said the bulk of future salt increases would come from dry-land areas, and that up to 40 per cent of red gums and black box trees along SA's Murray would be at risk from increased salinity by 2050.

"It is becoming clear that salinity management will require not only change to agricultural practices, but significant engineering intervention to have any short to medium-term impact," Dr Williams said.

With between 40 and 70 per cent of Adelaide's metropolitan water already sourced from the Murray, he said, "it behoves us to get serious

Land and Water News (contd)

about the problem”.

Dr Williams said salt interception schemes could save some floodplains in the short to medium-term, but that they were only stop-gap measures, and that “enormous” changes in land use – including massive replanting of the mallee plains – were needed in the longer term.

“Vegetation next to the Murray will have the most effect on reducing salinity, but it must be accompanied by changes in agricultural practices,” he said.

Pressure mounts on EPA to make an example of Barossa river polluter

South Australia’s Environment Protection Agency (EPA) is under mounting pressure to locate and prosecute the winery responsible releasing effluent into the Barossa Valley’s North Para River, following reports that the ‘black water’ sludge

has already killed large numbers of native aquatic species.

The spill, which entered the North Para south of Nurioopta some time in early March, has since spread downstream through Tanunda. It is understood the EPA investigation is focused on two wineries, but is unlikely to lead to formal charges for some time.

SA native fish enthusiast Michael Hammer said the Barossa’s waterways harboured a unique native fish fauna, already under threat from habitat degradation and feral fish – and that the last thing they needed was for kilometres of river to be “wiped out through a senseless act of river vandalism”. He said on a visit to the area on April 21 he found hundreds of big headed gudgeon gasping at the surface of a pool below Tanunda.

“Many of the larger specimens already lay dead and decomposing on the purple bed of the river, while

others showed physical signs of stress such as lesions and fungus,” Mr Hammer said.

Northern Adelaide and Barossa Catchment Water Management Board chief executive Kym Good said he understood the EPA needed to mount a comprehensive investigation, but that “it would be nice to get a little more information out to the public”. The EPA should not just prosecute the offender, he said, but also “hand out a fairly significant fine”.

Under SA’s Environment Protection Act, businesses can be fined up to \$120,000 for breaching their licence conditions, and up to \$1 million for causing serious environmental harm. An EPA spokesman said investigators were continuing to take water samples and conduct interviews, but that ‘premature release of information’ might prejudice the investigation.

*Source: Land & Water News
April and May 2000*

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DAIRY AUTHORITY OF SOUTH AUSTRALIA

CIRCULAR TO LICENSED SOUTH AUSTRALIAN DAIRY FARMERS OPERATIONAL ISSUES AND THE DAIRY AUTHORITY OF SA FROM 1 JULY 2000

Legislation is currently in the South Australian Parliament to repeal sections of the Dairy Industry Act relating to farm gate pricing and authorisation of the existing SAMMEC equalisation scheme from 1 July 2000. The repeal of these Sections of the Act is necessary to ensure SA Compliance with the Federal Dairy Structural Adjustment Program.

The Authority's other functions relating to licensing, food safety and quality, and tanker driver training will continue from 1 July 2000. The Authority is still subject to a Government Review Process, which is also underway.

From 1 July 2000 the Authority will continue to licence all SA dairy farmers and collect licence fees via the processors. The SA licence fee for dairy farmers remains by far the lowest in Australia at 0.025 cents per litre.

Goods & Services Tax (GST) and Licence Fees Collected under the Dairy Industry Act 1992

We advise that licence fees collected under the Dairy Industry Act 1992 have been declared exempt from GST under Section 81-5 of the "A New Tax System (Goods & Services Tax) Act 1999".

As such, licence fees are deemed *not to be a provision of consideration* and will thus not be subject to GST. Current arrangements for deduction of monthly licence fees from your milk cheque and payment of those fees on your behalf to the Authority by your processor will remain unchanged after 1 July 2000.

Dairy Structural Adjustment Program

The application form for the above program requires you to provide your licence number. Should you need to, please phone the Authority on 8223 2277 and we can give you your current number.

The New Tax System and the Dairy Authority of South Australia

Please note the Authority is registered for both the new tax system and the GST. Our Australian Business Number (ABN) is 36 767 901 242.

Yours sincerely



R K J Barker
Chairman

May 2000

Japanese Exchange Students

A successful exchange program involving trained Japanese dairy students from the Chugoku Shikoku College of Dairy Farming is now in its fifth year.

Four of the college's top students are selected to spend approximately two months experiencing the South Australian Dairy Industry to compare with their own industry as well as the Australian culture.

Dairy farmers who have hosted past students have enjoyed the experience and are hard aim to the students working and please.



Any farm families interested in billeting students or discussing the issues of the program please contact:

Tony Sutherland or Margaret Murphy on (08) 8391 7165 or Jaylene Gurr (08) 8293 2399

Pack Offer ends soon

Genetics Australia's semen pack offering the best in Australian proven genetics ends on June 16th.

South Australia Territory Manager Tony Wallach said the Packs were already proving popular and follow on from a highly successful ABV release for *Genetics Australia* in February. He urged farmers to order soon to avoid any last minute rush and disappointment as semen from some of the top bulls will be limited.

"It is not surprising the Packs are proving popular as each year we select only our best bulls to include in the semen packs and provide generous cash rebates to ensure they provide the best value for money genetics available."

"The bulls are *Genetics Australia's* top bulls and carry the guarantee of Australian proven performance. With reliable ABV's, they are bulls that can be used with confidence", he said.

"The Premium Pack is simply the best ever. Australia's best new graduate RAMESES with 89 ASI (159 on the old ABV base) joins ALLORA, (69 ASI) one of Australia's most popular bulls and now a proven calving ease sire, plus the exciting ZIRCON (68 ASI) offers different genetics and a top all-round proof. All three bulls leave predominantly black daughters of medium size and have positive protein deviations. They are ideal bulls for NSW dairy requirements.

"The Value Pack will appeal for its top genetics. For as low as \$14.50 per straw you get TRUMAN (78 ASI) and SOAPBOX (60 ASI), both of which have very strong positive protein and fat percentages and good type, and MATEMAN (74 ASI) a new graduate with a high ASI and sound workability and type."

"The Budget Pack offers quality genetics at an economical price. NOFEAR (59 ASI) VOLCANO (68 ASI) and GRANSEC (66 ASI) combine to offer great value for as low as \$12.00 per straw.

"The Calving Ease Pack is ideal for heifer matings and is an excellent choice for top all round ABVs plus calving ease. COOKIE, JUDGE and SHORMAR have been included in this 30 straw Pack for just \$13.00 following the *Genetics Australia* cash rebate. You are able to take ten straws of each of these bulls or thirty straws of any of the individual bulls."

Popular high type sires SHOTIME and LOFTY have been joined by the new Type sensation PRETEXT - the only bull in the top 100 bulls rated 2.0 for Overall Type and Mammary System to make an exceptional Type Pack. It sells for \$16.00 per straw after Shareholder rebate.

"Farmers wishing to receive further details on the Packs, place an order or obtain a colour brochure can do so by contacting *Genetics Australia* on free-call 1800 039 047" said Mr Wallach.

Information on 'Dairy Advance' the Industry 'Up Front' Payment Facility through the Commonwealth Bank will be available in the next few weeks

The smart way to buy Australia's Top rated bulls

Holstein Premium Pack

RAMESES



RAMESES daughter owned by the Cameron Family, Cobram East, Vic

Photo © Sheri Martin

ALLORA



ALLORA daughter owned by Chris & Gwen Jensen, Mooroopna, Vic

Photo © Sheri Martin

ZIRCON



ZIRCON daughter owned by Rolf & Liz Malmo, Cobram East, Vic

Photo © Sheri Martin

Jersey Premium Pack

ASTOUND



ASTOUND daughter owned by Bill & Scott Bruns, Leitchville, Vic

Photo © Jane Steel

200243 SADA

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THE NEXT PHASE OF ANALOGUE MOBILE PHONE NETWORK CLOSURE ON 30 JUNE 2000

On 30 June 2000 the analogue mobile phone network will close completely in Victoria, New South Wales and Tasmania. The network will also close in additional regional areas in Queensland, South Australia and Western Australia on this date. The analogue network will close in all other areas of Australia later in 2000.

The analogue mobile phone system is being replaced by advanced digital mobile phone technologies, namely GSM and CDMA. More information about the introduction, operation and coverage of the new CDMA network is available from Telstra.

Vodafone, Optus and Telstra can assist with enquiries about their digital mobile networks. Also you may be aware that Vodafone Globalstar recently launched its GSM/satellite mobile service. Contact numbers for these mobile service providers are below:

Telstra MobileNet 018 018 111
Optus 1800 501 032
Vodafone Network 1800 638 638
Vodafone Globalstar 1800 30 30 30

The key message is that people need to speak to different mobile service providers and make sure that they select the right type of replacement handset and any accessories for their needs.

Analogue mobile phone users should also cancel their analogue mobile service when they upgrade to either one of the GSM networks or the new CDMA network.

The Australian Communications Authority (ACA) has been managing a public education program since 1996 to inform consumers about the closure of the analogue AMPS

mobile network. Through media relations, advertising and direct communications with many interest groups, the ACA is taking all steps possible to disseminate this information in the lead up to the next phase of network closures.

An information brochure can be obtained by contacting the ACA's Analogue Closure Hotline on 1800 351135. The brochure, along with other analogue closure information, is also available on the ACA's website at: www.aca.gov.au.



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Great News for the Bush

"Yesterday's announcement by the Government of an on-road diesel grants scheme is great news for primary producers and businesses in non-metropolitan areas", Senator Crane said.

Under the new Diesel and Alternative Fuels Grants Scheme (DAFGS), operators of heavy vehicles between 4.5 and 20 tonnes transporting goods or passengers - will be eligible for a grant that will offset their on-road diesel costs with respect to journeys conducted in non-metropolitan areas. Trips that either start or finish in a non-metropolitan area, or that occur between major urban aggregations of towns forming a single community, will be eligible for the grant.

"Once the scheme is up and running, grants can be paid to petrol retail stations in regional and remote areas, which will allow a tiered grant", Senator Crane said.

"For consumers, particularly in regional and remote areas of Australia, this will represent a benefit of some \$500 million over four years.

In devising the boundaries for the scheme, the Government has taken account of the needs of rural and regional Australia, particularly of those who are on the urban fringe and need a special extension to ensure that they qualify for the grant.

"Of course, for primary producers as such, the boundaries have no relevance. Transport for primary production purposes on public roads is eligible for the grant, even within a metropolitan area," Senator Crane concluded.



Enjoy the benefits of being a SADA member.

The South Australian Farmers Federation and the South Australian Dairy Farmers Association have arranged with the National to provide its members with value-added products and services that really deliver financial benefits to primary producers and other key rural businesses.

To find out how the National can tailor a financial solution for your individual farm business requirements, contact your local National Rural Finance Manager or call the National's Agribusiness Centre on **(08) 8407 6138**.

*Full details of the relevant terms and conditions are available upon application
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TAILORED FINANCIAL SOLUTIONS

Tuesday 18 April 2000 Improved Wastewater Treatment for Dairy Farms

Results from a three-year project at Tocal Agricultural College show a constructed wetland system is a cost effective way of reducing pollutants in dairy waste.

The trial wetland system was built in 1995 by Phillip Geary, a Senior Lecturer in Environmental Science at the University of Newcastle, with grants from the Dairy Research and Development Corporation and Hunter Catchment Management Trust.

The aim of the project was to monitor inputs and outputs from the wetland and examine the effectiveness of the treatment system in reducing

pollutants. A constructed wetland system is a passive wastewater treatment system using natural processes to improve water quality. At Tocal, two 32-metre long trenches were planted with three species of native wetland plants and dairy effluent monitored as it passed through the vegetation. After wetland treatment, it was spray irrigated on pasture.

"Wetland systems successfully treat and polish municipal effluent," explained Mr Geary. "But dairy effluent is stronger and if it isn't disposed of properly, can cause major environmental problems with odour and water pollution."

"Our trial system significantly reduced the amount of suspended solids in the effluent and natural processes in the wetland helped break

down organic matter and reduce nutrients such as nitrogen and phosphorus." Phillip Geary says the wetland system is nature's way of cleaning up wastewater.

"It is cheap to construct, requires little maintenance and the treated water can then be re-used on pastures with minimal impact on the soil or surface water systems," he said.

"The results show a constructed wetland is useful as an alternative treatment system, but its use in dairy farming operations would need to be properly managed," he concluded.

The Dairy Research and Development Corporation is preparing a fact sheet on the findings for dairy farmers.

JEFFREY and Susan Hooley inspected 30 properties before they found what they believed to be the perfect farm in Echunga.

The couple had been searching for many months for a "shopfront" farm which would provide the perfect base for their poll hereford cattle stud and stock transporting business.

And when they bought the 13ha property on Battunga Rd in May, 1997, the Hooleys believed they had finally realised their dream.

Yesterday, in the District Court, the couple launched action against the company which sold them the land, the previous owners and the agent, claiming that all three parties knew the area had been contaminated with Bovine Johne's disease, a crippling disease which affects cattle.

David Greenwell, for the Hooleys, alleged that the couple would never have bought the farm from Mt Barker Land Pty Ltd to run their cattle stud if they had known the area had been contaminated.

"The Hooleys claim that they told the vendors and the sales agent it was their intention to run a hereford stud on the farm, yet they were never told of the land's history with BJD," Mr Greenwell said.

"It is our plea that had they been aware of this information, the Hooleys would never have purchased the property."

The court heard that the Hooleys owned several stud properties but had planned to bring their prized cattle to the Echunga farm from where they'd run their business.

Mr Greenwell alleged that the previous owners of the property had been DL Hampton Pty Ltd which ran Wantadilla Dairies on the farm.

He alleged that in 1982, the Wantadilla herd became infected with BJD yet the contaminated cattle continued to roam across the property spreading the disease for many years.

What is Bovine Johne's disease

- Bovine Johne's disease is contracted mainly through eating pasture contaminated by the faeces of a sick animal.
- It manifests in a chronic bacterial infection of the bowel.
- The disease can be passed on through birth or via bacteria on the udder, which is suckled by calves.
- The symptoms are a fall in milk yield, diarrhoea which

can be acute, chronic or intermittent, loss of weight and emaciation.

- BJD is contracted usually in the first 30 days, and has a long incubation period - from 12 months to 15 years, but in most cases three to five years.
- The bacterium is able to survive for up to 12 months in the environment

The court heard that in 1995 the Hamptons decided to subdivide the land into four separate plots but some of the cattle remained on the property until the lots were sold.

"It is our plea that some of the infected cattle were still living on the Hooleys' property up until the day before settlement," Mr Greenwell said.

Since discovering the disease had been present on their property, Mr Greenwell said the Hooleys had been forced to destroy their cattle as well as burn and replough their land.

Mr Greenwell also alleged that the couple had lost a significant amount of business because of the contamination as farmers were unwilling to put their cattle at risk despite the area now being disease-free.

The trial is expected to continue until the end of next week.

Source *The Advertiser* 2/5/00

Settled BJD-infected case raises responsibilities

The case of an Adelaide Hills landholder taken to court after selling land infected with Bovine Johne's Disease has been settled out of court.

Primary Industries and Resources veterinary officer Lawrence Gavey said the case raised the profile of landholders' legal responsibilities on BJD.

"A vendor who deliberately fails to disclose knowledge of BJD may be liable for damages," he said.

"Buyer-beware no longer holds true. Landmark legal cases in Victoria have confirmed the principle of assumed quality or fitness for purposes."

Dr Gavey said all producers looking to sell, buy, lease or agist should think carefully about the risks and benefits of gaining meaningful assurance against BJD.

Source: *Stock Journal* 18/5/00

The use of contract staff, hired from personnel recruitment or labour hire

agencies, is increasing in this State. The number of contract staff in the labour hire industry - who sustained significant compensable injuries - has risen from 636 in 1992/93 to 1,367 in 1997/98 (injuries occurring with more than one month of lost time).

Complexities of the employment relationship between contract staff, host employers and labour hire agencies, coupled with rising numbers of work related injuries, indicate the need for a greater focus on OHS&W obligations within this industry.

The Community Services Team of Workplace Services has taken up this challenge and commenced the 'Labour Hire Project'. The aim of the project is to improve the OHS&W performance of the labour hire industry and is linked to the WorkCover 'Safer Industries 2000 - Labour Hire Strategy'.

There are plans to run information seminars and provide host employers and labour hire agencies with the information to assist them to fulfil their OHS&W obligations.

If you hire contract staff through a labour hire agency you should be aware that you may have some responsibilities towards your contract staff, despite the fact that they are not your own employees. This is because the labour hire agency often has no day-to-day control over employee conditions of work. Often your responsibilities as a 'host employer' are almost the same as that of the labour hire agency.

Workmatters will keep readers informed of the progress on this project.

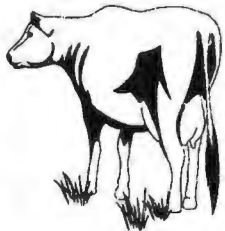
Farm safety 2000

Making farms a safe place to live and work was the theme of the Farm Safety Forum 2000. Organised by the Farm Injury Reference Group the forum was held on February 28th at the Balyana Conference Centre, Clapham. The forum, opened by the Honourable Robert Lawson, Minister for Workplace Relations, included presentations on national farm safety initiatives, a review of the Strategic Plan for Farm Safety in South Australia and related workshops.

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One of the features of the program is the Host Family network. All families with whom placements are made are carefully selected and approved by the organisation and enable each of our participants to have the security of being housed and provided for while they have the independence to enjoy the experience of living overseas.

Our programs offer different categories : Agriculture, Ag. Mix (for those wishing to work in the home as well), Horticulture, Hort. Mix and Home Management.

AGRIVENTURE offers an excellent introduction to a new culture, language and to a different working world. The experience gained by participants on the program is an excellent basis on which to choose or continue their careers.

In April, nine young farmers from different parts of the world were welcomed to South Australia at a 3 day seminar at Meningie. Four of these young people have chosen to expand their dairy knowledge and are being hosted by families at Meningie, the Adelaide Hills and the Barossa. The others are being hosted in the South East and Lameroo areas on cattle and cropping enterprises.

If you are interested in Agriventure or the hosting of a young farmer from overseas, please ring our freecall number 1800 257 197 for further information.

Merilyn Neumann
Promotions Officer
08 83891789

Cropping 'til the cows come home

Brothers Andrew and Greg Koch, who operate the successful Glenunga Holstein Friesian stud and dairy at Moculta, south of Truro, need to know as much about cropping as they do about cows to maintain a profitable enterprise.

To achieve desired production targets from their 120-strong milking herd, the Kochs aim to produce a considerable amount of grain, hay and silage to fill any feed gaps in their dryland pastures.

Andrew and Greg farm two properties - a 210-hectare holding, which is the heart of the dairy and pasture operation, and 810 ha, 8 km away, devoted to cropping and prime lamb and wool enterprises.

The Glenunga stud is now in its 20th year, having developed some prestigious bloodlines and won a swag of awards at the Royal Adelaide Show.

According to Greg, supplementary feed is the lifeblood of the farm.

"We rely fairly heavily on what we can grow on the (810 ha) property in the way of grain and hay to feed the cows, because green feed and pastures aren't grown over a very long period of the year," he said.

For some time, the cropping program has comprised Galleon barley, and a mix of Popany Vetch and Marbo oats for hay, as well as mixed pasture for silage production.

Last year, Greg decided to substitute barley for canola, hoping to capitalise on the higher value crop while cleaning up weeds and addressing potential root disease problems.

Unfortunately, commodity markets went against projections, with barley prices rising and canola falling, however, the experiment showed Greg he could diversify into other crops if required.

In the last decade, Andrew and Greg have been pushing for higher and better quality milk production, by increasing herd size, better breeding and changing the composition of the cows' feed.

And with the move away from sheep and wool to more intensive dairying and cropping, the brothers have had a major rethink about fertilising their mostly clay loam paddocks, and soil tests have been an important tool for assessing nutrient needs.

"When we first started it seemed expensive but now, with what we've learnt from them (the soil tests), they're very valuable," Greg said.

Andrew and Greg's land had a reasonable history of single superphosphate use, however, when Greg returned to the property following his father's death in 1989, he began to take an interest in the results being achieved with high analysis fertilisers in trials conducted by leading Australian company Hi-Fert.

Greg said whereas urea was once considered "too expensive", data had shown a marked increase in crop yields from added nitrogen applications.

During the same period, Greg switched to DAP for his basic phosphorus source, and in recent years has used HiFert DAP Zinc-Cote® (1% zinc).

According to Hi-Fert agent Robert Sherwood from Truro Agencies, intensive cropping requires that micro-nutrients be replaced as they are removed from the soil.

He said while the Kochs' land was slightly acidic (pH 5 to 5.5), zinc deficiency remained a threat if stores were not replaced.

"If you continue in a high production system, ultimately you're removing a lot of nutrients," Robert said.

"So even in low pH soils, where zinc is very available to plants, we need to replace the micro-nutrients that are depleted as a result of cropping.

"We might not need to replace them as quickly or at as high a rate as in alkaline soils, but in a production system where you're trying to remove a lot of bulk continuously then that's where things like zinc need to be managed - otherwise your nitrogen and your phosphorus investment isn't being capitalised on.

"In much the same way that Andrew and Greg know the nutrient balance for their cows, we need to work out what is the best nutrient balance to produce feed for those cows."

Until last season, Greg generally sowed 50 to 80 ha of barley, pre-drilling his crops with 100kg/ha of urea and follows at sowing with 80kg/ha of DAP Zinc-Cote®. He aims for yields of 2.5t/ha, or better, with a minimum of 12% protein.

"The protein has to be as high as we can get it so we can reduce the cost of additives in the bail mix," Greg said.

For the oats crop, urea is pre-drilled at 40kg/ha, followed by 80kg/ha of DAP Zinc-Cote® at sowing and a second urea application of 40 to 45 kg/ha six weeks after sowing. Yields can be as high as 1300 (1.5m x 1.2m) rolls, a third of which are usually silage.

Grain produced on-farm has played a major role in boosting the nutritional composition of the cows' diet.

"As time has gone on and cow numbers have gone up we've just slowly been increasing what we have been growing," Greg said.

"Ten years ago, the bail mix for the cows was predominantly hay, but now there's no hay in the bail mix - it's all grain."

Cropping 'til the cows come home (contd)

Andrew added: "It's purely because we're chasing the components in our milk like butterfat and protein, you just don't get that by feeding hay in the bail."

Today, the milking herd is producing an average of 25-litres per day with 3% protein and 4.1% butterfat.

"I'd really like to lift that - I guess the ideal would be a 30-litre average, 3.2% protein and 4.2% fat," Andrew said.

The herd has two calvings throughout the year and operates on a 300-day lactation. The cows consume an average of 18 kg of dry matter daily, comprising 8 kg of grain, 9 to 10 kg of hay or silage, with the remainder of their rations comprising high protein brewer's grain - a by-product sourced from an Adelaide

brewery.

To ensure feed meets all the dietary and digestibility requirements, all grain, silage and hay from the property is tested by a nutritionist, who recommends a balanced daily ration for the cows.

Because the Kochs' farm also has 100 ha of pasture, Hi-Fert Pasture Gold™ (0:14:0:7) has been applied as topdressing at 100kg/ha.

"Prior to using Pasture Gold we weren't using anything," Greg said.

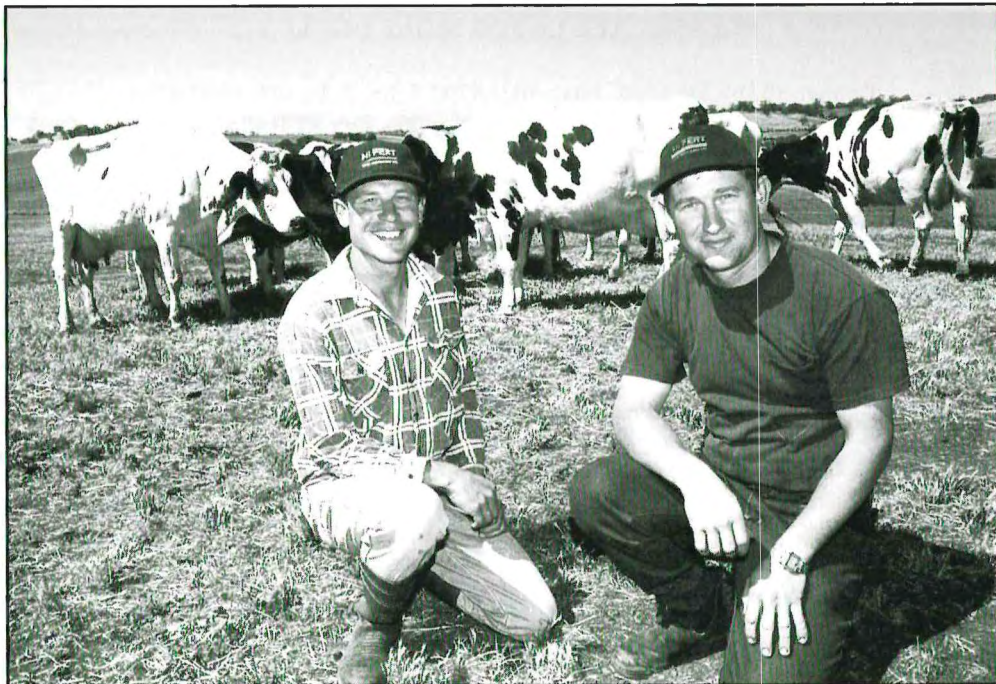
"We were basically mining the country. We have started a lot of strip grazing of pastures, trying to get the maximum out of them, and hence we've started using a lot more fertiliser."

Robert Sherwood said the original

Pasture Gold fertiliser had been updated to Pasture Gold Extra™ (5:15:0:11), a MAP-based product offering some starter nitrogen to assist early grass growth, while establishing strong long-term growth.

"The new formulation provides additional nitrogen at no extra cost, and both sulphate sulphur and elemental sulphur so that plants have access to sulphur both immediately and then throughout the growing season," he said.

For more information about Hi-Fert's range of cropping and pasture fertilisers, please contact your nearest Hi-Fert agent, including Truro Agencies, ph 8562 0214. Information is also available on FREECALL 1800 800 110 or on the Internet at www.hifert.com.au.



Moculta brothers Andrew (left) and Greg Koch ... producing large quantities of high Quality grain feed on farm to boost productivity from their 120-strong milking herd.

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ASTHMA FACT SHEET

ASTHMA is Australia's most *widespread chronic health problem.*

ASTHMA affects 1 in 4 *children* 1 in 7 *adolescents* and 1 in 10 *adults.*

Australia has one of the highest *death* rates from ASTHMA but the death rate is declining. There were 685 deaths in 1998.

Over 2 million Australians have ASTHMA.

ASTHMA's prevalence is increasing worldwide and especially in Australia.

ASTHMA is often underman-
aged.

ASTHMA is a main cause of hos-
pitalisation of children in Aus-
tralia and of school absenteeism,

ASTHMA ranks among the ten
most common reasons for seeing
a general practitioner.

The annual cost burden of
ASTHMA to the Australian com-
munity is \$585 to \$720 million.

HOWEVER

ASTHMA is treatable.

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be better treated.

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doctors and pharmacists and the
use of a written ASTHMA action
plan will help achieve effective
asthma management by all team
members.

Up to 60 per cent of ASTHMA
deaths may well be associated
with avoidable factors.

It has become increasingly rec-
ognised that ASTHMA is not a
condition merely causing acute
attacks of wheeze and trouble-
some breathing. It is a chronic
condition due to persistent ab-
normality of the air passages,
requiring long term attention.
The temptation to treat only the
troublesome acute attacks is in-
effective in the long term.

Branch AGM's

The Southern Fleurieu AGM was held at Rob, Lyn, Tristan and Dolly Mulherns' property and the following information was handed out to attendees.

Welcome to "Hilltop View"

"Hilltop View" is currently a 400 cow Friesian herd dairy expecting this year to produce 3 million + litres of milk through a 50 unit rotary dairy. The farming operation is owned and managed by Rob, Lyn, Tristan and Dolly Mulhern with a current employee Paul Michan.

Production last year on 229 cows was 7900 litres, 300kg fat, 240kg protein, whilst walking up to 8 km per day and taking 8 hours to milk. Last year 1.8 tonne of concentrates and 1.2 tonne of hay/silage fed.

The herd currently consists of 400 milking cows, 96 unmated heifers and 130 calves with calving beginning in March and ending in May. The farm is 290ha with 3km of metaled raceways divided into 55+ paddocks of 3-4.5 ha in size, with 90ha leased in Inman Valley.

Soil types vary from deep acid sands, sand over clay, to iron stone clay. Pastures are being changed with kikuyu being sprayed out over summer and new pastures of Sirosa Phalaris, Guard Ryegrass, Seaton Park, Gosse and Denmark sub clovers established. The aim is to increase dry matter yields to in excess of five tonnes per Ha.

Fertilizer use last year was 31kg Nitrogen, 57kg Phosphorus, and 50kg Potassium per Ha. 60 tonne of lime is spread each year.

We operate a progressive farm using the services of Greg Mitchell, Agronomist; Steve Scown, Financial and farm consultant; David James, Herd management: to provide quality information and advice to enable us to make fully informed decisions.

We would like to acknowledge the support that Grant Bailey and his staff at the National Australia Bank have given us.

The Rotary Dairy was built by John Austin, Milk Silo from Dale Ward of Chillmaster, Milking Machine from Nu Pulse, Electrical Richard and Des Perry, Feeding system Tintinara Engineering.

Finally although times are not easy it is better to control our own destiny.

Our Candid Camera at the Barossa/Mid North AGM held at Murray Klemm's Property



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From Left: Helen Smith, Lisa Sanders, SueVarcoe, Karen Altmann, Jill Williams and Jaylene Gurr. 6 of the 8 women who attended the 1st National Women in Dairying Conference in Sydney Convention Centre. Special thanks to National Foods, Dairy Farmers, DairySA & SADA for their sponsorship and making the Conference possible.

Rigatoni with Four Cheese Sauce

500 g rigatoni
 300 ml CREAM
 1 cup grated PARMESAN
 50 g BUTTER, diced
 1/3 cup grated FONTINA
 1/3 cup grated GORGONZOLA
 1/2 cup grated PROVOLONE

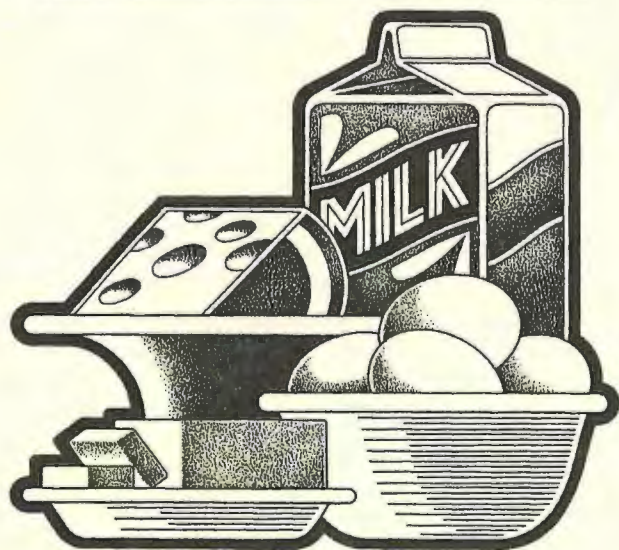
Cook the pasta in a large saucepan of boiling water until *al dente*. Drain. Return the pasta to the pan.

Heat the CREAM and 1/2 cup PARMESAN in a small saucepan over low heat. Stir just to combine and keep warm.

Add the BUTTER, remaining PARMESAN and other cheeses to the pasta then stir to combine. Add the cream sauce and mix well so the pasta is evenly coated. Season to taste with salt and freshly ground black pepper and serve immediately.

Serves 4-6

These recipes come to you from the Family Circle test kitchen.



Spinach and Ricotta Cannelloni

Tomato sauce: 1 tablespoon olive oil, 1 onion, finely chopped, 1-2 cloves garlic, chopped, 400 g can peeled tomatoes, chopped, 1 tablespoon tomato paste, 1 teaspoon sugar, 2 tablespoons chopped fresh basil.

White sauce: 50 g BUTTER, 1/3 cup plain flour, 3 cups MILK, 1/4 teaspoon nutmeg.

Filling: 450 g English spinach, stems removed, chopped, 1 tablespoon olive oil, 1 large onion, finely chopped, 2-3 cloves garlic, finely chopped, 250 g RICOTTA, 1 egg, lightly beaten, 1/2 teaspoon nutmeg, 14 cannelloni tubes (130 g), 1 cup grated MOZZARELLA, 1/2 cup grated PARMESAN
 Preheat the oven to moderate 180°C. Grease a 26 x 20 x 6 cm ovenproof dish.

To make the tomato sauce heat the oil in a large frying pan. Add the onion and garlic and cook over medium heat for 2-3 minutes, then add the tomato, tomato paste, sugar and 1/2 cup water. Simmer for 20 minutes, or until it thickens slightly, then stir in the basil.


To make the white sauce melt the BUTTER in a saucepan. Add the flour and cook for 1 minute. Remove from the heat, gradually add the MILK and whisk until smooth. Return to the heat and stir until thick. Add the nutmeg and simmer for 3 minutes, or until the sauce boils and thickens. Season with salt and pepper.

To make the filling place the spinach in a large saucepan with 100 ml water. Cover and cook for 3 minutes, or until the spinach has wilted, then refresh under cold water. Squeeze out any excess moisture with your hands and chop finely. Heat the oil in a small frying pan. Add the onion and garlic and cook over medium heat for 2 minutes, or until soft. Transfer to a large bowl, add the RICOTTA, egg and nutmeg and beat together with a fork. Stir through the spinach. Spoon into the cannelloni tubes.

Spread half of the white sauce onto the base of the dish then pour on half of the tomato sauce. Arrange the filled cannelloni tubes evenly in a single layer. Top with the remaining white sauce then tomato sauce and sprinkle on the CHEESES. Bake for 40 minutes, or until cooked.

Leave for 10 minutes before serving.

Serves 4-6



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President's Report

Dear Fellow Dairy Farmers,

Who will represent dairy farmers in South Australia if SADA doesn't? The Dairy Industry Restructure Package was made possible only because we have strong dairy farmer organisations in each state.

In my opinion there has never been a more precious time for us and it is only through a strong farmer organisation that we will be able to be heard.

With other states we are organising authorisation from the ACCC to negotiate with processors on the price for milk. Unless that happens what strength do we have as individuals?

But it's not only milk prices where we need to have the backing of a strong farmer organisation. Natural resources, quality standards, sharefarmers problems and on Farm QA are but a few of the items on which SADA has had and will have a strong influence. SADA was the only dairy farmer organisation in Australia that was given the opportunity to represent its members by National Foods on their new national contract.

On the Federal scene, through our membership of the Australian Dairy Farmers Federation we will have a major say in such things as levies for research and development, the Australian

Dairy Corporation, generic advertising and perhaps, most important of all export trade policy.

SADA has an excellent relationship with our Primary Industries Minister (Deputy Premier Rob Kerin) and talks, almost daily with members of his Department.

The three dairy farmer members of the SA Cattle Advisory Group are there to represent SADA members interests on EBL, Johnes Disease Control, The National Herd Identification Scheme and many other matters.

Without SADA we are at the mercy of commercial pressures which will overwhelm us if we try to act as individual dairy farmers.

Over the past twelve months we have developed a new structure which will give us better insight into our members' needs and desires. The structure will be in place within the next few months.

So please join with me in doing all we can to make sure we have a strong, representative organisation which will help all of us to prosper in this industry, not just survive.

F.T. Beauchamp
General President.

THE SOUTH AUSTRALIAN DAIRYFARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc



R – Tim Carr – Regional Manager Wesfarmers Federation Insurance presents a commission cheque to Frank Beauchamp – SADA General President at the DIAA/SADA Conference June 6 2000.

The South Australian Dairyfarmers' Association Incorporated

Journal

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

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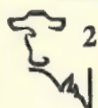
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Upcoming Events

- ◆ District Meetings -
See page 26 for full details
Murray River, Lakes
17/7/00 7.30pm to 9.30pm
Adelaide Hills, Northern, Barossa
18/7/00 11.00am to 1pm
Southern Fleurieu & Southern Hills
18/7/00 7.30pm to 9.30pm
South East
19/7/00 11.00am to 1.00pm



CEO's Editorial

After some last minute 'jiggery-pockery' in the New South Wales Parliament the Dairy Structural Adjustment Program (DSAP) has been secured for all dairy farmers in Australia.

NSW was the last State to pass the required legislation to make sure that the \$1.7 billion DSAP will be delivered into your hands, as an eligible dairy farmer, in October.

This is the news that all dairy farmers across South Australia have been waiting for, if the number of phone calls, faxes and conversations are any indication.

Deregulation, which South Australian dairy farmers have known to be a fact for some time will now occur 'with a restructure package' to the Industry.

The process to this point in time seems like an anticlimax compared with the work the Association has to tackle on behalf of its members.

The key issue without doubt is that of milk prices and the ability for dairy farmers (or their representatives) to be able to negotiate.

The matter is so serious that the Australian Dairy Farmers' Federation (ADFF) has approached the Australian Competition And Consumer Commission (ACCC) to see what can be done on behalf of dairy farmers.

SADA had some time ago approached the ACCC at the local level with similar concerns. The Association has also been pushing this line at ADFF for some time. It comes as good news that this step has now been taken at a national level.

The second most important issue is the future of the Association itself. It has been the strength of the state and national dairy farmer associations that has delivered the restructure package.

It will be the same strength that will deliver major and minor results on behalf of dairy farmers across Australia in a deregulated environment.

Dairy farmers who are not members of the Association are happy to criticise from the sidelines. They have been happy to accept the market milk price increases won by the Association up to date. No doubt they will be happy to receive their DSAP payments in October.

There are other dairy farmers who look to dismiss the Association's efforts '*...because it did not do this or did not do that...*'

A word of caution. Only a strong farmer lobby has been able to deliver the DSAP to all dairy farmers. Future gains by the farmer lobby may well be restricted to members only.

For example, any gain (on milk prices for example) made as a result of the ADFF's approach to the ACCC may well be restricted to members who support farmer organisations.

Commitment to an organisation like SADA is voluntary. From time to time there is criticism (some justifiable, a lot ill-informed and plain wrong) that needs to be taken into account. But, what tends to be overlooked is that SADA is a dairy farmer organisation run by dairy farmers for dairy farmers.

Speaking of the 'organisation', Central Council gave the go-ahead for SADA to be revised into four regions and a board of eight plus a chair at the last meeting.

If all goes to plan you will be considering your options for the 'board' well before Christmas. The Association is also looking at better ways of keeping in touch with its members.

With a membership of 500 or so and the marvels of technology it should be quite simple to provide members with 'instant' information on important issues either by e-mail or fax instead of the traditional letter or Journal article.

Finally, to the hundreds of dairy farmers who have used the services of the Association particularly over the last 12 months, the staff of SADA appreciate the confidence and trust you have showed.

Stocking up

As a member of the Flaxley Farmlets Committee, Garry Paine has had first hand experience of the benefits to be gained from more intensive grazing and pasture management. This information has given him the confidence to change cow and pasture management on his farm.

Over the past five years Garry has adopted higher stocking rates and increased fertiliser use on his Woodside property.

Farming 100ha of dryland pasture in 750mm rainfall country, the Paine Family Partnership has found the changes not only to be cost effective but have lead them to be more efficient in all areas of herd and pasture management.

“Five years ago we were running 70 milkers and 45 replacements, giving us a total stocking rate of 1.15 animals per hectare with a total production of 490 000 litres,” said Garry.

“In 2000 we will be running 110 milkers and 65 replacements, so our overall stocking rate has increased by 52% to 1.75 animals per hectare and estimated production of 900 000 litres at 3.9% fat and 3.3% protein.”

Interestingly, the decision to increase herd size was actually driven by improved pasture production.

“Through my involvement with the Flaxley Farmlets trials and our dairy discussion group, I could see that my pasture utilisation was below optimum for the area.”

To improve pasture productivity and utilisation Garry moved from a system of set-stocking to strip grazing without a back fence and allocated the cows day and night paddocks.

“By adopting this method of management and fine tuning the system I realised I could run approximately 30% more livestock.”

Aiming to follow the GrazGuide principles of grazing a paddock down from 2200kg DM/ha to 1200kg DM/ha, Garry's rotation varies from 28-30 days in spring increasing to 50 days in winter. Throughout the year 8kg/head of cereal is fed in the parlour consisting of 66% barley and 33% oats.

Garry agrees that this is a high level of concentrate but he believes in maintaining good condition through the whole lactation.

In the past few years the cereal has been augmented with 10kg/tonne of bicarbonate and, more recently, also with *Rumensin* at manufacturers' recommended rates. Half a tonne of potatoes is fed each day to the herd in autumn and winter.

The addition of the bicarbonate saw cases of foot rot decline to almost zero and the *Rumensin* boosted yield by an average of 800 litre/cow.

Another important change has been the introduction of lead feeding in the 3 weeks before calving. A commercial pre-lactation pellet is fed at 2-3kg/day together with purchased oaten hay. Garry believes this has increased production by 10 litres per day over the first 60 days of lactation.

“Adopting more intensive grazing made us review the whole nutrition strategy and I am happy with current levels of production,” said Garry.

Feed management is only part of the story. Garry realised that to sustain pasture productivity he would need to increase fertiliser inputs.

“The costs of this change were a bit daunting at first, but within two years we were reaping the rewards and I believe higher inputs on intensively grazed pastures really pays.”

Garry has moved from using 200kg/ha of single superphosphate in one application across grazed and conservation paddocks, to a strategic fertiliser program designed to meet pasture, hay and silage requirements.



Table 1 outlines this fertiliser strategy. The winter applications of urea are only spread when the air temperature is above 10°C. Below this temperature grass growth slows down substantially.

The strategy was based on soil tests and the level of nutrient removal by different products. Since its introduction, a gradual improvement in conserved forage protein percentage has been noted.

Between 40-45 hectares are 'shut-up' for fodder conservation. In a good growing year round bale silage will be 18% protein with 9-9.3ME and hay will be 10-11% protein and about 8.5ME.

Garry has also noted that his pastures last longer, are more resistant to pugging and the balance between pasture and clover is maintained near to the 50:50 ratio at which it was sown.

He attributes all of these factors to improved pasture management and more intensive grazing.

"Attention to detail across the whole system is essential. The use of good genetics and herd recording are two more tools that have helped to improve our productivity," said Garry Paine.

Table 1: Garry Paine's fertiliser strategy for intensive pasture production. In addition to supporting grazing for 175 animals, approximately 110,000 kg DM is conserved as silage and a further 90,000 kg DM as large and small bales of hay.

Time	Product	Rate	Paddocks
April – post opening rain	Gold Phos 10 0:18:0:10	130 kg/ha in a single application	all paddocks
May – September	K-Komplex	3-4 litres/ha two to three applications/ paddock	Better pasture paddocks only
July – September	Urea 46:0:0	100kg/ha applications staggered so that not all paddocks peak together. (total 3 tonne)	grazing paddocks
September	K-Komplex	3-4 litres/ha	all conservation paddocks
1 st week September	Hay Booster 13:5:24:5	140 kg/ha	all conservation paddocks

The Flaxley Farmlets Project was supported by dairy farmers through DairySA and DRDC, Primary Industries and Resources Australia and Pivot Ltd.

For a complete set of results from the initial Flaxley Farmlet trials, contact Steve Valentine
tel: 08 8391 7134.

For more information on DairySA sponsored research and workshops please contact Hans Van Dyk tel: 0500 813 600,
fax: 0500 813 601,
e-mail: hvandyk@dove.net.au.



Editorial

PRETEXT MOVES UP

PRETEXT, the Genetics Australia bull featured on the front-cover of last month's Holstein Journal looks even better after the May ABV release. His ABV is now 62 ASI (up from his 57 ASI following the February ABVs).

PRETEXT is the only bull in the Top 100 ASI bulls that is over 2.0 for Overall Type and Mammary System. In fact his nearest rivals for the best total performance bull available are ALLORA and SHOTIME. PRETEXT ranks in the top 25 bulls available on ASI ranking's and is clearly the Type and Udder specialist.

Being a son of Etazon Celsius, PRETEXT is a logical choice as an outcross sire. Typically PRETEXT daughters are long, tall cows that are wide through the rump, are snug in the udder and exceptionally high and wide through the rear udder.

Whilst the feature of the bulls proof is his outstanding ranking's for type, PRETEXT is also a balanced production sire offering good increase in total milk flow whilst maintaining protein and fat levels. He sires predominantly black daughters that are quiet and outstanding shed cows.

Dennis & Hettie Tomlinson, Rochester, Vic are milking two PRETEXT daughters from progeny test use; "Fantastic. I don't know what else to say. The two PRETEXT daughters I have are just the types of cows I want in my herd. They look good, behave well and are good producers. When I was first contacted I couldn't remember 909, she just slips through the dairy so easily. She is in the first run every milking. I can't fault them and I would not change anything about them, I will certainly be using more of him this year."

PRETEXT offers great value at \$18.00.

REFRESH

REFRESH emerged from the May ABV's joining the ranks of the top 10 available Holsteins. His ABV stands at 75 ASI with extreme positive protein deviation, above average workability's and good overall type.

REFRESH was not only one of the biggest movers upwards from the February to May ABV's increasing his ASI from 61 to 75 but stands out for the high reliability of his first proof. With 172 daughters in 103 herds (92% Reliability) he is a first proof bull that can be used with incredible confidence. His breakdown through the udder ratings put him at one of the best bulls available for correcting fore teat placement and strengthening centre ligament.

REFRESH is the first bull to graduate from the Big River herd at Grafton in Northern New South Wales. Operated by the Ensbeys family as both a dairy farm and a cane farm, the Big River herd has been an outstanding performer in the cow ABV's since their inception in 1982.

The dairy side of the Big River operation is run by Phil and Val Ensbey, who base many of their breeding decisions on ABV ratings of bulls and cows. This has been a philosophy that has had the Big River herd number one on herd ABV's from 1952 until 1998, they are currently ranked Number 2 herd in Australia.

REFRESH is a son of La-Foe K Hardtac from Big River Mascot Loretto. His dam was classified GP82 and produced over 8600 litres with a P1 of 111 on her first calf. She unfortunately died at the end of her first lactation and never had any female progeny to breed on from.

Members in Need

I will be visiting dairy farmers during late July and August. As you are members of the Association I am asking you to ensure that I visit those that need to see me. So, if there are any members or non members that *you* would like me to visit could you *please* contact me with the details.

It is really important for me to visit individual farmers but even more important to make sure that I see farmers that have issues to discuss.

Jaylene Gurr – Development Officer
Phone: SADA (08) 8293 2399 or
Mobile: 0419 035 459

Bulls for Profitable Dairying

Each year *Genetics Australia* sources and tests the best available bloodlines to identify bulls with the ability to improve Australian herds. Bulls to improve your profitability lactation after lactation.

The results speak for themselves.

The New Graduates

RAMESES



Photo © Sheri Martin

Mountain x Mascot

Daughter owned by the Cameron family, Cobram East, Vic

The year 2000 graduates RAMESES, CAREY, MATEMAN, REFRESH and ZIRCON are all in the top 20 Holsteins, with the new type bull PRETEXT just outside it. There are three new Jersey graduates PONTIFY, NUMSING and SOLUKE.

For Production

CAREY



Photo © Sheri Martin

Manhattan x Curious

Daughter owned by Greg & Susan Church, Cohuna, Vic

Twelve of the top twenty available Holsteins are *Genetics Australia* bulls including the three highest 2000 graduates RAMESES, CAREY and MATEMAN.

Five of the top ten available Jersey bulls including the highest ASI bull TARANAK are *Genetics Australia* bulls.

For Type

ASTOUND



Photo © Jane Steel

Berretta x Lester

Daughter owned by Bill & Scott Bruns, Leitchville, Vic

Of the top forty available Holsteins, ALLORA, SHOTIME and new graduate PRETEXT are the top three for type improvement, with type improvers through the range. ASTOUND lead the Jerseys for udders and type is a feature of our strongest ever team.

For Components

ZIRCON



Photo © Sheri Martin

Celsius x Leadman

Daughter owned by Rolf & Liz Malmo, Cobram East, Vic

There are nine bulls in the top 20 available Holsteins that are positive for Protein and Fat percentages. Eight are *Genetics Australia* bulls, including TRUMAN, VOLCANO, ALLORA, GRANSEC and ZIRCON.

For Calving Ease

COOKIE



Photo © Sheri Martin

Mascot x Tesk

Daughter owned by Gaylene & Simon Coverdale, Princetown, Vic

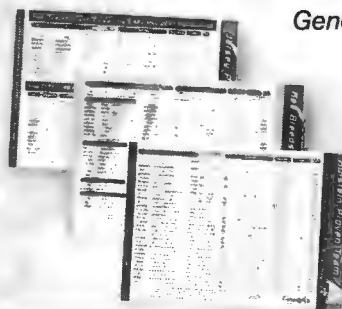
Three *Genetics Australia* bulls have the best ABV ratings of ^{#2} for calving ease making them suitable for heifer matings - COOKIE, JUDGE and SHORMAR.

The depth of performance means there is a bull to satisfy every breeding need, whether the emphasis is production, components, type, milking behaviour, calving ease or value for money genetics.

Remember - the proof is in the ABV. *Genetics Australia* bulls are your guarantee of reliably proven Australian performance.

Full ABV details on all bulls are available from *Genetics Australia* on freecall 1800 039 047 or contact your usual *Genetics Australia* semen supplier.

ORDER IN
JULY & AUGUST
TO SAVE
10%



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AUSTRALIA

Dairy merger forms co-operative bridge

VICTORIA'S Bonlac Foods plans to create the first trans-Tasman dairy group through a merger with the New Zealand Dairy Board.

Bonlac abandoned its merger talks with Dairy Farmers – parent of South Australia's Dairy Vale – to embrace the New Zealand company, which is the marketing arm of eight NZ dairy co-operatives. It said yesterday the two companies would merge their consumer businesses, including cheese and dairy spreads,

provided final agreement was reached on commercial terms and the proposal was accepted by Bonlac shareholders.

The joint venture would have annual dairy product sales of about \$550 million. Under a restructure plan, Bonlac will close four plants in Victoria and Tasmania to save \$20 million annually.

Dairy Farmers confirmed yesterday its talks with Bonlac had ceased.

But the NSW based group's chairman, Ian Langdon, said despite the latest development, Dairy Farmers would continue to discuss some cost cutting operations with Bonlac.

It would develop its milk, yoghurt and cheese sectors and evaluate options, to expand sales. Dairy Farmers faces a takeover from Parmalat.

Source: *The Advertiser* 29/4/00

Succession and Business Planning Workshop

These dairy farmers recently participated in a Succession and Business Planning workshop held at PIRSA, Nuriootpa.

Last year a series of "Dairy Business Focus" workshops were held and participants identified a need for a further session dealing with appropriate business structures and succession planning. Presenters were Peter Hayes, a Chartered Accountant who specialises in this area and David Hubbard, PIRSA - Rural Solutions. This workshop received substantial FarmBis funding. The participants voted the workshop very worthwhile and wish to encourage more farmers to participate.

Peter Hayes can be contacted on 08 8373 3155 and David Hubbard on 08 8535 6413.

Respectfully submitted by John Nietschke 08 8565 6214.



L-R David Hubbard, Peter Hayes, and farmers Judy Schilling, Merv Steinert, Trevor and Shirley Secomb, Wes Seeliger, John Nietschke, Peter Klemig, Annaliese Wittwer and Jamie Nietschke.

Confused about deregulation?
Talk to us about the ANZ Dairy advantage



...we even allow you to borrow against your herd!

To take advantage of the massive changes within the dairy industry, you need an innovative financial package like ANZ Dairy advantage.

Developed by our specialist industry managers, this unique financial solution has been created specifically for Dairy Farmers and Sharefarmers.

It's so progressive we can even recognise your herd's value as security, dairy shareholdings and dairy structural adjustment program units.

For details on how ANZ Dairy advantage can help you capitalise on deregulation, call your local ANZ Manager today and break away from the herd.



ANZ 7424

FOR SALE

1,800 litre Dimple Plated Way Vat.
(6'3" X 4'). 7.5 hp. 3 phase, just rewind.

Kerby Compressor, New Seals.

Dairy Master milking machine, 3 unit double up. Will sell complete or any part there-of. Twelve pulsation rubbers (new). 3 hp 3 phase motor, masport vacuum pump.

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FARM SKILLS FOR WOMEN



This course will cover the safe and efficient use of agricultural equipment ranging from tractors to stationary engines. The course will include core skills such as Chemical Safety (accredited course) and First Aid as well as a range of skills tailored to suit the needs of the group of students. Options include operating a range of farm machinery such as tractors and trailed implements, agricultural bikes, and stationary engines. Skills may include towing techniques, jump starting, vehicle safety checks and basic maintenance and fault finding.

An information Session will be held on the 27 July between 10 and 12 noon.

Location: Murray Bridge Campus of TAFE, Swanport Road, Murray Bridge.

If you would like more information about the course please contact Margaret Stephens on 8552 0208 or Bob Holman on 8391 7305, or the Murray Bridge Campus on 8535 6555.

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Fax: (08) 8532 5844

Mobile: (018) 813 124

EDITORIAL

Farm Skills for Women

Onkaparinga Institute is offering women the opportunity to learn a number of rural skills in a supportive, non-threatening environment.

A number of enthusiastic students are learning to operate farm machinery safely, erect fences and take part in First Aid and Chemical Safety courses at Mt Barker TAFE on Fridays for the next few months. Under the patient and careful supervision of lecturer, Bob Holman, the women have slashed grass and ploughed and rotary hoed an area of ground behind the TAFE Campus.

A similar course will be run in the Murray Bridge, Meningie or Mallee area when there are sufficient numbers.

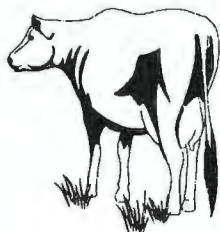
The course will include core skills such as Chemical Safety (accredited course) and First Aid as well as a range of skills tailored to suit the needs of the group of students. Options include operating a range of farm machinery such as tractors and trailed implements, agricultural bikes, and stationary engines. Skills may include towing techniques, jump starting, vehicle safety checks and basic maintenance and fault finding.

If you would like more information about the course please contact Margaret Stephens at Victor Harbor Campus on 8552 0208, Bob Holman at Mt Barker on 8391 7305, or Murray Bridge Campus on 8535 6555.

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that doesn't interrupt
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a lifetime."**



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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 1999/2000.

Pfizer Animal Health generously sponsored prizes and certificates for winners, who were announced at the DIAA/SADA Annual Conference on June 6, 2000.

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.

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
C & L Mignanelli,
Hindmarsh Tiers
STATE RUNNER UP
D & H Hodges, The Point,
(via Murray Bridge)



**HIGH QUALITY MILK –
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SOUTH EAST REGION
WINNER

• IF & JA Rogers, Kalangadoo
RUNNER UP

• L Cleggett, Glencoe

NORTHERN REGION
WINNER

• K & YL Schmidt, Robertstown
RUNNER UP

• MG & LF Seelander, Angaston

HILLS REGION
WINNER

• RK & SM Evans, Birdwood
RUNNER UP

• GP & J Semmler, Lyndoch

FLEURIEU REGION
WINNER

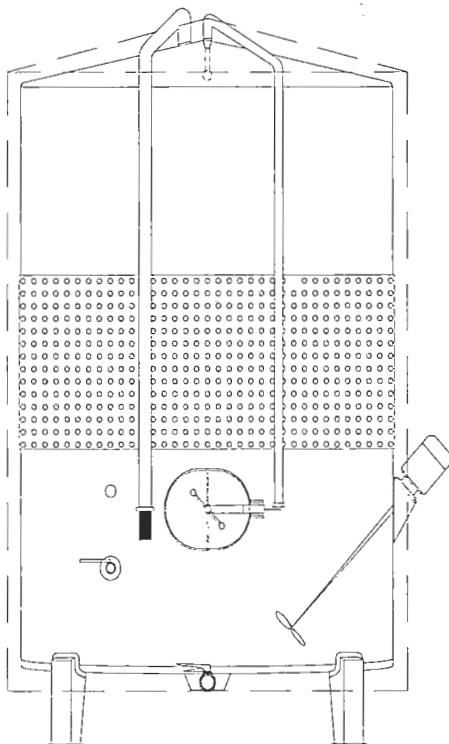
• WG, SM & CE Fraser, Victor Harbor
RUNNER UP

• IJ & NK Snyder, Mt Compass

RIVER & LAKES REGION
WINNER

• Pondell Proprietors, MENINGIE
(Manager – Richard Hudson)
RUNNER UP

• GE & LM Sanders, MANNUM



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2. empties thousands of litres in just minutes
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Monday 24th July to Wednesday 26th July, 2000

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- * Pave the way for positive change
- * Learn skills to enable informed decision making
- * Forge friendships and networks with dairy women and industry participants
- * Gain strengths to enable dairy life to be balanced and productive

Take the initiative - participate - your involvement is needed

Cost \$100 + \$10 GST

Accommodation and all meals included

(Program commences at 10am Monday and concludes at 3pm Wednesday)

ACT NOW - LIMITED NUMBERS

Learn the skills to shape your future sharing with like minded women dairy farmers.

Payment is due by Friday 14th July, 2000
A National Women in Dairying Project
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Your research dollar in action

For further information contact Kerry 87384259 or Carolyn 87268057

To register: Send cheque for \$110 to Dairy SA: P.O. Box 50 Blackwood. SA 5051

Name:.....

Address:.....

Ph:.....



ANCID Irrigation Awards for 2000

The Australian National Committee on Irrigation and Drainage (ANCID) is pleased to announce that the winners of this year's irrigation awards will each receive \$2000 cash. The awards will showcase improved management of both commercial water supply and drainage infrastructure and on-farm irrigation and drainage Systems across Australia

Sponsors for the awards include Pivot Limited, Agriculture Fisheries and Forestry Australia, and ANCID.

Stephen Mills, ANCID Chairman, highlighted that the awards will be presented to projects and activities that display demonstrated improvement towards best practice rather than the highest level of performance or largest size. "Nominated projects should also demonstrate regional benefits and potential for wider application," he said.

Awards will be presented in four categories: improvements in commercial water distribution works; effective water use on the farm; improved practices in drainage management; working relationships in the water industry.

Entries must be lodged by 11 August 2000 and an entry fee of \$30 should be enclosed with applications.

The judging panel will comprise an eminent citizen and a media identity with links to the water industry, as well as a water industry expert.

Awards will be presented at the 2000 ANCID conference at Toowoomba, which is being held from 11-13 September 2000. Winners will receive \$2000, free conference registration for two people and an engraved award.

For further information contact John Mapson at Goulburn-Murray Water, PO Box 165, Tatura, Victoria, 3616. Telephone (03) 5833 5511 or fax (03) 5833 5502.

Entry Details pages 14,15 & 16



THE ONLY 100% AUSTRALIAN & FAMILY OWNED MILK SILO COMPANY.

LARGEST SUPPLIER OF MILK SILOS IN AUSTRALIA.

We ask for your further support, knowing you do not like to see your money going overseas unnecessarily. **THE BEST IS ONLY AVAILABLE FROM US, THIS HAS BEEN PROVEN BEYOND DOUBT.**

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You could have been one of the unlucky farmers, who bought a silo from one of those companies, where of course, warranties and service could be a problem and trade in valuations will be quite low. Dairy companies are saying that unless farmers can put milk into the silo at low temperature, they will miss out on substantial 'QUALITY INCENTIVE PAYMENTS. **Our system is only way to achieve this.'**

Please give us the opportunity to prove our point, to you personally. Why is it that dairy farmers are the only people still considering direct expansion silos, when wineries, fruit juice suppliers, dairy companies and all other industries use chilled water exclusively.

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THE MOST SIMPLE
LOWEST MAINTENANCE**

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AND SERVICE SECOND TO NONE

Sizes available from 4,000 lt. To 40,000 lt. vertical or horizontal

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227 Princes Highway, Hallam. Victoria 3803 or PO Box 52 Hallam. Victoria 3803**

ANCID Irrigation Awards for 2000

Entry Details

The Australian National Committee on Irrigation and Drainage (ANCID) is pleased to announce that this year's four irrigation awards to showcase improved management of both commercial water supply and drainage infrastructure and on-farm irrigation and drainage systems across Australia will each receive \$2000 cash.

Sponsors for the awards are Pivot Limited, Agriculture Fisheries and Forestry Australia (AFFA), and ANCID.

The ANCID awards will be given to projects and activities that display demonstrated improvement towards best practice rather than the highest level of performance or largest size. Nominated projects should also demonstrate regional benefits and potential for wider application.

Criteria for Entries

- Projects or initiatives should have been completed in the last three years (may have started earlier)
- Monitoring data is required for at least one year (to provide evidence of improved performance)
- For commercial infrastructure operations the project should supply ten farms or more and serve at least 100 hectares
- For individual farms the proposal should relate to at least five hectares and revenue from irrigated crops or livestock products should form a significant proportion of the business income

Categories

Awards will be given in four categories:

- 1. Improvements in commercial water distribution works – sponsored by ANCID**
Proposals should indicate how infrastructure distribution efficiency has been improved through upgraded management facilities, refurbishment works, or improved management practices.
- 2. Effective water use on the farm – sponsored by ANCID**
Proposals should focus on recent development or redevelopment of farm irrigation layouts and practices to achieve high-value use of water. This should demonstrate decreased input costs and/or increased revenue derived from the property.
- 3. Improved practices in drainage management – sponsored by Pivot Limited**
Proposals should show the integration of drainage management and effective use of drainage water in the context of the overall management of the water resource and the nutrients associated with drainage flows.
- 4. Working relationships in the water industry – sponsored by AFFA**
Proposals should describe initiatives that have improved working relationships between water service providers and customers. Without being exclusive, proposals may include:
 - understanding entitlements and obligations
 - customer service
 - scheme management and priority setting for works programs
 - announcement of annual water allocations
 - water pricing arrangements

Submission

Judging will be based on content – not presentation.

Submissions should contain:

- about 500 to 1000 words (two to four typed pages) of text
- appropriate data sheets and other support information
- photographs and/or diagrams
- copies of any feature stories or media releases published on the entry
- testimonials from independent referees, eg government or private sector experts or academics involved in the water industry or a related field
- your full contact details (name, address, telephone, facsimile *etc*)

Submissions should present:

- a brief background to the project/initiative
- an explanation of how and why improvements were carried out
- costs and financial benefits
- community benefits
- potential for wider application.

To allow efficiency in the judging process, please supply **three** copies of your submission and support materials (colour photocopies of photographs and coloured diagrams are sufficient).

Closing date

Entries must be lodged by 11 August 2000.

Entry fee

Enclose an entry fee of \$30 with your application (cheques made payable to ANCID).

Judging

The judging panel will comprise an eminent citizen and a media identity with links to the water industry, as well as a water industry expert.

Presentation of awards

Awards will be presented at the 2000 ANCID conference at Toowoomba, which is being held from 11-13 September 2000. Winners will receive \$2000, free conference registration for two people, as well as an engraved award (meals and transport not included).

Send entries to:

John Mapson
Goulburn-Murray Water
PO Box 165
Tatura, Victoria, 3616
E-mail: johnmap@g-mwater.com.au

Telephone (03) 5833 5511
Facsimile (03) 5833 5502



ANCID Irrigation Awards for 2000

Each Award valued at \$2500

Sponsors – Pivot Limited, AFFA and ANCID



The Australian National Committee on Irrigation and Drainage (ANCID) is pleased to announce that this year's four irrigation awards to showcase improved management of both commercial water supply and drainage infrastructure and on-farm irrigation and drainage systems across Australia will each receive \$2000 cash.

Sponsors for the awards are Pivot Limited, Agriculture Fisheries and Forestry Australia (AFFA), and the Australian National Committee on Irrigation and Drainage.

We are encouraging entries that demonstrate improvement towards best practice rather than the highest level of performance or largest size. Nominated projects should also demonstrate regional benefits and potential for wider application.

Awards will be given in four categories:

1. Improvements in commercial water distribution works – *sponsored by ANCID*
2. Effective water use on the farm – *sponsored by ANCID*
3. Improved practices in drainage management – *sponsored by Pivot Limited*
4. Working relationships in the water industry – *sponsored by Agriculture Fisheries and Forestry Australia*

The awards will be presented at the 2000 ANCID conference at Toowoomba, which is being held from 11-13 September 2000.

Winners will receive \$2000, complimentary conference registration for two people and an engraved award.

Entries close on 11 August 2000.

For entry details contact John Mapson at Goulburn-Murray Water:

PO Box 165

Tatura, Victoria, 3616

E-mail: johnmap@g-mwater.com.au

Telephone (03) 5833 5511

Facsimile (03) 5833 5502

ANCID

The Australian National Committee on Irrigation and Drainage (ANCID) is the peak body in Australia concerned with stimulating growth and improving technology in irrigated farming systems. Formed in 1953, ANCID has been instrumental in the application of engineering in agriculture, and incorporating economics, ecology and social science into the business of irrigation.

IMPACT OF GST ON SADA SUBSCRIPTIONS AND LEVIES

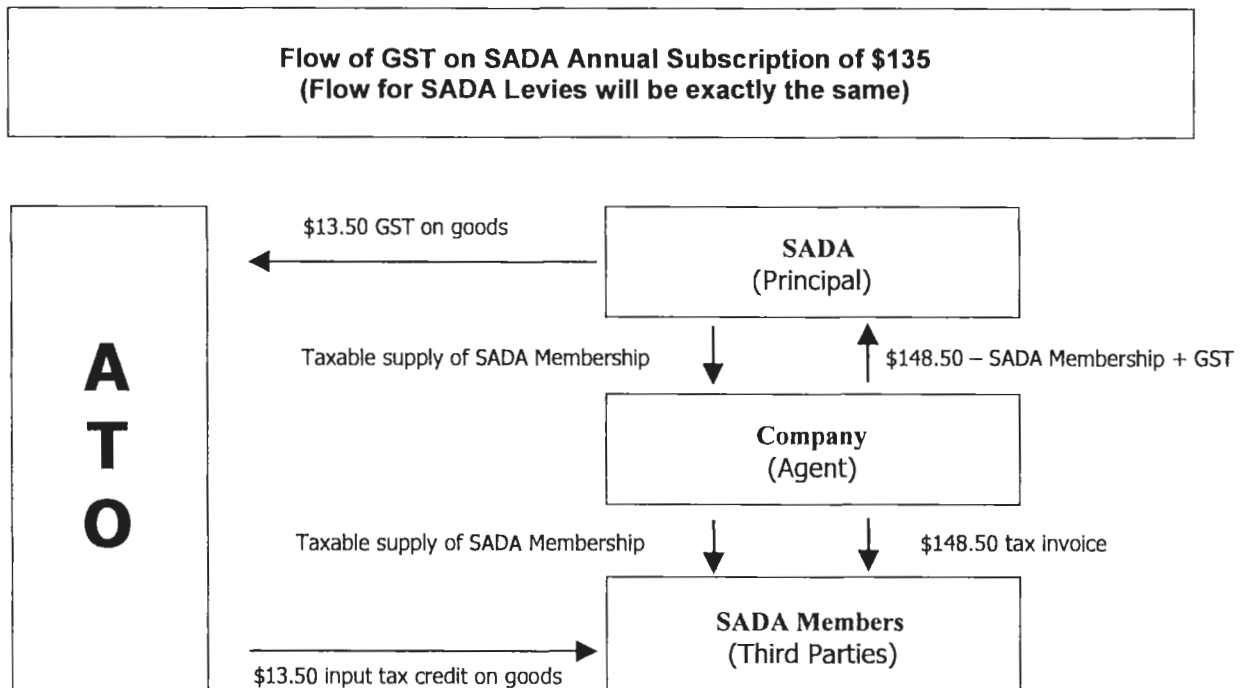
Under the Goods and Services Tax (GST) that commenced on 1 July 2000 not for profit organisations such as SADA have a GST liability for subscriptions and levies collected from its members.

This means that the Annual Subscription of \$135 will carry a GST of 10% (or \$13.50) and the Levy of \$0.02 cents per kilogram protein will carry a GST of 10% (or \$0.002).

What is important to understand is that **you can claim the GST component** on both the Annual Subscription and the Levy back from the ATO as an **'input tax credit on goods.'**

SADA has asked the milk companies whether they could amend their milk statements to reflect this fact. Your milk statement then becomes the invoice for you to claim through the ATO.

The following diagram explains the flow of GST on subscriptions and levies. If you have any questions on GST as it applies to your subscriptions and levies please contact the Office.



Note: You should be able to claim your Subscriptions and Levies as a tax deduction! Talk to your accountant.

Top Farmers Named in Dairy Awards

South Australia's top dairy farmers were acknowledged in a series of awards announced on Tuesday night the 6 June 2000 at a dinner in Adelaide.

The dinner concluded the annual joint conference of the South Australian Dairyfarmers' Association and the Dairy Industry Association of Australia, SA Division, which attracted 270 delegates from across the State and interstate.

Dairy Enterprise of the Year

Winners of the Genetics Australia Dairy Enterprise of the Year Award were Mick and Lesley Fischer of Campbell House, Meningie. Cathy and David Harvey of Tauwicheere Pastoral Company, Narrung, were second.

Judges praised the Fischers for their structured approach to communication and the way they encouraged staff to educate themselves, use that knowledge on the farm and participate in decision making. Employees' partners were also regularly encouraged to become involved.

Judges also said the farm was well laid out, and designed to take into account the need to work with the environment for sustainable agriculture. Considerable effort had gone into developing pastures, with high utilisation and continued improvement. Herd health was also excellent.

Financial management was a feature of the Harveys enterprise which won second prize. Judges said the owners had a full range of financial records at their finger-tips, including budgets, cash flows and profit and loss statements.

Animal management was another feature, with thorough nutrition and herd health programs, and planned breeding programs making good use of Australian performance data. The enterprise had also concentrated on mechanisation and automation to minimise labour costs.

"The farm operation appears profitable through a low-input management system which maximises income whilst keeping costs down - a key to the long-term future of Australia's dairy industry," judges said.



Genetics Australia Dairy Enterprise of the Year Award Winners
L – John Harlock – Chairman Genetics Australia, C – Mick and Lesley Fischer
R – Tony Wallach – Sales Manager Genetics Australia

Top Farmers Named in Dairy Awards (Contd)

Young Achiever Award

A special young achiever award, also sponsored by Genetics Australia, went to brothers Darryl, Andrew and Steven Stewart of Woods Point, near Murray Bridge.

The award recognised their efforts in succession planning and the role they played in the family enterprise, encouraged by parents Eric and Faye. Judges said the brothers made the vast majority of day-to-day management decisions, and were involved in a young farmers discussions group.

The Stewarts had also recently invested in a computerised dairy and stock identification system which had dramatically improved management of the high producing Jersey herd.



Genetics Australia Dairy Enterprise of the Year Award Young Achiever
L – John Harlock – Chairman Genetics Australia, C – Darryl Stewart, R – Tony Wallach, Sales Manager
Genetics Australia

Sharefarmer of the Year

Another series of awards identified the State's best share farmers, sponsored by IAMA, Hiscol, National Foods, Dairy Farmers and the National Australia Bank.

Winners of the 2000 IAMA Sharefarmer of the Year Award were Chris and Dianne Williams of the Rocky Camp Dairy at Narrung, owned by Coorong Dairies. The couple work with a team to milk 950 cows in a 40-stand rotary.

Judges praised their professional approach to milking, their commitment to farming, and their efforts to improve the property and attain financial success.

"Their confidence and attitude to the industry was very refreshing," judges said.

Runners-up and winners of the Financial Management Award were Rick and Sue Varcoe of Mount Jagged.

An encouragement award went to Jo van Rijthoven from Allendale East, in the South East; and a stock management award was presented to Peter Maddox of Meadows.

2000 IAMA Sharefarmer of the Year Award Winners



L – R Jock Neumann, Assistant Manager, IAMA Meningie presents 2000 IAMA Sharefarmer of the Year Award Winners Chris and Dianne Williams with their prize.



Runners Up in the 2000 IAMA Sharefarmer of the Year Award and Financial Management Award
L – R Rob French (HISCOL) Sue and Rick Varcoe

2001 — A Dairy Odyssey...

Jaylene Gurr
Development Officer

The theme for the 2000 DIAA/SADA Annual Conference A – Dairy Odyssey was well attended by 270 delegates.

The Conference was opened by The Premier Of South Australia Hon John Olson. In his opening speech I shall quote "As you all here know, Dairying and Dairy manufacture is an important part of Australia's agricultural sector. Nationally the dairy industry is the fourth largest farming sector, behind wheat, beef and wool."

"Dairy exports are now in excess of 2 billion annually. Here in South Australia, dairy farming accounts for \$187 Million or 5% of the total SA gross farm output. In terms of value adding the South Australian Dairy sector contributes another \$325 Million to the state's gross state product. It is clearly an important industry. It's a growing one and one that needs to be sustained. In acknowledging that growth and performance, I would also like to be realistic and acknowledge the challenges that the industry is facing."

His speech indicated that he was aware of all the issues and understood the significant challenges that farmers and processors will face in the future market place.

The attendance was pleasing, given the fact that farmers are so busy, and so much else to think about with the package, deregulation, GST, milk contracts and keeping the dream alive on their own farms.

We have had a lot of positive feedback from the industry, processors, sponsors, but I would be very interested to hear from the farmers. I would really like some informal feedback so that we have something to work on for next years Conference. The information that we have had back from sponsors and interstate delegates is that it was very professionally organised, and excellent attendances compared to other larger dairy farming states.

The lead up to the conference is always a busy time for the Association with the coordinating of the IAMA Sharefarming Awards and the Genetics Australia Dairy Business Enterprise of the year Awards. I would like to encourage you to enter the competitions next year as I believe as an industry we need to promote dairy farming as an important part of South Australian economy. We need to lift the profile of our dairy farmers and what better way to do that, than get media exposure, which we do through these awards.

Finally I would like to say a personal thank you to all of our dairy farmers that attended the conference and to those that expressed an interest but were unable to attend. Please remember that I would really appreciate informal feedback positive and negative that way, each year we can improve on meeting your needs as a dairy farmer. We want to ensure that we as an association can assist you with the business skills and knowledge of the industry so that you can continue running your efficient enterprises.

*Stride forward with a firm step knowing with a deep,
Certain inner knowing
That you will reach every goal you set yourselves,
that you will achteve every aim.*

*EILEEN CADDY
Footprints on the Path*

The Candid Camera at the DIAA/SADA Conference

Conference Photos



The Candid Camera at the DIAA/SADA Conference

Conference Photos



Congratulations

The following students of TAFE have graduated with a **Certificate in Farm Practice in Dairy**. The Certificate is a two year traineeship and was formally known as the "On Farm Training Scheme". TAFE would like to acknowledge that National Foods and Dairy Farmers Group are major sponsors of this training scheme.

Frank Beauchamp was invited to present the certificates on behalf of the director of the Onkaparinga Institute of TAFE at the 2001 – A Dairy Odyssey Conference held at the Novotel Adelaide on Hindley on June 6.

A special mention was made by Frank that Robert Rigney Snr and Kevin Sumner are the first Aboriginals in South Australia to attain the Certificate in Farm Practice in Dairy.

The association would like to congratulate all of the TAFE students for achieving their goal.

Jaylene Gurr
Development Officer



Back row L-Bob Holman – Rural Studies Lecturer, Brad Fischer, Justin Ruckenstuhl, Trent Thorpe
Middle Row L-R-Tony Sutherland – Rural Studies Lecturer, Brad Toy, Adrian Clarke
Front Row L-R Robert Rigney, Geoff Lee, Kevin Sumner

Gentle Revolution

ROB Mulhern has worked to the rhythm of the seasons in the beautiful Inman Valley since he left school as a 15 year-old in 1963. His daily life has been a constant round of milking cows twice a day, in the tradition of dairy farmers around the world. But behind the traditions and the tranquillity, the real business is a wonder of modern farming. For although the farm uses a mere 275ha – albeit of lush, rolling hills – it is a business powerhouse.

Each of the Holstein-Friesian cows

on the Mulherns' farm is a walking milk factory. The 230 cows milked last year each produced an average of 7900 litres of milk, enough to feed about 20,000 Australian consumers.

It provides just one example of the productive capacity and efficiency of the Australian dairy industry, which will become a whole lot more efficient when deregulation occurs on July 1.

Milk producers are preparing for

one of the most tumultuous periods in their history. The wide-ranging changes should offer South Australian consumers slightly lower milk prices, while dairy exports should grow and several new boutique cheese producers are expected to start up. Farmers expect the removal of price support systems will initially lead to a sharp drop in the price they receive for their milk.

Then the industry potentially faces a period of dynamic growth as it adapts to the new world. Long-time

Gentle Revolution (Contd)

wine industry executive Perry Gunner is among those who sees a bright new era ahead for the dairy industry and has invested accordingly. Mr Gunner and business partners Wolf Blass, Robert de Crespigny and James Harvey run Coorong Dairies, which milks 1750 cows on three dairies near Meningie. They aim to milk 3000 cows, depending on contracts with their processor.

Mr Gunner likens it to the wine industry, where grape prices were fixed by regulation until the 1980s.

When grape prices were deregulated and growers formed individual contracts with wineries, the industry rapidly changed the way it operated. Importantly, growers began producing the varieties and quality that the wineries required and started receiving a lot more for their grapes.

Looking at history and my experience in the wine industry, it has benefited both growers and processors to have a deregulated market, where people are paid for exactly what they produce," Mr Gunner says. "A fair bit of pain is involved at the start, but the whole future of the industry depends on the skill of the processors to go out and create export markets."

Faced with deregulation, Australian dairy farmers have boldly accepted the need for change and to become ever more competitive to cope with a free-market environment. It is in marked contrast with heavily subsidised farmers in Europe and the United States.

If Perry Gunner is right, the foreign farmers stand to lose when the highly competitive Australian dairy industry begins making inroads into their markets, with high-value branded products.

"It all depends on export markets," he says. "The statistics for wine and dairy are similar, as Australia has about 3 per cent of the world market for both. And as in the case of wine, our dairy industry is the lowest cost producer."

A sign of the industry's growth is that exports have risen from \$825 million in 1991-92 to more than \$2 billion this year. But Mr Gunner says the challenge is to move from unbranded bulk commodities, such as skim milk powders, to higher value branded products such as cheese, ice-cream and yoghurt.

"The world dairy market is a much bigger market than wine, but it hasn't expanded into branded products," he says. "That's the secret to

higher prices for dairy farmers. You can only speculate on prices post-deregulation, but eventually it will settle down.

"I'd say the wine industry is still a better investment than dairy, but dairy is the best after wine in agriculture and in 10 years it could be number one. It all depends on how good the processors are in developing markets for Australian milk."

The dairy sector's big advantage is the per capita consumption of milk, something the wine industry can only dream about. The average Australian consumes 103.7 litres of milk, 2.9kg of butter, 4.4kg of margarine and 10.9kg of cheese a year.

To help dairy farmers survive deregulation, in a remarkable piece of planning by industry leaders, a national \$1.74 billion restructuring package has been born. When the industry is deregulated and guaranteed prices end on July 1, the state's 690 dairy farmers will be eligible for an average payment of about \$140,000 to \$170,000 each. It is based on providing about 2.5 years of the normal, regulated income in a lump sum to help farmers adapt to the new trading environment.

SA Dairy Farmers Association Inc chief executive Chris Luz-Raymond says it is probably the biggest restructuring package to occur in Australian agriculture.

"Nationally, the whole industry has stuck together to get it through because they realised deregulation had the potential to rip this industry apart," he says. "If the industry hadn't got it through, you would have seen absolute decimation in the industry and it would have been a really sad time in rural Australia.

"The gains are long-term and mean the Australian and New Zealand dairy industries are the most competitive in the world. The gains will depend on how good our manufacturers are at marketing and reducing world trade barriers." Rob Mulhern, 52, says the package is very clever. He believes most farmers will take an up-front payment to either help them expand or to get out of the industry.

"The package is there to help you restructure your business, which may mean buying more cows, buying more land or building a new dairy," he says. "I know two farmers in this region who have already left, as September 25, 1999, was the starting date for the package. A few smaller farmers are going out and a couple of bigger ones."

After deregulation, he expects

lower milk prices initially and less dairy farmers, but a more efficient, stronger industry. The upside of a deregulated industry includes a chance to make a wider range of products and for more boutique cheese companies. Mr Mulhern, his son Tristan, and their wives, have been preparing for the inevitable for the past five years.

Their farm has a new, more centrally located rotary dairy, while the herd has been increased from 230 cows last year to 400 cows.

Milk production has increased from two million litres to more than three million litres this year and the herd could rise to 600 cows, milked three times a day, in future. Apart from expansion, the Mulherns are increasing their efficiency in other ways and examining the way they do everything.

But improvement is nothing new for the dairy industry, where the average cow has lifted production from 1926 litres to 4799 litres since 1960-61. The number of dairy farmers has fallen by about two-thirds in the same time, and the number of cows has dropped by a third. Mr Mulhern says SA has been prepared to get on with deregulation, despite its short-term pain.

His milk prices have already fallen by 1.76c a litre this year, a drop of 6 per cent, which is about \$50,000 a year in income.

Mr Mulhern has competed and remained at the forefront of the Australian dairy industry. His farm is a major business with an income of many hundreds of thousands of dollars.

But whether the Mulherns and other dairy farmers like them survive will depend on how good they are. Rob Mulhern accepts that his son Tristan will have to be a lot better than he was to survive.

Source: *The Advertiser* - 29/4/2000.



More GST education for farmers

The SA Farmers Federation has secured funding to provide further GST education to primary producers across South Australia after July 1 2000.

SAFF GST project coordinator Lorne McClurg said the Federation had lobbied the Federal Government to extend its funding of the Rural GST Start-up Assistance Program and welcomed yesterday's announcement.

"SAFF has already successfully delivered 282 GST seminars over the past 9 months, reaching a total of more than 12,000 farmers across SA," he said.

Funding for the seminars has been made available through the Department of Agriculture, Fisheries and Forestry - Australia.

"The next stage of workshops will focus on helping primary producers to develop the practical skills necessary to become GST ready - such as invoicing, completing manual cash books and the Business Activity and Installment Activity Statements, as well as the revision of key GST concepts and Pay-As-You-Go."

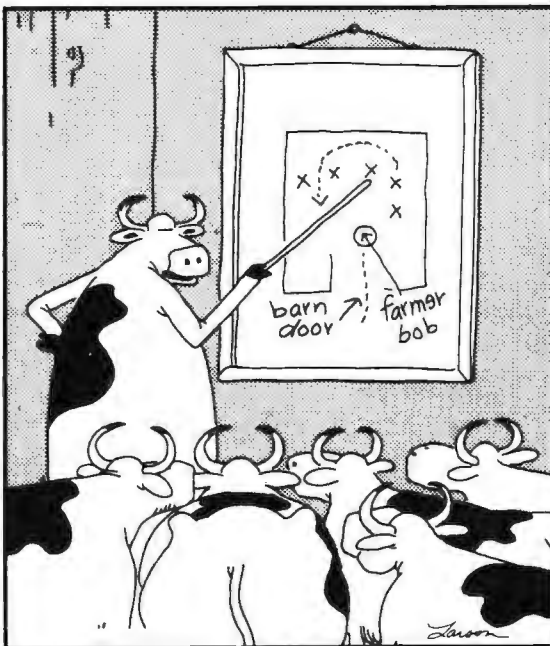
Mr McClurg said an estimated 95 workshops would be conducted across the State.

"The majority of positions available at the workshops will be set aside for those people who have previously attended a SAFF GST workshop," he said.

Some special bridging sessions would be organized for people who had not attended a SAFF GST session.

Mr McClurg said further details on the delivery of the workshops would be made available over coming weeks.

Lorne McClurg (08) 8232 5555



"So when Farmer Bob comes through the door, three of us circle around and ... Muriel! Are you chewing your cud while I'm talking?"

A series of District Meetings will be held for the Commonwealth Bank to explain upfront payments to members during July.

Murray River, Lakes

Date: Monday 17 July
Time: 7.30pm to 9.30pm
Venue: Murray Bridge District Community Club
Sturt Reserve
Murray Bridge.

Adelaide Hills, Northern, Barossa

Date: Tuesday 18 July
Time: 11.00am to 1.00pm
Venue: Blumberg Tavern
Shannon Street
Birdwood

Southern Fleurieu & Southern Hills

Date: Tuesday 18 July
Time: 7.30pm to 9.30pm
Venue: Myponga Bowling Club
Myponga

South East

Date: Wednesday 19 July
Time: 11.00am to 1.00pm
Venue: South Gate Motel
175 Commercial Street (East)
Mount Gambier

Sweet Potato and Leek Soup

20g Australian **BUTTER**
1 leek, sliced
500g orange sweet potato (kumera),
peeled and diced
1 bay leaf
2 cups chicken stock
2 cups **MILK**
Spring onion, for garnish
Melt the **BUTTER** in a large saucepan
and cook leek until softened. Add sweet
potato, bay leaf and stock and cook cover-
ed for 15-20 minutes or until the vege-
tables are tender. Remove the bay leaf.
Puree in blender until smooth. Pour the
soup back into the saucepan, add the
milk and allow to heat through. Serve
garnished with spring onion strips.

*Tasty soups served with Mini Cheese Quiches to eat
on cold wintry days from the
Australian Dairy Corporation*

Cream of Chicken Soup

20g Australian **BUTTER**
¼ cup plain flour
2 cups chicken stock, 1 chicken fillet, skinned
½ cup Rich **CREAM**
1 egg yolk, snipped chives, for garnish
50g Australian **GHEE** or **BUTTER**
4 slices bread, cut into shapes
Melt the **BUTTER** in a large saucepan, add the flour
and cook stirring for 1 minute. Add the stock and
heat, stirring until thickened. Add the chicken and
simmer covered for 15 minutes. Remove the chicken
and finely dice. Blend the **CREAM** and egg yolk to-
gether. Whisk a little of the hot stock into the
CREAM and then add the cream mixture to the re-
maining stock. Add the chicken and reheat gently
without boiling. To make the croutons, heat the
GHEE and fry the bread shapes until golden. Drain
on absorbent paper. Serve soup garnished with
chives and croutons.

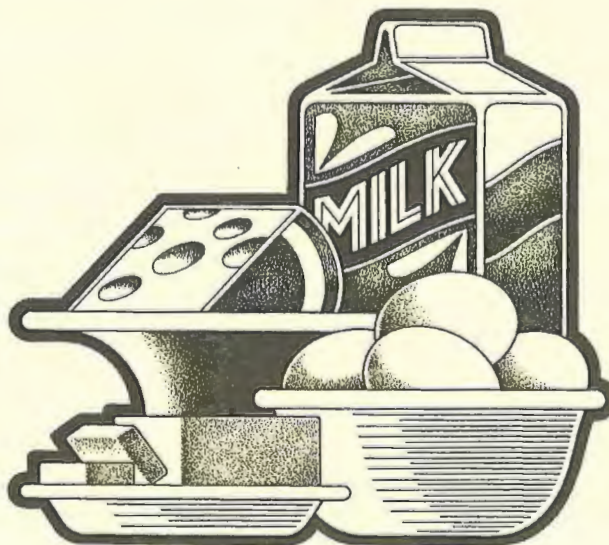
Mini Cheese Quiches


6 slices of buttered bread, crusts removed
70g Australian Cheddar **CHEESE**, grated
mixed herbs
parsley
2 eggs, lightly beaten

Press bread into small muffin pans, but-
tered side down. Fill each bread case with
some **CHEESE**, herbs, pepper and pars-
ley. Fill with egg mixture and bake in a
hot oven, 210°C for 1-15 minutes or until
mixture is set.

Serve hot or cold for lunch, or supper or as
a snack.

Serves 2



A black and white photograph of a turkey. The turkey's neck and head are in the foreground, looking upwards. The woman's face, wearing a hat and glasses, is superimposed on the turkey's neck, appearing as if she is part of the turkey's anatomy. The background is a blurred outdoor scene.

**Insurance
for dairy farmers?
Let's talk turkey.**

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, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



WESFARMERS FEDERATION
INSURANCE LIMITED

Truly Australian

THE SOUTH AUSTRALIAN DAIRYFARMERS'
JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

President's Report

Dear Fellow Dairy Farmers,

I have just been on a caravan trip to visit all of my family who live outside of SA. Doesn't sound much except that I have families in Geelong, Melbourne and near the Gold Coast, so family visits for Judith and I turn into an odyssey!!

While we were traveling around I got some appreciation of the feelings of dairy farmers in Victoria, New South Wales and Queensland. With the opening prices in Victoria I have to say that the feelings there are very positive. Price improvements (particularly for Skim Milk Powder) on the export market have been almost immediately reflected in prices with one or two companies announcing opening prices 17.5% above last year!

New South Wales and Queensland is a different story. I was amazed at the number of farms and herds being advertised in the various rural papers. Milk prices received in the past of between 37c/l and 47c/l are now down to 27c/l (a price we would all be pleased to receive). It would seem that the price drop will cause devastation in those dairy industries.

The restructure package will be even more important to these people than it is even to us.

I am still amazed at what was achieved by our industry in negotiating the "package". It just shows what can happen when we can gain

universal agreement within an industry.

Against this of course is what happens when groups of people don't agree and work together for their own mutual benefit. A perfect example of this is what happened to the battle we had to have the market milk portion of the restructure package to be paid on milk constituents. At the meetings in Melbourne Chris and I had no support for this from other states even though members of the Jersey Breeders Society SA Branch had urged us to do just that.

When we came home we notified State and Federal presidents of the Australian Jersey Breeders Society of our experience and advised them that support from Jersey Breeders interstate was required. The Federal President's report to the society AGM correctly reports the situation. Support could not be gained from other states! No Unity!

So you can imagine my disappointment to read that the State President of the Society reported that "SADA has treated the Jersey Breeders in this state with contempt in regards to the restructure package". We were always ready and keen to take up the challenge again, but it needed unity amongst the Jersey Breeders in all states, a unity which could not be achieved. So they across Australia were the losers.

*FT Beauchamp
 General President*



The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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Upcoming Events

- ◆ Sept 6 Dairy Day - Show Grounds
- ◆ Sept 13 Central Council (TBC)
- ◆ Oct 4 Jervois Field Day



SADA has made every effort to inform its Members that their DSAP applications *must* be with the Dairy Adjustment Authority (DAA) *no later than 17 August 2000*.

This has also involved a number of faxes to the Operations Manager of the DAA with details of those Members who have had difficulty in getting acknowledgement of receipt.

If a Member has contacted SADA in any way with a problem in lodging their application SADA has noted it and sought a '...please explain...' from the DAA.

The last action has been to make a series of telephone calls to those Members who have not responded to the green survey sheet.

Having gone to these lengths it would be an absolute tragedy if a Member of SADA had not got the DSAP application in by the due date. Only time will tell...

At the same time SADA has been lobbying on those critical questions of milk prices, individual contracts and water.

To give individual dairy farmers more negotiating power the Association has for some time been advocating '...seeking authorisation...' from the Australian Competition & Consumer Commission.

Finally, this lobbying is paying dividends. A number of dairy farmer organisations have now seen the need for authorisation in a deregulated environment. A submission is being prepared for discussion at national level.

It is important for Members to understand that while SADA could '...go it alone...' it is far preferable to have a strong and united farmer lobby.

Authorisation will enable dairy farmers a better negotiation position than they have currently on milk prices and individual contracts.

Water continues to loom as an issue for the dairy farmer sector of the Industry in three of the four major regions: the South East, the River Murray and most recently the Fleu-

riou. The North also has its share of water issues.

In the first instance SADA has to learn as much about the politics of the water debate as it can both at dairy farmer level and at Association level.

Next SADA must formulate a sound policy that will both protect and enhance the use of the resource for dairy farmers. Finally, there will be the need to '...win...' the fair share of the State's water resources for the Dairy Industry.

It is not a debate that dairy farmers can afford to lose.

On the national scene there are a number of issues to be dealt with that SADA is making a contribution to. For example, the future of the Australian Dairy Corporation (ADC) and the Dairy Research and Development Corporation (DRDC) have to undergo National Competition Policy review ie deregulation reviews.

Since both these organisations are funded quite substantially by dairy farmer levies it becomes a very important question. There has to be a real value from both ADC and DRDC to the dairy farmer.

It is a most complex issue and there are few people who understand all the factors. At the end of the day each dairy farmer who contributes levies to ADC and DRDC (that is all dairy farmers in Australia) need some understanding of these factors.

A word of caution: Anyone who thinks that the way to deal with the subject is to '...stop the levies and shut them down...' is either very naïve or very foolish or both.

There is a fundamental reason for both ADC and DRDC to exist into the future and be supported by dairy farmer levies.

It is a question of what form the organisations should take, what should their role and function be and what value can be placed on their results to the individual levy payer.

In the coming months dairy farmers

will be asked to consider a number of options for the way ahead in particular for organisations such as ADC and DRDC. Some knowledge of the issues would be a useful start point.

At a time when individuals are assessing all costs it would be easy to dismiss the need to belong to the Association. Several hundreds of Members (and some non-members) have obtained both direct and indirect benefits from belonging to SADA recently.

Over the last 12 months or so SADA has made an increasing number of representations on behalf of individual members to the government and its agencies (especially local and State), other service organisations etc.

The name of the Association carries considerable weight and in the majority of instances Members have received satisfactory outcomes. SADA adds value to its Members by being able to make representation on their individual concerns.

Perhaps the question Members should be asking themselves is 'How can I get the maximum benefit from my Membership?'

Finally, the issue of Native Title. Some 15,000 landholders have been given notice of claims through the National Native Title Tribunal (NNTT).

Notification means that landholders have the opportunity to become a party to the Native Title proceedings by completing the '...Form 5...' that accompanied the notification. It is recommended that dairy farmers who have received notification fill out the form in the first instance.

Native Title exclude freehold land. The situation in SA is that there is legislation in Parliament presently to deal with native title on perpetual leaseholders and miscellaneous leaseholders. Parliament reconvenes in October for the Spring sitting.

Our sister farmer organisation SAFF, through our affiliation, is coordinating the farmer lobby on Native Title in SA.

Fertiliser for free

Maximising plant growth and minimising off-site impacts is the aim of Colin, Lloyd and Bruce Slape when spreading shed effluent and solid manure from their 200 cow herd.

Until last year, the outcome had been rather hit or miss with the area of land in crop dictating how much liquid and solid manure was spread per hectare.

"We really had a system of disposal rather than use, as we did not know the nutrient content of the liquid or solids", said Lloyd.

Thanks to Trevor Clark of PIRSA the Slapes not only have the nutrient and salt content of their effluent and manure, they also know how much of each to spread.

With funding from DairySA Trevor Clark established trial plots on the Slape's Riverton property. His objective being to monitor the environmental impact of effluent and solids compared to fertiliser.

"The ultimate aim of the trial is to establish management practices which utilise shed effluent and manures whilst at the same time minimising soil and water pollution," reported Trevor Clark.

To achieve this many soil samples were taken from the trial area as well as from the liquid and solid manures. In addition, samples of washing and drinking water were tested for salt loading.

All this information was fed into a computer model which Trevor Clark designed to calculate desirable spreading rates for the effluent and the manure.

The model takes into account a whole range of issues relating to the soil, crop nutrient requirements, available area for spreading and environmental impacts. The model even calculates safe maximum application rate to avoid run-off and ponding.

In 1999 a target application rate for effluent was 108,000 l/ha. This rate is for the specific situation at the Slape's and for effluent analysis listed in table 1.

Due to problems with calibrating the tanker and the ground becoming slippery after the second pass only 80,700 l/ha were actually spread.

Nutrient	Effluent mg/l	Manure g/kg wet weight
N	280	15
P	110	3.4
K	960	8.1
Na	1200	3.3
Mg	200	5.1
Ca	180	17
Ec	9.6 dS/m	2.4 dS/m
pH	8.0	7.8

Table 1 Analysis of effluent and manure 1999. The effluent was found to have higher than normal levels of potassium (K).

This change in effluent application reduced the nitrogen applied to 75% of target. However, while grain yield was only 6% less than for the bagged fertiliser treatment, protein was substantially lower. (See table 2)

	Effluent	Bagged fertiliser
Yield	3.6 t/ha	3.9 t/ha
Protein	9.3%	11.1%
1000 grain weight	48.1g	46.26g

Table 2: Wheat quality and yield results 1999

As for manure, none was spread in 1999 although a target spreading rate of 0.46t/ha was calculated.

This year manure and effluent have both been spread on the same area. This has helped to compensate for the problems associated with spreading large volumes of effluent as experienced last year.

"These results have given us the confidence to substitute bagged fertiliser with effluent and manure on our cereal crops", said Lloyd Slape.

Stubble from the previous crop is slashed or burnt and then solids are spread and worked in with the cultivator.

Contractors using an 18000 litre vacuum tanker spread the liquid. This occurs up to 4 weeks prior to seeding when soil conditions are not too wet otherwise compaction will occur. The liquid is immediately incorporated with a cultivation in order to minimise loss of nitrogen into the atmosphere.

Lloyd is looking for more accurate methods of spreading the liquid and is considering the use of direct injection in the future.

A further five years of monitoring is planned using funding from the Natural Heritage Trust.

"Ultimately we hope to be able to have a model that is available to all producers to help them calculate appropriate spreading rates," said Trevor Clark.

For more information contact ;
 Trevor Clark, Senior Cattle Consultant
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 tel: 08 8842 3900
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World Trade Organization

There are still many obstacles to free trade among nations. And trade "wars" among nations are likely to continue. Even so, the trend shows a slow movement toward fewer restrictions on trade among different countries.

Perhaps the most visible evidence of this trend is the creation in 1995 of the World Trade Organization (WTO)-the only international body dealing with the rules of trade between nations.

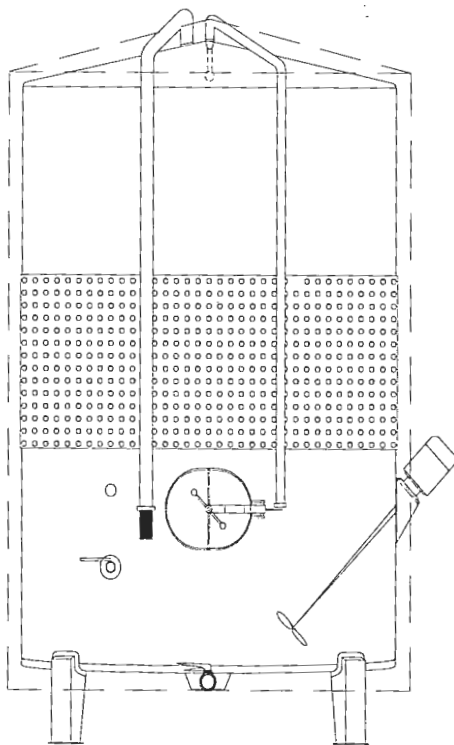
At its heart are the WTO Agreements, the legal ground-rules for international commerce and for trade policy. The agreements have three main objectives: (1) to help trade flow as freely as possible, (2) to provide an impartial means of settling disputes, and (3) to facilitate further negotiation. The WTO agreements in general try to encourage competition, discourage protectionism, and seek to provide more predictable policies.

The WTO evolved from and replaced the General Agreement on Tariffs and Trade (GATT)-a set of rules governing restrictions on world trade and agreed to by most of the nations of the world. Fifty-three nations signed the first GATT agreement in 1947. After that, there were seven rounds of GATT agreements. In general, each successive round of talks involved more countries and focused on further reducing tariffs and other non-tariff trade barriers such as quotas and phony "standards" a product needs to meet to be sold in a country. Because each rule affected different countries in different ways, reaching agreement was a slow and complicated process. And some people felt that there was more talk than change, in part because GATT was not even recognized in law as an international organization. Even so, progress was slowly being made.

Now, the WTO agreements cover services and intellectual property as well as goods; GATT was limited to goods. Thus, with the formation of the WTO global trade is becoming an even more important factor in economic development and a more important source of opportunity for individual firms.

Source Basic Marketing- A Global Managerial Approach, 13th Addition

I am studying Marketing and I thought this information may be interesting to some farmers.



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3 Symonds Street, Royal Park SA 5014

Genetics Australia Extends Shareholder Benefits

Genetics Australia has announced extended benefits for shareholders.

Chairman of the Co-operative John Harlock said that *Genetics Australia* will pay a cash rebate on all proven bulls ordered in July and August this year.

The additional cash rebate will be 10% of the recommended retail price, and will be available only to shareholders or those applying to become shareholders in July or August. Semen can be delivered any time up until 30th November.

Mr Harlock urged all dairy farmers who are yet to order for the main breeding season to check the ABVs of the *Genetics Australia* proven bulls, and to take advantage of the cash rebate available.

"*Genetics Australia* has thirteen bulls in the top 20 ASI Holsteins, 5 in the top 10 Jerseys, as well as top Illawarras, Aussie Reds and Guernsey".

Australia's Best Bulls Available

Genetics Australia's Rob Derksen explained the shareholder offer applied to all of the Co-operative's line-up of proven bulls.

"The calibre of the genetics available is tremendous and the choice is outstanding", he said.

"The offer includes our high demand bulls, for example RAMESES who has an ABV of 101 ASI, and Australia's acknowledged all-round performance bull ALLORA".

"Bulls already popular including the test lifter TRUMAN, the new outcross bull ZIRCON and the protein test improver REFRESH are available."

"Farmers can also get the savings on the ABV proven calving ease bulls COOKIE, JUDGE and SHORMAR, as well as ALLORA".

"If farmers are looking for test lifters then apart from ALLORA and TRUMAN there is SOAPBOX and WINLUKE both with excellent type".

Type improvers are no problem either. The top new type

bull PRETEXT is the only bull in the top 40 ASI bulls with better than two points for type. With SHOTIME, LOFTY, WINLUKE, LICENSE, SOAPBOX, TRUMAN and ALLORA there is no shortage of top production bulls transmitting type improvement".

The Jerseys offer tremendous choice as well. *Genetics Australia* offer the top ASI TARANAK, the outstanding udder improver ASTOUND and bulls with top all-round proofs such as SOLUKE, MANOWAR and PYRAMID.

"There is just so much choice".

Mr Derksen advised farmers to check the ABVs of *Genetics Australia's* proven bulls in the catalogue now being mailed.

"The catalogue contains the latest ABVs and ABV(i)s of all bulls, as well as details of the July - August special offer".

Farmers not receiving the catalogue can obtain one by contacting *Genetics Australia* on freecall 1800 039 047. Orders can be placed with your normal semen supplier or with *Genetics Australia*. Semen will be supplied through the nominated semen supplier who will invoice for it. The 10% rebate will be forwarded directly by *Genetics Australia* to the shareholder.

RAMESES Available

Australia's high demand bull is available and with the Co-operative's special shareholder offer.

Lochavon Rameses is an outstanding new graduate and at 101 ASI is a definite production improver. "He will be used extensively in the bull breeding program to sire the next generation of young sires", says *Genetics Australia* Breeding Manager, Peter Thurn.

"Sired by Mountain from Lochavon Mascot Rally VG85, RAMESES ABV shows he lifts all aspects of production in particular milk flow and total yields. He is an outstanding workability sire with 95 for milking speed, 93 for temperament and 96 for likeability. Daughters are typically large framed cows with good rump setups and excellent fore teat placement."

"A likeability rating of 96% is exceptional. Very few sires achieve this rating and these bulls go on to be long lasting

Editorial

and popular bulls with farmers. In fact we know the likeability rating is one of the strongest measures of the survival of a bulls daughter from lactation to lactation".

"The feedback from farmers milking RAMESES heifers has been exceptional". One example is Arthur and Geraldine Dingle and family at Cobram in Northern Victoria who were fortunate enough to have two RAMESES daughters from progeny testing. Both heifers are performing exceptionally well in a very competitive herd. "They are two very nice heifers with good temperament. On our most recent test (April), they were still giving 22 and 18 litres with FI's of 133 and 117. We wouldn't mind having 100 straws of RAMESES in the canister right now", suggested the Dingles.

ZIRCON is an Alternative

ZIRCON is one of the top bulls available with *Genetics Australia's* special shareholder offer.

Pen-Col Celsius Dewan has a profile that makes him a popular choice with farmers looking for efficient milk

production. "ZIRCON daughters are predominantly black, with all round production; great type and are easy to get along with," say *Genetics Australia's* Sheri Martin.

"He offers an alternative pedigree (Celsius x Leadman) and is sourced from one of the worlds predominant cow families, the "D" family from Pen-Col".

"ZIRCON daughters are taller than average, with exceptional udders. He is one of the best improvers for teat placement and teat length available. ZIRCON is best used over stronger boned cows that require improvement through the udder", she said.

Rup and Dot Brown from Katunga in Northern Victoria are milking 3 daughters of ZIRCON. "We are milking three ZIRCON daughters and they are just like peas in a pod. We love the way they come into the shed; they are super quiet cows that milk out quickly. They milk anywhere in the shed with no problems, they are some of the best animals we have ever had."

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KELVINATOR – 10 HP – 3 PH
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Members in Need

I will be visiting dairy farmers during late August. As you are members of the Association I am asking you to ensure that I visit those that need to see me. So, if there are any members or non members that *you* would like me to visit could you *please* contact me with the details.

It is really important for me to visit individual farmers but even more important to make sure that I see farmers that have issues to discuss.

Jaylene Gurr – Development Officer
Phone: SADA (08) 8293 2399 or
Mobile: 0419 035 459

Save 10%

Special Shareholder Offer

Genetics Australia Shareholders will receive a 10% cash rebate for orders placed in July and August (for delivery up until 30th November).

The offer applies to Genetics Australia's top line-up of proven bulls. Check out the catalogue.

ORDER IN
JULY & AUGUST
TO SAVE
10%

The New Graduates

The year 2000 graduates RAMESES, CAREY, MATEMAN, REFRESH and ZIRCON are all in the top 20 Holsteins, with the new type bull PRETEXT just outside it. There are three new Jersey graduates PONTIFY, NUMSING and SOLUKE.



Photo © Sheri Martin

Mountain x Mascot

Daughter owned by the Cameron family, Cobram East, Vic

Favourites

Twelve of the top twenty available Holsteins are Genetics Australia bulls including established favourites ALLORA, TRUMAN, VOLCANO, SHOTIME and GRANSEC.

Five of the top ten available Jersey bulls including the highest ASI bull TARANAK are Genetics Australia bulls.



Photo © Sheri Martin

Mascot x Micheal

Daughter owned by Wim & Chris Kampschoer, Timboon, Vic

For Type

Of the top forty available Holsteins, ALLORA, SHOTIME and new graduate PRETEXT are the top three for type improvement, with type improves through the range. ASTOUND leads the Jerseys for udders and type is a feature of our strongest ever team.

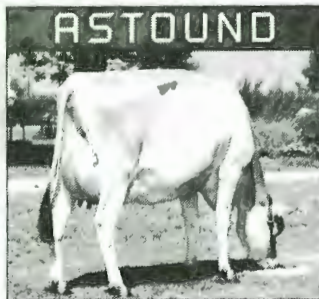


Photo © Jane Steel

Berretta x Lester

Daughter owned by Bill & Scott Bruns, Leitchville, Vic

For Components

There are nine bulls in the top 20 ASI available Holsteins that are positive for Protein and Fat percentages. Eight are Genetics Australia bulls, including TRUMAN, VOLCANO, ALLORA, GRANSEC and ZIRCON, and don't forget WINLUKE and SOAPBOX for percentages.

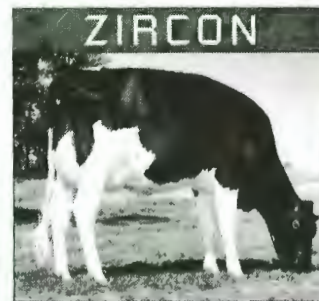


Photo © Sheri Martin

Celsius x Leadman

Daughter owned by Rolf & Liz Malmø, Cobram East, Vic

For Calving Ease

Three Genetics Australia bulls have the best ABV rating of "2" for calving ease making them suitable for heifer matings - COOKIE, JUDGE and SHORMAR.



Photo © Sheri Martin

Mascot x Tesk

Daughter owned by Gaylene & Simon Coverdale, Princetown, Vic

Order during July and August and receive a 10% cash rebate on the rec. retail price (for semen delivered up until 30th November). Check your Genetics Australia catalogue for ABVs and conditions of this offer, or ring freecall 1800 039 047 for details.

Farmers applying to become shareholders in July or August are eligible. Orders can be placed with Genetics Australia or your normal semen supplier.



Genetics
AUSTRALIA

Full ABV details on all bulls are available from Genetics Australia on freecall 1800 039 047 or contact your usual Genetics Australia semen supplier.

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Wednesday 4th October 2000

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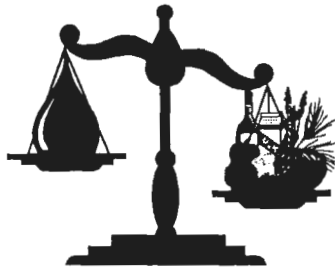
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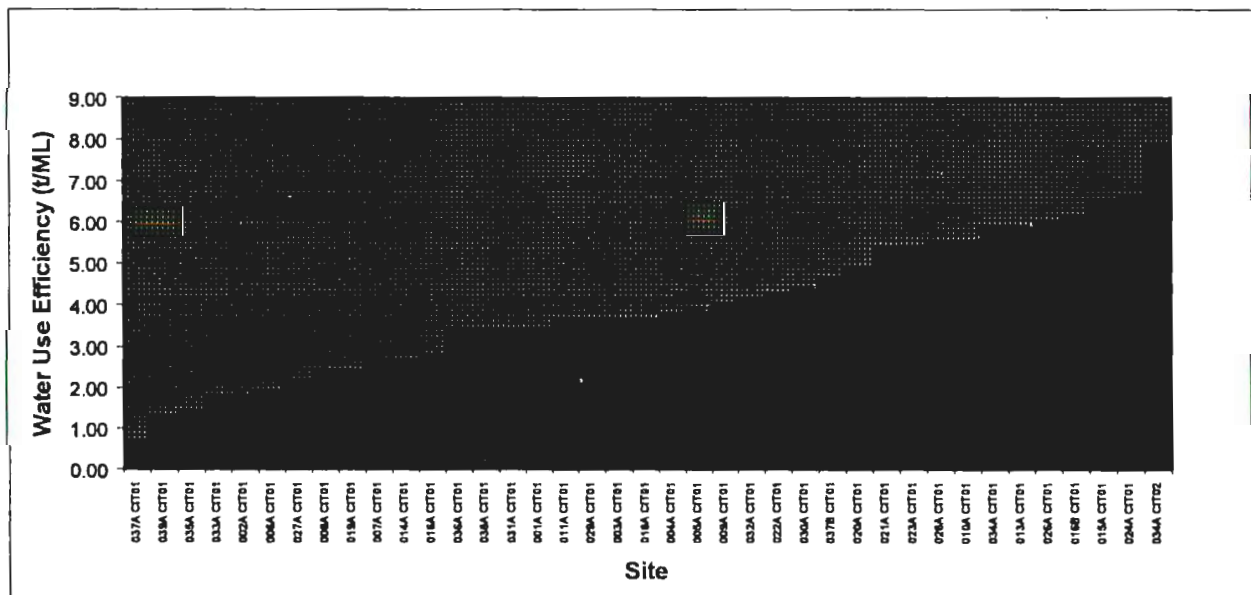
Irrigation Benchmarking for the Dairy Industry

Primary Industries and Resources SA is conducting an Irrigation Benchmarking project in the South East of South Australia, and wishes to include the Dairy Industry in the project.

The project builds on work done in the Riverland, with Citrus, Winegrapes and Potatoes. The aim is to provide irrigators with the opportunity to measure and compare their performance as irrigation managers against their peers.

Irrigation performance is measured using a set of standard indicators. Examples of indicators used are Water Use Efficiency (WUE), or Megalitres of milk per megalitre of irrigation applied; Irrigation Efficiency; and Return per Megalitre of irrigation applied.

The graph below demonstrates how the information collected is presented to participants. The codes on each bar identify each site, and the owner of each site will know their own code number. In this way, irrigators can identify their performance relative to others, without knowing who is represented by each other bar on the graph.



The project is funded by the National Heritage Trust (NHT), and Primary Industries and Resources SA. More information is available from Bill Binks and Hugh Christie, at Struan House, on 8762 9100.



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The Bank of South Australians.

www.banksa.com.au

"Moo-lennium" mayhem at Dairy Day

That is what is predicted for the 2000 Royal Adelaide Show Great Dairy Day Milk-off, where Adelaide celebrities amaze spectators with their skills in the rustic art of hand milking cows, and flummox their competitors with showmanship, deception and dirty tricks.

The Great Dairy Day Milk-Off pits relay teams of media guests against each other in an hilarious competition that often descends into mayhem and is nearly always plagued by such controversies as team nobbling, covert milk-pail topping-up and shameless 'accidental' bucket kicking. The 45-minute event that has become a highlight of the Show, attracting increasingly larger crowds each year, is part of Dairy Day - a showcase for South Australia's dairy industry, from cow to kitchen.

Competitors are arranged in six teams of four that begin a relay milking session under starters orders, the winner being the team that squeezes the most out of their cow - or manages to fill their bucket unlawfully but escape the watchful eye of the judge and the wrath of the lynch mob.

Some well known locals have signed up for the Millennium showdown, a few of them still nursing grudges from last year that will need to be sorted out under the marquee on the green fields of the showgrounds, milkmaid style.

Previous cowhands returning to the bails this year are the ABC's Kelly Nestor, Channel 10's Jane Reilly and stable-mate Mark Aiston. They'll be joined by:

- Lisa McAskill, Channel 9 "Postcards"
- Anne Wills, Channel 9
- Nicole Willis, Channel 9
- David Heath, 5AA
- James Brayshaw, Amanda Blair and 'Cossie', SAFM Breakfast Team
- Jeremy Cordeaux, 5DN
- Jan Beasley, Channel 7 "AM Adelaide"
- Brenton Whittle, Channel 7 "The Book Place"
- Leigh Radford, Executive Producer ABC Rural Radio
- Peter Walsh, ABC Radio Sports

The Great dairy Day Milk-Off will be held on Wednesday, September 6, in conjunction with a free Dairy Food Fair when samples of delicious dairy foods will be given away. Special guest compere for the event will be Channel Nine's Keith Conlon, and Adelaide children's performers T.A.Z Razzle will provide warm up entertainment from 12.00pm.

Organised by the dairy industry to give city dwellers and showgoers an entertaining glimpse into this important rural industry, the program will also feature free milking sessions at Wayville's exhibition dairy which is recognised as one of the best facilities of its kind in Australia.

Dairy Day timetable, Wednesday September 6, 2000:

- 11.45am to 12.15pm - Dairy Food Fair (undercover in the dairy cattle judging area at the southern end of the arena. Includes face painting for children);
- 12.00 - A special performance by Adelaide children's performers T.A.Z Razzle;
- 12.30 - The celebrity milk-off practice session
- 12:40 - The celebrity milk-off competition, finishing at 1pm.

For more information please contact Alice Minney at Turnbull Porter Novelli, on 8272 8699 or 0402 075 362.



Candid Camera at Dairy Day 1999



THE MURRAY-DARLING Report finds 29% of Vic's Murray water wasted

A new study of water wastage in Victoria's Murray Basin estimates that 29 per cent - or 980 gigalitres - of the water delivered to irrigation areas is wasted each year, and says the cheapest option for the Government to save water could be to improve the accuracy of irrigators' water meters.

However, in a 'Preliminary Response' to the report, the Victorian Government has said rehabilitating water meters needs further evaluation, and has listed two other water saving measures as being more achievable in the short-term.

The Sinclair Knight Mertz study, commissioned by the State Government and Goulburn-Murray Water, was released publicly by Victorian Environment and Conservation Minister Sherryl Garbutt on June 5. It lists nine areas where water is wasted including 225 GL which it says it can't account for at all - with the largest single area of wastage being 298 GL lost each year to spills from over-full channels.

The report, which warns its figures are highly uncertain because of inaccurate data, also estimates how much it would cost per megalitre to save the lost water. Its estimates range from a low of \$670 per megalitre for improved metering, to an upper extreme of \$52,500/ML if \$641 million was spent lining channels in the central Goulburn Irrigation Area with concrete.

The areas of water wastage it identifies are: channel outfalls (298 GL/year); unaccounted (225 GL/year); meter errors (110 GL/year); evaporation (101 GL/year); leakage (85 GL/year); system filling (64 GL/year); seepage (54 GL/year), domestic and stock (38GL/year); and theft (6 GL/year).

The report sets out priorities for future water savings, saying that "options aimed at improved measurement accuracy seem to offer significant savings at low cost". It says these could include metering domestic and stock supplies, and rehabilitating or replacing existing water meters.

The report cautions that saving water by reducing channel spills could have consequences for the environment, and for River Murray flows downstream - because many wetland areas now rely on the water, and because much of it eventually finds its way back to the river.

Ms Garbutt released a brief 'Preliminary Response' by the State Government to the report - which promises any water savings will not reduce the security of irrigators' existing entitlements - and said the study presented options which would now be discussed further with irrigators.

"It is important to emphasise that the potential water savings identified in this report will not be easily achieved, and not all of them will prove to be economic in terms of their costs and benefits," the Minister.

The Government's Preliminary Response says the two water saving options which appear the "most achievable" in the short-term are a \$13.4 million program to meter high-user domestic and stock supplies, and a \$15 million program to convert small channels to pipelines in the Goulburn-Murray Irrigation District. It estimates these would save about 32 GL of water a year, but that other options - including \$37 million to rehabilitate water meters - need further evaluation.

State Energy and Resources Minister Candy Broad - who is leading Victoria's negotiations on restoring flow to the Snowy River - said the report was the "first step" in developing a

package of works to generate the water savings needed to restore 28 per cent of flow to the Snowy. For copies of the Sinclair Knight Mertz report, and the Government's Preliminary Response, see: www.nre.vic.gov.au.

SA Govt. to back legal case against NSW Darling irrigated cotton plan

The South Australian Government says it will help a New South Wales environmental group mount legal action aimed at blocking a proposed new irrigated cotton development on the Barwon-Darling River.

Announcing the "historic" decision early today (July 3), SA Premier John Olsen said the SA Government would assist the NSW Environmental Defender's Officer in a legal case against the Bourke Shire Council. He said the Council had issued development consent for a 10,800 megalitre water storage and agriculture development, involving 1,820 hectares of flood irrigated cotton - which he said was threatening to adversely impact on the River Murray.

SA Water Resources Minister Mark Brindal said it was "highly likely" the development would have an adverse impact on the salinity of the Darling River, and hence on SA.

"This legal case is about putting actions into words," Mr Brindal said. "This is about sending the message that enough is enough."

He said "by its own admission" the proposed cotton development was not sustainable in the long-term - because the developer's own Environmental Impact Statement predicted that within 50-68 years the groundwater levels would be too high for agriculture or for the survival of native vegetation.

"The Barwon-Darling is already stressed," Mr Brindal said. "The re-

cent report by the Independent Audit Group noted that, on the basis of their 1997/98 diversions, the Barwon-Darling had exceeded the cap on extractions from the Murray-Darling Basin. There needs to be a united approach, state governments need to show leadership."

SA releases plan for Lower Murray irrigation areas

The South Australian Government has released a draft plan to rehabilitate and privatise the State's remaining Government-run Murray River irrigation areas - the 22 separate irrigation areas supplying water for dairy fodder to 120 farms along the Lower Murray floodplain.

Irrigation water use and drainage along the Lower Murray has come in for strong criticism from the State Opposition -which has accused the Liberal Government of hypocrisy for failing to reform them while criticising interstate irrigators -and have also been highlighted by New South Wales irrigation groups as an example of what they say are SA's double standards on River Murray issues.

SA Water Resources Minister Mark Brindal said the new plan followed extensive work over the past two years, but that before Government and industry provided the \$30-\$40 million needed, many sustainability, land-use and socio-economic issues still needed to be addressed.

The new draft plan, released by Mr Brindal for public comment on June 22, would see ownership of irrigation infrastructure transferred to irrigators within three years, following the fixing of annual water allocations, at 1993/94 levels, based on irrigation 'best practices' for the region.

The plan calls for metering of water use, new licences for drainage water under the Environment Protection Act, excess water charges for over-use - which will be delayed to give

farmers "reasonable time" to introduce the necessary changes - and the introduction of water licences after new trading rules have been finalised.

It says the Government will fund "the planning and evaluation" of the infrastructure works needed for both government and private irrigation areas, before deciding how much it will contribute to the rehabilitation program - and that any Government funding will be conditional on dairy farmers agreeing to the full package.

The rehabilitation and privatisation plan for SA's Lower Murray irrigation areas follows similar programs - now largely completed - for the State's 'Highland' irrigation areas further upstream.

"The dairy farms along the river are flood-irrigated, using infrastructure that is inefficient and has deteriorated in condition since it was originally constructed," Mr Brindal said.

The Minister has set a deadline of September 15 for public comment on the draft plan. Contact: Primary Industries and Resources SA (Sustainable Resources), 08-8388-9500.

August 2000 Issue.

Red-faced SA drops support for case against NSW cotton development

Just weeks after it threatened to back legal action to block a New South Wales cotton development, the South Australian Government has been forced into an embarrassing backflip after it emerged that aspects of the case were based on what the Government called "inaccurate information".

However, the State Government is understood to be examining other legal avenues to stop the development, which it believes could cut environmental flows in SA's section of the River Murray.

The NSW Environmental Defender's Office (EDO) is mounting the action on behalf of the Gurrungar Environmental Group against Bourke Shire Council, which last year approved a 1,820 hectare flood-irrigated cotton development by pastoral company Clyde Agriculture at its 35,235 ha 'Beemery' property on the Barwon-Darling River. The case is due to be heard in the NSW Land and Environment Court in October.

However, SA Water Resources Minister Mark Brindal said that in-depth analysis by the State's Crown Solicitor's Office of the source data underpinning the EDO's case had revealed a discrepancy between EDO's initial advice, and the true merits of the case.

"The inaccurate information provided by the New South Wales Environmental Defender's Office does not provide a sound basis for the State Government to support the EDO in the action," he said.

"However, I stress that the State Government will continue to undertake its own assessment of the issues and reserves the right to take any action that may be necessary or appropriate to protect South Australia's interests."

Mr Brindal said he had advised Clyde of the Government's decision to withdraw from the case. It is understood Clyde -part of the Hong Kong-based Swire Group - had first alerted the SA Government to problems with the EDO's advice, which was based on an analysis of Clyde's own Environmental Impact Statement (EIS) for the project.

The SA Government has come in for heavy criticism since it first announced its intentions to join the EDO's case on July 3, with State Opposition environment spokesman John Hill saying it had become "a laughing stock" over the issue and

independent National Party MP Karlene Maywald saying the Government had set "a dangerous precedent".

When Mr Brindal first announced on July 3 that the SA Government would back the EDO's legal challenge, he said it was "highly likely" the cotton development would have an adverse impact on Darling River salinity levels, which would flow through to the River Murray in SA.

An SA Government spokesman said even if the development's salinity impacts would not be as high as it had first thought, SA still had "significant areas of concern", with the development's impact on environmental flows and on NSW's water Cap - which he said could yet be the subject of court action.

"It may be that the SA Government will end up running its own case," the spokesman said.

In the meantime work on the cotton development continues, with infrastructure, including a 10,000 megalitre water storage, now under construction.

SA Government's deal with Democrats breaks year-long freeze on SE water

A last-minute deal between the South Australian Liberal Government and the Australian Democrats has ended a year-long freeze on new groundwater licences in the State's South East.

On July 6 SA's Upper House passed amendments to the SA Water Resources Act to establish a new system of 'pro-rata' water allocations - after the Government promised the Democrats it would introduce further changes later this year.

The Democrats moved a series of amendments in the Upper House aimed at buffering water licence holders from the impact of forest developments in the South East - threatening to delay the much-

fought-over water allocation system yet again. But, after first rejecting the Democrat changes, SA Water Resources Minister Mark Brindal has now agreed to introduce similar amendments in the next Parliamentary sitting, and the Democrats allowed the Bill to pass.

Mr Brindal told *Land and Water News* the legislation needed to be passed before Parliament rose because "people down in the South East have had their water frozen for 11 months".

"Unallocated water will be tied up for the next few months while we fine-tune the process, but more water is now available for trade than has ever been available before," he said.

Under the new system, water will be allocated to landholders according to the size of each property and the management zone it lies in. Water can then be traded within the zones, and licence holders will be charged an annual levy to encourage them to trade any un-used allocations.

The 'pro-rata' system replaces the former 'on demand' regime, which allowed developers to apply for as much of the available water as they wanted. The on-demand system erupted into major controversy two years ago, following claims that it had led to profiteering by irrigation entrepreneurs at the expense of landowning farmers.

After a series of bewildering policy backflips - and a Parliamentary Inquiry - the State Government decided to adopt the pro rata system instead.

Democrat amendments aim to stop 'over-use'

State Democrat Leader Mike Elliot said the Democrat amendments were aimed at protecting both forestry and agriculture against future water cutbacks, which he said could

stem from overuse in some areas.

The amendments would give Mr Brindal the power to "deem" water allocations to both new and existing forests, according to their species, location and density, before allocating the remaining water.

As part of its July 6 deal with the Democrats, the Government said it recognised the "bone fides" of the changes, despite having rejected them as "a can of worms" only a week before.

SA Treasurer Rob Lucas, the Government Leader in the Upper House, told Parliament Mr Brindal would review "the complex relationship between land and water use and consult with the stakeholders to develop legislative provisions to appropriately deal with this issue". Mr Lucas said the Minister would then present amendments to State Cabinet, and introduce them to Parliament in its spring session.

Mr Brindal said the legislation would take account of all planned forest plantings - including those which had been approved but not yet planted, and those "that might or might not occur" over the next two years.

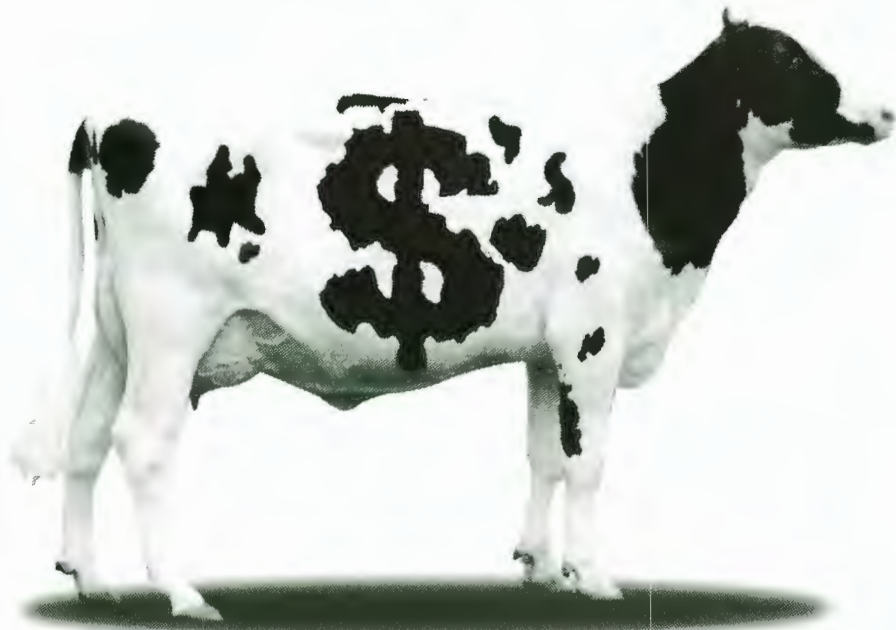
"We believe we have two years to act," he said. "There is no thought by this Government of taking water off anyone."

The chief executive of the South East Catchment Water Management Board, Hugo Hopton, said that of the 70 management zones in the South East's five Prescribed Wells Areas, 29 were already fully allocated.

"Most of those zones are north of the rainfall zone for commercial plantations," he said. "In the southern part of the catchment, where the rainfall is sufficient and the water quality is good, we have enough unallocated water to give us some flexibility with plantations."

Source: Land and Water News

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Contract Milker Agreement:

Despite the fact that payments made by farm Owners under Contract Milker agreements may be based on a percentage share of revenue, these agreements are *NOT Sharefarming agreements*. They are either contract labour or employment agreements.

This has implications for the Owner in relation to his/her legal status as an employer and has implications for the Contract Milker in relation to his/her primary producer status for taxation purposes.

Such agreements are common with large herd Owners or with Owners involved in all the decision making but requiring a professional milking service. The Contract Milker usually provides minimal input into the decision-making and the farm Owner generally has full control of the farm management decisions.

In addition, the Owner avoids the administrative workload involved in determining cost shares and arranging payments. With the significant economic impact of a large farm's grain and concentrate feeding policy, it is often viewed as an advantage to the Owner to be personally responsible for setting that policy.

The Contract Milker's percentage share usually varies from 10% to 30%, depending on the amount of labour to be provided, number of cows to be milked and the type of facilities in the milking shed.

The Contract Milker, as a deemed employee of the farm Owner, needs to be covered for workers' compensation by the farm Owner. (Other share agreements such as 40% and 33.3% may or may not require the Sharefarmer to be covered by the farm Owner, depending on the circumstances).

The Sharefarmer may need to pay workers' compensation insurance to cover any employed labour such as (relief milking) and should refer to the workers' compensation section of the guidebook.

Provision of Assets, Management & Labour

Farm Owner Provides:

- Land and fixed improvements (including a house).
- Milking herd and replacement stock.
- Milking plant and milk vat, and all farm machinery.
- Materials for maintenance of fixed assets, e.g. plant, fences, water system, etc.
- Workers compensation to cover Contract Milker and additional labour *employed by the Owner*.

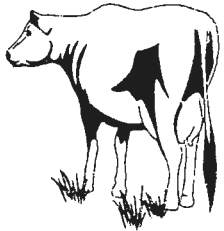
Contract Milker Provides:

- All labour for farm operations.
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AUSTRALIAN MILK, CREAM TO THE USA

AQIS recently obtained clarification from the United States Food and Drug Administration (FDA) on the best way to gain access for Australian milk and cream into the United States.

The issue – raised when Australia's Washington DC-based Veterinary Counsellor met with FDA officials – revolves around difficulties Australian dairy exporters have faced in meeting United States requirements, despite Australia's dairy products having a well-regulated inspection, compliance and certification system.

The US Federal Import Milk Act 1927 restricts access of milk and cream products into the US; import permits must satisfy issues including animal health, hygiene and inspection of supplying farms, and hygiene inspection of processing plant(s). Further, import permits are only issued on a calendar year basis, so would-be exporters must supply information and applications to FDA by November for a permit for the following year. Having obtained FDA clarification, AQIS will now work with the Australian Dairy Corporation and dairy exporters to identify suppliers who want to export and prepare import permit applications for 2001.

Slava Zeman (02) 6272 5027

Savoury Muffins and Soup –

a great combination for a nourishing snack

Savoury Pecan Muffins

3 x 60g eggs
½ cup melted BUTTER
3 small zucchini, grated
1 medium carrot, grated
1 onion, finely diced
¾ cup Pecans, chopped
1 cup grated tasty CHEESE
1½ cups self raising flour
2 rashers lean bacon, finely diced
Salt and pepper
Beat the eggs and add melted BUTTER. Mix well. Add remaining ingredients and mix until just combined. Place in lightly greased muffin pans and bake in a moderate oven until cooked. (approx 20 mins.)

Note: If preferred, bake in a 23 x 15cm pyrex dish for approximately 50 to 60 minutes or until cooked when tested.

Cauliflower Soup

3 tbspn BUTTER
3 tbspn plain flour
2 tbspn dry onion soaked in 1/3 cup water
1 stick chopped celery
2 rashers cooked, chopped bacon
1.5 litres water
½ large cauliflower, chopped
salt and pepper to taste

Melt BUTTER, add flour and cook for one minute. Add water and stir until boiled. Add remaining ingredients. Simmer soup for 1 hour.

Salmon Muffins

1 x 415g can John West Pink Salmon
1 cup plain flour, white or wholemeal
½ cup wheatgerm
2 teaspoons baking powder
1 packet Continental Spring Vegetable Soup
1 egg, lightly beaten
¼ cup Flora sunflower oil
¾ cup MILK

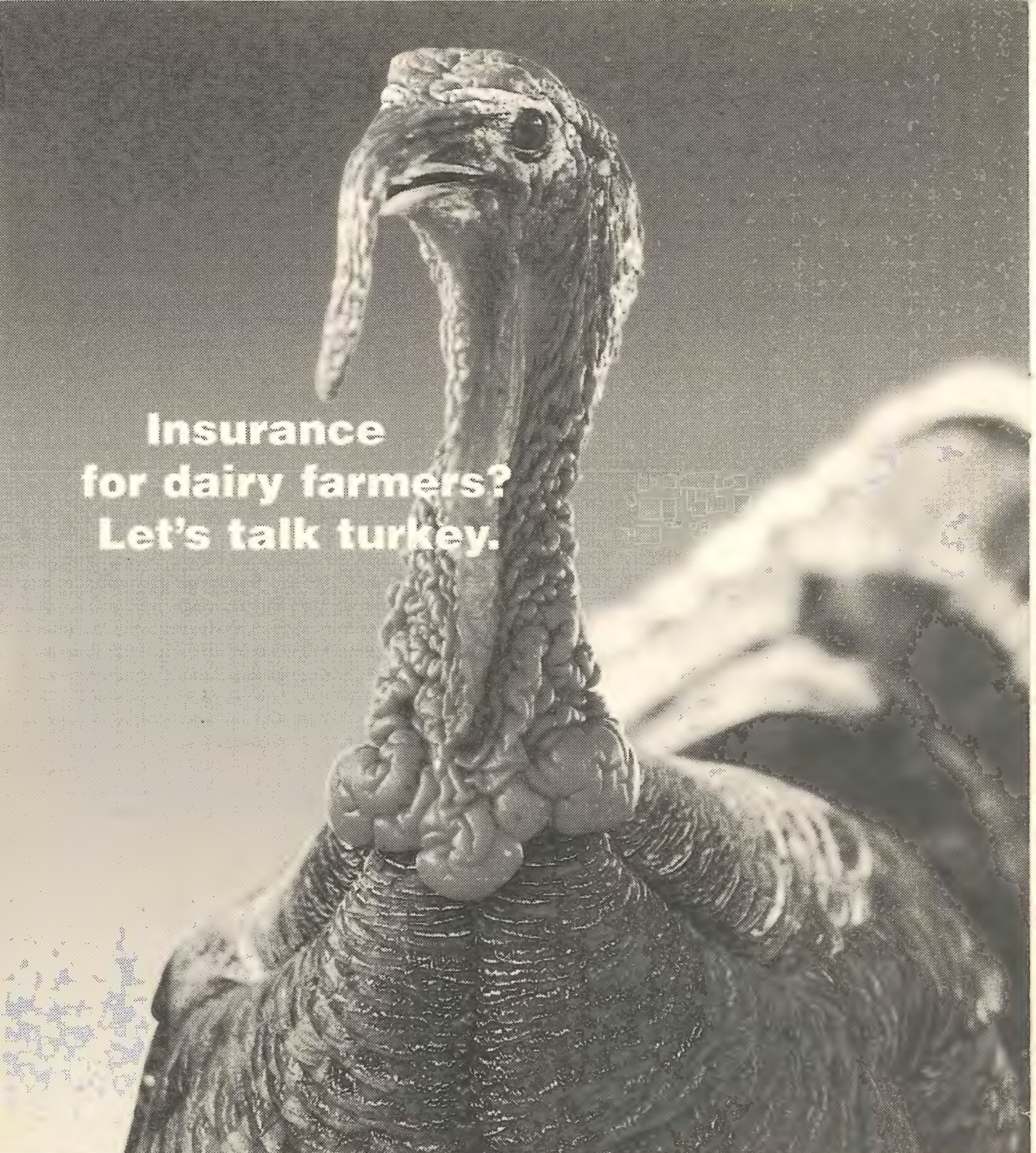
Preheat oven to 200°C. Drain and flake salmon. Place flour, wheatgerm, baking powder and soup mix into a bowl and mix well. Add salmon, egg, oil and MILK to dry ingredients and stir until just mixed. Spoon into greased 1/3-cup muffin tins and bake for 20-25 minutes, until risen and golden brown.

Makes 10-12

GOOD TIP

Adding a small amount of cream always adds that extra richness to your cooking, with soup being a prime example. To avoid wasting cream, it can be frozen in icecube trays and added to sauces as you need it. However, frozen cream will not whip.





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JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

President's Report

Dear Fellow Dairyfarmers,

First I would like to say something about our departing Chief Executive Officer Chris Luz-Raymond. Chris will be leaving at the close of business on Friday 15th September after what must have been five of the most important and traumatic years for the South Australian Dairy Industry and our Association. I have been working with him for most of that period and sincerely say "well done" on behalf of our members as well as myself. Chris, amongst other exceptional talents, has the ability to foresee the result of actions taken. Some of his predictions, on deregulation, have been proved to be so close to the final outcome as to be quite eerie. Chris sometimes made bad friends with people who didn't want to hear or believe what he was saying. (I must admit I was like that myself for a time) I am sure we all have gained from his perception.

Chris's contribution to this industry in South Australia has been remarkable. I am sure he will be successful in his new job and join you all in wishing him well for the future. His future employment will mean he keeps contact with us. I look forward to that eventually.

The Executive Committee have advertised for Chris's replacement and we hope a final decision will be made at

the Central Council Meeting on September 13th. You will probably have heard the result before you get this Journal.

Since the news of the deep discounting on 'own brand' milk was announced Chris & I sought appointments with both Mr Ian Langdon, Chairman of Dairy Farmers Co-op and Mr Max Ould of National Foods. We have met with Mr Langdon and are looking forward to discussion with Mr Ould in the very near future. There is concern with all farmers as to what will happen to milk prices in the future under this new phenomenon in our industry. I know too little at the moment to comment, but will surely do so when we know the eventual result.

We have had discussion with Mr Langdon about prices prior to the latest charges and it is satisfying to know that a small upward move has happened in the last few weeks. With a low A\$ value and unprecedented prices (particularly for skim milk powder) on the export market, Victorian farmers are agog with the possibility of prices this year far ahead of those they received last year. We **SHOULD NOT BE SATISFIED WITH LESS!**

Frank Beauchamp
General President.



The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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Upcoming Events

- ◆ Oct 4 Jervois Field Day



LAST REPORT

With the media headlines screaming 'Milk Wars,' 'Ill-considered strategy a detriment to dairy industry,' and 'Milked Max to be badly creamed' (my favourite because of the awful pun!) it would not be difficult to imagine that the Dairy Industry was in absolute crisis. The truth in South Australia at least is a long way from those crisis headings. Post deregulation there are a number of issues to be confronted by dairy farmers...low milk prices being the fundamental issue.

Two years ago at the first farmer meetings on deregulation SADA had the task of informing Members what the future might hold on milk prices. The message was as simple as a worst case scenario where the (bundled) milk price would fall to '*...the prevailing (world market driven) manufacturing milk price...*' post deregulation. Some months into the 2000-2001 season it appears increasingly like that prediction will be not far from the mark.

Prices for dairy farmers in the South East are being set currently by Murray Goulburn due to an upswing in international prices. Prices in the Central region are tense with Dairy Farmers Group beginning below the '*...prevailing manufacturing milk price...*' but taking significant steps upward since opening prices were announced and National Foods beginning above '*...the prevailing manufacturing milk price...*' but under pressure due to competition in the market milk sector.

For the 2000-2001 season it is critical that all dairy farmers receive a price '*...at or above the prevailing manufacturing milk price...*'

It should be made quite clear that in this immediate post-deregulation period dairy farmers cannot be expected to carry ineffectual management and decision making on the part of the processor/manufacturing sector.

Dairy farmers are in the throes of reassessing their businesses with a view to becoming commercially efficient without any form of regulation. The hard fought and hard won Dairy Structural Adjustment Program (DSAP) is the resource that will be put towards this. The DSAP is not and never was intended to be used as a top-up for poor milk prices.

The pressure is now well and truly on the processing/manufacturing sector to perform.

While there is further rationalisation to come in the processing sector (exactly

who will emerge from the menage a trois of Dairy Farmers Group, National Foods & Pauls/Farmalat is a fascinating question) there is some far reaching rationalisation and reorganisation being debated by the State dairy farmer organisations and the Australian Dairy Farmers Federation.

Rather than (continue to) work as separate States there is a strong feeling that the resources of the dairy farmer organisations can be co-ordinated more effectively to produce the best possible result. It will take time and effort to put this picture together, but it will be worth the wait...

For its part the SADA is in the middle of implementing a major change under the 'Iberian Proposal.' The 'Iberian Proposal' is set to reorganise SADA as follows:

- Four (strong) Regions represented by a Regional Committee of between 5-10 Members
- A board of management (two representatives elected from each Region) replacing Central Council
- Better (direct) communication (either e-mail, fax, internet) to all Members on critical issues
- Strong individual representation for all Members

Also in the pipeline is an enhanced regional, national & international 'information service' including a comprehensive national milk price comparison.

With good management and a bit of luck these changes will be in place by the end of the year. In all it will be a better service to you as a Member of SADA.

As Members you are entitled to the best representation that can be achieved. What is being constructed is a very strong and effective dairy farmer lobby group for the future both nationally and locally. Your support through this development and implementation phase is crucial.

This is my last report to Members as CEO of the Association. As you would all know by now I have accepted a position as Executive Officer of the Agriculture & Horticulture Training Council of SA. Simply exchanging 500 dairy farmers for over 10,000 farmers!

When I began at SADA over five years ago (yes that long!) I had set myself a time-frame of '*...about five years...*' Things have worked out pretty well according to that plan. It would have been quite easy for me to have stayed on because the Association and the people

who make up the Association are terrific to say the least (...there are one or two however...!)

My personal belief is that the Association will go from strength to strength. It has a vital role to play in the future prosperity of you its Members. Today SADA is seen as a reasonable voice acting for and on behalf of its Members and the Industry as a whole. It has gained a reputation for credibility... People and organisations outside the Industry seek advice from SADA, they listen to SADA. That is a powerful force that you as Members can not afford to lose.

The worst aspect of the Association is however that there are one or two Members who appear to actively plot and scheme the downfall of SADA! Criticism is fine (even when it is not warranted!) but to undermine the only Association that is looking after dairy farmers...'nough said!

Many thanks to all those Members who have befriended me in the last five years or so. I have enjoyed your company and your humour and can say quite openly that I will miss '*...representing you...*' Thanks also to *Philip Down* (in his time Development Officer) for teaching me about dairy farming...I know that you have forgotten more than I will ever remember about the subject...we had some interesting discussions in those pre-deregulation days!

Finally, my thanks to the staff at SADA, *Jenny Harris, Jo Gilbert and Jaylene Gurr*. The *Triple J's* have kept me '*...on the straight and narrow...*' and always ensured that the impossible that the CEO asks for is done with a minimum of fuss. Without the support, humour and confidence of Jenny, Jo and Jay I would not have been able to carry out my role as CEO of SADA. Many thanks.

Yours in Dairying,

Chris Luz-Raymond
CEO
SADA





Date August 2000

More to Flaxley than farmlets

Many will be aware of the large DairySA supported farmlet trial at Flaxley, which is looking at the impact of stocking rate on pasture and milk production in dryland and irrigated situations. But there is much more than that happening at SARDI's Flaxley Agricultural Centre.

"The farmlets are at the core of a range of projects," explained new Dairy Program Leader Neville Gregory.

"They offer the dairy industry in South Australia huge potential to quantify a range of important production issues, not just grass and milk.

"For example a new project linked to the farmlets will be looking at the effect of stocking rate and irrigation on soil compaction and dirty cows.

"Both of the issues are likely to be impacting on production and potentially animal health and milk quality."

Arriving just about four months ago Neville has been in full swing working with the team at Flaxley to develop a wider portfolio of projects and research links.

Project proposals on subjects ranging from the production of high selenium milk to be used in the fight against bowel cancer to the creation of easy in paddock tests to assess pasture quality are all on the agenda with collaborators including DairySA, CSIRO and Adelaide University.

Other projects hope to look under our feet with work on earthworms and an exciting proposal to look at the nutrient and bacterial impacts of shed effluent in the soil, ground water and ultimately in the food chain.

"My vision for Flaxley is to be a centre of knowledge and expertise able to service all dairy sectors and regions in South Australia."

Neville Gregory has already spent time starting to build this vision by working with discussion groups in Mt Gambier and the Mt Lofty Ranges.

"I am delighted to see that several projects have already developed links with farmers and consultants in regions away from the Adelaide Hills," said Neville.

"We cannot expect to be able to service the whole State if we only work at Flaxley."



Greg Sweeney (L), Neville Gregory (C) and Steve Valentine (R) looking at pasture in the high stocking rate dryland farmlet.

One example of a cross State project is Greg Sweeney's work on the persistence of



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perennial ryegrass pasture. Part of a national project funded by DRDC, Greg Sweeney is working with producers and consultants in the Murray marshes, Mt Gambier and Myponga.

Originally from the UK (so he must be ok), Neville Gregory comes to Flaxley from New Zealand where he was Professor of Animal Welfare at Massey University since 1994.

Before this Neville's career spanned a range of animal production and welfare research issues. Therefore he brings to Flaxley and the South Australian dairy industry a diverse knowledge of animal production, welfare and market related knowledge based on a strong science foundation.

Neville says he is looking forward to working with the team at Flaxley as well as the rest of the scientific, extension and farming community to create good science, which provides answers to topical issues. Environment and food safety are high on his list of issues currently facing the deregulated dairy industry.

Neville hinted that he would like to explore opportunities of developing more food focused projects and believes there is potential to develop 'new' milks and milk by-products which have healthy and even medicinal properties.

Another new avenue for Flaxley under the Gregory leadership will be the provision of research to commercial companies.

"The in parlour feeding and monitoring systems provide us with excellent facilities for carrying out feed testing and evaluation work.

"We currently have 400 cows that would be available for such work and I look forward to developing this area of research."

For more information contact Dr Neville Gregory tel: 08 8391 7100 or e-mail: gregory.neville@saugov.sa.gov.au

For more information on other DairySA funded projects contact Hans van Dyk tel: 0500 813 600, fax: 0500 813 601, e-mail: hvdyk@dove.net.au

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For more information contact Tim Nelson, WestVic Dairy 03 5557 8243

Warning on manure pit dangers

Like most farmers, Graeme O'Hara was careful about hygiene – without being overfussy. But since being struck down by a potentially lethal blood infection, he has rethought his whole approach to hygiene.

Graeme is a private man and he agreed to tell his story because he thought it might help other farmers to avoid what he has been through.

He is on the road to recovery now, but it will be a long time perhaps years – before his body shakes off the last effects of the septicaemia he contracted last July.

Graeme milks 220 cows on 120ha at Yinnar. He picked up the infection from an old manure pit, sited next to the dairy yard extension he was working on. The manure pit had not been completely pumped out and the remaining manure had become thick, with a strong ammonia smell. His doctors say a staphylococcus infection probably entered his body through a break in the skin on his hands.

In the days following, he felt vaguely unwell, but not badly enough to take much notice, or to visit the doctor. About two weeks later, his body began to ache and he decided he was coming down with a virus.

But it wasn't until 8 July, almost three weeks after he had picked up the infection that he became really ill. In bed that night, the pain became severe and he alternated between fever and chills. Unable to move because of the intensity of the pain, he called his daughter Emily, who phoned for an ambulance.

Graeme was rushed to La Trobe Hospital where doctors took blood and urine samples, then pumped him full of antibiotics while they identified the infection.

It took one and a half days before they made a complete diagnosis: septicaemia (a poisoning of the blood) and pyelonephritis (an infection in the kidneys caused by the septicaemia).

On top of that, he had osteomyelitis (which affects the bones) where the staphylococcus had entered his spine. Graeme's co-worker had become ill the day after working in the dairy yard extension. "He had knocked his elbow early in the day. His arm swelled up and became very red. His doctor said it was staphylococcus. He lanced it and put him on a course of antibiotics," Graeme said.

While his co-worker suffered no long-term effects from the infection, Graeme's prognosis was very different, mainly because he had carried the illness for almost a month before it became apparent.

By the time he was diagnosed, he had a massive dose of the infection and it was embedded in his organs and bones.

He spent four weeks in hospital before he was allowed home to nine more weeks of complete bed rest.

With high doses of antibiotics, his kidney and bladder recovered well, but his bones were slower to mend.

By the time he left hospital, he could walk again, with the help of a frame, but the osteomyelitis made movement very painful.

Graeme says his experience has caused him to revise his whole approach to hygiene on the farm.

He has learned a lot about septicaemia since his illness. He says he used to believe that you would only get ill if you were run down.

"I had hardly been sick in my life and I was not under any stress. I was in the peak of health. All it meant was that I carried the infection for a long time before it became apparent -and by that time I was very ill indeed."

One of the things he wants to impress on other farmers is that harmful bacteria are all around in manure, urine, even soil.

These days, he says, he would not tackle a job anywhere near manure without wearing thick rubber gloves. Ten months later, he is well on the

road to recovery, though still unable to stand or sit for very long at a time.

He can now manage four or five hours a day on the farm including a morning milking - but continues to have weekly physiotherapy sessions.

"The physios are pretty tough," he comments wryly. "They get you moving."

He has found that heat eases the pain so he goes for regular swims in a warm water pool and lies in the sun when possible.

"The sun seems to draw the pain out - it must have something to do with the bone temperature."

His doctors have told him he will get better, but it will be a long, hard journey.

In the meantime, he is grateful for the support of his family. His son, Jason, 20, a second year dairy trainee, virtually ran the farm when Graeme was struck down.

"He was thrown in at the deep end, but he really rose to the occasion."

His daughter, Emily, 17, a Year II student at the time, also provided great support, as did his mother, Ariel, who returned from Melbourne to Yinnar to keep the house running.

His eldest daughter, Kelly, 22, came home for three weeks too to support the family and help Jason with the calving.

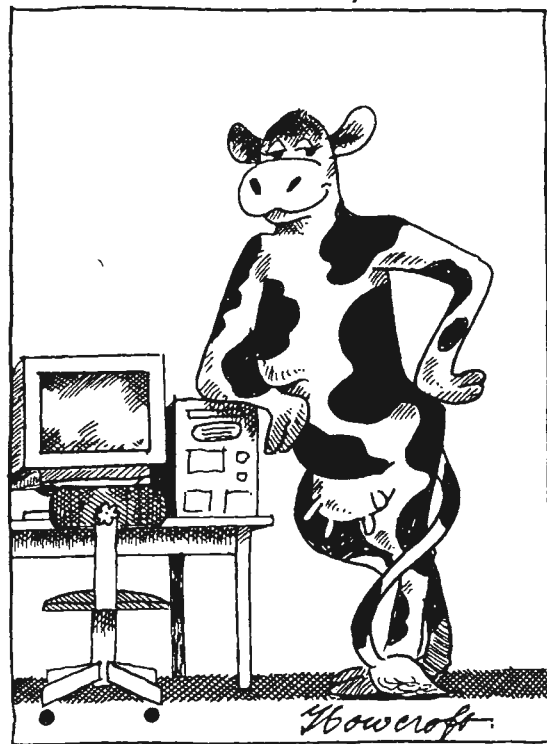
The O'Haras' neighbours, particularly Peter Nardino next door, also pitched in and helped Jason, as did their co-worker.

"Everyone rallied around, for which I am very grateful."

Source: Devondaler June 2000

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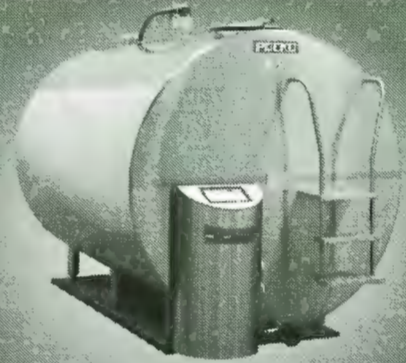
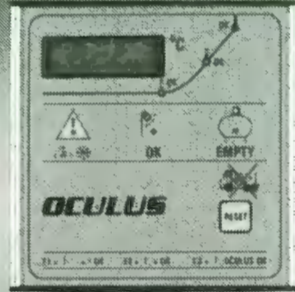
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Manage nitrogen fertiliser to get full benefits without any problems

Dairy farmers need to understand the potential problems associated with nitrogen fertiliser use if they are to avoid the pitfalls and gain full benefits of increased pasture growth this winter.

Managing grazing rotations and pasture renovation programs can avoid problems such as clover decline and soil acidification. Farmers will also prevent nitrate poisoning and loss of nitrogen to the air by knowing the situations that will present a risk.

A technical bulletin released by Pivot last week points out that clover content in most Victorian dairy regions this year is less than 10%. "This is not enough to meet the requirements of grass, so there is no point in avoiding the use of fertiliser to save the little bit that's there", says Agronomist, John Montgomery.

Nitrogen applications increase grass yields, which can shade clover in the pasture and lead to clover decline. The solution is to adjust the rotation so that the pasture is harvested as it reaches its optimum growth stage.

The technical bulletin also explains that lime applied at 2.5 t/ha during pasture renovation is enough to offset the soil acidity caused by nitrogen applied as urea at 180 kg N/ha/year for many decades.

"Nitrogen fertiliser does acidify the soil, but lime is a cost effective solution", Mr Montgomery says. "Urea is only half as acidifying as sulphate ammonia, and nitrogen made by clover is a far more potent driver of soil acidification than nitrogen fertiliser is," he said.

Mr Montgomery says nitrate poisoning is relatively uncommon, and often occurs with the prevalence of nitrogen accumulating species such as cape weed.

"The only prominent sown pasture species that accumulates nitrate is annual ryegrass, so that is one to watch in high risk situations. Fortunately, perennial ryegrass does not."

The risk of nitrate poisoning is greatest when stock are introduced from out paddocks or hay feeding regimes where they are not adapted to pasture growing under high fertility conditions. Mr Montgomery says that farmers can also take extra precautions by avoiding grazing on fertilised pastures for three weeks after application.

"Nitrate levels on fertilised pastures start to increase after 7 days, peak within 14 days, and return to normal after 21 days. This is a management practice which makes good sense because three weeks is the ideal minimum to leave pastures before grazing."

Farmers who apply nitrogen fertiliser through winter will lose a negligible amount to the air. "This is a problem associated with nitrogen fertiliser application to warm waterlogged soils", Mr Montgomery says. "DNRE at Ellinbank in Gippsland has found that losses to the environment under normal rainfall conditions in southern Victoria measure less than 3% from May to November."

Mr Montgomery stresses that the potential problems with nitrogen fertiliser can be avoided by understanding the risks.

"Use of nitrogen fertiliser can be compared to the use of electricity or a motor car. While there are hazards involved in these, we generally use them in such a way that risk is minimised, rather than avoid use and miss out on the benefits."

For further information contact Selena Jensen at Pegasus Communications on (03) 9654 1999.



Top Bulls Even Better Value

The August ABV release has confirmed the standing of **Genetics Australia** proven bulls, with some bulls improving significantly on their ABVs and now offering even better value.

Overall, most bulls maintained their ASIs (within four or five ASI). This was expected given the August ABVs added little additional daughter information to the ABVs of most bulls.

"However, there were some significant changes with improved ABVs for some bulls and this is good news for farmers who have already purchased semen or considering purchasing", says **Genetics Australia** Chief Executive Bernie Harford.

"Prices of **Genetics Australia's** top bulls have not changed following the August ABV release", stressed Mr Harford.

In addition, those ordering semen before the end of September will get the added benefit of a 10% shareholder rebate on the retail price of proven semen".

Mr Harford said, **Genetics Australia** was particularly pleased with the performance of **RAMESES** who increased his ASI from 101 ASI to 110 ASI not far off the very top of rankings.

"**CAREY** also went up over one hundred at 103 ASI, providing exceptional production improvement and value", he said.

"**ALLORA** went from 70 ASI to 72 ASI but more importantly improved his calving ease for an ABV of 2. This puts him with (**COOKIE, JUDGE** and **SHORMAR**) the best bulls available for calving ease".

"**REFRESH** and **TRUMAN**, already popular bulls for their combination of production and type improved their type ABVs significantly, along with **VOLCANO** and **FORMOST**"

"**ONAWIN** with 60 ASI and +0.17% protein and +0.18% fat plus good type and workability is a new bull to the proven team.

"**PRETEXT** maintained his high type rating to remain the only bull in the top 40 ASI with two points or better for Overall Type and Mammary system. **PRETEXT, ALLORA, REFRESH, TRUMAN, SHOTIME, ZIRCON, SOAP-BOX, LICENCE, WINLUKE, SHORMAR** and **SHOLUDE** make up a group of bulls with very good type and high ASIs, all above 55 ASI".

ZIRCON and **WINLUKE** improved significantly on their already positive percentages.

'**Genetics Australia** continues to have half of the bulls in the top 20 available Holstein bulls", said Mr Harford. "With twenty available bulls over 55 ASI there is plenty of choice for farmers whether your breeding objectives are production, component percentages, type or a combination of these characteristics".

Jersey Team Consolidates

"The August ABVs resulted in little change for **Genetics Australia** top team of Jersey proven bulls", continued Mr Harford.

"There were few changes in the ASIs, with most bulls staying within a few ASI of their May figures".

"**TARANAK** maintained his number one ASI position at 115 ASI".

"**ASTOUND** consolidated his position at 92 ASI and his exceptional type profile, particularly for udders, will continue to demand the attention of breeders".

"**SOLUKE** improved his ASI moving from 71 ASI to 76 ASI confirming the good reports from farmers milking daughters of this top **SOONER** son. His tremendous type and excellent workability will continue to make him one of the most popular new Jerseys available".

"**MARINA** at 83 ASI also has strongly positive percentages. with very good type, especially for udders, and excellent workabilities, he will continue to attract interest as an all-round performance bull".

"Those interested in using Jersey genetics are encouraged to examine the ABVs and particularly the ASI's. Mr Harford said that for any breed "milk is milk" and the ASI offers an appropriate weight based on the relative economic values of protein and fat, with a penalty that reflects the cost of milk volume at the farm and processing levels".

Red Breeds Offer Choice

Mr Harford said that **Genetics Australia** was pleased with the stability of proofs of red breeds proven bulls.

"The stability of proofs of the red breeds bulls between the May and August ABV release should give farmers even more confidence in Australian progeny testing and the proven bulls available from **Genetics Australia**" says John Harle.

Particularly pleasing is the proof of **ARBXTRA** and **ARBKING**, two bulls to emerge from Australian progeny testing. At 101 ASI and with excellent workabilities **ARBXTRA** stands with the best of overseas genetics for his proven ability in Australian herds.

New Zealand

The offering of bulls with overseas proofs remain strong. In the New Zealand Genetics Jersey team leading New Zealand proven **NZLSAMSON** has been added to the already strong Jersey line up while **NZLDALTON** a Blackstar son offering high ABV(i) and pleasing New Zealand type has been added to the Holstein Team.

Full details on all the overseas proven bulls will be available from your usual **Genetics Australia** on freecall **1800 039 047**.

10% Rebate Offer Extended

Genetics Australia's offer of a 10% rebate on proven semen has been extended to orders received up until 29th September.

Orders must be placed by 29th September although semen can be delivered anytime up until the end of November. Semen will be delivered and invoiced in the normal way by the farmers nominated semen supplier. The **Genetics Australia** rebate will be forwarded directly to the shareholder.

Genetics Australia Chairman, John Harlock explained the offer was available to shareholders only, or to those applying to become a shareholder during the offer period.

"This is the first time we have offered a rebate on all proven semen purchases beyond the 30th June. We hope shareholders will take advantage of it to the fullest extent", said John.

"For farmers using semen anytime from now until the end of December, there is no reason why all **Genetics Australia** proven semen should not attract the 10% saving".

An order form is available from **Genetics Australia** on freecall number **1800 039 047**.

Production, workability, type, calving ease, test and outcross

...bulls to meet every breeding goal

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SEPTEMBER
TO SAVE
10%

Genetics Australia proven bulls have been carefully selected for Australian farming conditions. No matter what your breeding goal you will find bulls that suit your needs and your budget.

PRODUCTION

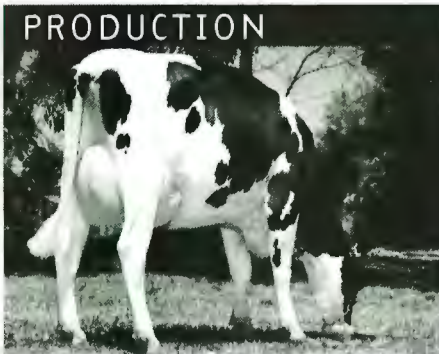


Photo © Sherri Martin

RAMESES Daughter owned by The Cameron Family, Cobram East, Victoria

RAMESES, CAREY, MATEMAN, REFRESH, TRUMAN, ALLORA, VOLCANO, ZIRCON and PINACLE all rate in the top 20 ASI Holsteins while TARANAK remains the number one available Jersey bull.

WORKABILITY



Photo © Sherri Martin

GRANSEC Daughter owned by Andrew & David Lumsden, Korolt, Victoria

Twenty-five out of 30 Proven *Genetics Australia* Holsteins and eight out of ten Jersey bulls are all 90 plus for all workability traits. RAMESES, GRANSEC and PYRAMID have 96% farmer likeability ABV - the best available.

TYPE

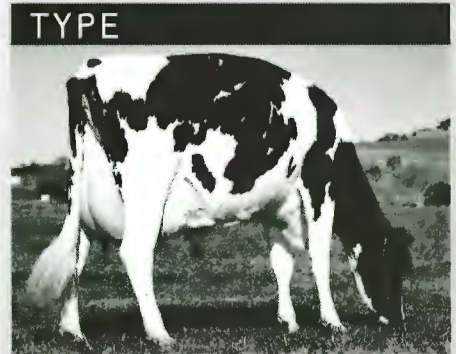


Photo © Sherri Martin

ALLORA Daughter owned by Miller Innisfail Farms, Gerringong, New South Wales

Of the top 40 available Holsteins ALLORA, SHOTIME and new graduates PRETEXT and LICENSE are the top four for type improvement.

CALVING EASE



Photo © Sherri Martin

COOKIE Daughter owned by Gaylene & Simon Coverdale, Princetown, Victoria

ALLORA joins COOKIE, SHORMAR and JOWARS with a calving ease ABV of "2" making them suitable for maiden Holstein heifers.

TEST



Photo © Sherri Martin

ZIRCON Daughter owned by Rolf & Liz Malmo, Cobram East, Victoria

There are seventeen bulls in the top 40 ASI available Holsteins that are positive for fat and protein percentages, ten are *Genetics Australia* bulls including TRUMAN, ALLORA, VOLCANO, ZIRCON, GRANSEC, WINLUKE and ONAWIN.

RED BREEDS



Photo © Sherri Martin

ARBXTRA Daughter owned by Noel & Fay Wleck, Toowoomba, Queensland

Genetics Australia proven Red Breed bulls offer a viable alternative to Jersey and Holstein genetics. The top nineteen proven Red Breed bulls are available from *Genetics Australia*.

Order during September and receive a 10% cash rebate on the recommended retail price (for semen delivered up until 30th November 2000).

Check out the August ABVs. Obtain a copy of the latest figures by contacting *Genetics Australia* on freecall 1800 039 047.

Genetics
AUSTRALIA

2000 Royal Adelaide Show

There have been a large number of new entries from around Australia in the specialty cheese section of the 2000 Royal Adelaide Show's Dairy Products Competition. Entries came from Ashgrove Farm, Lacrum, Lactos, and Bonlac Foods (all from Tasmania), with other entries from Western Australia, Victoria, New South Wales and South Australia.

Champion Cheddar was won by Bonlac Foods-Wynyard, with Champion Hard or Semi-Hard variety won by local manufacturer La Vera Cheese Producers of Newton with their Pecorino cheese. The Champion Soft cheese variety was won by Lacrum Cheese of Tasmania with their outstanding Brie.

The Champion Yoghurt of the competition was won by Paul's Limited of Queensland for their Apricot and Mango Yoghurt.

Judges were very impressed by the high standard and quality of entries in this year's competition. Judge, Jim Marshall said, "it is pleasing to see the new varieties coming into the competition. We believe this is a stepping stone to more varieties being available for judging in future years."

As well, many more new varieties of ice-creams and frozen desserts were entered, which shows a new trend in the competition. Mirabelle Plum produced by Azzura Gelati in Perth, WA took out the prize for best frozen dairy dessert.

Once again the famous Golden North Vanilla was the Champion Ice-Cream of the Show.

There was a large increase in the number of entries in the dairy based dips competition, with the winner being Copper Pot Dips with their Tzatziki dip.

For further information contact:
Bob Snewin
Telephone: Mobile: (0418) 531 402



Shopping online easy for Dairy farmers

An exciting new web site is now available to dairy farmers throughout Australia.

"dairyspecials.com is the newest, most exciting site to launch on the Internet specifically for dairy farmers since the start of e-commerce" stated an industry advisor.

dairyspecials.com has been developed for dairy farmers to find products and services needed for their business at a glance, at the same time allowing the farmer to register and order on-line

Dairy farmers can now find a wide range of products from the one site

making dairyspecials.com the premier provider of specials for farm inputs. That is why it is referred to as www.dairyspecials.com - "Your Online Dairy Shop".

The range of products that dairy farmers can get on dairyspecials.com is enormous and includes; Artificial breeding supplies with the latest in semen and AI equipment, farm machinery, feed & dairy equipment/detergents, Bull proof information, Cattle sales & shows with results, Breed societies, travel services, and rural employment.

dairyspecials.com is designed to link up with company websites, enabling you easy access to information without leaving the site. If there are any

queries for Suppliers, our help line is available for direct emails.

Promotional bonuses for regular customers include "football and netball tipping", where the lucky winner receives at the end of each sporting season, a dairy package supplied by our sponsors.

www.dairyspecials.com offers farmers cost effective comparisons to locate industry related products at competitive prices.

To find dairyspecials.com just type in www.dairyspecials.com into your Internet browser, or for more information call 0413 702919.

2001 All Breeds Youth Camp

Where: Rochester Showgrounds

When: Tuesday 2nd January – Saturday 6th January 2001

Age: 14 – 20

Cost: \$120.00

Closing date: 30th November 2000

Contact: Amanda Chamberlain
Adam Dee
Glen Baldwin
Sheri Martin
Jock Coulton
Patrick Nicholson
Michelle Burt

Some Topics Include:

Cow appreciation
Nutrition
Genetics
Marketing/Promotion
Show preparation
Farm management

✂

Name: -----

Address: -----

Phone: ----- Age: -----

Please return to: Michelle Burt
PO Box 195
Bacchus Marsh 3340

Property Management Planning Grants Program

ASSISTANCE TO SUPPORT PLANNING FOR BALANCED DAIRY FARMING BUSINESSES

A new approach is available to support Dairy Farming families and management teams plan for the future. Funding assistance is available through the Property Management Planning Grants Program (PMPGP) to support activities which assist farm management teams plan their and their farms businesses futures. The PMPGP is an initiative of Primary Industries and Resources SA and the Natural Heritage Trust.

Already two dairy discussion groups in the South East have enthusiastically taken the opportunity of accessing available funding from the PMPGP and FarmBis to design a series of workshops that explore the four major parts of their farming businesses - the enterprises, the people, the finances & the natural resources with a long term planning focus.

With the assistance of a Regional Facilitator the groups are currently working towards incorporating planning principles into their discussion group activities for 2001. Activities that the dairy farmers have chosen include;

- Effluent management
- Health & stress management
- Climate risk management
- Investment management - options for utilising and cash surplus
- Evaluation of current business status and planning for long term viability
- Dairy cow nutrition
- Communicating as an employer of staff
- Farm safety
- Soil nutrition
- Planning & Sustaining Farm Roads - What's there now, what would be the ideal, how can you get there?

The Property Management Planning Grants program will support up to 90% of the cost of an edible activity.

The activities can be coordinated and delivered by whom the group chooses, ie an existing consultant, farm adviser or group coordinator.

TO ACCESS THE SAME OPPORTUNITIES?

Please talk to your existing groups coordinator or your nearest Regional Facilitator

Regional Facilitators in Dairying Regions

David Hubbard:

Adelaide Hills, Fleurieu Peninsula, River and Lakes,

Tel: 8535 6413, 0408 672 387

Verity Ingham

South East

Tel: 8762 9100, 0427 979 425

Industry Liaison Officer

Graham Lewis, Tel 8389 8800, 0428 423 901

PMP Facilitators & Industry Liaison Officer



Graham Lewis – State Industry Liaison Officer



David Hubbard – Regional Facilitator for Adelaide hills, Fleurieu Peninsula, River and Lakes



Verity Ingham – Regional Facilitator for South East

Milk Wars

MILK WARS – WAS PROFESSOR JAMES DUNN CORRECT?

The current 'market milk wars' being waged on supermarket shelves across Australia was inevitable. Its suddenness and (price) savagery was not anticipated by many in the Industry.

Industry generally accepted that the average Australian regulated farmgate price of high 40 to low 50 cents per litre would fall to a commercial price in the mid-30 cents per litre. With the latest round of house brand contracts negotiated between Dairy Farmers Group and Woolworths that farmgate price appears to have been driven down to the mid to high 20 cents per litre for market milk.

Professor James Dunn, visiting American agricultural academic, predicted this sort of outcome in a presentation to the SADA Central Council on the 2nd June 1998.

Professor Dunn was not confident that market milk would hold any premium in a deregulated environment. He was less confident that retailers (the supermarkets) would pass on any savings to the consumer.

Needless to say that at the time Central Council and the Dairy Industry at large were sceptical about Professor Dunn's outlook. A little over two years later his analysis is becoming the reality of the Dairy Industry's future.

The premium for market milk that regulation protected on behalf of the individual dairy farmer disappeared on 1 July 2000 with deregulation of the Industry. Due to actions by the processors in the market place any opportunity to retain a *commercial* premium has also been traded away.

Milk is now a *commodity* and its price will rise and fall on the basis of the world market for commodity prices such as butter, cheese and skim milk powder. The ability of the company that the individual dairy farmer supplies to be able to extract the best possible price for their product on the market place will determine to a large extent the farmgate price.

So why has the processor sector traded away what appears to be such a lucrative *commercial* premium on market milk when the Industry believed that it could be sustained, even if it was in the short to medium term. In a phrase *commercial pressure, commercial advantage*.

It would appear that Dairy Farmers Group took a commercial opportunity to win a considerable share of the market milk market through a contract with Woolworths. At the same time has gained time and space for itself (against its immediate competitor National Foods) for its own restructure and other commercial initiatives.

Is this a good strategy for Dairy Farmers Group to pursue? Only time will tell. If it provides a better return to its members in terms of an increase in the overall price for milk then the majority of its dairy farmers will be happier.

Dairy Farmers Group actions has certainly put National

DAIRY GROOVING

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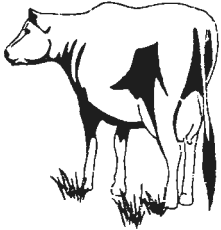
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Foods on the defensive. The most recent reports indicate a 40 per cent drop in its share values, a \$30-40 million dollar earnings hole and a 10 per cent profit slump this year. This will no doubt put downward pressure on the farmgate price paid to National Foods suppliers as it looks to correct the balance sheet. There is already talk of renegotiating contracts.

What the market milk war has done in an almost brutal fashion is to destroy any premium for the market milk for the Industry. The Industry, in particular the dairy farmer sector, has held the view that some premium could be retained and thus returned to the farmer if only in the short term.

And short term it may well have been, with Aldi the giant German supermarket chain beginning its operations in Australia soon and the US based WalMart also considering its options in this country.

Professor Dunn is too polite a person to be saying '...I told you so...' Professor Dunn was after all correct!!



Proposed New Food Laws for South Australia

South Australia is planning to introduce new food safety laws that will better protect public health by setting strict requirements for how food should be stored and handled.

In general, the new laws would apply to any business, enterprise or activity that sells food, or stores or handles any type of food intended for sale. Important exemptions are proposed for charity and community group fundraisers and for small businesses with a turnover of less than \$25,000 a year.

The legislation has been drafted but will not go before Parliament until those affected and members of the public have voiced their opinions. Written submissions will be accepted until October 31.

The Consultation Draft can be obtained in printed form by contacting the Department of Human Services, Phone: 1800 239 221 or Fax: (08) 8226 7102, or electronically at www.health.sa.gov.au/pehs/food-safety-sa.htm

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South Australia – Post Deregulation

The farm sector of the South Australian Dairy Industry is set for solid growth and performance in the medium farm post deregulation. The indicators to this are present and dairy farmers should be looking to the next 3-5 years with confidence.

The 'shake-out' within the farmer sector is happening now and will continue for the next 12-18 months. Individual dairy farming enterprises are making decisions:

- restructuring/modernising/value-adding/relocating
- exiting the Industry

Indications are that every dairy enterprise in South Australia is 'getting on' with business. No-one is standing still. While some of the decisions are no doubt painful, they are never-the-less being made.

Emerging in the next two years will be an Industry which is stronger and more capable of production increases.

In five or so years there will be:

- 500 dairy farming enterprises
- each producing between 1.5 & 2 million litres

The 500 dairy farming enterprises will be very much 'family farms' based on two generations of ownership and farm workers; that is husband/wife (first generation): son/daughter (second generation); farm labourer.

In other words – ownership
 management
 labour

The average farming enterprise would have between 3-5 labour units involved.

Milk production will be biased more towards increased production per cow, rather than increased cow numbers. The emphasis will be towards better genetics and feeding, already a trend in this State.

The fundamental that will underpin success will be an apprehensive farm and business plan. Farm and business plans will be:

- developed with professional advice and assistance
- reviewed at least annually
- endorsed by the farm's financial institution/s and milk companies

Farm enterprises will use e-commerce, e-mail, internet and other technology to maintain and enhance their business advantage. Reliable, relevant and timely information will be crucial to decision-making. It will be at the farm enterprises' fingertips through 'e-' means. Most dairy farmers will actually enjoy using 'the computer' for their day to day requirements.

Trends that will emerge:

- resource sharing – one dairy milking several herds from different enterprises
- contracting – for any type of operation within the enterprise from book-keeping to hay and silage making
- training and development – greater emphasis of business, farm training to be able to '...ask the correct questions...'
- value-adding – through manufacturing of cheese etc. selling milk to manufacturers other than the major companies
- environmental enhancement – enterprises will go beyond 'managing' environmental issues to 'enhancing' the environment in which they operate

South Australia – Post Deregulation (Contd)

The basis price of milk in South Australia will to a certain extent remain within the range of the 'prevailing manufacturing milk price' driven by world factors.

Dairy farming enterprises will have to calculate this price with extreme caution. It will not be easy, but it can (and will) be done by the successful enterprises. With good 'cost of production' analysis against the farm and business plan and an understanding of the basic milk price – profits will be made.

There is scope for a small (say 150-200 million litre), high value manufacturer in South Australia today. It is acknowledged that SA has a 'surplus' of low value milk. This has to be channeled into a best return type manufacturer.

The growth regions will include:

- the South East (Bordertown perhaps)
- Meningie
- River Murray

There will be consolidation of dairy enterprises in the Fleurieu, Adelaide Hills, and the North/Barossa.

A number of significant issues face the Industry in the medium term:

- environment: There will be increasing pressure to protect the environment (the Dairy Industry has to date an excellent to outstanding record in this regard, but there will be increasing pressure to improve)
- milk prices: No longer buffered by regulation, milk prices will be more volatile (the world market). The prevailing world manufacturing milk price will set the benchmark.
- company performance: No longer able to hide behind regulation company performance (whether co-operative or propriety) will come under increasing scrutiny by members/shareholders
- industry rationalisation: A continued period of rationalisation both within the farm sector and within the processing/manufacturing sector will dominate the industry
- food safety: Public demand on food safety will drive industry response in terms of quality assurance systems, GMO definitions, food labeling. There may be a 'direct' cost to farmers to remain in business

Within three years or so, post the deregulation reorganisation the Australian industry will emerge as a world leader in every aspect.

South Australia will share in these benefits with approximately 500 dairy farming enterprises producing 1.5-2 million litres of milk each (750 million litres to 1 billion litres annually).

The processing/manufacturing sector will include:

- market milk processors
- commodity manufacturers
- high value (niche) manufacturers

The supply/demand for milk in this State will be very well matched, with little 'out of reason or uncontracted' milk in the system. This will be one of the key factors in holding the farmgate price in South Australia above the prevailing manufacturing milk price.



Dairy farmers should plan to profit from nitrogen

Grass produced from nitrogen is almost half the cost of bought in feed, and many dairy farmers in Victoria are taking the opportunity to use more of this fertiliser.

This means adjusting grazing rotations to harvest the pasture at optimum growth stage, making regular nitrogen applications to sustain pasture production, and ensuring that other nutrient deficiencies are corrected

"Pasture response from nitrogen does not need to occur at the expense of clover," John Montgomery Pivot Agronomist at Warrnambool says. "Several progressive dairy farmers have been using 200 kg/N/ha/year and still have vigorous ryegrass swards with just as much clover as their neighbour's pasture."

Mr Montgomery says that dairy farmers need to adjust the timing of their grazing rotations after nitrogen application so the pasture is harvested at the optimum stage. "This should occur when the pasture reaches 2-2.25 tonnes DM/ha, and will prevent shading of clover in the pasture."

"The effects of nitrogen only last 6 - 8 weeks so continued benefits require repeat application, which is profitable for as long as the feed can be utilised."

Repeated applications of nitrogen fertiliser up to 200 kg N/ha/year is an approach advocated for irrigated pasture based on DNRE trials at Kyabram. The trials found that, while nitrogen applications boost grass yields, decreasing cover percentage, there is little change to absolute clover yields.

A DNRE trial on pastures with high clover content in Warrnambool showed three applications of 50 kg/ha N decreased clover content by just 6%.

"Most dairy regions in Victoria have less than 10% clover content now, which is not enough to meet the requirements of grass. "It's far better for farmers to provide nitrogen than to save the little bit that is being made."

Mr Montgomery says other nutrient deficiencies must be corrected to maximise pasture response. "Where deficiencies of phosphorus, potassium and sulphur exist, Boosta products are needed rather than straight nitrogen fertilisers", he said.

"Where these deficiencies have been corrected, urea is the most cost effective form of straight nitrogen."

He says farmers who have applied SuPerfect and potash already this year can apply urea at 100 kg/ha. Deficiencies can be treated through DAP, urea blended with SuPerfect, Pastureboosta and Fodderboosta.

Pivot has produced a range of technical bulletins, which are available from the Pivot website at www.pivot.com.au. These include *"Can repeated use of nitrogen on dairy farms cause problems?"* and *"Nitrogen: What do I need to make it work?"*

For further information contact Selena Jensen at Pegasus Communications on (03) 9654 1999

Mixed Berry Yogurt Cake

125g BUTTER, softened
2 teaspoons vanilla essence
2/3 cup (150g) caster sugar
3 eggs
3/4 cup (110g) self-raising flour
1/3 cup (50g) plain flour
1/3 cup (40g) almond meal (ground almonds)
200g plain YOGURT
1/3 cup (50g) frozen blueberries
1/3 cup (40g) frozen raspberries

Preheat the oven to moderate (180°C). Grease a 20cm ring pan; line the base with baking paper. Beat BUTTER, essence and sugar in a small bowl with electric mixer until light and fluffy. Add eggs, one at a time, beating until combined between additions. Transfer the mixture to a large bowl then stir in the combined sifted flours, almond meal and YOGURT. Spread the cake mixture into the prepared pan; sprinkle with the combined berries. Gently press berries into the top of the cake mixture.

Bake for about 45 minutes or until cooked when tested. Stand the cake for five minutes before turning onto a wire rack to cool. Dust with sifted icing sugar, if desired.

Suitable to freeze.

Cook's note: Do not thaw berries before using as they may "bleed" into the cake mixture.

Honey Almond Drops

Combine 60gms BUTTER, 1/3 of a cup of brown sugar, 1/2 cup honey and 2 tablespoons of molasses in a medium heavy-based pan.

Stir over heat until BUTTER is melted; cool five minutes. Stir in two cups self-raising flour, sifted with two teaspoons mixed spice, 1/2 teaspoon ground nutmeg and 1/2 teaspoon ground cloves.

Roll teaspoons of mixture into balls, place about 5cm apart on greased oven trays, top each with a blanched almond.

Bake in a moderate oven (180°C) for about 15 minutes.

Cheesy Corn Muffins

Ingredients:

2 cups self raising flour
2 spring onions, chopped
1 carrot, grated
1/4 cup grated tasty CHEESE
420g can creamed corn
3/4 cup MILK
2 tablespoons vegetable oil
2 eggs, beaten
3 slices ham, halved
1/4 cup grated tasty CHEESE, extra
1 tablespoon pepitas (pumpkin kernels), optional

Method:


In a large bowl combine self raising flour, spring onions, carrot, CHEESE and creamed corn.

In a small bowl lightly beat together MILK, vegetable oil, and eggs. Make a well in the centre of ingredients and pour in milk mixture, stirring well.

Spoon muffin mixture into a greased 6 cup jumbo muffin tray. Roll up ham and place into the centre of each muffin. Sprinkle with extra CHEESE and pepitas. Bake in a pre-heated oven at 200°C for 25-30 minutes.

Makes: 6.





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THE SOUTH AUSTRALIAN DAIRYFARMERS'
JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

President's Report

Dear Fellow Dairy Farmers,

If this month's Journal is late you can blame me. Jenny has been chasing me for quite a few days to do this letter, but I have been so busy I just haven't got down to doing it.

Our new Chief Executive Officer has now started and I am really pleased with the way he is "catching on" to the intricacies of our dairy industry. Ken has had a lifetime of service to agriculture so his transfer to "dairy" won't be too hard. Please contact Ken if you can to make his introduction to SADA as pleasant as possible.

I know Ken has written to you about the letter we all received from the Westpac bank and the Australian Milk Producers' Association. I was really disappointed with that correspondence for two reasons. The first was that the AMPA which grew out of the "Concerned Dairy Farmers Group", was the group which opposed the restructure package for quite a deal of time during our negotiation with the Federal Government. The second was that Westpac told me themselves that they "don't have many dairy farmer customers in S.A.". So one group who did all they could to stop the package and another group who really haven't been interested in dairy farmers in SA got together to "cream the top off" a scheme so hard fought for by SADA and the Australian Dairy Farmers Federation. That leads me to another point. We have to be very careful when looking at which bank we use to provide our "upfront" payment. I understand some people who have compared Banks have found that those who showed the lowest interest rate weren't those that supplied the largest up-front payment. So it is important for all of us to ask the providers to tell us how much our restructure pack-

age will give us as a total amount and then compare results. Another thing I would like to mention. The Dairy Adjustment Authority, which administers the Restructure Package, tell us that quite a few replies to the "entitlement" letters are coming back to them with incorrect information. It is very important that you check these forms very carefully and make sure the information you return is exactly correct. If not your payment will be held up. Therefore it is important to get it right.

On the 'milk price' front I can tell you that we have been in touch with all companies over the last four weeks to let them know that the prices we are receiving across the board are really unsustainable. Two of the Victorian companies are quite confident of this year's price finishing up at above 26 cents a litre. Other companies are not so keen to give a prediction. I would like to say this about milk pricing. We at SADA are doing all we can to keep companies notified of the fact that the current prices paid for milk by some companies is quite inadequate. But to get anywhere this will have to be a concerted effort on behalf of all of us. We have to get through to the factories that we cannot accept a situation where prices are so low. With exports so good and the Aussie \$ so low the export market is really looking good so please join with me in letting the companies know we will not accept very low prices. There is a price at which we can prosper and until we get there we should continue to complain, loud and clear until we get what we need.

*Yours sincerely,
 Frank Beauchamp.*

The South Australian Dairyfarmers' Association Incorporated

Journal

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

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October 2000

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8	9	10	11	12	13	14
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29	30	31				

Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
- ◆ Sharefarming Information
- ◆ Lobbying & Representation
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board

November 2000

Sun Mon Tue Wed Thu Fri Sat

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19	20	21	22	23	24	25
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Upcoming Events

- ◆ 13 Dec Central Council – Colonial Function Centre (TBC)

There is no doubt that life after deregulation will present new challenges for the dairy industry.

It is a time therefore, for dairy farmers both individually and collectively, to put into place the best strategies for building profitable businesses. Much can be achieved with astute policies and a “win-win” approach to “doing deals” with our business associates.

Certainly we are the only dairy exporting country not to be subsidized. We are also amongst the most efficient operators and our products are of the highest quality.

What about the “Bank of Australia Award”; though? Are we, in other words, making a good income? What return are we getting on the \$1 billion dollars of capital investment in the milking plants on SA dairy farms?

Our challenge then is to make our businesses profitable. Let's work together to give it our best shot.

“Experience is a great teacher but sends in a helluva bill”. One of the lessons learned at great cost is that nobody cares more about the profitability of your business more than you do.

So one of the most vital responsibilities of SADA then, is to provide sound advice so that members can make informed deci-

sions. Another is to ensure that all members have a fair and reasonable say in relation to industry business, particularly, when we are paying the bill. I guess what I am saying we should look at both growing the business and cutting the costs.

Currently as dairy farmers we are sharing the “hurt” with the processors. But we do have the warm feeling of a DSAP on the way and the consumers have a benefit in the price of milk.

Let me make some observations about the DSAP.

The DSAP has been one of the great successes in the recent history of Primary Industry. It was won for you by State (SADA) and Federal (ADFF) Associations. Many good judges at the time said it would never happen. I have some experience in these matters and the real problem in “pulling-off” a deal like this is you have to hit a very small “window of opportunity” when the industry and the minister are ready. Around Australia there are a few who would, often for good reason, have liked the arrangements in the deal to be different. But delay in signing would have put the deal in serious doubt. When the cheques arrive remember the role played by SADA.

There are also a few, who even today, will say we could have done without the package. They say it is “better to rationalise quickly”. This is not just heartless; but does not appear to be good business. How much better to let people leave with dignity, and help finance the farmer expanding or re-financing debt?

The payments are on the way with the very first 400 to arrive on Monday 23rd October and about 4,000 every second day after. About 40% initially received had to go back or get

sorted out over the phone.

As you know we negotiated the waiving of the “stamp duty” which adds in a little more. When we received the initial letter saying the duty was payable we went back to the senior ministers ASAP. We believe we can improve our communication with government and with this in mind we are meeting with Rob Kerin later this month (October).

Finally, I wish to thank all those who have made time to contribute to my learning curve. I have been most impressed with their knowledge, openness and commitment to the industry. They include; SADA members, Brenton Higgins (National Foods), Tim Sanson (Dairy Farmers), Ken Smith (Dairy SA), Steve Rice (DASA), Bob Snewin (ADC), and Dale Perkins (SAFF). But most importantly; Frank, John Phil and Bronte.

The current story in the Financial Review (13th October) is that Parmalat are targeting National Foods. This makes commercial sense even offering a bid above the market price. If on the other hand Parmalat was also considering Dairy Farmers then “politically” the time may appear attractive. These are commercial decisions for the companies but the general feeling is that a further rationalisation would be expected to assist the dairyfarmers. The simple logic being it is easier for two to agree (that enough is enough) than three. Once this situation is resolved it will be easier for us all to sit down and have those frank....sorry “Frank”... discussion about the bright and profitable future for us both.

Best regards,
Ken Lyons – CEO SADA

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Workers Compensation Update

Secondary Disabilities

One of the more complex and often confusing areas in Workers Compensation is that of Secondary Disabilities. In determining whether a particular claim can be coded as a Secondary Disability, our claims team must follow stringent policy and procedures set down by the WorkCover Corporation.

This article provides a brief overview of Secondary Disabilities and the information we as a Claims Agent must use when we assess a claim for Secondary Disability coding.

The information within this article is not exhaustive and is not intended to provide detailed information on all aspects of Secondary Disability coding.

Effect on Bonus/Penalty

A secondary disability coding excludes the claim costs from bonus/penalty considerations under section 67 as far as employers are concerned.



What do we consider?

As a Claims Agent acting on behalf of the WorkCover Corporation, we are bound by the policy and procedures of the Corporation when assessing a claim and we must always use objective medical evidence in our assessment of a claim for secondary disability coding.

For a claim to be regarded as a secondary disability the worker must have an identifiable "prior disability" at the time of the employment related aggravation, etc. The Act does not define a "prior disability."

The prior disability need not be work related. It must be present at all times, ie. It must be identifiable and would normally require some symptoms be present at the time of the aggravation etc. Some cases

may not require that the worker be aware of any prior problem, eg. Coronary heart disease, or pre-existing degenerative changes and may only become aware of a prior condition after the aggravating incident.



Definition

Secondary disability is defined in Section 3 of the Workers Rehabilitation and Compensation Act. 1986 (the Act) as a disability that is sustained as a result of the aggravation, acceleration, exacerbation, deterioration or recurrence of a prior disability.

The words contained in the definition refer to a recurrence of the disability, or a worsening of the disability in the sense of graver, more grievous or more serious in its effects upon the worker. In other words, something (a work-related incident or activity) contributed to the recurrence of the disability, or to make the disability worse rather than it simply had become worse.

Minimum medical evidence required

There must be a documented medical history of the prior disability i.e. the disability prior to the date of the compensable injury. The following are appropriate:

- A medical report from the general practitioner whom the injured worker consulted for the prior disability stating, where possible, the date, cause, exact nature and extent of the prior disability and its duration and the causal link.
- An indication the current treating general practitioner has discussed the medical history of the injured worker with the treating general practitioner whom the worker consulted for the prior disability and provided

the medical report based on that history.
or, if none of the above

- other *objective* medical evidence identifying the prior disability i.e.
- the date;
- the cause;
- the exact nature and extent;
- the exact anatomical location;
- its duration;
- whether or not the worker has recovered from the prior disability.

These findings should be compared with the medical evidence relating to the current disability to establish the relationship between the current and previous disabilities.

Nature and location of the disability

A secondary disability must be at the exact anatomical location and must be of the exact same nature as the prior disability. For example, if there was previously a strained lumbar spine at L3/4, and there is now a disc protrusion at L3/4, the disc protrusions would not be secondary even when it occurs in the same part of the spine.

Contact your Case Manager

If you require further information regarding Secondary Disabilities or you have a query regarding a specific claim, please contact your Case Manager in the first instance.

Source: Workers Compensation Update/Mercantile Mutual

Report a Claim: 1800 025 246





BankSA now gives you up-front access to your DSAP.

At BankSA, we've developed "DairyPlan" so that you can receive the value of your DSAP entitlements up-front. Simply contact your nearest BankSA branch for more details.



No bank is more committed to South Australian dairy farmers than BankSA. And, to care for all your financial needs, we have the largest team of specially trained bank managers in the State.

The Bank of South Australians.

www.banksa.com.au

Murray dairy more than triples output in eight years

Eight years ago Warren and Cheryl Doecke moved their dairy from the Barossa Valley to a run-down farm on the banks of the River Murray.

So poor initially was productivity on the 180 acres of degraded pastures with broken fences and channels, maximum capacity was only 90 cows.

This coming year the Doecke farm, which nestles alongside the Swanport Bridge at Murray Bridge, will peak at 215 cows and milk production will be nearly four times what it was that first year.

What has occurred in the intervening years has been intense and radical redevelopment to meet the efficiency needs of dairying in a newly deregulated market environment.

The 90-acres of flood irrigation on the river bank has been laser-levelled, channels redesigned and repastured with a high quality clover and ryegrass mix. Reeds in some places had obscured grazing cows.

"The place was as run-down as a dairy could get," Warren Doecke said.

Now, emerald-green grazing strips brighten up the view from the bridge for passing traffic. On the red sandy loam hills above the flats, Warren has installed permanent sprinklers to water lucerne pasture.

Last August he direct drilled 20 acres to WL 525HQ and cut it for hay in October and November before turning the milking herd on to it in December.

Bred in the United States for high quality hay production, it is the first non-dormant variety developed with the use of NIR feed-test technology to screen parent lines for quality traits.

Tried under Australian conditions for the past five years by Wrightson Seeds, it has proven to be consistently high yielding, with exceptional recovery after cutting, superior stand persistence and strong pest and disease resistance.

So well have the cows done on this new pasture that Warren intends to put in another eight acres this year, replacing an old Aquarius stand.

"Generally they have milked more," he said.

And while he can't put the production lift down solely to the lucerne, his feeling is, nevertheless, that the cows are generally milking better off WL 525HQ.

Milk production at the Doecke's farm has increased this year by 60,000 litres over last year from roughly the same number of cows.

"These results make me happy to resow more 525 this year," Warren said.

Although he believed the newer varieties of lucerne need to be replaced after four or five years of intense grazing, they were more winter active than the older strains. This higher productivity enabled him to meet the demands of dairy deregulation.

"When you are irrigating you must make the absolute best use of the water you put on. You've got to have the best possible stand of feed you can get," Warren added.

Further information on lucerne varieties for dairy production is available from Wrightson Seeds, phone Owen Connelly on 0418513 156 or freecall 1800 619 910.



Warren Doecke on his Murry Bridge property

NATIONAL NEWS

Herbicide-tolerant GMOs not contained: IOGTR

Australia's new interim national genetic engineering regulator last month revealed there have been two breaches in recent months of the rules governing trials of herbicide-tolerant GMO crops - although it says there was little risk to the environment in either case.

Details of the breaches were spelled out in two separate documents released by the Interim Office of the Gene Technology Regulator (IOGTR). In one case, the IOGTR says Monsanto Australia breached guidelines by allowing "tonnes" of whole seed from its Roundup Ready cotton to enter the commercial market - before it had been officially approved- while in the other Aventis CropScience breached the conditions for field trials of herbicide-tolerant canola.

The IOGTR documents - an *Information Bulletin* and a submission to a Parliamentary Inquiry - were released just weeks ahead of an imminent Federal Government decision to give the green light to the full commercial release of Roundup Ready cotton, which will make it the first herbicide-tolerant GMO approved for full release in Australia.

The findings of the IOGTR's investigation into the much publicised breach by Aventis earlier this year, involving field trials of GMO canola near Mt Gambier, were detailed in a submission made by the regulator to a Senate Inquiry into the Federal Government's new Gene Technology Bill.

The IOGTR says although Aventis had breached the guidelines governing the trials, it is "unlikely" herbicide tolerant genes escaped into weeds or other crops.

"Primarily the risks involved the

possibility of transfer of the herbicide-tolerance gene to related weeds or other canola plants," the submission says. "This is unlikely because no commercial canola crops are grown in the area during the summer trial season and there is evidence indicating that hybridisation between canola and brassicaceous weeds is of low frequency and progeny is of low reproductive fitness."

It says the IOGTR had now begun a risk management plan in the area to address the "small increased risks" resulting from the breaches, including monitoring weeds for signs that the genetically modified canola had cross-bred with them, and inspecting the site over a three-year period for 'volunteer' GMO plants.

In its *Information Bulletin*, the IOGTR announced it would mount a thorough audit of Monsanto to find out how whole, viable cotton seeds - genetically modified to make the crop tolerant of the herbicide glyphosate - had been released onto the commercial market this year without approval.

Monsanto had expected to be given approval to release its Roundup Ready cotton last season, but was refused by the Genetically Manipulated Advisory Committee (GMAC) - the predecessor and now advisory body to the IOGTR. Instead it was told it would have to manage its plantings as large-scale field trials, and that whole seeds should not enter the market.

The IOGTR declined to give any details about the Monsanto breach, although director Elizabeth Caine told *Land and Water News* it had involved "tonnes" of viable GMO seed entering the commercial market in the 1999/00 growing season. AntiGMO campaigner Bob Phelps, from the Genethics Network, claimed about 80 tonnes of cotton seed was involved.

The IOGTR says GMAC found the Roundup Ready breach did not re-

sult in any risks to the environment or human health, but that "this would not necessarily be the case if the same failure were to occur for other genetically modified crops". To limit the possibility of such future breaches, it says, it will conduct an audit of Monsanto's processes for managing GMO trials.

'All clear' imminent for Roundup Ready cotton

Monsanto's Roundup Ready cotton is expected to be formally given the final green light for commercial release this month - opening the door for a queue of applications for other herbicide tolerant GMO crops.

The IOGTR was expected to finally recommend to Federal Health Minister Michael Woolridge late last month that he should approve the release - with a formal decision by the Minister soon after - after finding that Roundup Ready cotton posed little risk to the environment or human health.

GMAC has until now refused to give approval to any full-scale releases of herbicide tolerant GMO plants, insisting that any such releases should only take place as part of a nationally coordinated strategy to hedge against the risk of the technology promoting herbicide-tolerant weeds.

However, last year the intergovernmental Standing Committee on Agriculture and Resource Management (SCARM) found it was not feasible to set universal rules for GMOs in agriculture. Since then GMAC's longstanding caveat appears to have been watered down, with IOGTR now saying instead that herbicide tolerant releases should be conditional on an "appropriate crop management plan".

Green groups claim widespread use of herbicide-tolerant crops could force the evolution of herbicide-tolerant weeds and lead to more use of chemicals. But the industry ar-



gues such as GMOs – already widely grown overseas – promote conservation farming by reducing tillage, and lead to less use of chemicals.

Last month the IOGTR issued a second Information Bulletin setting out a new process for monitoring field trials of GMO crops to guard against future breaches. For the Bulletins and Senate submission see: www.helath.gov.au/tga/genetech.htm (Contact: 02 6270-4318)

ARMCANZ signs off on new National Water Policy

- but won't release it

Australia's Federal, State and Territory Agriculture and Natural Resource Ministers last month announced they had signed off on a new National Water Policy Agenda for Australia, extending the water reform process beyond the current Council of Australian Governments (COAG) timetable - but declined to make the document public.

The Ministers made the announcement in a joint media statement following a meeting of ARMCANZ (Agricultural and Resources Management Council for Australia and New Zealand) in Brisbane on August 18, much of which was devoted to water and natural resource issues.

However, the statement gave no details of the new National Water Policy Agenda. A spokesman declined to release the document, and said it would not be made public until it had also been agreed to by ARMCANZ's environmental equivalent, ANZECC (the Australia and New Zealand Environment Conservation Council) which is not due to meet again until December 15. However, the spokesman said ANZECC might be able to deal with the National Water Policy Agenda paper out of session, so it that could be released before then.

The ARMCANZ statement said water

and related natural resource management issues had "dominated" the Brisbane meeting, which had agreed to new policy moves on water trading, environmental flows and groundwater management. The meeting comes ahead of the Council of Australian Governments (COAG) meeting in November on water and natural resource management issues.

The statement said ARMCANZ had called for a new public discussion paper titled *A National Approach to Water Trading* to be prepared by the intergovernmental Standing Committee on Agriculture and Resource Management (SCARM) - a committee of senior public servants which reports to ARMCANZ. The paper would look at opportunities to expand water trading to move water from lower to higher value uses,

and at social and environmental implications.

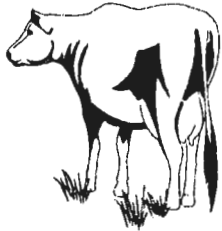
ARMCANZ also agreed that new national principles for determining environmental flows would be finalised by November for 'whole-of-government' consideration, while reports on improved management of groundwater would be prepared in time for an ARMCANZ meeting in March next year.

The Ministers also discussed the National Competition Council's (NCC's) upcoming 'third tranche' assessment of State and Territory progress on rural water reforms as part of the National Competition Policy process, and the public response to last year's natural resource management discussion paper.

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Food poisoning put under media spotlight

Three years' work by ANZFA's Food Safety Program staff to develop new food safety standards for Australia - and associated guidelines - culminated in a major function at Parliament House, Canberra on 3 August.

The function included a special tour of the Parliament House kitchens for journalists and camera crews covering the event.

ANZFA Chairman, Michael MacKellar, released the guidelines document to the new safety standards, titled *Safe Food Australia*, for public comment and took the opportunity to remind stakeholders, staff and media present at the function of the seriousness of food-borne illness in Australia.

He also talked about the new standards - 'Food Safety Practices and General Requirements' and 'Food Premises and Equipment' - providing Australia for the first time with a set of modern uniform regulations which have moved away from the prescriptive style of regulation.

The two standards were approved by the Australia New Zealand Food Standards Council at a meeting of the ministers on 28 July. They will become effective in February 2001. *Safe Food Australia* has been designed to help enforcement officers interpret the standards. It will also assist food businesses to determine whether their current practices are safe.

'I believe the two new food safety standards are among the most progressive in the world', Mr MacKellar said.

'For the majority of food businesses which already have good hygiene standards and consistently provide safe food, the new requirements will require little, if any, change. But for the minority who threaten the safety of the community, the standards de-

mand change and improvement.

Mr MacKellar referred to a 1999 ANZFA analysis estimating that, on average, 11,500 people contracted food poisoning every day, resulting in about 4.2 million cases of food-borne illness a year and an annual bill to the nation of up to \$26 billion.

'These figures are in line with data obtained from the United States and the UK, but even if the true situation is only half the estimate, we are still dealing with a very serious problem', Mr MacKellar said. 'The recent outbreak of food poisoning in Japan - affecting some 14,000 people who consumed contaminated milk products - has served to highlight the fact that safe food can never be taken for granted.'

Copies of the publication can be obtained from the Food Safety Program on 02 6271 2224 or email food.safety@anzfa.gov.au or it can be read on our website www.anzfa.gov.au

News from DASA

A significant amount of locust activity is predicted in the cropping belt which is under PIRSA control. APLC activity is confined to the north of SA. PIRSA has made a decision to use fenitrothion and fipronil for control. There is considerable potential for landholder spraying with a range of chemicals, including SPs. The residue risk is considered

Farm work is not child's play!

Farms can be exciting places for children to live, but they are also places of work. The unique mix of work and home on the same site can sometimes mean farms are places of high risk or danger. Between 1991 and 1996 eleven children were killed in farming accidents in South Australia. Since 1995 there have been six child fatalities specifically related to tractors. The high-risk time for child accidents on farms is during school holidays.

A Workplace Services media campaign aimed at raising safety awareness for children on South Australian farms commenced during the first week of the school holidays. Coinciding with National Farm Safety Week, the campaign was officially launched on 20 July by the Hon Robert Lawson MLC, Minister for Workplace Relations. 'The purpose of the campaign', noted Minister Lawson, was, 'to reduce farm fatalities by communicating to farmers and their families the high risk of taking children on tractors and activating farm machinery without first ensuring the safety of children.'

The initial campaign concluded on 6 August. For more information call Workplace Services on (08) 8303 0400.

Information sheets called 'Safeguards' relating to rural health and safety are available on the Workplace Services website www.eric.sa.au

Source: *Workmatters* Sept. 2000

MEMBERS ARE ADVISED THE GST COMPONENT ON MEMBERSHIP WILL BE CHARGED ON THE NEXT MILK STATEMENT. \$10.14 GST FOR NINE MONTHS MEMBERSHIP TO 31/3/2001 IS CLAIMABLE AS AN INPUT CREDIT.

New LIC Man in Australia

New Zealand's Livestock Improvement Corporation (LIC) now has a full-time representative in Australia. Paul Haley will operate from the NZ Dairy Board offices at Rowville in Melbourne and work closely with **Genetics Australia** to promote New Zealand genetics in Australia.

Paul has been with LIC for twelve years and in that time has held a number of senior positions in Sales and Regional Management. More recently he was Corporate Administrative Manager of LIC's head office in Hamilton, New Zealand.

Paul explained that he was looking forward to working alongside **Genetics Australia**, as LIC's agent in Australia.

LIC New Zealand is ideally suited to augment **Genetics Australia's** product line", said Paul.

"Not only do our two countries have similar breeding objectives but due to the similarity in environments the genetic correlation with New Zealand is also higher than with any other country", he said. Table I shows the genetic correlation between Australia and some of the countries Australia imports semen from. "What the table shows is that New Zealand proofs are good predictors of Australian performance while Northern hemisphere proofs entail more risk".

Table I - Genetic Correlation's between Australia and other countries (Holstein -Friesian - protein) source: Interbull

Country	NZ	NLD	CAN	FRA	USA
Correlation	0.90	0.81	0.81	0.8	0.79

Sire Proving

Paul also pointed out that with Livestock Improvement Progeny testing 300 young sires annually, New Zealand is recognised for its selection of profitable genetics for pasture systems", said Mr Haley.

Livestock Improvement has focused our Sire Proving Scheme on the identification of high genetic merit sires that are proven accurately and reliably. The main selection criteria for Sires are production of milksolids, traits other than production (TOP) as well as other economic factors such as survival and liveweight".

"Liveweight is included as it is an important factor in assessing animal efficiency, a measure which takes into account feed costs for body maintenance and growth, as well as income streams from selling cull cows and surplus calves", said Paul.

Genetics Australia Co-operative Limited, P0 Box 195, Bacchus Marsh 3340
Ph: 0353 673888 Fax: 0353 675100

Production, workability, type, calving ease, test and outcross

...bulls to meet every breeding goal

Genetics Australia proven bulls have been carefully selected for Australian farming conditions. No matter what your breeding goal you will find bulls that suit your needs and your budget.

PRODUCTION



Photo © Sherri Martin

RAMESES Daughter owned by The Cameron Family, Cobram East, Victoria

RAMESES, CAREY, MATEMAN, REFRESH, TRUMAN, ALLORA, VOLCANO, ZIRCON and PINACLE all rate in the top 20 ASI Holsteins while TARANAK remains the number one available Jersey bull.

WORKABILITY



Photo © Sherri Martin

PYRAMID Daughter owned by Neil & Nola Williams, Undera, Victoria

Twenty-five out of 30 Proven *Genetics Australia* Holsteins and eight out of ten Jersey bulls are all 90 plus for all workability traits. RAMESES, GRANSEC and PYRAMID have 96% farmer likeability ABV - the best available.

TYPE



Photo © Sherri Martin

ALLORA Daughter owned by Miller Innisfall Farms, Gerringong, New South Wales

Of the top 40 available Holsteins ALLORA, SHOTIME and new graduates PRETEXT and LICENSE are the top four for type improvement.

CALVING EASE



Photo © Sherri Martin

COOKIE Daughter owned by Gaylene & Simon Coverdale, Princetown, Victoria

ALLORA joins COOKIE, SHORMAR and JOWARS with a calving ease ABV of "2" making them suitable for maiden Holstein heifers.

TEST



Photo © Sherri Martin

ZIRCON Daughter owned by Rolf & Liz Malmo, Cobram East, Victoria

There are seventeen bulls in the top 40 ASI available Holsteins that are positive for fat and protein percentages, ten are *Genetics Australia* bulls including TRUMAN, ALLORA, VOLCANO, ZIRCON, GRANSEC, WINLUKE and ONAWIN.

RED BREEDS



Photo © Sherri Martin

ARBXTRA Daughter owned by Noel & Fay Wieck, Toowoomba, Queensland

Genetics Australia proven Red Breed bulls offer a viable alternative to Jersey and Holstein genetics. The top nineteen proven Red Breed bulls are available from *Genetics Australia*.

Check out the August ABVs. Obtain a copy of the latest figures by contacting *Genetics Australia* on freecall 1800 039 047.

Genetics
AUSTRALIA

FINAL PHASE OF ANALOGUE MOBILE PHONE NETWORK CLOSURE ON 3 OCTOBER 2000

On 3 October 2000 the analogue mobile phone network will close *completely* in Australia.

The analogue mobile phone system has been replaced by advanced digital mobile phone technologies, namely GSM digital and CDMA. General consumer information about these technologies is provided in the attached information brochure, including the key point that the CDMA network will provide reasonably equivalent coverage to the analogue network. More information about the introduction, operation and coverage of the new CDMA network is available from the licensed carriers.

Specifically, the Federal Government has imposed licence conditions on Telstra, which require it to operate digital mobile phone network(s) that provide reasonably equivalent coverage to the analogue network in non-metropolitan areas. The Australian Communications Authority (ACA) is responsible for administering those licence conditions.

The ACA is closely examining the performance of Telstra's 5 new CDMA network, including the operation of the Analogue Closure Hotline 1800 35 11 35, which deals with consumer complaints about CDMA coverage.

The ACA has been encouraging all mobile phone users need the to speak to different mobile service providers and make sure they select the right type of replacement handset and any accessories for their needs. For example, an external antenna and/or car kit may be required to achieve maximum coverage, particularly in regional and remote areas.

Vodafone, Optus and Telstra can assist with enquiries about their GSM digital mobile networks. You may also be aware that Vodafone Globalstar has launched its GSM/satellite mobile service.

Contact details for these mobile service providers are below:

Telstra MobileNet	018 018 111
Optus	1800 501 032
Vodafone Network	1800 638 638
Vodafone Globalstar	1800 303 030

A brochure can be obtained by contacting the ACA's Analogue Closure Hotline on 1800 35 11 35. Alternatively, the brochure, along with other analogue closure information, is also available on the ACA's website at: www.aca.gov.au/consumer/analogue/index.htm

WORK WANTED

A young couple, Alex & Ann Mazzone are seeking dairy work or a sharefarming position. At Meningie at the moment, but willing to relocate.

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MEMBERS WHO PAY THEIR WORKERS UNDER THE FEDERAL AWARD

Members are advised that as from the first pay period commencing on or after 7 September there has been an increase in the Federal Award for payment of wages of Station Hands.

Station Hand Grade 1 \$400.40
General Station Hand – Grade 2 \$425.40
Senior Station Hand – Grade 3 \$450.50

Please phone the office for any further information. ☎(08) 8293 2399



Thank you to SA Dairy Farmers!

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on the Year !!

Farm Walk



Chris and Dianne Williams
"Rock Camp Dairy"
Meningie

Date : Friday 1st December

Time: 10.30am

Venue: Dairy of Rocky Camp

RSPV: For catering purposes
Jaylene 8293 2399

Highlights

Take a walk on the farm
side

BBQ Lunch

Sponsored by
lama Meningie

Drinks and Ice Creams

Sponsored by
National Foods
Dairy Farmers



FARMERS HAVE A GOOD THING GROWING!

Record crowds spilled out of the dairy cattle judging area at this years Celebrity Milk-Off competition, held on Wednesday September 6th of Show week.

Keen crowds of families, showgoers and members of the general public jostled for space to view the day's antics. For some it was the first time they'd seen a cow, let alone examples of every single one of South Australia's breeds of cow.

Hosted by Keith Conlon, the Celebrity Milk-Off was held as part of Dairy Day which also featured a Dairy Food Fair with delicious giveaways from National Foods, Dairy Farmers and Australian Dairy Corporation, free face painting, and a dazzling performance by Adelaide Children's performers T.A.Z Razzle.

The Dairy Day Celebrity Milk-Off pits relay teams of media guests against each other in a hilarious hand-milking competition.

Over the years the event has enjoyed increasing popularity among crowds and participants - this year many high-profile media personalities were attracted to perform in the event, which is a strong sign of its success in showcasing the state's important dairy industry to the public.

Media participants in the 2000 Milk-Off included:

- Matthew Primus, Jane Reilly, Mark Aiston and Melody Horrill from Channel Ten
- James, Amanda, Cossie and Cowboy from the SAFM Breakfast Show
- Lisa McAskill, Nicole Willis, Ray McGhee and Xavier Minniecon, Channel 9
- David Heath and Matthew Pantelis, Radio 5AA
- Jeremy Cordeaux, Radio 5DN
- Bruce Abernathy, Channel 7, and Brenton Whittle, Channel 7's "The Book Place"
- Leigh Radford, Kelly Nestor, Ashely Walsh and Peter Walsh, the ABC
- Peter Goers, The Sunday Mail and Radio 5AA

The event this year featured greater stunts of boisterous trickery in desperate attempts to win the coveted trophy. Disqualifications were rife; dobbing-in was endemic and shameful, with the ABC team turning in the only certifiably "honest" performance.



The winning team, featuring Channel 9's Xavier Minniecon, Nicole Willis, Lisa McAskill and Ray McGhee, managed to squeeze an almost unbelievable 5.2 litres of milk from their cow, while successfully evading the watchful eye of the referee Steve Davis, Australian Test Cricket Umpire.

After the event, many of the crowds stayed on to stroll through the exhibition dairy and visit the dairy sheds.

This year Dairy Day received lots of great publicity and media coverage, including stories in the Advertiser Show Guide, Stock Journal and Sunday Mail, coverage of the Milk-Off on Channel 9 and Ten News, and countless mentions and interviews on Radio 107.1 SAFM, Radio 5DN and 5AN ABC Radio.

A big Thank You goes out to our sponsors National Foods, Dairy Farmers, the Royal Agricultural & Horticultural Society and Australian Dairy Corporation, the Royal Show Dairy Cattle office and the cow breeders and handlers who participated in the competition - as usual their support was fantastic and an important part of the event's success.

Channel 9 - The Winning Team

Dairy Day Participants





Your Options - Your Future

"Most farmers are workshopped out, but this one was really worth the time."

John Williams, from Meningie, was not the only one who gave top marks to the workshop, 'Your Options - Your Future'.

Presented by Glenys Hough of RSM Bird Cameron, 'Your Options - Your Future' takes participants through a detailed business assessment and how to make decisions about use of the restructure package.

Marilyn Green, from Woodside, found Glenys' strong global view very stimulating and this helped her to look at her business from a different perspective.

"Glenys really challenged us to assess our business and challenged our thoughts on the use of the restructure package," said Marilyn.

"If you are seeking new information, this workshop supplies it."

Max Green had some doubts about taking two days out to attend, concerned that material presented may have been a repetition of information provided through the Farm Management Course and other seminars.

"I am very pleased I attended. Glenys has a great ability to look at your performance and financial figures and identify the strengths and weaknesses," said Max Green.

"Attending has definitely clarified my decision on how I use the restructure package and confirmed this is the right choice for our business.

"We're all busy but the two days was well spent.

"The time and money spent on the workshop will be returned several times over, based on the information we learnt from Glenys Hough."

'Your Options - Your Future' is run over two days with a break between to allow participants to digest the information and to gather their figures. The first day focuses on knowing your business, what are the real costs of production, what are the opportunities and how can these be influenced by milk prices.

John Williams found relating everything back to a litre cost was very useful.

The second day used cost of production figures to look at the impact of changing herd sizes to recover loss of income, the links between technical and financial performance and options for use of the restructure package.

"I went to the workshop thinking about investing in land and cows," said John Williams.

"I now realise the restructure package is a one-off opportunity to move into more diverse off-farm investments."

Supported by Farmbis, further 'Your Options - Your Future' workshops will be run based on demand. "If you don't ask, you won't get," said Hans Van Dyk. "Workshops will be run over the next four months at times when farmers are most available."

The workshop is appropriate for all dairy farmers whether they plan to stay in or leave the industry.

Anne Masterman, from Auburn, found the workshop really made her stop and think and helped her and her son, Nick, gain a better knowledge and understanding of their business.

"The structure was excellent and the content has really stimulated us into action," said Anne Masterman.

Glenys Hough appears to be an excellent resource. Participants report that she knows the industry backwards, talks farmer language, tells it as it is and does not waste your time.

To participate in a 'Your Options - Your Future' workshop, contact Hans van Dyk, tel: 0500 813 600, fax: 0500 813 601, e-mail: hvandyk@dove.net.au








DairySA
Dairy Research and Development Corporation



DAIRY RESEARCH AND
DEVELOPMENT CORPORATION
Driving Dairy Innovation



The Restructure Package - Your Options, Your Future

-  Do you need to work out your cost of production?
-  Is your business ready for deregulation?
-  Do you understand the restructure package?
-  Do you need help to identify opportunities for your business?
-  Are you still deciding how to take and use the restructure package?

If you can answer **YES** to one or more of these questions then the workshop **The Restructure Package - Your Options, Your Future**, is for you and your business.

Who are the workshops for?

All members of the farming business - family members, partners, share farmers.

Should I just send one person to the workshop?

A single registration fee covers all members of the business and we encourage all members to attend the workshop together.

How much does the 2 day workshop cost?

FarmBis and DairySA are subsidising the workshops so that the cost has been reduced to \$110 (inc GST) per farm business.

How many people will be at each workshop?

Numbers per workshop will be limited to 16, about 6-8 businesses. This will help individual businesses work through their needs.

When and where will the workshops be held?

Workshops will be run across the state from the end of July. Dates and locations will be based on demand. So send your registration in **NOW**.

To participate in a 'Your Options - Your Future' workshop, contact Hans van Dyk, tel: 0500 813 600, fax: 0500 813 601, e-mail: hvandyk@dove.net.au

New chief brings experience to SADA

A leading rural sector administrator and strategic adviser has been appointed as the new chief executive officer of the South Australian Dairyfarmers' Association.

Ken Lyons will work with the State's dairy farmer lobby organisation and its 500 members to tackle challenges including a restructure of the organisation, and helping farmers adjust to a deregulated market place.

Announcing the appointment, SADA general president Frank Beauchamp said Mr Lyons brought extensive and valuable experience in areas of vital importance to South Australian dairy farmers.

"He is one of the State's most experienced administrators and managers in the rural sector from whom we believe our organisation can gain a great deal," Mr Beauchamp said.

"He does not come from a dairy background but this has traditionally not been required of our CEO's. We are looking forward to him being able to offer a fresh perspective on how the SADA can meet dairy farmers' needs and better serve its membership."

Mr Lyons has spent the past 11 years running his own business, which specialised in the development and implementation of strategic plans for primary industry and corporate organisations.

During that time, he participated in the development of a

national agricultural research and development policy, and worked with various agricultural research and development corporations and research institutes.

He is a past member of the National Seafood Council and former chief executive officer of the SA Fishing Industry Council (SAFIC).

In particular, Mr Lyons has had extensive experience in the grain industry.

He was Manager of Corporate Affairs for the Australian Wheat Board, during the corporatisation of the AWB, and is a past State Manager of the organisation in SA.

His responsibilities including liaising with growers and grower organisations, evaluating and recommending policy initiatives to improve the financial returns to growers, and supervising communication to growers on issues from production through to the analysis of international markets.

Originally from Victoria, Mr Lyons joined the Victorian Department of Agriculture to become the first head of the Department of Animal Production at the then new Dairy Agricultural College at Glenormiston. He was promoted to the position of Vice Principal of the Longerenong Agricultural College before joining the AWB.

Please note: story available via email by contacting turnbull@porternovelli.sa.com.au

BORDERTOWN PROPERTIES FOR SALE

The Bordertown District is recognised as one of the best value for production areas of the state, with our milk climate and reliable rainfall in the range of 17"-21", and access to good quality underground water. The following 2 properties are examples of quality holdings within the District. We have more available for your consideration.

"BORDERTOWN DAIRY"

- 405 acres (163.9Ha.), Well established property, edge of town.
- 170 + cows regularly milked, + drys & heifers, (now 145=28 to come in).
- Excellent flood irrigated pastures 197 acres, + strong dry pastures.
- Well maintained 10 a side Herringbone, 6,750 ltrs. Storage
- 2 very well maintained homes, w/- large main homestead extensively renovated, delightful wild-life enclosures w/-ponds.
- Shedding, yards, silos, machinery, plant & all stock, list available.
- Only being offered due to retirement. "Borderview" provides a rare opportunity to acquire a quality herd, highly productive pastures, well maintained dairy, - 2 very comfortable homes, with prime land so conveniently located just on the edge of a well serviced town.

• \$11.4 million w.i.w.o.

Phone (08) 8752 1933,
a/h Greg Window (08) 8752 1778

"CARINYA"

- 1239 ACRES (501.3Ha.), Front Highway – only 11 kms west of town.
- Huge 126.3 ha. I.E. Water Lic., could water approx. 343 acres pasture. Quality water 4 irrigation bores, 2 equipped.
- Well drained strong Red & Blue gum country, rubble available on site.
- Most appealing Federation style homestead in very pleasant sheltered surrounds, shedding & yards.
- Extensive 3 phase power network, + side bitumen road.
- Could be purchased as a whole or in 4 lots.
- Probably best set-up potential dairy property in district, according to Dairy Field Officer.
- Most attractive terms available to approved clients.
- All offers submitted above \$1.2 million or enquire about lot prices

Ray White

BORDERTOWN & DISTRICT

Simply Chocolate

Chocolate, Orange and Oatmeal Muffins

225g plain flour
2 teaspoons baking powder
Finely grated rind of 1 orange
50g medium oatmeal
75g light muscovado sugar
200g Greek YOGURT
4 tablespoons sunflower or vegetable oil
150ml MILK
1 egg
200g Cadbury's Dairy Milk chocolate, chopped
Oatmeal, for sprinkling

Line a 10 section deep bun tin or muffin tin with paper muffin cases. Sift the flour and baking powder into a bowl. Stir in the orange rind, oatmeal and sugar. Beat the YOGURT with the oil, MILK and egg and add to the bowl of dry ingredients together until only just combined, adding a little extra milk if the mixture seems dry. Divided the mixture among the paper cases and sprinkle some extra oatmeal over the top. Bake the muffins in a preheated oven, 200°C for 15-20 minutes until risen and just firm. Serve warm or cold.

Makes 9-10

Chocolate Cherry Patties

175g BUTTER
100g Cadbury's Bournville chocolate
425g pitted black or red cherries in syrup
150g ground almonds
150g caster sugar
40g plain flour
4 egg whites
Icing sugar, for dusting

Lightly grease a 12 section muffin tin. Melt BUTTER and leave to cool slightly. Coarsely grate the chocolate. Thoroughly drain the cherries. Mix together the almonds, sugar and flour in a bowl. Add the egg whites, melted BUTTER and chocolate and mix until evenly combined. Divide the mixture among the sections of the tin. Arrange the cherries on top of the patties and bake in a preheated oven, 200°C for about 20 minutes until risen, golden and just firm in the centre. Leave in the tin for 10 minutes, then transfer to a wire rack to cool. Serve lightly dusted with icing sugar.

Makes 12

Flake, Fruit and Nut Cake

3 Cadbury's Flake
225g BUTTER, softened
225g caster sugar
275g self-raising flour
25g cocoa powder
4 eggs
150g hazelnuts, roughly chopped
200g Cadbury's Bournville chocolate, chopped
225g raisins
Cocoa powder or icing sugar, for dusting

Grease and line a 20cm/8inch round or 18cm/7 inch square cake tin. Cut all the Flake into 1.5cm/3/4inch pieces. Cream together the BUTTER and sugar.


Add the flour, cocoa powder and eggs to the bowl and beat until smooth. Reserve half of the pieces of Flake and 50g of the hazelnuts and plain chocolate. Fold the remainder into the cake mixture with the raisins.

Turn into the prepared tin and scatter with the reserved chocolate and nuts. Bake in a preheated oven, 150°C for about 2 hours or until a skewer inserted into the centre comes out clean. Leave to cool in the tin. Serve lightly dusted with cocoa powder or icing sugar.

Chocolate Ripple Teabread

200g Cadbury's Bournville chocolate, broken into pieces
200g unsalted BUTTER, softened
1 teaspoon ground mixed spice
175g caster sugar
3 eggs
2 teaspoons vanilla essence
225g self-raising flour
1/2 teaspoon baking powder
100g Cadbury's Bournville chocolate, chopped, to decorate

Grease the base and long sides of a 1kg loaf tin. Put the chocolate in a heatproof bowl, place over a pan of gently simmering water and leave until melted. Stir in 25g of the BUTTER and the spice. Place the remaining BUTTER, the sugar, eggs and vanilla essence in a bowl. Sift the flour and baking powder into the bowl and beat until light and fluffy. Spoon one-quarter of the mixture into the tin. Spread one-third of the chocolate mixture over the cake mixture and chocolate sauce, finishing with a layer of cake mixture. Sprinkle with the chopped chocolate. Bake in a preheated oven, 180°C for 1 1/4 hours or until risen and a skewer inserted into the centre of the teabread comes out clean. Leave in the tin for 10 minutes, then transfer to a wire rack to cool.



**Insurance
for dairy farmers?
Let's talk turkey.**

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, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



WESFARMERS FEDERATION
INSURANCE LIMITED

Only Australian.

THE SOUTH AUSTRALIAN DAIRYFARMERS'

JOURNAL*The Official Publication of the South Australian Dairyfarmers' Association Inc***President's Report**

Dear Fellow Dairy Farmers,

I suppose nearly everyone like me, has been struggling with their Business Activity Statement for GST. I will never understand why official forms need to be so complicated. I used to say to my family that the Telephone Company must employ someone to make finding information parts of the telephone book complicated. Well I believe that person has moved to the GST office.

We have been negotiating with Dairy Farmers Cooperative for them to supply a reverse Tax Invoice to sharefarmers in the same way they do for farm owners. I am happy to say that the Cooperative has been very helpful and, hopefully, we will come up with a solution in the near future.

Another problem for some farmers has come to our notice. Those who elect to take the "Dairy Exit Payment" under the Dairy Structural Adjustment Scheme are being told by Centrelink (who administer the scheme) that the farmer must be a practicing farmer when he applies for the fund. I'm sure everyone expected that those who applied would be treated with the same rules for all.

That is that you had to have been involved with production in 1998/1999 and also be on the farm on 28th September, 1999. There seems to be an anomaly in this and the Australian Dairy Farmers Federation are checking this with the Minister and his staff to see if the change can be made.

On Friday 27th October I attended a farewell function arranged by the Primary Industry & Resources of SA. The function was to farewell Ron Ellis who has been associated with Government agriculture for over 35 years. My association with Ron only began about 5 years ago when he took up the post of the departmental person responsible for the dairy industry. For most of his working life Ron was employed at the Struan research centre in the South East, which was quite close to his home near Naracoorte. So for the past 5 years he has been spending his weeks in Adelaide and his weekend at home in Naracoorte.

In the years we worked together I was impressed with Ron's commitment and understanding of the Dairy Industry. He is a great supporter of our Industry in SA and I hope that you will join me in wishing him a happy and fulfilling retirement.

*F.T. Beauchamp
General President.*



Milk Pick-Up the Irish Way

The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
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Upcoming Events

- ◆ 13 Dec Central Council - Colonial Function Centre



Recently, as I strolled through one of those really productive pastures of white clover and ryegrass, Shannon the son of the owner went "flying" along the fence line on a four-wheel motor bike. He was about to cut off a dry cow attempting to join in with the "milkers". It was then that I realised, that everything that was happening on this Mt Compass dairy farm had a sense of urgency about it. The new irrigation had to be installed soon for the critical summer season. Where was the DSAP payment to cover this big bill? Things had to move or the contract (with an adverse \$A dollar movement) would have to be renegotiated. They had only extended the milking unit four years ago and now they need to extend it again, and put in a bigger cooler. A few acres next door had been purchased, and the pasture needed "instant" renovation.

It seemed to me that my new mate was out there really pushing his business on. We should have this same sense of urgency at SADA. Let's see how we can put this sense of urgency into action.

One of the key issues considered at the national dairy meeting in Melbourne recently was the future of the dairy service corporations (ADC and DRDC); post deregulation. We have had deregulation in the field. What about some changes to the structures of the corporations that are there to make our dairy industry prosperous? Maybe we should put them together into a single Dairy Australia with a strong profit generating purpose? My sense of urgency led me to ask

the following question;

"If we can give you an industry structure (Dairy Australia) that will cost you less, return you more and will be more answerable to you; are you interested?"

Frank and myself attended the AGM of the SA Milk Haulage P/L. This is truly a little "jewel in the crown" of the SA dairy industry. This is a daily reminder that dairy farmers and processors can make agreements resulting in financial gain for both parties. Together with the SE system this is the most cost-effective system in Australia. A new testing program is about to commence at Flaxley, which will be both state of the art and cost effective. Now my Mt Compass mate did refer to some inconvenience with the milk "pick up" coming at 6am. Fortunately, in spite of some inconveniences there were congratulations all round; and the AGM was closed and we were on our way to see the Deputy Premier.

A few days earlier the Government released a green paper about the future of the State Dairy Legislation. We are very concerned about the "cost-effective" delivery of hygiene control through the farms and processing plants. It is highly unlikely that splitting the role currently undertaken by DASA to a number of Government Agencies would be acceptable. So we thought we should "strike while the iron was hot", with a "sense of urgency". Deputy Premier Rob Kerin was supportive of our view.

Jaylene is planning the current round of district meetings and the new SADA constitution should be approved by Xmas.

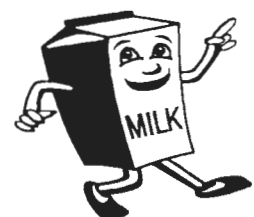
A matter of great concern, requiring a sense of urgency, is the plight of the dairy farmers in the SE who believe they have been unfairly treated in the DSAP. These are those farmers who were delivering into Victoria at the time. They have their "appeals" currently with the Dairy Adjustment Authority.

So last week we met with some dairy leaders in the SE to see if we could, together, progress the case. The meeting decided to construct a new "justification". The existing arguments (used by SADA during the negotiations of the package and this SE group currently) are not winning support. But it may be possible to find a new "key", gain another hearing with the Minister, and win the day. It was important and impressive to be part of a meeting with respected industry leaders willing to put aside emotional and historic differences. We all want to give this our last best shot.

It is getting hectic around here. It must be time to visit another farm.

Happy milking,

Ken Lyons.



A new weapon to fight mastitis

A NEW system of checking teat health will save dairy farmers many dollars of lost production in the national battle against mastitis.

Veterinarians and milking machine technicians have been trained to score the condition of teats through the national antimastitis campaign, Countdown Downunder. The campaign is funded by the Dairy Research and Development Corporation. "Teat problems are often associated with mastitis," said campaign leader, Dr Pauline Brightling. "We're encouraging dairy advisers to use this technique when solving mastitis problems with farmers." Milking staff should be aware of the types of teat changes that may indicate a problem, she said.

"When the cups are removed, look to see if there are any changes to the teats themselves. They might be a bit reddish, or even bluish. There might be some swelling or, if you touch the teat, it might be sensitive. That indicates there are things happening to the teat tissue that shouldn't be happening," Pauline said. Meanwhile, Countdown Downunder's short courses continue their national roll-out, with adviser courses ranging from South Australia to NSW in late 2000.

Courses have already been held in Queensland, Gippsland and Tasmania.

These Countdown adviser short courses give milking machine technicians, veterinarians and other dairy advisers up-to-date technical information.

A short course for farmers was held in northern Victoria in September and October, with pilot courses planned for each region in the next few months. This will form the basis of the farmer short course to be delivered in 2001. Information about the first course is available at www.countdown.org.au/Training/farm_short_courses.htm

Contact: Pauline Brightling, phone (03)96003506 or 0419336211, or e-mail p.brightling@vetunimelb.edu.au.

The dairy byproduct that didn't get away

DAIRY factories could soon be trading in a profitable sideline -goldfish.

A two-year experiment has successfully cultured goldfish, along with other fish and shellfish, in wastewater ponds at various dairy factories in Victoria.

A final report is due soon and will show the possibilities of growing fish in the ponds to help reduce nutrient levels in wastewater and offset the waste management costs of dairy manufacturers.

The Dairy Research and Development Corporation funded the work of Geoff Gooley at Victoria's Marine and Fresh Water Resources Institute. "We stocked fish into floating cages in the waste ponds," Geoff said.

"They fed directly on the solids that came through from the waste stream and on the plankton that was generated in the nutrient-rich water.

"The fish effectively strip the nutrients from the pond and you end up with a saleable product." Geoff said the fish would not be destined for the table, but could be useful in replacing imported fish used for pet food, stockfeed and fertiliser.

"We import tens of thousands of tonnes of fin fish into this country," he said. "We're not self-sufficient."

Potential markets

Then there is always the market for pet goldfish.

"Goldfish have been the most successful species to date," Geoff said.

"It's the same fish that people take home and put into a bowl. They're pretty tough little critters. They've proven to be hardy and tolerant, and suited to the nutrient-rich conditions of these ponds." Victoria's dairy processing industry alone produces an estimated 1.5 billion litres of wastewater a year. Excessive nutrients damage natural waterways and are linked to excessive algal blooms. Before any wastewater is released, it must be stored in ponds and treated. This can be an expensive process that adds to the total manufacturing costs of Australia's dairy industry. "There's an opportunity to use this water as a resource that would otherwise be wasted," Geoff said.

The next step is a scaled-up pilot project at a plant to apply the findings over the full manufacturing season.

Contact: Geoff Gooley, phone (03) 5774 2208 or 0419336053, or e-mail geoff.gooley@nre.vic.gov.au

Wised-up to the value of watching waste

ENGINEERS monitoring waste disposal at a dairy factory in western Victoria proved the economic and environmental gains of pro-active effluent control.

"The drain monitoring system at our Cobden plant has been an outstanding success," said Greg Gunn, Bonlac Foods' western regional environment services manager.

"The Dairy Research and Development Corporation-funded project cut treatment costs by 20% and led to 40% less salinity.

"It meant a 30% reduction in statutory breaches and 10% less hydraulic losses. These reductions were achieved despite the factory expanding by 20%."

Dairy processors aim to reduce waste production, minimising discharge volumes and treatment costs.

Estimates suggest that waste losses from some Australian dairy processing plants are well above world's best practice. The key to this project was online quantification of losses, so that this information could be fed back to plant operators. It also effectively characterised milk-processing effluent streams by identifying which parameters to measure and which instruments to use. The project went some way to standardise the best instruments to use. Much of this work involved educating production staff about the need for a monitoring system and the scale of product loss occurring.

"The project helped us identify and quantify milk losses," Greg said. "It made production personnel assume ownership of waste generated by their plant. It has helped cost-efficiency by reducing treatment costs and product losses while improving yield."

DAIRY AUTHORITY OF SOUTH AUSTRALIA

PLAGUE LOCUST INFORMATION FOR THE SA DAIRY INDUSTRY (No 2)

Locust Activity

- Locust fly-ins to dairy areas are possible in November and December 2000

Potential Hazards

- destruction of pasture and crops by locusts
- pesticide residues in pasture and fodder crops
- residues in dairy and meat products (testing is being increased)

What Can Dairy Farmers Do?

- be aware, check the web site and be prepared (www.pir.sa.gov.au)
- seek vendor declarations from fodder suppliers and stock feed manufacturers (essential)
- prepare spray equipment
- contact your chemical supplier to check availability of the chemicals listed below. The chemicals listed are the preferred option for chemical control of locusts as they provide the maximum market access possibilities for dairy products.

CHEMICAL	WITHHOLDING PERIOD ON PASTURE FOR GRAZING
fenitrothion	7 days
chlorpyrifos	2 days
diazinon	2-14 days
NOTE: always check chemical labels	

- if locusts fly onto your property, you need a sacrifice paddock area to hold cows which will not be sprayed. Think about the size area you will need, considering withholding period for chemicals
- if pasture is sprayed and grazed, contact your dairy factory field officer urgently to discuss options for milk collection or disposal
- keep records of any spraying activity
- do not spray bee hives, waterways or dams

Further Advice

- Ian Sanderson, PIRSA (0407 242 921)
- "Plague Locusts and Livestock Residues – brochure by SAFEMEAT". Available at chemical resellers, local government offices and PIRSA offices.
- Fact sheet "Locust Management in Field Crops and Pastures"

Steve Rice – Chief Executive Officer -(for SA Dairy Industry Plague Locust Committee)

October 2000

Profitable udders

Breeders who place emphasis on udder improvement when selecting their mating sires should take a closer look at the bulls "doing the job" in Australia according to *Genetics Australia's* Rob Derksen.

Production performance proven under Australian conditions has most impact on future profits through breeding and should be the first requirement in selection he says.

"However, many breeders rate udder improvement highly in their sire selection. The good news is that it is not necessary to compromise on production improvement to achieve an improvement in udders."

"The top 40 available ASI Holsteins have been identified as the most profitable bulls based on the performance of their Australia milking daughters. These bulls have been tested across Australian herds and their ability to improve production is known ". Rob Derksen said.

"When these best production bulls are sorted by mammary system the four positions are held by *Genetics Australia* proven bulls PRETEXT, SHOTIME, ALLORA and LICENSE".

ALLORA (*Mascot x Micheal*) is clearly the "best balanced" bull available taking into account his overall ABV. High ASI, positive percentages, excellent workability ABV and superb type make him the first bull selected by many Breeders in their 2000 breeding programs. A '2' calving ease ABV indicates he can be used with confidence on Holstein heifers rounding off a total performance package difficult to ignore.

SHOTIME needs little introduction with well over 30,000 Australia milking daughters and his first northern hemisphere milking daughters impressing their owners. His high production and type rating impress many breeders with many claiming him to be "the best bull to improve udders".

"SHOTIME's influence will have an impact for many years to come not only with his milking daughters but also with the influence of his sons. The first big crop of SHOTIME sons are due for their first ABV in February 2001 and early reports suggest some of these are sure to make an impact. Currently two sons are in the *Genetics Australia* proven team with LICENSE highly rated for type and production. His 61 ASI, 1.6 for overall type and 1.6 for mammary system coupled with his \$12.00 (plus GST) price tag makes him very popular, particularly where semen budgets are tight.

"PRETEXT holds the top position on the top 40 ASI and type ranking's and is the best new 2000 graduate for type. He is the only bull in the top 40 ASI better than 2 points for overall type and mammary system. He significantly improves all udder traits and his *Celsius x Elvin* pedigree will appeal to many breeders searching for an outcross. At \$18 per straw (+ GST) he is an ideal bull to use where type is paramount without need to compromise for production."

For further information contact Rob Derksen 53 67 3888 or your usual *Genetics Australia* representative.



Production, workability, type, calving ease, test and outcross

...bulls to meet every breeding goal

Genetics Australia proven bulls have been carefully selected for Australian farming conditions. No matter what your breeding goal you will find bulls that suit your needs and your budget.

PRODUCTION



Photo © Sheri Martin

RAMESES Daughter owned by The Cameron Family, Cobram East, Victoria

RAMESES, CAREY, MATEMAN, REFRESH, TRUMAN, ALLORA, VOLCANO, ZIRCON and **PINACLE** all rate in the top 20 ASI Holsteins while **TARANAK** remains the number one available Jersey bull.

WORKABILITY



Photo © Sheri Martin

PYRAMID Daughter owned by Neil & Nola Williams, Undera, Victoria

Twenty-five out of 30 Proven *Genetics Australia* Holsteins and eight out of ten Jersey bulls are all 90 plus for all workability traits. **RAMESES, GRANSEC** and **PYRAMID** have 96% farmer likeability ABV - the best available.

TYPE



Photo © Sheri Martin

ALLORA Daughter owned by Miller Innisfail Farms, Gerringong, New South Wales

Of the top 40 available Holsteins **ALLORA, SHOTIME** and new graduates **PRETEXT** and **LICENSE** are the top four for type improvement.

CALVING EASE



Photo © Sheri Martin

COOKIE Daughter owned by Gaylene & Simon Coverdale, Princetown, Victoria

ALLORA joins **COOKIE, SHORMAR** and **JOWARS** with a calving ease ABV of "2" making them suitable for maiden Holstein helpers.

TEST



Photo © Sheri Martin

ZIRCON Daughter owned by Rolf & Liz Malmo, Cobram East, Victoria

There are seventeen bulls in the top 40 ASI available Holsteins that are positive for fat and protein percentages, ten are *Genetics Australia* bulls including **TRUMAN, ALLORA, VOLCANO, ZIRCON, GRANSEC, WINLUKE** and **ONAWIN**.

RED BREEDS



Photo © Sheri Martin

ARBXTRA Daughter owned by Noel & Fay Wleck, Toowoomba, Queensland

Genetics Australia proven Red Breed bulls offer a viable alternative to Jersey and Holstein genetics. The top nineteen proven Red Breed bulls are available from *Genetics Australia*.

Check out the August ABVs. Obtain a copy of the latest figures by contacting *Genetics Australia* on freecall 1800 039 047.

Genetics
AUSTRALIA

World's First in Cholesterol Battle

Good news today (Friday October 20) for the 4.5 million Australians with high cholesterol with the launch of the world's first milk product designed to stop cholesterol being absorbed by the body.

Nutritional research has proven that plant sterols, the plant based ingredient in the new milk, prevent cholesterol being absorbed into the blood stream. Plant sterols are found naturally in many nuts, seeds and cereals but in this natural form Australian's don't consume enough of them each day to affect cholesterol absorption. In a world's first for functional foods, Dairy Farmers in partnership with Goodman Fielder has incorporated plant sterols into a low fat milk.

According to Royal Prince Alfred Hospital's Professor David Sullivan, physician and pathologist with expertise in cholesterol, the development is a vital breakthrough in encouraging patients back to the use of diet therapy.

"For a long time dietary change has been appropriately acknowledged by health professionals and government policy makers as the first line approach to addressing cholesterol concerns. The development of functional foods, such as Logicol™ milk, is a major advance in making diet therapy more effective and thus more appealing for people with cholesterol concerns. It provides another option, along with a healthy balanced diet, to fighting cholesterol.

"With research showing that consuming approximately 2g of plant sterols each day in food can reduce damaging cholesterol (LDL) by 10 per cent in three weeks, the availability of products containing plant sterols indicates potential for a new direction in cholesterol control," said Prof Sullivan.

The launch of Logicol milk coincides with the release of a new report authored by some of Australia's leading cardiovascular experts and nutritionists. The report analyses the role of diet therapy and reviews latest research on plant sterols and public perceptions of the cholesterol issue.

The report states that although around 90 per cent of Australians believe that cholesterol is an important issue in people's health, only 44 per cent know their current cholesterol status. This apathy towards cholesterol is further reflected in the statistic that nearly two thirds of the Australian's surveyed had not had a cholesterol check in the last twelve months.

According to Professor Sullivan increased exposure to new research and the availability of specially formulated products like Logicol milk will encourage health professionals and consumers to refocus on the cholesterol issue.

"Access to a range of products that can simply be incorporated into a low fat diet will facilitate greater compliance with dietary change and compliments other actions such as regular exercise and a healthy lifestyle," said Professor Sullivan.

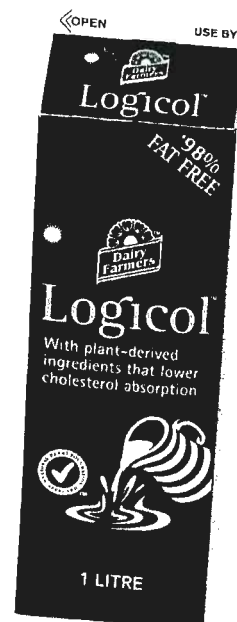
Sue Thompson, Consultant Dietitian, echoes these comments and believes that milk is the perfect delivery mechanism for including plant sterols in a balanced diet.

"Milk is a natural beverage, rich in calcium and consumed by 83% of the adult population. It is often consumed several times a day which provides people with additional opportunities to reach the desired daily intake of plant sterols at meal times, as well as providing much needed calcium.

"In conjunction with Logicol products people concerned about cholesterol are advised to try to make lifestyle changes such as participating in 30 minutes of moderate exercise a day and eating a healthy diet low in saturated fat," said Ms Thompson.

Logicol milk by Dairy Farmers, carrying the National Heart Foundation Tick, is the latest addition to the Logicol range of products that inhibit cholesterol absorption. The range includes canola spread from Meadow Lea, mayonnaise and coleslaw dressing by Praise and breakfast bars in conjunction with Uncle Tobys. It is therefore easy to consume the required 2~3 daily serves of any product from the Logicol range. This will ensure the optimum amount of plant sterols is being delivered to the body to limit cholesterol absorption. In addition, because all Logicol products are made by leading manufacturers, they taste great. Logicol products are available from most supermarkets with an RRP of around \$2.30.

For more information about plant sterols or Logicol please contact Logicol Freecall 1800638112.



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Olsen lauds NSW irrigators during Murray tour

South Australian Premier John Olsen took a three-day tour of the Murray River in New South Wales and Victoria last month - honouring a promise he made earlier this year - in which he praised NSW irrigators for their efforts to reduce salinity, but raised further questions over the corporatisation of the Snowy Mountains Scheme.

After what he said was an "open and frank" meeting with NSW's Murray Irrigation Ltd (MIL) in Deniliquin, Mr Olsen said he was encouraged by MIL's progress and genuine commitment to improving downstream water quality.

"Murray Irrigation is now setting an excellent example which I would urge all other irrigation communities to take note of and follow," he said.

However, the Premier again said he had won a promise from the Federal Government that it would not give the go-ahead for corporatisation of the Snowy Mountains Hydroelectric Authority (SMHEA) unless SA was "fully satisfied" the deal had overcome any negative effects on the State's water supplies which could result from the competition for water between the electricity and irrigation industries.

A report in *the Adelaide Advertiser* newspaper said the Premier had also attacked SMHEA for "hoarding" about 1,000 gigalitres of water to earn it future financial gains from generating electricity after it was privatised - and that Mr Olsen had promised to take the issue up with the Federal Government.

SA releases flow plan for Murray River

South Australia's River Murray Catchment Water Management

Board (CWMB) last month (September 7) released a draft plan which it says will for the first time provide guaranteed environmental flows for the Murray and its wetlands in SA, and will place strict controls on new irrigation developments based on water trading.

CWMB chair Jim McColl said the draft Water Allocation Plan broke new ground by ensuring a flow of water to sustain the River's ecosystems and by setting new rules to make irrigators more efficient.

"The Plan strikes a workable balance between the economic and social needs of the community, and the environmental needs of the River Murray," Mr McColl said.

The draft Plan does not propose any clawback of water from existing allocations to irrigators and town water supplies, but sets rules and principles governing how SA's annual Murray River entitlement - and any additional flow it might receive - should be used to water wetlands and floodplains, including the Lower Lakes and Coorong.

For example, it says floods should "occur no less than 50 per cent as frequently as under natural conditions"; that the duration of floods should be kept as close to natural as possible; and that weir levels should be drawn down to the lowest possible levels for two months in late winter to dry the banks of the main river channel. Similarly it sets rules for the level of water inflows into the Lower Lakes and Coorong, and for wetting and drying of the more than 1,100 wetlands along the length of the river, and for the river floodplain.

Mr McColl said despite placing limits on how much water could be taken from the River, the draft Plan would not stand in the way of future irrigation development in SA - because irrigators could buy extra water rights on the open market.

But he said to encourage environmentally sustainable land management, irrigators making use of traded water would need to demonstrate their use of it would be efficient, and would minimise any environmental impacts. The draft Plan sets out a series of conditions irrigators must meet in new developments. He called for public comments on the draft Plan by October 30.

SA engineers flood for Murray wetland

Last week (October 6) the SA Government announced it was engineering a flood to wet some River Murray floodplains, taking advantage of increased flows from upstream to gradually raise the level of a weir pool near Faringa.

State Water Resources Minister Mark Brindal said the decision - supported by the River Murray CWMB - was a first for SA, and would benefit floodplain, vegetation, native wildlife and fish movement. He said increased dilution flows since May, coupled with recent rains, had given the State a rare opportunity to wet the floodplain for the first time in four years.

SA board starts talks on future of Mt Gambier's dwindling Blue Lake

South Australia's South East Catchment Water Management Board (CWMB) has begun a public consultation process and planning process to look into the threats facing Mt Gambier's famous Blue Lake - looking at the causes for its falling water level, the possibility that its colour will fade if the drop continues, and how to manage future pollution.

The CWMB's Blue Lake Management Committee held two public workshops last week (October 3-4) to discuss the issues, and has ap-

Land and Water News (Contd)

pointed consultancy firm URS Australian to prepare a five-year management plan for the Lake and its surrounds.

Committee chair Andy McPharlin said the committee was keenly aware that the level of the Blue Lake had been falling over the past 20 years. It believed most of the fall was due to drier than average seasons, he said, but some of the fall was also related to groundwater extractions for water supplies to residents, irrigators and industry.

Mr McPharlin said the Committee had also identified hundreds of sites which were potential point sources of pollution to the local groundwater - such as contaminated soil or groundwater from past land use, and abandoned or uncapped bores - and that, given the importance of the Blue Lake to Mt Gambier, it was keen to see action at such sites before any of the pollution reached the Lake. Contact: 08-8723-2271.

SA not running out of water: report

South Australia has "sufficient water for our present and future needs" - if it is carefully managed - and could more than double its present surface and groundwater extractions, largely by using groundwater from the South East and unused irrigation water from the Murray River.

That's according to a new *State Water Plan* for SA, launched by Premier John Olsen last month (September 6) which describes the condition of the SA's various water resources, the threats facing them, and the State Government's policies for managing them.

The new *Plan* says SA now extracts about 1,240 gigalitres of water a year from all sources, and had the potential to at least double the productivity from this supply by improving irrigation efficiency and moving to higher value crops.

As well as this, it says, "new sustainable development of a further 1,370 gigalitres could be achieved" - with appropriate uses and management regimes.

It says 75 per cent of this new water could come from groundwater in SA's South East, while about 70 gigalitres of unused irrigation water is still available to SA from the Murray River within the Murray-Darling water Cap. It says treated sewage effluent offers another unallocated resource which is "amenable to development".

The two-volume *Plan* also lists the major threats facing SA's water supplies: including rising River Murray salinity; deteriorating water quality in the Mt Lofty Ranges; over-allocation of some groundwater areas; "inappropriate development" of Lake Eyre Basin and Great Artesian Basin supplies; salinity caused by clearing in the State's agricultural areas; and the impact of effluent and stormwater on estuaries and Gulf St Vincent.

The new *Plan* - publication of which is required under SA's 1997 Water Resources Act - follows five years after SA's first-ever *State Water Plan* - released in 1995 - and follows the release of a draft for public comment last year. (see: www.dwr.sa.gov.au).

Source: *Lands and Water News*
Oct.9 2000

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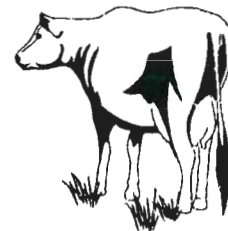
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Johne's Disease Diagnosis Trials

A project to find a faster, more reliable test for Johne's disease is progressing well, according to CSIRO Australian Animal Health Laboratory (AAHL) researcher, Dr Mark Tizard.

The AAHL research team is searching for suitable components to use in a diagnostic test for the wasting disease of sheep and cattle.

"We're aiming to produce a diagnostic test which will accurately show whether an individual animal has Johne's disease or not. To do this, we need to find key parts of the Johne's disease bacterium that an animal's immune system can recognise, called antigens.

"By the end of this year we expect to have tested over a dozen antigens in experimental animal trials. Even at this stage, a few are showing promise," says Dr Tizard.

Once the team has found several antigens that seem suitable for a diagnostic test, the test will be trial led in ex-

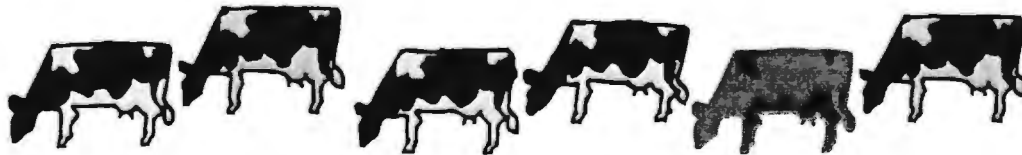
perimentally infected animals, then on farms.

Antigens that do not appear useful for the diagnostic kit will be evaluated for use as potential vaccines.

"We'd like to be able to develop a vaccine which could be used in parallel with the diagnostic test, without causing any interference. This would dramatically improve the tools available to farmers when facing Johne's disease in their flock or herd," Dr Tizard says.

CSIRO, CSL Ltd, Meat and Livestock Australia (MLA), and the Dairy Research and Development Corporation (DRDC) are funding the diagnostic project, in collaboration with the Victorian Institute of Animal Sciences (VIAS). Funding for the vaccine component of the project is also being sought.

For information contact Dr Tizard on +61 3 5227 5753 or email mark.tizard@li.csiro.au



Victoria's big milk sale

Four major Victorian Dairy Industry Authority (VDIA) milk brands have been acquired by National Foods and Parmalat/Pauls for more than \$57 million.

REV, Skinny and Farmhouse modified milk brands have been acquired by Queensland-based Parmalat/Pauls while flavoured milk brand Big M went to Australia's largest dairy processor, National Foods.

However, both milk processors are contracted to wait three years until they have exclusive brand ownership. Until this time, processing and distribution of the brands must be shared by processors other than National Foods and Parmalat/Pauls, as they were shared by the VDIA.

"Up until now the brands have been

owned by a government body. This means that the VDIA promoted and marketed the brands but the processing and distribution was done by other processing bodies, including us, National Foods' corporate affairs group general manager, Ian Greenshields, said.

"During the next three years we will market the product while the processing and distribution remains the same. After this time the Big M brand will be ours to do with what we want," Mr Greenshields said. Currently distributed in Victoria and parts of Tasmania, the Big M brand will be marketed nationally by National Foods.

"Big M complements the Pura Classic brand because Pura Classic focuses on adult customers while we will continue to market Big M as more of a teenager's brand.

"It is still too early to tell if we'll continue down the same path as former Big M promotions and we don't know if the same flavours will be rolled out. It is just too early to say," Mr Greenshields said.

The total sale price was a pleasant surprise for the VDIA, proving that a milk market share battle had begun after the farm gate deregulation in July.

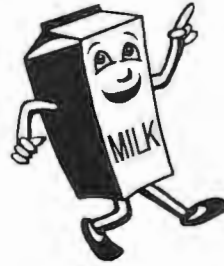
Both National Foods and Parmalat/Pauls were interested in regaining market composure after Dairy Farmers took over the Woolworth's home brand milk business, from National Foods, in Victoria last month. Parmalat/Pauls also lost the Woolworth's home brand milk contract in Queensland to Dairy Farmers recently.

Source: Retail World

Thank you to SA Dairy Farmers!

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Farm Walk



Chris and Dianne Williams
"Rocky Camp Dairy"
Meningie

Date : Friday 1st December

Time: 10.30am

Venue: Dairy of Rocky Camp

RSPV: For catering purposes
Jaylene 8293 2399

Highlights

Take a walk on the farm
side

BBQ Lunch

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Drinks and Ice Creams

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FARMERS HAVE A GOOD THING GROWING!

NATIONAL PROGRAM UPDATE

Persistence of ryegrass pastures

Under general grazing practices at higher stocking rates, ryegrass plant numbers fell dramatically, ultimately reducing pasture persistency and long-term pasture yield.

This was one of the major findings from the South Australian pasture monitoring study carried out as part of the DRDC-funded National Program 'Persistence of Perennial Ryegrass Pastures'.

Running for three years, this is the first DRDC National Program. The first year consisted of a monitoring study in each of the five States involved (Western Australia, South Australia, Tasmania, New South Wales and Queensland).

Studies of the value of oversowing run-down perennial ryegrass pastures began last autumn.

After this each State has the option of looking at one or other of the following research areas:

- pasture management to improve persistency study
- alternate perennial grasses study.

In South Australia both these areas will be studied.

Key findings from the monitoring study:

The majority of pastures were grazed when there were less than three new leaves per tiller, a rule of thumb for balanced grazing.

Very frequent grazing, in short rotations, yielded annually as much or less than longer rotations that allowed the pasture longer to recover.

Perennial ryegrass yields under irrigation were not significantly higher than in dryland situations.

Dry matter cover is not a reliable indicator number of leaves per tiller.

Plant number decline was seen in all management situations but was worse in dryland areas.

Spring and autumn are the critical periods for new tiller initiation that is the basis for production in the following summer and winter .

"As stock numbers have increased, grazing pressure on many pastures has become more intense," said Greg Sweeney.

"Although many farmers are monitoring pasture cover to determine when to start grazing, we suspect that perennial ryegrass pastures require a more sensitive signal or cue for when best start to start grazing."

In South Australia, Greg Sweeney reports that identifying the best plant stage at grazing, in terms of number of leaves per tiller, appears to be crucial to maintaining plant density, tiller survival and dry matter production.

Previous studies in NSW and Tasmania have not only identified three leaves per tiller as a guide to good grazing but also shown significant chemical changes within the plant when it reaches two to three leaves per tiller. At this point the energy and protein levels in the plant are at an optimum and the balance of minerals and trace elements mirrored the cows' requirements for milk production.

Therefore there are both pasture and milk production arguments to support grazing perennial ryegrass pastures at the three leaf stage.

"Growers will continue to need to carry out dry matter measurements for calculating DM rations, but, in addition, they should check that three leaves per tiller are achieved before grazing a new paddock or strip."

The Project will look at how far this three leaf grazing strategy can be taken and this will include looking at the impact on the clover content of the pasture.

"Regardless of what plant density was established and whether we looked at dryland or irrigated pastures, plant numbers fell dramatically in the first year," said Greg Sweeney.

"The Project aims to establish if this is a factor of environment, management, or both and to produce guidelines to help improve pasture persistency.

"If it is an environmental issue alone then the search for alternative perennial species for South Australian conditions will be a crucial part of our research."

Regular updates on the Project's findings and recommendations will be brought to South Australian dairy farmers through the DairySA Corner.

Counting Tiller Leaves

1. A ryegrass plant is a collection of tillers which in turn consist of stems and leaves. Pick out individual tillers.
2. Only use vegetative tillers, ie those without nodes, hard roundish lumps along the tiller.
3. From the tiller base, identify the remnant or "left over" leaf - this is the youngest growing leaf at the time of grazing or cutting. This continues to grow and forms the first regrowth on the tiller. The size of this leaf will be determined by its growth stage when grazed or cut. The newer it is the larger it will grow.

Regrowth Rules of Thumb

ACTION	Size of remnant leaf to next new leaf
DON'T COUNT	Less than 1/2
COUNT AS HALF	1/2 - 3/4
COUNT AS ONE	More than 3/4
DISCARD TILLER	no remnant leaf visible

If no tillers have visible remnant leaves, then they will have grown to at least the three leaf stage.

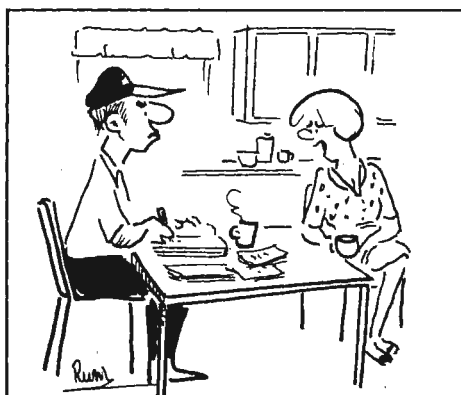
4. Count the leaves above the remnant leaf - leaf size increases by approximately 1/4 (25%) for each new leaf. As the new leaf reaches full size, the next new leaf can be found by opening the leaf along its mid-rib.
5. Repeat randomly 10 times across the paddock. Checks should be made frequently in spring when growth is fastest.

Leaf Stage Indicators

Good grazing intensity:	all tillers within 1/2 a leaf stage or less.
Lax grazing intensity:	Several remnant leaves per tiller - usually only seen in spring.

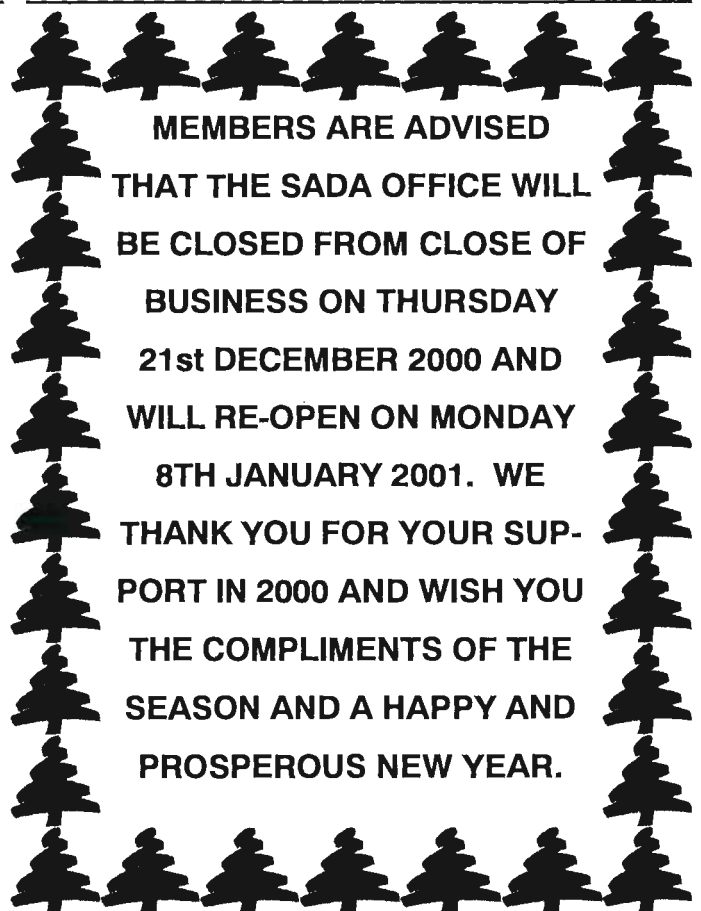
If you would like more information please contact Hans Van Dyk, tel: 0500 813 600, fax: 0500 813 601, e-mail: hvandyk@dove.net.au or Greg Sweeney, tel: 08 8391 7100, e-mail: sweeney.greg@saugov.sa.gov.au

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HOARD'S DAIRYMAN



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Milk is an important part of a healthy, balanced diet, but imagine if it could be used to treat specific medical conditions.

That possibility is being investigated for use in the promising new world of functional foods.

As well as providing calcium, vitamins and minerals, milk is an excellent source of bioactive proteins and peptides, which also have specific biological activities beyond their nutritional value. It is these properties which have possible uses in functional foods.

Research work

Research by PhD student, Karl McCann, is focusing on the antibacterial and antiviral activities of milk proteins and peptides, building on the growing international research effort in this field.

It is part of a Dairy Research and Development Corporation scholarship, with guidance from the Gilbert Chandler Campus of the University of Melbourne and Food Science, Australia, Werribee. There is also collaboration with CSIRO's Livestock Industries, Australian Animal Health Laboratory (AAHL) in Geelong, Victoria. To start with, Mr McCann broke down milk proteins with a range of proteolytic enzymes and screened the results for antibacterial activity. He found selected lactoferrin and casein digests to be effective against bacteria.

Characterising

The next step was to isolate and purify the antibacterial peptides from the milk protein digests using high-performance liquid chromatography. The active peptides were then characterised by determining their molecular mass and amino acid sequence, using the mass spectrometry and amino acid sequencing facilities with Protein Biochemistry Group at the AAHL.

A range of novel antibacterial peptides have been isolated and found to display activity against food-borne

BIOACTIVE ACTIVITIES

Bioactive proteins and peptides can exist as free entities in milk or be harboured in the sequence of larger milk proteins. Those that are encrypted in the sequence of milk proteins need hydrolysis of the milk protein to be released and activated. The potential properties of bioactive peptides include:

- sedative effects similar to morphine, e.g. opioids;
- antihypertensive effects;
- enhancers of mineral bio-availability;
- antithrombotic (preventing blood clotting);
- modulators of the immune system; and
- antimicrobial and antiviral effects.

pathogens such as *Listeria* spp. Studies are now concentrating on determining the anti-bacterial potency of the purified peptides.

In addition, a range of milk proteins was assessed for antiviral activities.

This revealed that lactoferrin prevented viral infection of selected cell-lines.

Further work will help to understand the mechanisms of the antiviral activity.

Earlier this year Mr McCann presented his findings at the International Dairy Federation's Nutrition Week Conference in Dublin, Ireland.

It was an opportunity for Mr McCann to discuss aspects of his research and bioactive peptides derived from milk proteins with leading international researchers in the field.

Contact: Karl McCann, e (03) 9731 3331, fax (03) 9731 3250 or e-mail k.mccann1@pgrad.unimelb.edu.au

INTRODUCING THE STARTER COLLECTION

The Australian Starter Culture Research Centre's (ASCRC) primary role is to help the Australian dairy

industry through innovations in the selection, analysis, preparation and use of starter cultures.

To aid this role, the centre has a growing collection of starter lactic acid bacteria and other cheese-associated bacteria.

Three collections

There are really three different collections at the ASCRC.

First, the Australian Starter Culture Collection (ASCC) has more than 1500 strains. Some strains are held confidentially on behalf of particular ASCRS member companies, but most are available to all members.

These strains have been gathered from local and overseas sources, including dairy companies, cheeses, yogurts, other strain collections and the centre's phage-resistant variants. Member companies have an exclusive right to exploit these strains for three years. Thereafter, they are available to all Australian dairy companies. The ASCRC also supplies strains to research collaborators and teaching laboratories.

Most of the strains could be used as primary dairy starters (e.g. *Lactococcus*, *Streptococcus* and *Lactobacillus* bacteria). A smaller number are being investigated as secondary bacteria for enhancing and customising cheeses.

CSIRO collection

Second, the ASCRC maintains and distributes strains from the CSIRO Starter Culture Collection (CSCC), 1558 mainly food- and gut-associated bacteria gathered by CSIRO's Hightett Laboratory.

This collection was transferred to the ASCRC in 1999. It is maintained as a service to industry and researchers.

The CSCC includes a private collection of 373 strains isolated during the 1970's and 1980's, and held on behalf of major cheese manufacturers. →

These strains are being more thoroughly characterised and this collection will eventually be merged with the ASCRC.

Phage file

Third, the ASCRC has more than 500 bacteriophages (viruses that infect bacteria) from Australian cheese manufacture which infect the

Lactococcus lactis or *Streptococcus thermophilus* starter strains. This is the result of an eight-year, industry-wide, monitoring program that has tested 4800 cheese and yogurt whey samples for bacteriophages.

Phage characterisation helps manufacturers select appropriate starter strains. It also provides an archive of phages for other R&D activities, such as:

- testing potential starters;
- selecting phage-resistant variants; and
- researching the nature and sources of phages.

All these collections are part of an on-going project:

- selecting strains for use on the basis of resistance to phages, performance under cheesemaking conditions, and desirable biochemical and physiological properties influencing flavour; and
- designing culture rotations to minimise phage problems and improve quality.

Contact: ASCRC, (03) 99748900 or fax (03) 9742 4233.

REWRITING THE DAIRY STORY

Consumer attitudes towards nutrition have long affected their food buying behaviour.

The dairy industry found this out when concern about saturated fats started to influence consumers in the 1960s.

It was a great shock because, until then, dairy products were considered an essential and beneficial part of the national diet. If you are old enough, you probably remember the

slogan, 'Peters' Ice Cream - the health food of the nation'.

In Australia, concerns about saturated fats were strongly pushed by the edible oils industry and consumer wariness has continued ever since, even though the facts are complex, and not black and white. For example, the confusion about the significance of cholesterol as a food component and its level in plasma. Unfortunately, it took about 20 years for the world's dairy industries to actively prove the benefits of dairy products in a sound, scientific manner. The first outcome of this effort was about calcium, which promoted milk's role as a carrier of the minerals that are essential for bone growth.

The Dairy Research and Development Corporation (DRDC), together with other dairy industries around the world has been developing a program of research that suggests dairy products contain components that protect against various cancers.

At present, there is a lot of interest in conjugated linoleic acid (CLA), as evidence suggests that it can protect against breast cancer. It is early days in this process, but we can confidently expect a number of good news stories in the future.

With industry involvement expanding, the DRDC's Human Nutrition Program is seen as a way of developing positive attitudes towards dairy products, stimulating demand. Recently, the Australian Dairy Products Federation endorsed a new program plan to develop information proving the benefit of dairy products. It will also provide a basis for developing nutrition-orientated products for Australian companies.

By Dr Joe Sullivan DRDC Portfolio
Manager (Manufacturing)
Phone: (03) 96025514 Fax: (03) 96025442

Farm Flashes – Hoard's Dairyman

COMPOST DEAD ANIMALS TO KILL PATHOGENS

Disposing of dead animals can present challenges. One method gaining popularity is composting. It is preferred to burying because the decomposition is faster; it produces enough heat to kill pathogens that may exist in the carcass, and composting reduces potential ground-water pollution risks.

Researchers at the Miner Agricultural Research Institute in Chazy, NY., devised a method that effectively composts adult cattle in 40 days.

1. Choose a well-drained site with minimal slope.
2. Place 12 to 18 inches of dry organic matter such as straw; sawdust, or hay on the ground.
3. Place the animal on this bed and cover with another 12-inch layer of dry organic matter.
4. Cover the animal with semi-dry material such as semi-solid manure, bedded pack material, or silage. This layer should be about two feet deep to contain odors and prevent scavengers.
5. Allow the pile to remain idle for 20 days. The internal temperature should reach 150° to 170°.
6. After 20 days, or when the internal temperature drops below 140°, turn the pile over to expose the carcass. Re-cover the carcass with 12 inches of dry organic matter and 2 feet of semi-solids.
7. Allow the pile to remain idle for another 20 days. The temperature should rise to about 160° and then slowly decrease. After this time, only large bones and some hair should remain.



Innovation rekindles interest in yoghurt

Yoghurt became a popular low fat dessert alternative this year.

With so many consumers preferring low, reduced and no fat yoghurt to dairy desserts, the yoghurt category increased by seven per cent while dairy desserts declined 3.7 per cent in 99/00 (MAT volume basis), according to the Australian Dairy Corporation (ADC).

Children also helped grow the yoghurt category by 38 per cent (MAT volume basis) after innovation and clever packaging rekindled a new interest in dairy for children. Adult varieties grew five per cent in the same period, according to the ADC. Healthy innovative alternatives also helped grow the adult yoghurt category. Two months ago, Yoplait released its Yoplait Fruit Armour into the fresh dairy category.

New Yoplait No Fat was also launched in August. Yoplait No Fat has 52 calories per 100g serve.

One low fat dairy dessert alternative that is growing well in the dairy cabinet is Yoplait Le Rice.

"The brand has successfully taken fresh dairy into the broader snacking market and within five months, three of the four twin packs are all in the top 15 best selling SKUs across all major retail accounts," a National Foods spokesperson said. With children's dairy products growing so well, National Foods also plans to expand the YoGo brand into two new kids foods segments with new Liquid YoGo flavoured milk and YoGo Ice Cream, launched this month. TV, sampling, theme advertising and in-store PoS will support the products.

While the adult dairy desserts category struggles to compete with low fat yoghurt alternatives, National Foods will relaunch its Divine Classic Creme Caramel in revamped packaging.

In the cheese category, cheddar varieties dominated the market with a 72 per cent share, and growing 3.7 per cent, according to the ADC. Non cheddar varieties grew four per cent (MAT volume basis) - while

other cheese (fetta, havarti, skim, etc) grew 10.4 per cent, mould ripened (camembert, brie, blue vein, etc) grew 7.8 per cent and fresh cheese (cottage, ricotta cream, etc) grew 5.9 per cent (MAT volume basis)-recording the highest growth rate, the ADC reported. A new segment in the cheese category recently opened in Australia with Lactos Tasmania's introduction of Strawberry Kisses, Chocolate Fantasy and Apple & Cinnamon Exotics under the Aussie Gold brand.

Launched initially in NSW and with a national roll out planned by this month, the versatile products are available in 80g boxes of two trays with four 10g delights.

Lactos Tasmania has also launched, under the Aussie Gold brand, a Plain Cream Cheese, Strawberry Cream Cheese and Chocolate Cream Cheese in 250g packs. Used to make cheesecake, mousse or simply to enjoy with biscuits, the cream cheese varieties are expected to produce new interest to the dairy case cabinet.

Mainland Dairies has also launched an innovative new cheese product, adding Lactobacillus cultures (DR-20) to its popular tasty cheese. Mainland Inner-Balance aids the digestive system by helping maintain the balance of beneficial bacteria.

"We have developed a comprehensive national marketing and communications campaign to support the Inner-Balance launch. A Brand Power TVC will air this month while demonstrations take place nationally," Mainland group brand manager, Malcolm Walkinshaw, said.

An Inner-Balance magazine campaign will also commence this month and in November, January and February.

Another Australian first for the dairy cabinet is Paul's Limited's reduced fat camembert cheese. Warwick Lite Camembert offers a creamy flavour with one third less fat than regular camembert.

Available in 125g packs at \$2.39,

Warwick Lite Camembert is available from NSW Woolworths and Victorian Safeways.

In the milk fridge, sales remained fairly constant although total farm gate milk production grew 6.6 per cent in 99/00 (vs last year) to reach a new production record of 10.85 billion litres production, according to the ADC.

Total milk sales, including fresh, flavoured and UHT milk, remained constant through the year, at 1.93 billion litres in 99/00.

The ADC reported whole white milk down 3.1 per cent in sales in the past 12 months, now with 55.8 per cent of total milk sales. Reduced fat milk (one and two per cent milk fat) was down 1.5 per cent to 18.3 per cent of milk sales while low fat milk (below one per cent milk fat) was up two per cent to 7.5 per cent.

Flavoured was down 1.4 per cent to 8.6 per cent, all varieties of UHT up 29.3 per cent to 8.8 per cent and other milk up four per cent to gain one per cent of total milk sales, the ADC reported.

Consumers showed a new priority towards UHT milk with supermarket UHT sales growing 22.3 per cent in 99/00. Fresh flavoured milk supermarket sales grew 10.6 per cent in the past 12 months while fresh whole white milk sales grew just one per cent.

In the table spreads market, supermarket table spreads (butter, dairy blends, margarine etc.) declined 1.4 per cent in 99/00, the ADC reported. Promotional butter/dairy blends promotions will continue in 2000/2001 with the Australian Dairy Corporation's "Butter - Taste the difference" campaign maintaining a focus on taste and natural qualities.

Dips and gourmet dips continue to grow in the dairy cabinet with innovative flavours being introduced.

Source: Retail World



Delicious Microwave Recipes

Cabbage Rolls

1 cup rice
2 cups boiling water
¼ cup toasted pine nuts
1 tomato, diced
1 small red pepper, chopped
10 fresh basil leaves, chopped
2 cups grated AUSTRALIAN CHEDDAR CHEESE
8 cabbage leaves

Wash rice well. Place in a large bowl, pour on water and cook on high (100% power) for 10 minutes. All water should be absorbed. Stand for 2 minutes before stirring through next 5 ingredients. Rinse cabbage leaves, remove the thick stalk from each leaf and cook each leaf for 2 minutes on high (100% power) to soften. Firmly pack rice mixture in centre, roll up tightly, securing filling in leaf. Firmly cover with plastic wrap to hold shape.

Cook on medium-high (70% power) for 3 minutes. Remove plastic wrap and serve. *Make 8 rolls.*

Chocolate Pecan Slice

125g AUSTRALIAN BUTTER
2 cups sweet biscuits, crushed
1 x 400g can AUSTRALIAN Sweetened Condensed Milk
¾ cup dark chocolate bits
1 cup pecan nuts, roughly chopped
Extra dark chocolate and pecans to decorate

Place BUTTER into a 22cm x 30cm microwave safe baking dish. Melt on high (100% power) for 1 minute 15 seconds. Add the biscuit crumbs and combine with the BUTTER. Press evenly onto the bottom of the dish. Pour condensed milk onto the crust. Sprinkle with chocolate bits and pecan nuts. Cook on medium-high (70% power) for 12 minutes. Allow to cool then decorate with extra melted chocolate and whole pecans. Cut into squares.

Makes 48 squares.

Cream Caramel

Caramel:

¼ cup castor sugar
2 tablespoons water
1 teaspoon lemon juice

Custard:


300ml AUSTRALIAN CREAM
1 teaspoon vanilla essence
3 eggs
1 tablespoon castor sugar

Combine caramel ingredients in a microwave safe jug and cook on high (100% power) for 5 minutes, or until caramel begins to colour. Pour into six individual moulds. Combine all custard ingredients and pour into moulds. Cook for 4 minutes on medium-low (30% power), then allow to stand for 3 minutes. Cook for another 4 minutes on medium-low (30% power) and stand for 5 minutes. Invert onto serving dish and serve.

NB Caramels may also be served chilled.

Serves 6.





**Insurance
for dairy farmers?
Let's talk turkey.**

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, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



WESFARMERS FEDERATION
INSURANCE LIMITED

Truly Australian

THE SOUTH AUSTRALIAN DAIRYFARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc



*From All of us at the
South Australian
Dairyfarmers' Association
we appreciate your support
during the past year and
extend to you*



The Season's Greetings



Chris and Dianne Williams receive their plaque as winners of the IAMA Sharefarmer of the year at the "Sharefarming Walk" at Rocky Camp Dairy" on 1st December.

The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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

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Association Services

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January 2001

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Upcoming Events

A Merry Christmas

and a Happy and

Prosperous New

Year to all SADA

Members



Even making allowances for the fact we are in the middle of the hay and silage season, one of the biggest impressions I have of the current dairy industry is just how hard and long people are working. As cow numbers per farm have risen, so it seems, have the hours worked. Normally people can do this for short periods but it is not recommended for a long time.

I have a similar concern about rising workloads here in the SADA Office. While we are continuing to explore new ways of lifting dairy returns, they invariably require lots of dedicated work, to see through to completion. Just like expanding on the farm, if money is no object then things happen quickly. The new things we want to do in here will take time because we are running a tight ship.

We at SADA firmly believe that better times are coming

In this Journal SADA Executive have identified the following strategies aimed at improving producer returns:

- Restructuring the Dairy service Corporations to be more focussed on generating income for our industry in this new deregulated environment (only constructive comment intended). This could be worth 1cpl.
- For the processors to refrain from the "excessive price-cutting" to win retail contracts. This alone may even be worth up to 2cpl.
- Giving the SA Dairy Advisory Committee a real push along.
- Exploring all aspects of the TPA for potential assistance.
- Explore the potential of an "elite" short course for our farm leaders.
- Keeping the Food Safety costs down may save another 0.01cpl (every bit counts)

One thing I am sure about is that there are no quick fixes here. The only way to progress our industry is through a combination of hard work and smart strategies. Strategies that are aimed at "instant gratification" will not produce long term

sustainability.

We are going through difficult times, but we can begin to make good progress towards that elusive extra cpl. we receive in the milk cheques. I have included some ideas about "Dairy Australia" for your consideration over the Xmas break. Perhaps we could run a brief survey to canvass your views about Dairy Australia? Soon the options for Dairy Australia may be clearer following the Melbourne meetings in early December.

We have taken some advice from Rob Mulhern and tried a different approach with this Journal. We have made it read more like a newsletter. We expect to be "on-line" next year so the information will be more current. Perhaps we need some stories in here from you? Let's try out a few ideas and see what happens.

Merry Xmas to you all,

Ken

Does your Dairy need a three Phase Electricity supply?

ETSA Utilities is seeking registrations of interest from Dairy operators who are considering in the immediate future, upgrading the electricity supply to their Dairy.

The cost to provide the necessary electricity infrastructure to supply three phase to a single Dairy can be significant. Consequently, ETSA Utilities is interested in developing group schemes with a number of adjacent Dairy Operators to minimise the cost to each Dairy Operator.



The information requested in your registration of interest should include the following details.

- Contact name and telephone number
- Dairy location
- Is supply already provided with a single phase supply or is the site a new connection?
- Electricity load details including number and size of motors / pumps, refrigeration and lighting.
- Date when electricity supply required.

ETSA Utilities will determine if your registration can be incorporated within a group scheme and they will advise you accordingly. Should a scheme be arranged. Each Dairy Operator will be advised of their contribution towards the cost of the scheme and a commitment will be required by all participants before the scheme can proceed.

Registrations of interest can be addressed to Steve Twigger Network Account Manager, 4th Floor, GPO Box 77 Adelaide SA 5001. Steve can be contacted on Telephone (08) 8404 5912 if you require further information regarding the group scheme.

Dairy Adjustment Authority Update

Return all forms so payments can be made on schedule

All dairy farmers who have received their Notice of Decision, need to ensure they have completed their farm business assessment declaration form and returned it to the DAA. You also have to return the Payment Account Form and the Commonwealth Support or Adjustment Payments declaration. These are both included with the Notice of Decision documents. Once these forms are returned, the DAA can begin making payments.

Requests for further information

If you have been asked to provide further information, you must provide your response back to the DAA within 28 days of receiving the request. Once this information is processed, then you will receive your Notice of Decision.

Request for reconsideration

If you disagree with the DAA's entitlement determination, you have the right to request a review of the decision within 28 days of receiving the Notice of Decision.

Source: Dairy Adjustment Newsletter – October 2000

A Message from ATO

My name is Chris Turnbull and I am the Australian Taxation Offices (ATO) Tax Reform business Education and Communication (TRBEC) representative on the Primary Production Industry partnership. I am looking at ways that the partnership can best help you and the ATO now that the first Quarterly Activity Statements have been completed. I would like to see the Primary Production Industry Partnership develop the ability to prepare businesses for the continuing changes ahead, so I would like some comments from you about what your members may require.

I am after feedback from you, along with anecdotal evidence, about the issues faced by your members with the first Quarterly Activity Statements. I would also like to hear of the concerns members have with the upcoming Business Tax Reform issues. Along with what education activities you would like to see from the ATO to help members in the transition. If you have any ideas or recommendations for the Industry Partnership please let me know those as well.

The PP Newsletter No. 9 is now available on the Tax Reform Website at www.taxreform.ato.gov.au.



Agriculture & Horticulture Training Council of SA Inc

EXPRESSIONS OF INTEREST

THE BOARD OF THE AGRICULTURE & HORTICULTURE TRAINING COUNCIL OF SA INC

The Agriculture & Horticulture Training Council of South Australia is the principal source of advice to the State Government on the training needs for the agriculture and horticulture industries in South Australia.

The Council is now seeking expressions of interest for its Board of Management from suitable qualified and interested persons.

The Board comprises eight people; five will be primary producers involved professionally in agriculture or horticulture production, or, in the case of the amenity horticulture industry, working in one of the designated sectors of that industry. Three people will be from the agriculture and horticulture service industries.

Selection will be made by an independent panel. Persons interested in seeking a position on the Board are invited to submit an expression of interest against the relevant Selection Criteria.

Nominations will be received to **Friday 22 December 2000**

For further information including Selection Criteria contact:

Executive Officer A&HTC
(Christopher Luz-Raymond)
Tel: 08 8372 6877

Expressions of Interest should be sent to:

A&HTC Board Selection Committee
C/- Mrs P. Ranford
505 Fullarton Road
NETHERBY SA 5062

Milk Prices

The current level of milk prices is a great disappointment to industry.

The current expectation by the SADA Executive, for the year ending June 2001, is that prices will approach those of the previous year. Along the way to achieving this though, we are experiencing some ups and downs.

There is no doubt that the "price discounting war" entered into by the processors during the recent retail tenders, has been a major factor causing the low prices at the farm gate. This factor remains with us until the new round of tenders.

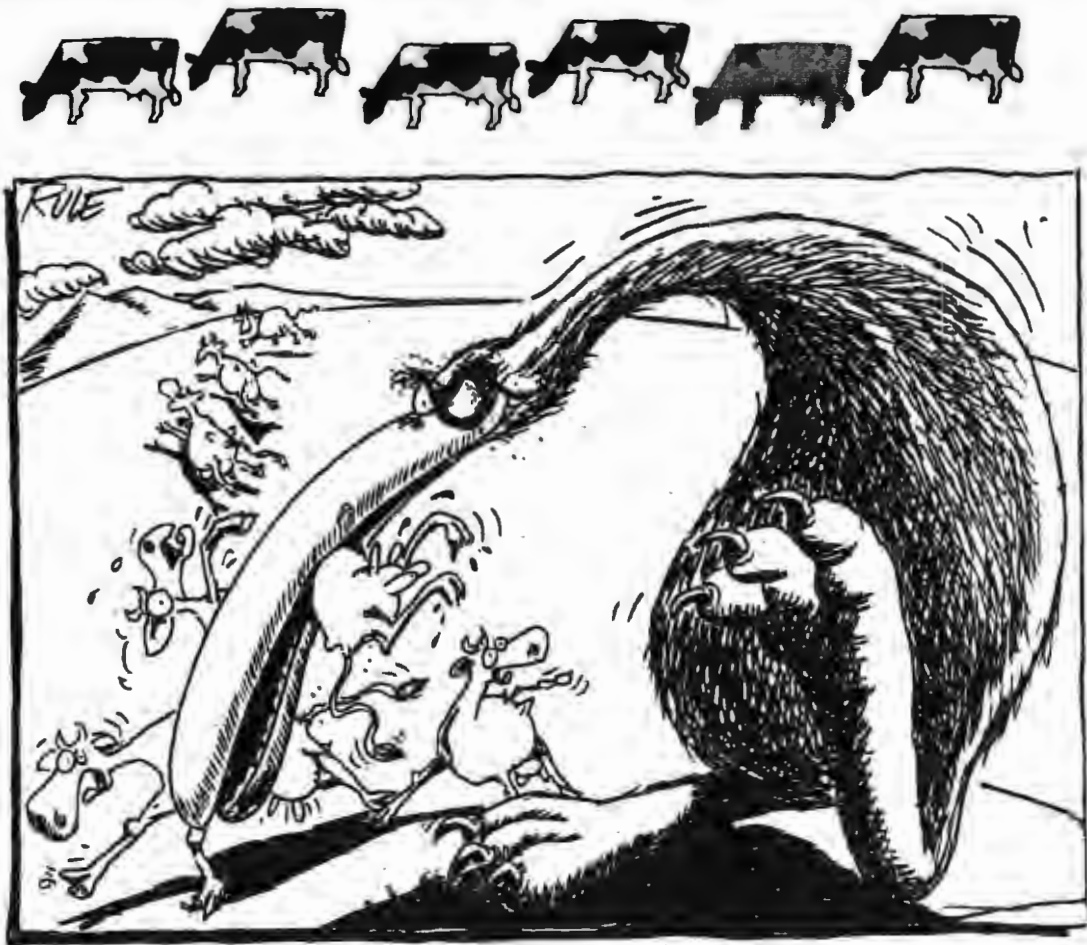
There are reasons for the companies and the co-operatives to do what they did. They must act in a way they believe is in the interests of shareholders and members. There is some commercial logic to their actions. When one takes a longer term view there will however, be no "winners" in a sustained price-cutting war. If this eventuates, both the shareholders and the members would, I believe, be "up in arms".

Industry earnestly hopes and expects that in time the processors will see merit in prices that enable us both (farmers and processors) to build profitable businesses.

It is important that the companies are aware of our views about sustained "price-cutting". One of the benefits of developing business partnerships with the processors in "Dairy Australia" is that it makes the relationship more than simply that of pricing milk. There are a number of areas we are currently working together for mutual gain.

ACTION

The SADA Executive will continue to seek ways of influencing processors to refrain from pricing milk at levels that does not allow industry to produce at reasonable profit levels.



NZ rivals jostle for trans-Tasman power

A grand vision of a \$5 billion trans-Tasman dairy industry is emerging from the board room manoeuvring of Australian and New Zealand dairy cooperatives and corporations.

Source: Weekly Times 22/11/00

Competition Policy – “A Demon or Angel”?



The answer I suspect to this question is, a bit of both.

You could argue that more competitively priced inputs make our industry more competitive in the international market place. But we could doubt the following statement in the ACCC brochure in relation to milk "If savings made through efficiency gains are passed on to consumers in the form of lower prices, primary producers should see increased sale volumes".

We are all aware there are currently reports of a possible merger, acquisition, or strategic alliance being considered between Dairy Farmers and National Foods. Section 50 of the Trade Practices Act prohibits mergers that would substantially lessen competition in the market. So SADA can expect a call from the ACCC, if and when, there is a real proposal put on the table. ACCC have a "merger team" based in Sydney that would be collecting information on this issue.

The SADA Executive met with a representative from the ACCC on 27th November to be briefed on the process and issues.

ACTION.

SADA Executive and management have agreed a procedure of how to handle a query from the ACCC, if it was to come, and needed to be replied to quickly.

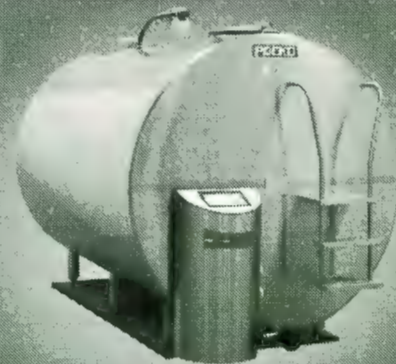
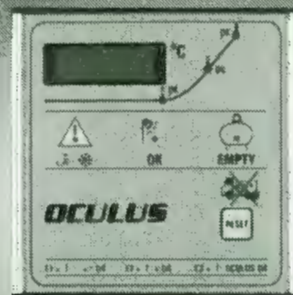
We are not moving into confrontation mode here. We are simply ensuring that our dairy farmers are professionally represented!



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our excellence
and quality*



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Packo was one of the world's first companies to specialise in stainless steel refrigerated milk storage tanks. We still do. Only today, our experience is enhanced by leading edge technologies delivering you excellence in manufacturing, simpler operation, lower power and water usage requirements – all features that profit your business. **Packo can provide you with a full range of tanks going from Direct Expansion, to Chillers systems and Ice Banks.**

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Contact: Graeme Stoll – Gippsland, South Australia, Bega **0407 661 230**
Manning's Refrigeration & Electrical – South Australia **(08) 8568 5331**

On a Lighter Note

A SMART WOMAN ONCE SAID ...

1. I gave up jogging for my health when my thighs kept rubbing together and setting my pantyhose on fire.
2. Reason to smile: Every 7 minutes, someone in an aerobics class pulls a hamstring.
3. My mind not only wanders, it sometime leaves completely.
4. The best way to forget all your troubles is to wear tight shoes.
5. The nice part about living in a small town is that when you don't know what you're doing, someone else does.
6. The older you get, the tougher it is to lose weight because by then, your body and your fat are really good friends.
7. Just when I was getting used to yesterday, along came today.
8. Sometimes I think I understand everything, then I regain consciousness.
9. If you love something, set it free. If it comes back, it will always be yours. If it doesn't come back, it was never yours to begin with. But if it just sits in your living room, messes up your stuff, eats your food, uses your telephone, takes your money, and doesn't appear to realize that you had set it free ... You either married it or gave birth to it.
10. Skinny people irritate me. Especially when they say things like, "You know, sometimes I just forget to eat." Now I've forgotten my address, my mother's maiden name and my keys. But I've never forgotten to eat. You have to be a special kind of stupid to forget to eat.
11. A friend of mine confused her valium with her birth control pills. She had 14 kids, but she doesn't really care.
12. The trouble with some women is that they get all excited about nothing and then they marry him.
13. I read this article that said the typical symptoms of stress are: eating too much, impulse buying, and driving too fast. Are they kidding? That's my idea of a perfect day!

WANTED TO BUY

Family Heirloom Items.

Antique Weapons – Swords, Duelling Pistol Sets, German Daggers – World War II, Gold Pocket Watches with chains and others (only mint, as new condition.)

Sets of War Medals etc.

All considered to buy, Genuine Family Heirlooms only.

CASH FOR RIGHT ITEMS – Phone (08) 83967469



Top Breeders recognised

Genetics Australia recognised breeders of significant Australian-bred AI sires at its Annual General Meeting held on 20th November.

The Awards recognised the contribution of breeders to the production of AI bulls in recent years.

Genetics Australia Chief Executive Bernie Harford said that the widespread use of AI in the dairy industry meant that individual bulls had a substantial impact on the genetic improvement of Australian dairy herds.

"Our system of identifying superior proven bulls through progeny testing and the widespread acceptance of AI gives individual dairy farmers a real advantage in improving their farm productivity through genetic advancement."

"Genetic improvement depends on having bulls of high genetic value for progeny testing. In recent years we have seen Australian bred young Holstein and Jersey bulls steadily replace bulls imported from overseas and, more recently those born as a result of imported embryos."

The Australian Breeders Awards introduced by *Genetics Australia* will recognise the ongoing contribution of breeders to producing elite young bulls for progeny testing and ultimately for widespread use in AI when proven.

The awards presented consisted of a crystal inscribed trophy with all other breeders being recognised by way of a framed certificate.

Breeders recognised at the *Genetics Australia* Annual meeting include:

Holstein:

Greg & Jan Turner "Lochaven Holsteins" Willow Grove, Vic for bulls **RAMESES & MATEMAN**

Roger & Helen Perrett "Hill Valley Holsteins" Kongwak, Vic for bulls **ALLORA & CONVERT**

Phil & Val Ensby "Big River Holsteins" Grafton, NSW for bull **REFRESH**

Terry & Helen Williams "Marion Dale Holsteins" Murchison North Vic or bull **CAREY**

Hore family "Elmar Holsteins" Leitchville Vic for bulls **VOLCANO & GRANSEC**

Ray & Marie Kennedy "Strathaire Hoisteins Sale, Vic for bull **WINLUKE**

Adrian & Cheryl Dee "Clydevale Holsteins"³ Cohuna, Vic for bull **FORMOST**

Jersey:

Richard & Anne Worboys "Silhouette Jerseys" Echuca for bull **SOLUKE**

Red Breeds:

Maroney & Thompson Family "Arajarra Red Breed Stud" for Aussie Red bull **ARBXTRA**

For udders that last...

Use the bulls with the score on the board



Seeing is believing.

Australian proven bulls have daughters milking in Australian herds and to obtain an ABV have been compared to daughters of a range of bulls available to Australian farmers. The ABV system then identifies the best bulls for a range of traits - including udders.

Australia's best udder improvers are available from Genetics Australia.

Take a look at their ABVs, compare their figures and their prices - can you afford not to use them?

Seasons Greetings and best wishes for a prosperous New Year from all at Genetics Australia

Genetics
AUSTRALIA

AUGUST 2000 ABV

Sire		Production										Workability				Type		RRP*				
Code	Name	Nasis ID	Pedigree	ASI	Prod (kg)	Prod %	Milk (kg)	Fat (kg)	Fat %	Rel %	Dis	Hard	RP %	M.Sp %	Temp %	Like %	Rel %	De Type	Udder %	Rel %	Order	\$
ALLORA	HILL VALLEY MASCOT ASTRONAUT ET	11FFN48	Mascot x Micheal	72	20	0.11	532	28	0.08	92	165	86	7	93	94	94	81	1.7	1.6	85	2	\$30.80
SHOTIME	SHOREMAR PERFECT STAR ET	11FFK43	Blackstar x Vallant	68	17	-0.03	689	38	0.12	90	28388	3651	11	94	89	94	99	1.7	1.6	99	8	\$22.00
PRETEXT	EUREKA PRETEXT ET	12FFR28	Celsius x Elvin	63	21	-0.13	1033	31	-0.19	82	64	42	0	89	94	95	75	2.1	2.1	72		\$19.80
LICENSE	PARWAN PARK LICENSE	12FFR04	SHOTIME x Mascot	61	23	-0.17	1192	27	-0.34	86	88	51	15	92	91	93	81	1.6	1.6	73		\$13.20
CONVERT	HILL VALLEY LUKE ATLAS ET	12FFRA2	Luke x Mascot	45	23	-0.02	895	3	-0.50	89	109	63	11	95	94	95	85	1.6	1.6	82		\$17.60
ELLAY	HIGH-SIGHTS BLACKSTAR L.A.	11FFK48	Blackstar x Bell	40	15	0.08	390	7	-0.14	90	9842	1040	11	92	91	93	99	1.6	1.9	99	3	\$16.50
LOFTY	FUSTEAD BLACKSTAR BLASTOFF	15FFK18	Blackstar x Mark	19	11	-0.12	639	5	-0.32	89	3537	845	13	93	93	94	98	2.2	2.1	98	4	\$17.60

200540 SADA

State Government Dairy Industry Advisory Committee

These industry advisory committees have generally been very successful in delivering tangible \$\$\$ to industry. But without the "right people" and a lot of "smart networking" the committee may be of little value.

The Executive of SADA, and in particular Frank, supported the Minister to get this "up and running" by early next year.

There are many ways this committee can put real dollars into the pockets of SA dairy farmers and processors.

For instance:

Currently there is a huge increase in dairy consumption in the Middle East, including the oil rich Arab Gulf States. These are the very same countries we were supplying all of their grain requirements out of South Australia when I ran the SA office of the AWB. Also Jim McColl through the State Government did all that assistance in getting their "dry land" agriculture going. Surely we can make use of all the trade contacts we have in this region to market some distinctly SA dairy product.

ACTION

- SADA Executive assisted, and are continuing to assist, the SA Government get this committee "up and running".
- SADA have a meeting with the Minister planned before Xmas and we expect the time-table to be confirmed.

NEW STOCK

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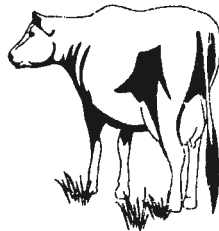
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There were 11 people hanging onto a rope that came down from a helicopter. Ten were men and one was a woman.

They all decided that one person should get off because if they didn't the rope would break and everyone would die.

No one could decide who would go, so finally the woman gave a really touching speech saying how she would give up her life to save the others, because women were used to giving up things for their husbands and children, giving to men and not receiving anything in return.

When she finished speaking all the men applauded.

Never underestimate the power of a woman.



Dairy Industry Levies

With the recent changes that have taken place in the Australian dairy industry it is timely for all dairy farmers and the wider industry to understand the composition and application of compulsory milk levies.

Domestic Market Support (DMS)

The termination of the Domestic Market Support (DMS) scheme on 30 June 2000 has meant the removal of both the Market and Manufacturing Milk Levies, which underpinned those arrangements.

Australian Dairy Corporation (ADC)

The Promotion and Corporation Levies primarily fund the activities of the Australian Dairy Corporation.

The overall objective of the ADC is to enhance the profitable production and marketing of Australian dairy produce, to increase returns to both the farm and manufacturing sectors. The Promotion Levy is used to fund market development activities in both the domestic and overseas markets. This broad range of activity includes campaigns to promote and defend dairy consumption domestically and overseas and to promote Australia as a reliable source of quality dairy products.

The Corporation Levy funds the infrastructure of the ADC, for example, the Corporate Centre, HR/OD functions and various information services to industry.

Dairy Research and Development Corporation (DRDC)

The Research Levy (together with matching funding from the federal government) funds the Dairy Research and Development Corporation. The DRDC seeks to maintain and build the competitive position of the Australian dairy industry by funding research and development (R&D) and learning processes. The DRDC does not conduct R&D itself but supports a range of organisations in scientific, social and economic projects. Its activities are separate from those of the ADC, including its own Board and management structure.

Animal Health Australia (AHA)

Australian dairy farmers also contribute to the funding of Animal Health Australia (AHA), as do farmers in all other livestock industries. Animal Health Australia is a non-profit public company, limited by guarantee. Members include Commonwealth, State and Territory governments and key commodity and interest groups. AHA's task is to facilitate partnerships between governments and livestock industries, and provide a national approach to animal health systems. The Animal Health levy is the dairy industry's contribution to AHA programs.

The four dairy industry levies are imposed on a fat and protein content of all milk produced in Australia.

2000/2001 Milk Levies

Levy	Milkfat (cents/kg)	Protein (cents/kg)	Milk* (cents/litre)
Promotion (ADC)	1.45	3.54	0.175
Corporation (ADC)	0.14	0.34	0.017
Research (DRDC)	1.015	2.47	0.122
Animal Health (AHA)	0.037	0.088	0.004
Total	2.642	6.438	0.318

*Based on average 1999/2000 Australian milk composition of 4.11% milkfat and 3.26% protein.

From a dairy farmer perspective, these levies, depending upon the company being supplied, will be presented on individual milk statements differently. The presentation can be confusing. For example, a sample of milk statements from five different companies details levies with the following descriptions:

- A.D.C. LEVIES
- All-milk Levies
- RESEARCH&PROM CORP
- A.D.C. + RESEARCH LEVY
- Research, Promotion & Corporation Levy



Churchill Fellowships for 2002

REWARDING AUSTRALIANS STRIVING FOR EXCELLENCE

PRIMARY INDUSTRY

Each year the **CHURCHILL TRUST** rewards over one hundred Australians striving for **excellence** with the opportunity to investigate a project overseas. Since the Trust was established over 2500 of *Australia's best and brightest* have been awarded Churchill Fellowships. Five Fellowships of special interest to those in **primary 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 (Qld only)
- **The Kondinin Group Whittington Churchill Fellowship** – to investigate communication and/or innovation within agriculture.

The Churchill Trust is now seeking applications from Australians 18 years and over for about 100 Churchill Fellowships including the **sponsored** Fellowships described above, to be awarded in 2001 for travel in 2002. The average value of a Fellowship varies, but includes airfares, fees and a living allowance.

NO PRESCRIBED QUALIFICATIONS ARE REQUIRED, MERIT BEING THE PRIMARY TEST. HOWEVER, APPLICANTS MUST HAVE A WILLINGNESS TO SHARE THE RESULTS OF THEIR FELLOWSHIP WITH THE COMMUNITY.

Download information and application forms from our website at www.churchilltrust.org.au

Or contact the National office on:

Email: trustaccount@bigpond.com.au

Telephone: 02 6247 8333 • 1800 777 231 • Facsimile 02 6249 8944

Closing date for applications is Wednesday 28th February 2001

Food Safety

The SA Dairy Industry currently enjoys the most cost-effective food safety programme in Australia. This programme administered by the DASA is currently under review by the State Government.

ACTION

- SADA has made a submission to this review (27th October)
- We have discussed the issue with the Deputy Premier (31st October)
- The Green Paper (Dairy Legislation Review Committee) has been made public. The Committee was Chaired by our SADA President (see his report for comments).
- The SADA Executive met with the DASA Board (10th November)

So at that stage the issue is tracking well.

Independent to this the Federal Government initiative on Food Safety has State implications and so we will have to accommodate these new arrangements that will be co-ordinated by the State Department of Health Services.

At a meeting in the SADA Boardroom (23rd November we (SADA, DASA and PIRSA) discussed how the existing programme could be best accommodated given the new State "Food Safety Act".

The background to this is that the Premiers and the Prime Minister signed a Food Regulation Agreement on 3rd November 2000. This commits the States to place legislation incorporating at least the core provisions of the Model Food Act before Parliament within 12 months. This will all come under the Minister for Health Services (DHS) but what we want is for the responsibility for the implementation of the requirements for the primary industry sectors (such as dairy, meat, seafood and horticulture) to be delegated to the Minister for Primary Industry.

The issues discussed at the meeting include;

- We do not require an expensive structure here. One of the advantages of being a small State is that coordination can be achieved at minimum cost.
- As a regulated industry it may have been fair to pay 100% cost recovery but now we are deregulated what about the public good factor? Can we get a cost reduction?
- Industry wants a fair say, given we are footing the bill but we do appreciate that the Minister for Primary Industry has to feel comfortable with his proposed delegated responsibility.

So the important issue is deciding on the structure that meets the needs of both Industry and Minister.

ACTION

- Industry is pleased that Steve Rice (DASA) and Geoff Raven have been asked to consider possible models. Having Steve in there doing the "options" gives us confidence that the issue is progressing in the right direction.
- SADA Executive decides to meet with the Health Minister.

We know food safety is one of those non-negotiable issues but at ever turn our industry must chase down ever dollar.

Land and Water News

Water into Wine: Up to 7,000 extra megalitres of water a year will be made available to Barossa Valley grape growers over the next few years following the formation of a partnership between the South Australian Government and Barossa wineries called the Barossa Water Project. The Project will see untreated River Murray water pumped

To the Barossa's Warren Reservoir, with the extra water resulting in an estimated \$30 million benefit to the local wine industry.

Amended Approvals: South Australian has called for comment on a draft bill to streamline State environmental approval processes in response to the Federal Government's new Environment Protection and Biodiversity Conservation Act (EPBC). State Environment Minister

Iain Evans said the draft Statutes Amendment Bill would ensure documentation required by the Commonwealth would also satisfy SA requirements. (see: www.environment.sa.gov.au/dehaa/legislation.html).

NHT: WHO GOT WHAT?

SA received \$26 million for more than 285 projects up from \$24.2 million for 370 projects last year.

Source: Land and Water News

Do Good Leaders Make More Money For Industry?

Most of us would like to think that our efforts make a contribution to the common good.

One of the things that is "special" about primary industries is the enormous amount of voluntary work done by farmers through their involvement with industry associations. While many participate a few are recognised as truly great leaders.

Two of these great leaders, I have worked with, are Sir Leslie Price (Grain Industry) and Grant Andrews (SA Farm Leader). A few weeks ago I met another, Pat Rowley.

They share a number of attributes in common. They are invariably good communicators. They appear equally comfortable speaking to an international forum or "over the fence" at a field day. They can be relied on to always act fairly to all sides even when placed under extreme pressure. They win the respect of both sides of politics. They introduce new ways of doing business that can enable industry to progress.

Like all legends they attract a certain amount of folk lore. I love this story about Pat Rowley-but it is not folk lore - it is fact.

The Federal Minister phones for Pat. He wants to check on a few points following on from his conversation the previous night when he was convinced by Pat to go with the DSAP payment proposal.

"Sorry Minister. Pat is in intensive care recovering from an emergency multiple heart by-pass operation" "Can't be, I was talking to him on the phone last night for at least an hour:?"

"Yes Minister, he was talking to you on his mobile phone from the ambulance on his way to the hospital.

Some key business people now command "mega-buck" salaries. Our primary industry legends weren't and still aren't paid like these "corporate kings" so let us appreciate their contributions and be thankful.

The Dairy Industry would not have got the Structural Adjustment money without Pat Rowley and the State Associations! This was worth \$1.7 billion.

ACTION

Always look for the "win-win" strategy and be ready to thank those who are contributing.

Disease Watch Hotline – 1800 675 888

The Disease Watch Hotline is a toll-free telephone number that connects callers to the relevant State or Territory officer to report concern about potential exotic or other emergency disease situations. Anyone suspecting an exotic disease outbreak should use this number to get immediate advice and assistance.

Contact: Chris Bunn, Office of the Chief Veterinary Officer, AFFA.

ARE YOU ENTITLED TO A REFUND ?

If you are producing 50,000kg protein your membership to SADA is \$1,135 (\$135 fee & \$1,000 levy). (CAP) If you have paid over \$1,135 between 1/4/2000 and 31/3/2001 you are entitled to a rebate.

Any person entitled to a rebate, should contact SADA by 31/3/2000.

NOTE: The Companies are NOT INVOLVED in the rebate scheme.

Australian Cheese Exports Double over Five-Year Period

Australian cheeses have not only won several prestigious international awards in recent years, but have also gained favour amongst global consumers - with almost 222,000 tonnes exported in the last financial year.

This represents a virtual doubling in export volume in just five years.

Figures compiled by the Australian Dairy Corporation reveal that our cheese exports in 1994/95 stood at just over 111,000 tonnes. Since then, they have also expanded substantially in value growing from \$355 million (1994/95) to \$752 million in 1999/00.

The major growth categories have been cheddar, fresh varieties (including cottage and ricotta) and shredded cheeses. Since 1995, cheddar exports have risen from 54,600 tonnes to more than 106,000 tonnes, Sales of fresh cheeses rose by almost 26,000 tonnes (from 9,500 tonnes in 1994/95) and shredded varieties by 15,500 tonnes (from 16,400 tonnes in 1994/95).

The Australian Dairy Corporation's Managing Director, Sandy Murdoch, said that the gains were especially pleasing in that they had occurred in an extremely competitive category.

"The Australian industry has managed to record impressive figures by providing a product of extremely high quality, and superior taste, which has won recognition worldwide," he said.

"Australian producers and manufacturers are clearly delivering an excellent product. This is backed by an extensive market development and promotional program which has supported the strong growth trend."

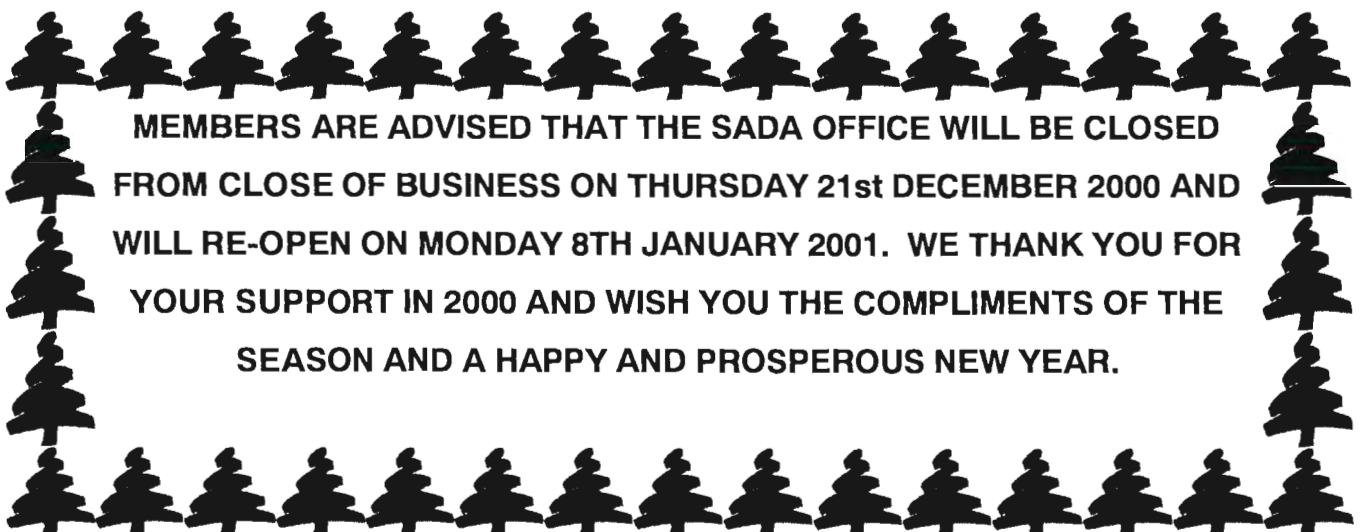
He added that expansion into non-traditional markets had assisted the sales growth.

"While we have seen a strengthening of sales to traditional markets such as Japan and South Korea, we are also seeing impressive gains in newer destinations including the Middle East, Africa and South America.

"Despite strong domestic competition and difficult access, the more mature markets of the European Union and US are also performing strongly in terms of Australian cheese exports."

For further information:
Sandy Murdoch
Managing Director
Australian Dairy Corporation
(03) 9694 3793

Released by:
Tom Valenta
Michels Warren Valenta
(03) 9243 5577
Mobile: 0412 373 951



**MEMBERS ARE ADVISED THAT THE SADA OFFICE WILL BE CLOSED
FROM CLOSE OF BUSINESS ON THURSDAY 21st DECEMBER 2000 AND
WILL RE-OPEN ON MONDAY 8TH JANUARY 2001. WE THANK YOU FOR
YOUR SUPPORT IN 2000 AND WISH YOU THE COMPLIMENTS OF THE
SEASON AND A HAPPY AND PROSPEROUS NEW YEAR.**

Strengthening the supply

Enhanced sperm survival could raise quality of dairy herds

By Marianne Clark – Uni of Guelph

Improving the ability of bull sperm to survive the freeze-thaw process - and being able to assess their ability to fertilize could stretch semen supplies for artificial insemination (AI) and lead to increased fertility; says a University of Guelph researcher.

Prof. Mary Buhr, Department of Animal and Poultry Science, is part of a national team devoted to increasing the efficiency of artificial insemination in the dairy industry. She's exploring ways to limit the damage done to hull sperm during freezing, by incorporating a mixture of lipids into sperm before they're frozen.

Also, she's looking at a technique that assesses sperm quality to help determine the most effective insemination dose.

Approximately 70 per cent of cows in the Canadian, North American and European dairy industry are artificially inseminated. But even under optimal conditions, 40 to 60 per cent of frozen-thawed sperm don't survive the process, and are incapable of fertilizing. This means that twice as many sperm must be included in an inseminating dose.

IMPROVING MILK QUALITY AND QUANTITY

Increasing the survival rate of sperm by as little as five to 10 per cent could help AI companies get more inseminating doses from each ejaculate and more offspring from the best sires. The result could be more milk of better quality being produced from fewer or an equal number of cows through genetic improvements in individual and national dairy herds.

But first, here's what the researchers have to overcome. During fertilization, the individual sperm cell experiences an influx of calcium as it gets close to penetrating the egg. Earlier research has shown a correlation between the sperm's ability to

control calcium and the fertility of the cow. This calcium control mechanism is often damaged in the freeze-thaw process.

Buhr is trying to protect and enhance the calcium control mechanism so that it will stand up to freezing. To do this, she is incorporating a cocktail of lipids right into the cell membrane to protect it from the stress of freezing and thawing. So far, some recipes have proven helpful; others have had no effect. Efforts to find the most effective recipe continue.

Buhr is also in the initial stages of evaluating sperm quality to make insemination doses more effective. She's comparing calcium control mechanisms before and after freezing because high-quality sperm have been shown to have little change in these mechanisms. She hopes this work can be used to develop a test to predict the fertility of frozen-thawed sperm.

"If we could test a few ejaculates and compare the ability to control calcium movement before and after freezing, we believe we would know the average freezing ability of a specific bull's sperm," says Buhr. "Then we could correct the number of sperm in each inseminating dose so sperm are not wasted and more cows are likely to get pregnant for each ejaculate collected."

This research is sponsored by the Semex Alliance, the Natural Sciences and Engineering Research Council, the Ontario Ministry of Agriculture, Food and Rural Affairs and the Ontario Agricultural Adaptation Council.

TREAT ALL MILKING COWS BEFORE THEY GO DRY

Dry treating all cows before they dry off is an important part of mastitis control. Despite a significant drop in mastitis since the 1960s when this practice was started, it is still recommended.

Researchers at the Institute for Animal Health, Compton, United Kingdom, compared herds where all cows' quarters were treated and those where cows with low SCCs went untreated. In the untreated group, 9 percent were diagnosed with clinical mastitis due to a new

infection during the dry period. Of the remaining untreated cows, 34 percent had a new mastitis infection at calving. After 21 days, half of those developed clinical mastitis.

In the treated group, none were diagnosed with clinical mastitis during the dry period. Only 10 percent of the cows had a new mastitis infection at calving, and, after 21 days, 75 percent of those infected developed clinical mastitis. Treating cows reduced the dry period rate of clinical mastitis by 100 percent and new infections by 69 percent.

COMPOST DEAD ANIMALS TO KILL PATHOGENS

Disposing of dead animals can present challenges. One method gaining popularity is composting. It is preferred to burying because the decomposition is faster; it produces enough heat to kill pathogens that may exist in the carcass, and composting reduces potential groundwater pollution risks.

Researchers at the Miner Agricultural Research Institute in Chazy, N. Y., devised a method that effectively composts adult cattle in 40 days.

1. Choose a well-drained site with minimal slope.
2. Place 12 to 18 inches of dry organic matter such as straw; sawdust, or hay on the ground.
3. Place the animal on this bed and cover with another 12-inch layer of dry organic matter.
4. Cover the animal with semi-dry material such as semi-solid manure, bedded pack material, or silage. This layer should be about two feet deep to contain odors and prevent scavengers.
5. Allow the pile to remain idle for 20 days. The internal temperature should reach 150° to 170°.
6. After 20 days, or when the internal temperature drops below 140°, turn the pile over to expose the carcass. Re-cover the carcass with 12 inches of dry organic matter and 2 feet of semi-solids.
7. Allow the pile to remain idle for another 20 days. The temperature should rise to about 160° and then slowly decrease. After this time, only large bones and some hair should remain.

Source: *Hoard's Dairyman*

Background

The dairy industry has begun to consider what future services and functions it wants provided on a collective basis and how best to deliver these effectively. The industry must decide on a structure that meets its changing requirements now it is operating in a deregulated market. Currently we have several statutory corporations and entities that could be grouped into a single peak industry body, currently being called, "Dairy Australia"(DA).

Obviously if there are significant benefits to industry by changing the structure then we should be "up and doing" as there is no better time for improving profitability than now. Another reason for moving on this issue with some haste is that the Government under the National Competition Policy Principle is intending a review of the Dairy Produce Act 1986 for early next year. This involves defending the current situation. We have suggested to the Minister that he consider the need for a NCF review given we are currently doing our own review.

So what are some of the issues being considered.

Ownership.

The two stakeholders of Dairy Australia will be the producers and the manufactures. Farmers are to be given a new sense of "ownership" and "decision making power" in relation to deciding on its post-deregulation service requirements.

Clear focus.

For the existing corporations the new structure provides a clear objective and commercial accountability. Under a single body there is the potential for a more co-operative, multidisciplined approach to problem solving. Possible financial savings by having a single corporation may also be achieved.

Greater Industry Control.

The ADFP, ADPF and State Associations to be considered as the major shareholders of DA.
Introduce more effective in monitoring the performance of their investment in Dairy Australia.
Certainly quarterly monitoring of the DA performance against the Annual Operating Plan.

Industry to have a "say" on important policy issues.

Introduce a consultative process to allow industry (farmers and processors) to be directly involved in determining key policy issues. The State Associations can play a key role here.

Funding for management (levies) and for "politics"(voluntary fees)

Levy money could come through DA. The voluntary levy covers part-funding for Associations and full funding of NFF, State Peak Bodies (VFF, SAFF etc).

So where are we "at" with the proposal, and what is the timetable?

At a meeting (attended by industry leaders) in Melbourne on 30th November considerable progress was made in identifying the issues. I was most impressed with the representatives of the DRDC and ADC, who showed a real willingness to consider the changes being discussed as opposed becoming "defensive". In particular the two CEO's Sandy Murdoch(ADC) and Paul Donnelly(DRDC) saw the value, to them, of having strong support and connections to the industry they are serving. The industry (farmers and processors) were also quite focussed on achieving a "commercially" more robust model. So there appears that change will happen, it is now just a matter of sorting out the detail.

The timing of the change has the advantage that the current Government policy seems to be that each industry is given considerable freedom to determine the structures and function of levy-based organisations according to the particular circumstances.

The aim at present is to develop a preliminary proposal for submission to the Minister next year following industry consultation and consideration of any proposal.

Describing an overview of the issues may suggest the implementation of Dairy Australia will be easy. However; this will take careful and astute management to bring to fruition, but the benefits could be significant, if the task is done well.



SADA Candid Camera at "Rocky Camp Dairy"



*Merry Christmas and a Happy
and Prosperous New Year*

Mocha Berry Trifle

Serves 8

Coffee Custard

¾ cup Caster Sugar
¼ cup cornflour
1½ cups MILK
4 egg yolks, beaten
1 tablespoon instant coffee, dissolved in 1 tablespoon hotwater
2 teaspoons vanilla
1 x 300ml carton CREAM, whipped

Chocolate Sauce

¾ cup brown sugar
¼ cup golden syrup
¼ cup boiling water
100g dark chocolate, melted
1 teaspoon vanilla essence

To complete

250g purchased chocolate cake, sliced
□ cup Kahlua
500g frozen raspberries, thawed
1 x 300ml carton CREAM whipped
1 punnet strawberries, hulled and halved
Icing Sugar

1. To prepared Custard: Combine sugar and cornflour in a small saucepan. Gradually blend in MILK. Stir in yolks and coffee mixture.
2. Cook mixture over a gentle heat, stirring constantly, until custard boils and thickens. Remove from heat. Blend in vanilla.
3. Cover surface of custard completely with plastic wrap. Cool. Fold through cream.
4. To prepare Sauce: Combine brown sugar, golden syrup and water in a small saucepan. Stir over a low heat until sugar dissolves.
5. Simmer, for 1 minute. Remove from heat. Cool slightly. Blend with the melted chocolate and vanilla.
6. To complete: Place a layer of cake in a deep-sided bowl or individual serving dishes. Drizzle with Kahlua and the chocolate sauce.
7. Scatter with berries. Cover with custard. Refrigerate until required. Serve topped with cream and strawberries. Dust with icing sugar.



Stuffed Capsicums

Ingredients:

4 capsicums, halved lengthways
2 tablespoons vegetable oil
1 large onion, cut into fine wedges
1 teaspoon each of ground cumin, coriander, paprika
1 tablespoon fresh coriander
375g lean minced beef
1x440g can of red kidney beans
375g jar of Thick and Chunky Salsa-Mild
1 cup grated CHEESE
Fresh herbs to garnish
Salad to serve



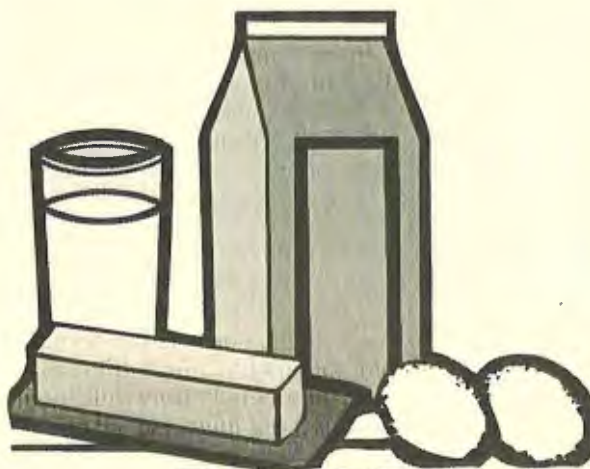
Method:

Preheat oven to moderate 180°C. Cut capsicums in half, remove membranes, place into a baking dish.


Heat oil in a pan, add onion, spices and coriander, cook for 2-3 min. Add mince and cook until lightly browned. Rinse beans, then drain well. Add to the pan, with salsa, stir until thoroughly combined.

Cover and simmer for 5 min or until heated through. Spoon into capsicum, top with grated CHEESE, cover with foil.

Bake for 20-25 mins or until CHEESE is melted. Garnish with herbs, serve with salad.



DAIRY



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Let's talk turkey.**

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cover to best meet your needs and your budget, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



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A PICTURE IS WORTH A THOUSAND WORDS

There are several reasons why I chose this picture for the cover of the Journal this month.

Frank and myself enjoyed great hospitality over an afternoon tea of fresh scones and cream.

John and Anita Mignanelli have, over many years, achieved considerable success with their lives and dairy business. These difficult times are impacting on all farmers and their families. Needless to say the future milk prices were the major item for discussion. We continue to face the challenges together. We are "family".

It represents one of my greatest concerns about the future. That we as an Association (SADA and ADFF) must keep contact with our members. All around us there are strong "economic rationalist" arguments to "centralise power" with only scant say by the very industry members who are paying the bill. It is not just the Associations but also, the Companies, the Dairy Service Corporations, Financial Institutions etc.

There are smart ways we can efficiently keep a productive network operating and we are working on them.



Frank Beauchamp (General President) – SADA enjoys the hospitality of John & Anita Mignanelli on a farm visit.

The South Australian Dairyfarmers' Association Incorporated

Journal

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

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- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
- ◆ Sharefarming Information
- ◆ Lobbying & Representation
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board

Sun Mon Tue Wed Thu Fri Sat

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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Upcoming Events

- February 27-March 1 ABARE 2001 Outlook Conference
- March 14 – Central Council Mtg – Colonial Conference & Function Centre
- April 19-22 – Large Herds Conference
- June 5 DIAA/SADA Annual Conference

CEO Editorial for February

There is a lot happening and the articles in this Journal provide some detail. But the overwhelming issue at the moment is milk supply and pricing. Our SADA Prices Committee believes milk is currently worth more than we are being paid. Hopefully by the time you are reading this two things would have occurred, firstly; we will not be so far out on our own with our concerns about a coming shortage of milk and secondly; we will be being paid more or THIS DEREGULATED MARKET IS SIMPLY NOT WORKING.

As Dairy farmers we are becoming increasingly concerned about the market signals in terms of prices coming from the companies. Specifically our farmers targeted "uncontracted milk" and "seasonal milk" as being worth a lot more than was being paid. Nestle coming and offering 30cpl before Xmas was further supporting evidence.

Following our Milk Policy and Prices Committee meeting on the 16th January Frank and myself have now seen, or spoken to, the senior people in the companies (when I use this term I mean to include the Co-ops) and progress has been made in the right direction.

To achieve the best result for dairy farmers we elected to take your case to the top management of the companies. In this regard, because of the high esteem the Australian Dairy Industry holds our President, this was not hard to achieve. But it would be totally remiss not to also

acknowledge the assistance of Trevor Connor (Dairy Farmers Board) and Brenton Higgins (Regional General Manager, National Foods.) in getting these meetings at very short notice.

The strength of our argument once we are around these "corporate Board Tables" is related to both the quality of the debate and the perceived "weight of membership" behind us. In this regard knowledge of the current price for milk being traded between the companies is an important indicator of current value.

So milk prices are on the rise as supply becomes shorter.

We have begun to experience "life in the deregulated market" with approaches from over the border seeking milk. It is a new ball game for us, and the companies. So far we are all working through the business of ensuring that the way we do the business is "fair, ethical, and in the spirit of the contracts". Our members in the SE have more potential choice of companies and have had a little more experience in milk marketing.

On a lighter note I have been struggling to get some good jokes into the Journal to encourage you to at least have a look, but my wife keeps claiming "political incorrectness". She has a good laugh first I may add.

For those who are looking to having

a "stronger voice" on all issues, including pricing please assist us with our coming membership drive. There is the story of the 800lb ferocious guerrilla who enters the Board room and the question is, "Where does the guerrilla sit?". The answer is "where-ever he likes".

As you know SADA has spent lots of "blood sweat and tears" over the past 3 months working with the DAA to get these Structural Adjustment payments through as quickly as possible. As of today (25th Jan.) 92% of our SA dairy farmers have received their Notices of Decision and 59% have begun to receive payments. All those in the SE who lodged appeals have been notified the result of their appeal. But there are 216 entities in SA who have not attached their FBA and will be excluded if they are not attached by the 19th Feb. which is the scheme cut off date. Frank and myself will go to Melbourne next Thursday, which is the earliest they are able to match names to the 216 figure. So now the race is on to attempt to prevent someone from missing out because of a technicality. To also protect our members and people uncertain as to where they stand and come in to this office I will write personally on their behalf to the Chairman of the of the DAA . I will also seek funding from DAA to ensure every avenue is pursued to clean the up the final applications.

Best regards,

Ken.



SADA Cocktail Party L-R Ken Lyons CEO SADA, Pat Rowley Chairman ADFF, Rhonda Baker CEO SAFF, Rocco Galluccio National Milk Supplier Manager National Foods, Frank Beauchamp General President SADA.

Report from the Milk Policy & Milk Prices Committee

THE MEETING AT SADA ON TUESDAY 16TH JANUARY.

1. Feedback from the farmers on the current prices.

It was surprising that after assessing the expected annual prices for both the SA based companies and the major Victorian companies that the prices all came out in the 24.5 to 28cpl range.

It was when the prices were "unbundled" that the committee members began to be concerned.

Feedback coming into SADA is that while nearly all of the processors are seeking more milk they are not putting out the right price signal to attract that extra milk. Farmers are seeing both the NF price for the "uncontracted milk" and the DF price for "seasonal milk, and year round milk" as disappointing.

It was also fair to say that people were also disappointed with the mid range prices because they are below "export parity"

2. The current pricing of the uncontracted and seasonal milk.

This is what we are hearing!

- *Companies are seeking to trade milk between themselves. A major Victorian processor supplying the export manufacturing market is suggesting that the price of milk being traded between the companies is currently around 38cpl and is expected to rise.*
- *Companies are seeking new suppliers. The fact that processors are beginning to attempt to attract new suppliers indicates that they are seeking extra milk. The price they are offering in at least one case is at a considerable margin on the current price. Nestle making approaches in the Meningie area in response to NF taking some of their suppliers in Victoria. More recently Nestle is indicating they may be interested in also sourcing milk from the Murray.*
- *New milk is needed to sus-*

tain existing prices. DF argue that they need new suppliers. Their existing members feel they deserve some preferential treatment. This is what the DF Board said;

"The Board and the Management feel that, while some existing suppliers see new suppliers as reducing their potential access to higher prices in the future, the reality is, that without adequate and sustained milk flow, even existing pricing levels cannot be maintained."

- *Reason given for shortage of milk. DF said at their Annual Meeting that the increase in liquid milk sales due to "price cutting" for a private label to a major supermarket has left them short of milk for cheese and other products. It was understood that they had contracts to supply this cheese and other products. But they would have negotiated these contract (yet to be filled) at the lower prevailing prices rather than the current higher export prices.*
- *De Cicco Industries. They were reported late last year to be interested in another 25million litres. Currently they and Murray Goulburn are signing on defectors from Bonlac.*
- *Companies currently are lifting their prices. The National Foods price for "uncontracted milk" is rising (dec. 16.5, jan 19.5, feb 22.5) In the case of DF they have increased the price for season milk(dec& jan 19c, feb 21c)and they have "any milk produced over and above last year in the same month will be paid a new milk bonus of 4cpl, irrespective of milk type.*
- *Monday 15th Jan. Report explodes around the world that Mad Cows Disease, MAY, or May not, be transmitted through dairy products. This could result in an additional demand for Australian dairy products. This is not something we would actively promote because history shows these strategies come back to bite you.*
- *Nestle are moving to acquire more of their milk requirements directly from farmers. In the past they have sought sup-*

ply from other companies. So what can we conclude from this?

There appears to be sufficient evidence that the processors are genuinely seeking additional milk. We know that many dairy farmers have the capacity to produce more milk. However before Xmas many farmers were saying they were not prepared to produce additional milk at prices under 20cpl.

Then when Nestle came across the border with the offer of 30cpl the price being paid by NF for the "uncontracted milk" looked very disappointing

There is good reason to suspect that companies are cross-subsidizing. In the current situation it appears that the heavily discounted milk sold into the supermarkets may be causing companies to cross-subsidize support for the liquid milk price from the manufacturing milk price. This would explain why we suspect both companies will wish to talk about their "bundled price" on an annual basis being around 27cpl rather than attempting to justify the manufacturing price (by which we mean the "uncontracted" and seasonal milk price).

Plan of action.

- *SADA to seek further information on these matters from the processors and attempt to achieve a price increase. Specifically, National Foods and Dairy Farmers.*

Generally the Committee believed that SADA should play a role in communicating pricing information. Certainly also to provide a forum for discussion on these matters at the coming branch Meetings.

Report from the Milk Policy & Milk Prices Committee (contd)

- SADA to meet with the relevant Victorian companies, including; Murray Goulburn, De Cicco, and Warrnambool Cheese and Butter ASAP.
- SADA to assist the Meningie producers decide on the placement of their "uncontracted" milk.

3. Steve O'Rourke, Managing Director Murray Goulburn Cop.

The DIAA/SADA Annual Conference Committee included Steve O'Rourke on the programme for this year. Because of the market conditions for manufacturing milk and the astute management of this company it is expected they will be the market leaders this year in terms of price to members.

One of the key issues facing the Boards of both the Co-operatives and the listed companies is the decision making in relation to income distribution. That is the decision to allocate funds to members by why of purchase price, the repayment of debt and increasing equity, and finally the all important allocation for re-investment to ensure the companies long term profitability. There are commercial dangers in all three boxes...you must ensure supply, you

are very vulnerable if you attempt to expand without maintaining equity, and if you cannot maintain a competitive plant then you are like an "uncompetitive" car competing in the Le Mans car race

One of the reasons we are drawing attention to the management approach is because it is highly likely in the future there will only be one or two major co-operatives processing all the milk for the Australian/New Zealand Region. In this situation the nature of the "partnership relationship with the suppliers" will be important in determining the profit share coming back to farmers. One positive in this situation is that it is unlikely we will see discounting to supermarkets.



THE GOOD NEWS

There is an ad on TV that goes something like this, "I'd like to see that". Well recently I saw two milk companies actually actively competing to win supply from a dairy farmer. Maybe this could be the sign of the time.

Coca-Cola plans to test-market at least five milk-based children's drinks early next year under a business plan dubbed Project Mother. To the delight of dairy farmers and nutritionists this may turn around the current loss of market of milk to soda drinks. Also the Pepsi-Cola Company is attempting to target the 18-34 group to drink new milk coffee products. They have six different Frappuccino ready to drink coffees, all of which are made with real milk.

As 2001 commences the word is spreading that all the companies are looking for extra milk. The international market is holding firm. Stories are circulating that the price of the "inter-company traded milk" is on the rise. There are instances of companies actively attracting new suppliers. This is good timing for the

ANNOUNCING

negotiations of the new milk contracts.

Mastitis is the most prevalent infectious disease among dairy cattle. Infected cows produce less and poorer quality milk. It would mean millions of dollars of additional income per year to dairy farmers if our cows were mastitis - resistant. USA researchers believe they are close to cloning resistant cows.

The merger of the New Zealand dairy companies to form the single company to be called Global may be good news for Aussie dairy farmers. The benefits of a major amalgamation of both this NZ Company and our own Australian Companies may provide a better model for increasing farmer returns. Certainly we could expect the heavy discounting to the supermarkets to cease. Personally I've seen too many mergers result in failure than success, to get too carried away. But I think it is important to commercially evaluate these deals to ensure there is good value to the suppliers.

To date the DAA has approved \$1.46

DAIRY NEWS

billion of the estimated \$1.63 billion, for payment to dairy farmers throughout Australia.

There appears to be a growing awareness by dairy industry leaders that the profitable future for the industry is related to the commitment by industry to "drive" the industry forward. In relation to the Dairy Australia (probably a better name would be Dairy Service Corporation) issue I'm sure if these leaders were to ask milk producers this question they would get the positive response.

"If we can give you an industry structure (Dairy Australia) that will cost you less, return you more and will be more answerable to you; are you interested?"



The ongoing saga of water allocations in the South East has seen two key issues surface of late that are of major concern to the dairy industry and irrigators in general.

The first is the pro-rata roll out of all unallocated water in the South East per the recommendations of the Select Committee inquiry. This process is nearing completion and saw the Minister lift the moratorium on all new water licenses earlier in the year. The underlying principal here was that by allocating all remaining water a market would be created and thus water trading would commence and our industry, amongst others, would be able to continue to grow unimpeded. All landholder's in areas that were not already fully allocated and who registered an interest in receiving an allocation have now been issued with a "water holding license". They will soon be able to either sit on that license and pay a holding levy or trade that license, either by leasing or selling, providing the trade conforms to strict Hydro geological conditions. The down side for the dairy industry is that areas that had been identified as highly suitable for future development based on soil type, climatic and water availability parameters have now gone from less than 30% allocated to fully allocated ie the hundred of Caroline.

In the two years leading up to the moratorium, the dairy industry in the South East was expanding at a rate of 25-30% per annum making it the fastest growing region in Australia by quite some margin. (Riverina was 2nd at 17%).

In that time we have seen 3 Ministers responsible for water resources, a Select committee inquiry and report, the South East Catchment Water Management Boards community consultation process and the formation of six water allocation and planning committees.

The debate continues to rage with

two local politicians, Mitch Williams and Angus Redford, continuing to down play irrigation industries role in wealth creation in the South East describing our industries as being "motivated by greed" and "unsustainable."

Despite all this our industry has still seen a growth in the vicinity of 15% albeit internal expansion. The second issue is that of land use change and its potential impact on existing irrigation license holders. Before I go into the implications of this I will attempt to give some background leading into the situation that currently exists.

All stakeholders agree that permissible annual volumes (PAV's) are the tool that protects the resource's sustainability. A key mechanism in the department's formulation of PAV's is vertical recharge. If significant land use change has a negative impact on recharge, then it must be accounted for in the overall water budget.

PIRSA has determined that the impact of 35,000ha of new blue gum forestry being established in a 100 mm a year fully allocated ground water recharge area would require irrigation of 7,000 ha of perennial pasture irrigation, or equivalent, to be forfeited to maintain the integrity of sustainability. The impact on viticultural equivalent would be 24,000 ha of irrigated vines forfeited.

In an address to parliament on June 27th, 2000 the Hon. Angus Redford commented and I quote Hansard "My position is strongly pro tree and pro forest. If it has an adverse impact on other irrigators when taking into account the multiplier effect in terms of forests and the extraordinarily important role it plays in employment in the South East, so be it. If we reduce the use of water across the board for other irrigators in areas such as vines, potatoes and the like, so be it."

Add to this Mitch Williams continual referral to irrigation industries as "motivated by greed", "exclusive mi-

nority", "greedy dairy farmers", "insignificant contributors" and "unsustainable industries" to quote just a few, we have good reason to be concerned at the eventual outcome bearing in mind the clout these two politicians have within the party due to the internal number crunching and branch stacking rows.

On the 3rd of August the South East Water Users Group met with Mark Brindal and Rob Kerin (acting as Premier while John Olsen was overseas) to discuss the land use change issue. We obtained some very significant undertakings most of which were addressed in the Minister for Water Resources November Ministerial Report.

* The water users group is currently being formalised and will be known as "The Limestone Coast Irrigators Association." It consists of:

- The Limestone Coast Wine Industry Council
- SE Branch of the SA Dairy Farmers Association
- SE Potato Growers Association
- Mid SE Irrigators Association
- SAFF Seeds Section

Combined, the group represents in excess of 25% of the South East work force (flow on). The group was put together after repeated requests from politicians of all parties, the water board, and the department to present a cohesive political lobbying group and point of contact. It is significant to note that the general manager of Kimberly Clarke South East operations, Sam Mainwaring, was a member of our delegation on August 3rd.

Since the publication of the Ministerial Report the Forestry Industry has become very vocal in local media stating amongst other things that they consider themselves a dry land crop and it is ridiculous for the Government to attempt to tax rainfall. Angus Redford has come out strongly in their support as has Wilson Tuckey, local councillors and

South East – Water Report (contd)

many private individuals. Acknowledgment of irrigators predicament has been limited to local member for Gordon, Rory McEwen and Minister Brindal himself.

A fact that seems to be lost on most of the pro timber advocates is that the creation of water holding licenses by amendments to the water resources act last year (after pressure from the pro-rata water lobby) in effect causes rain to be licensed. Land holders had argued that they should be given title to the water that falls on their land. The pro-rata lobby also demanded the right to trade these licenses ie selling their rain to a third party.

The Minister for water resources has determined to make a decision on the land use change issue by mid-January and will report any amendments to the act when Parliament resumes late February. He has required guidance on the issue from the S.E.C.W.M.B. The Irrigators Association, timber representatives and a broad acre farmer rep addressed the board stating their industry viewpoints in late December. The Minister is also conducting a consultation meeting with stakeholder groups on January 9th. The focus is to be "The impact of dramatic forestry expansion upon the ground water recharge and the implication for existing licensed water users". I will represent the Dairy Industry and will give a presentation on our behalf as well as the Irrigators Association.

The key issue emerging is the risk to existing irrigators who have a property right, with a reasonable ongoing expectation of security. Other than continually reducing allocations, the water resources act 1997, currently cannot adequately deal with reducing sustainability brought about by significant land use change. Another issue which although not affecting us at present certainly will in the future is the five-year conversion from irrigation

equivalent to volumetric. This will require all dairy farmers to install meters on all irrigation bores at their own costs as per the recommendations of the Select Committee. In an attempt to quantify our industries water use about 20 South East dairy farmers have volunteered to participate in a departmentally funded benchmarking exercise. The information extracted from the 12 month project will be used by the committees empowered with the complex task of formulating conversion equations for respective industries. The information will also be useful for our lobbying groups to put forward our industries case as efficient users of the resource on a megalitre/ha basis and gross margin basis. It will also be a useful tool on an individual basis to compare where you sit in the group and how you can shift from the least to most efficient regimes, anonymity is guaranteed. The citrus and viticulture industries in the Riverland have undertaken similar projects already. Do you know how much water you are applying per hectare net of rainfall?

Gary Spain

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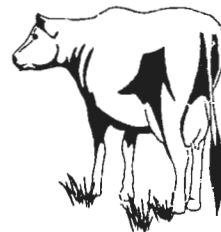
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Breast Cancer and Screening – The Facts vs the Myths

If you were to ask women to nominate their number one health concern many would be likely to respond 'breast cancer.' Yet, cardiovascular disease affects the health of many more women than breast cancer.

Sensational media reports often frighten and confuse women, and lead them to overestimate their risk of breast cancer. So what are the facts?

While it is true that one in 14 South Australian women will develop breast cancer at some time in their life, this means that 13 out of 14 women will *not* develop it. So most of us will not get breast cancer, but we are all at risk as we age.

The two biggest risk factors are those we can do nothing about: being a woman, and being over 50. It is true that younger women can and do get breast cancer. But, to put the issue into perspective more than 70% of breast cancers occur in women over 50, and 90% of deaths occur in women over 50. And just because there is no breast cancer in their family, that doesn't mean they won't develop it. Nine out of ten women who get breast cancer have no family history of the disease.

The fact is that we can't prevent breast cancer, because we don't know exactly what causes it. But we do know that we can detect it early. For women over 50, the best way to do this is by having a screening mammogram (breast x-ray) every two years.

Breast screening is the process of looking for cancer in women who have no breast problems—for example, a lump or a nipple discharge. A screening mammogram can detect a breast cancer the size of a rice grain. That's long before a lump could be felt. Detecting breast cancer early, before it has spread, increases the chances of simpler treatment and cure.

To 30 June 2000, BreastScreen SA - the free government breast cancer screening program, had provided 450,961 screening mammograms to 174,176 individual women.

Most of these women were aged 50 to 69, which is the target group for screening. It is estimated that for individual women in this age group, having a screening mammogram every two years reduces the chance of dying from breast cancer by about 40%.

Although the benefits of regular screening have not been clearly established for women aged 40 to 49 and over 70, they too are eligible and very welcome to attend BreastScreen SA.

To 31 December 1999, BreastScreen SA had detected 2,404 breast cancers. A significant proportion of these were early stage cancers, with a good prognosis for simpler treatment and cure. Further, figures from the SA Cancer Registry's publication, *Epidemiology of Cancer in South Australia 1977 to 1999*, show that BreastScreen SA's aim is being achieved—mortality from breast cancer is decreasing. A comparison of age-standardised breast cancer mortality rates for 1997-99 with rates for the preceding 10 year period pointed to a 19% reduction for women aged 50 to 69. Both screening and adjuvant systemic therapy are likely to have contributed to this reduction.

Free screening is available at 10 clinics - six in metropolitan Adelaide, one in the Riverland, and on three mobile X-ray units that visit 26 country regions and some metropolitan areas every two years, the recommended screening interval. Free speakers and printed resources are also available

A doctor's referral is not required to attend BreastScreen SA. For appointments and further information, just phone 13 20 50, for the cost of a local call. It only takes 20 minutes, every two years. So please don't put off your first or next mammogram any longer—it may save your life!

*Karen Shepherd
Promotions and Education Manager,
BreastScreen SA – Adelaide SA*

The 2001 Sharefarmer of the Year

Its on again this year

Open to all SADA Sharefarmer Members

Submissions will be judged on:

- Property & Livestock Management
- Pasture & Feed Utilisation
- Strategic Planning
- Financial Management



Opens Monday 26 February and closes on Friday 20 April

More details in the next SA Dairyfarmers' Journal or phone Jaylene (08) 8293 2399

I would like to work in Australia



JUTON Thibault
74, rue Albert
75013 PARIS
France

Paris, 30 december 2000

Dear Sir,

I am a student in a French agricultural college - specializing in general farm management, beef and dairy farming. This is a 2 year course for students having finished with their secondary education and who later would like to farm or work in the farming industry.

Part of our studies includes a 6 week practice period abroad.

After contacts with the Australian Embassy in Paris and Sesame (a French organisation helping students find farms abroad) I couldn't get any positive answer.

I really wish to go to Australia for this practice period. This is why I am asking for your help. Would you know farmers or organizations that could help me find farmers who would be ready to welcome me for my practice period.

I would really appreciate your help.

For a better and easier communication, I am including my e-mail address:
jean-michel.juton@wanadoo.fr

Thank you very much for your help.

Yours sincerely,

Thibault Juton.

A DATE FOR YOUR DIARY

2001 DIAA/SADA ANNUAL
CONFERENCE

TUESDAY JUNE 5 2001

ADELAIDE FESTIVAL CENTRE

**Watch for further information in future editions of the
SA Dairyfarmers' Journal**



Worth leaving the farm for ...

From April 19-22 more than 500 farmers from across Australia and overseas are expected to attend the 2001 Large Herds Australia Conference at the historic Woolstores on the Geelong Foreshore.

The Conference will be a critical industry event, digging deep into issues affecting large herd owners in a post-deregulation environment - and focusing on business innovation ideas.

According to previous delegates, the Large Herds Australia Conference just keeps getting better.

"We've been to the Conference four times now," said Mandy Mulcahy of Tongala Victoria. "I like it because it deals with broader issues like business management."

Setting new performance targets

Labour productivity will be a feature of this year's Conference. Included in discussions will be the new *Working Smarter Not Harder* manual produced by the Labour Productivity Benchmarking Project. This manual is one of very few tools available to help farmers improve labour productivity.

A hot industry topic is whether a "one million-litre harvest per person" is a realistic target. Dr Graeme Mein from the University of Melbourne, and world authority on milk harvesting, will discuss how dairy farmers can achieve shorter milking times.

Workshops will be conducted on faster milking times so farmers can gather new ideas on milk-harvesting innovations.

Farm development post deregulation

Also up for discussion this year is whether post-deregulation farms will keep getting bigger.

Tony Cleland from Otago New Zealand is currently involved in the development of 10 farms. He will discuss the issue of increasing farm size.

Stop and wipe the sweat from your brow

Taking time to recharge your batteries is a necessity - and can be a pleasure - when you're farming. Staying an extra day or two to explore the rugged southern coast of Victoria will be a real tonic for many farmers who go to the Conference.

"It's a wonderful way for me to take a break," said regular conference delegate, John Verstedden from Gippsland. "The people contact is very important to me and the social events at the Conference are excellent."

Where will Australia fit in future global markets?

The Australian Dairy Corporation's recently appointed Managing Director, Sandy Murdoch will focus on the strategic direction the dairy industry will take in the next five to 10 years. His session will include a discussion of Australia and New Zealand's position in the world market.

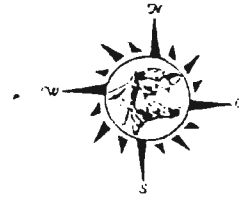
Contact Deanne Kennedy on 03 5622 2055 for more information. Or email phillips@dcsi.net.au



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Tips for handling debt

AUSTRALIAN dairy farmers who try to buy themselves out of the deregulation doldrums could jeopardise their future equity, according to a US expert. Marvin Hoekema, a dairy financial management consultant from Dairy Strategies, a Florida-based consultancy firm, presented this view during a series of workshops as part of a visit sponsored by the Dairy Research and Development Corporation (DRDC).

"In the new, deregulated system, I think that just because of liquidity and profitability issues, you really need to focus on debt," he said.

"There's a notion that if we just expand revenues by a few percentage points it might be all right in the short term. But in the long term you may be increasing the risk of losing equity.

"You need to work in additional capacity to handle debt."

Servicing debt

Heavy debts acquired in the aftermath of deregulation raise questions about servicing debt. "Traditionally, in the agricultural world, what we have had is a set level of inputs and with those we're guaranteed a certain level of production," Marvin said. "Deregulation means that sudden investment in the business now requires a focus on two drivers of profitability - operating efficiency and investment efficiency.

"By combining the two and seeing them as two separate components of profitability, you can see constraints

and opportunities of profitability."

Touring the eastern states during October and November, Marvin presented farmers and advisers with a list of 'must haves' to help a dairy farm operate profitably in a post-deregulated environment.

He also said farmers had these tough questions to answer:

- Am I prepared to handle this learning curve?
 - Is my debt level too high?
 - Are the levels of liability pre-deregulation appropriate in a post-deregulation environment?
 - Could I comfortably go beyond what I initially thought?
 - Should I be evaluating what I want to do?
 - What if the milk prices drop?
- Marvin sees a definite role for consultants.

"Regardless of my role as a consult-

A five-point survival plan

1. An investment strategy
2. A liability/debt strategy
3. Increasing revenue generating capacity
4. Efficient cost structure
5. A risk management strategy

ant, I firmly believe that they can bring some of the detail, tools and experience that's needed," he said.

Taking a global view, Marvin said that deregulation in Australia had been somewhat unique in its swiftness.

"It was suddenly D-day plus one. It

was a huge jolt. And I think there's still a lot of volatility," he said.

"It wasn't stepped down gradually and although some people positioned their businesses to step down, some folk had it in their minds that it wasn't going to happen. So they were not prepared."

World dairy markets are also volatile and Marvin believes they will remain so indefinitely.

"It's hard to see when prices will stabilise - if ever," he said.

This was Marvin's third visit to Australia this year. He toured northern NSW and Queensland with an international panel of feed experts in June to help farmers find ways of improving their profitability in a deregulated environment.

This *Future Feeding Systems* was another initiative of the DRDC to help farmers through difficult times.

The project was strongly supported by industry and extension organisations. It was brought forward at the request of the industry.

The visits complement DRDC - funded projects such as *Dairy Business Focus* and *Dairying Beyond 2000* - designed to help farmers cope with the changes of deregulation.

Contact: Tom Davison, (03) 96025300 or e-mail tdavison@drdc.com.au

Profile - Toni Robinson

Source: *The Paper Bark*

Toni Robinson grew up on a property in the Strathbogie Ranges. Toni was the youngest of two, born into a family involved in the timber industry. The family eventually purchased a small farm out of Dandenong with a 23 - strong dairy herd. When Toni saw the good milk production figures for the few Guernseys in the herd she fell in love with them and their gentle and cooperative nature.

When Toni had enough money she purchased two Guernsey cows and a bull and slowly replaced the mongrel cattle in the original family herd with Guernseys. This was the start of Toni's career with champion cattle.

In 1954 she founded her Bogar Guernsey Herd near Lyndhurst, Victoria. In 1968 Toni moved the 100 - strong herd to North Dandalup in Western Australia. Toni was in Western Australia for 11 years during which time Bogar

cattle broke nearly every Western Australian production record.

Toni was a foundation member of Murray Basin Darling Ministerial Community Advisory Committee, and served continuously to August 1995. Toni has had a long career in Local Government and served as Mayor of the Murray Bridge District Council. Among her industry and community interests she is the Patron of River and Lakes Jersey Breeders Club and a member of the Murray Bridge and District Historical Society Inc., Women's and Children's Hospital Auxiliary - Murray Bridge Branch, Murray Bridge Players and Singers and the Lower Murray Toy Library.

Since leaving Local Government Toni has concentrated on specialist breeding techniques (ie. embryo transfer) in her cattle herds.

Profile – Paul Donnelly

He is intelligent, passionate and is making a significant contribution to our industry. He is Paul Donnelly, the Managing Director of DRDC and tonight he is having dinner with Frank and myself.

As the DRDC's inaugural Managing Director, appointed in 1990, Paul has played a key role in the organisation's development and evolution. As we know the Dairy industry is currently reviewing the structure of the service organisations and this may result in changes to the Corporation in the near term.

So how did we see the uncertainties, the challenges and just what is he passionate about?

Uncertainties.

- While there is general agreement that this industry needs a Research and Development arm to move forward there is some uncertainty about the level of the levy that ADFF will recommend in April 2001.
- The strength of the financial commitment of the manufacturing sector is also yet to be placed on the table.
- There are both potential benefits and disadvantages of moving DRDC into a Dairy Australia structure.

Challenges.

- We all agreed on the need for the Dairy Industry to have a vision for the future. Currently DRDC is interpreting what it believes are to be our needs. This is not something that can be done over-night but if we, as the industry, are serious about having more say about our future then this is something we should put in place. I think that there is general acceptance now with all rural industries that this is the way to operate to maximize long-term profitability.
- We spoke about the many "what if" scenario's.

For example, what if grain prices were to fall over the next twenty years relative to the international price of dairy products. A consequence would be that value adding the grain by converting it to exportable dairy products might become profitable. This may open a new industry sector for South Australia, similar to adding fishery aquaculture to the wild fisheries. We could then have the grass fed sector and the feedlot sector. But for the commercial success you would need the right infrastructure both on the farm and in terms of manufacturing plant.

- Is it really possible that one day the DRDC will earn so much in terms of royalties on past R&D that instead of paying levies we will get an annual return (a real cheque in the mail)?

Passion.

- Paul is very passionate about the need to jointly come together with "enthusiasm", "determination" and the will to "make things happen". We need to see and use R&D as a means to a better future.
- He wants to attract the participation of our brightest farmers into this area. We need to make it so they enjoy being part of these exciting projects and at the same time progress the interest of the total industry.
- He is being "bold and adventurous" with at least a proportion of the projects.

There are many scenarios. For many metals, the world price is continuing to fall so in this case (to remain profitable) the mining companies have to continually achieve additional cost saving. Given that Australia and New Zealand are able to produce quality dairy products so economically you would have to think that in a hungry world you would have half a chance to make a dollar. Maybe we should go to Holland and ask one of those dairy farmers, milking 50 cows, how come they are millionaires?

The Genetics Australia Dairy Business Enterprise of the Year Awards

This award will honor the South Australian Dairy Business Enterprise that can demonstrate excellence in management of a commercial dairy farming business.

Entry Criteria

- Play an active role in the management of the enterprise
- A member of the South Australian Dairyfarmers Association

Announcement of Winners

The Winners will be announced at the DIAA/SADA 2001 Conference Dinner at the Adelaide Festival Centre on Tuesday 5th June



THE 2001 AUSTRALIAN GRAND DAIRY AWARDS - JUDGING NOW COMPLETE

A team of the best palates in the country joined dairy technical experts - Neil Willman, Sam Cutri, Ross Freeman, Frank Marchand, Matthew Freeman, Will Studd, Bill Tzimas and Ian Robertson in sampling 354 individual product entries from all over Australia to award champions in six categories - cheese, butter, cream, yogurt, beverages and dairy desserts.

Only gold and silver medal winners of highly respected state dairy competitions were invited to enter these prestigious awards.

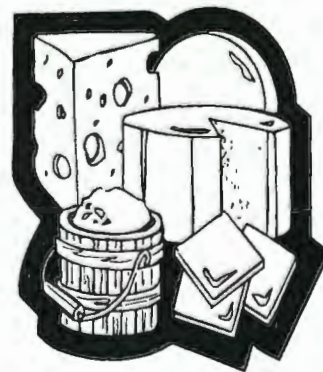
Now in its second year, the Australian Grand Dairy Awards are designed to focus consumer attention on the very best dairy products available in the country through the use of a unique symbol of quality, excellence and innovation.

I enclose a selection of photographs of the judging that I am sure will be of interest to your publication. (see opposite page)

The 2001 Australian Grand Dairy Awards will be announced on the evening of Monday 26 February 2001 at the Regent Theatre in Melbourne and I will be pleased let you know the results as soon as they become available.

In the meantime, please let me know if you would like any more information regarding the Awards.

Thanks and regards,
Annie Foord
Public Relations - Australian Grand Dairy Awards



Business

SADA Members – Do you have an EMAIL address? Please let the office know. Email – jayleneg@camtech.net.au.

Judging The 2001 Australian Grand Dairy Awards





Lameness - look, listen and learn

If more than 7% of your herd suffer from lameness each year then finding the problem and fixing it will not only save you money but reduce the stress on your herd.

This is according to New Zealand vet, Neil Chesterton, who has found that there are usually a range of problems causing lameness, but the most common are *impatient herd personnel* and *poor surfaces*.

He also reports that lameness in early lactation is the most costly, both in terms of production and reproduction; a finding which coincides with the outcomes from the recent InCalf work.

Dr Chesterton has put his wealth of experience on lameness management and prevention onto three videos. These have recently been purchased by DairySA for the benefit of dairy producers in the State.

The videos look at six topics:

1. The lame dairy cow
2. Preparing to work - making the job easier and safer
3. Treatment of the lame cow
4. Understanding cow behaviour
5. Improving farm tracks
6. Improving shed design

The Mt Compass Dairy Group recently took advantage of these videos, running a Lameness Workshop with Dr Glen Beath from the Willunga Vet Services.

Glen discussed the information presented on the videos in relation to the problems members were experiencing in their herds.

Dr Chesterton identified four causes of lameness and Table 1 contains these, together with suggestions on prevention.

For the 17 members in attendance, the occurrence of lameness in their herds ranged from less than 1% to approximately 15%, with proportionally more cases found in the larger herds. Footrot and sole bruising were considered to be the main problems for the group.

Table 1: Forms of lameness and possible prevention

FORMS OF LAMENESS	POSSIBLE PREVENTION
FOOTROT	<ul style="list-style-type: none"> • Footbaths in copper sulphate (2.5-5%) or formalin (3-5%)
SOLE BRUISING & PENETRATION	<ul style="list-style-type: none"> • Reduce standing time on concrete • Minimise stones on concrete - use nib walls to prevent stones drifting onto yards • Tracks should be well drained but with a maximum crown slope of 8% • Allow cows to drift on laneways • Don't aggressively use a backing gate
WHITE LINE DISEASE	<ul style="list-style-type: none"> • Rarely due to one cause • Handle cows gently and allow to drift • On-going prevention often needs track and/or shed re-design to prevent cow congestion and aggression in the yard
INTERDIGITAL ABSCESS/CRACKS	<ul style="list-style-type: none"> • Due to picking up stones of about 1cm diameter, especially in deep-mud • Keep tracks well drained



FarmBis



DAIRY RESEARCH AND DEVELOPMENT CORPORATION
Driving Dairy Innovation

In response to these issues on their farms the group suggested a range of possible changes:

- The creation of separate entry/exit raceways in the 50-100 metres closest to the dairy as this area is always subject to fouling and increased likelihood of stone pick-up.
- Removing trees over tracks to prevent shading, which encouraged wet areas to develop.
- Building nib walls at the entry end of the concrete yard to reduce stones moving onto the concrete.
- Identifying and altering obstructive railwork in the shed. This is identified by being polished due to continuous rubbing.
- Create non-slip floors in yards, bails and especially the bridge in rotary sheds.

Greg Mitchell, who facilitates the Mt Compass Dairy Group, put together the following information based on the videos and local experience.

HOTSPOTS

MOST COMMON TRACK FAULTS	MOST COMMON SHED FAULTS
<ul style="list-style-type: none"> • Too narrow • Poor surface • Poor drainage • Concrete - rubble junction is water-logged 	<ul style="list-style-type: none"> • Cows have to turn off track into dairy • Indirect cow flow from yard to bails • Excessive pressure with backing gate • Yard too small

RULES OF THUMB

TRACKS	YARDS										
Keep short and straight Crown but maximum slope 8% (1:12) Use a non-abrasive top Drain to the paddock side of the fence Ensure correct width for the herd size Widen by 1m closer to the shed.	Minimum area allowance/cow: 1.3m ² /jersey cow 1.5m ² /holstein cow										
<table border="1"> <thead> <tr> <th>Herd size</th> <th>Min track width</th> </tr> </thead> <tbody> <tr> <td><120 cows</td> <td>5m</td> </tr> <tr> <td>120 - 250 cows</td> <td>5.5m</td> </tr> <tr> <td>251 - 350 cows</td> <td>6m</td> </tr> <tr> <td>351 - 450 cows</td> <td>6.5m</td> </tr> </tbody> </table>	Herd size	Min track width	<120 cows	5m	120 - 250 cows	5.5m	251 - 350 cows	6m	351 - 450 cows	6.5m	
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120 - 250 cows	5.5m										
251 - 350 cows	6m										
351 - 450 cows	6.5m										

For more information on DairySA sponsored research and workshops please contact Hans van Dyk, tel: 0500 813 600, fax: 0500 813 601, e-mail: hvandyk@dove.net.au.

If you would like to borrow the videos or run a Lameness Workshop please contact Dr Glen Beath, tel: 08 8556 2075, fax: 08 8556 2654.



DAIRY RESEARCH AND DEVELOPMENT CORPORATION
Driving Dairy Innovation

SA Ports sell-off will pay for COAG salinity plan: Olsen

The South Australian Government has announced it will earmark up to \$100 million from the sale of the State's Ports Corporation as matching funds toward Prime Minister John Howard's promise of \$700 million in new Federal spending on salinity and water quality over the next seven years.

Announcing the decision last month (November 26), SA Premier John Olsen said Mr Howard's National Action Plan on Salinity and Water Quality had committed up to \$100 million to SA particularly for the River Murray.

He claimed that South Australians had put the issue of the River Murray and salinity on the national agenda, so it was "only appropriate" SA should be the first State or Territory to put its money on the table.

However, the NSW, Western Australian and Victorian Governments have all made funding promises for salinity programs over the past few months - before Mr Howard's announcement last month - and all are expected to be able count those announcements as matching funding to the Federal offer.

Mr Olsen's promise of up to \$100 million from the Ports Corporation sale is the first major funding commitment the SA Government has made to either salinity or River Murray issues since it began its aggressive 'save the Murray' campaign a year ago.

Until now, the SA Government's actions have been largely limited to bureaucratic and Ministerial reshuffles, various plans and strategies, and attacks on other State Governments.

Last month Mr Olsen also announced a plan to enlist business leaders in SA as "River Murray Ambassadors" as part of a State Government alliance with industry to look at options for investment and codes of practice for the private sector to help manage salinity in SA.

Mr Olsen said it was crucial that the "message continues to be rammed home to the eastern States". The SA Government's next goal, he said was "to get all the States to sign off on the deal by the end of December".

All State and Territory Leaders agreed to Mr Howard's plan at the Council of Australian Government's (COAG) meeting last month (November 3), and COAG called for a detailed Intergovernmental Agreement governing the plan to be drafted by the end of December for all governments to sign.

The Premier said SA's "priority funding ask" under Mr Howard's Action Plan would be for more salt interception schemes across the State, and that more than \$90 million was expected to go toward new and expanded schemes over the seven years.

"There is no doubt salt interception schemes have been hugely successful and effective," Mr Olsen said. "Up to half a million tonnes of salt have been removed to date."

However, he said, an average of 2,500 tonnes of salt still travelled down the River Murray each day, and that - if no action was taken - this could grow to 3,500 tonnes a day by 2020.

"As part of the national plan we are likely to look at an additional interception scheme at Waikerie, schemes at Chowilla, Loxton and an upgrade of the Noora scheme," he said.

He said the State Government would also push for more funds for revegetation and bush care, drainage schemes, community based environment programs, technical support to local action groups, research, development, education and awareness programs.

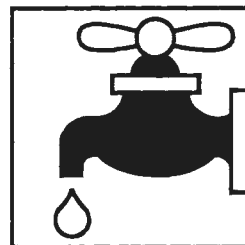
SA's River Murray Board aims to expand its borders

South Australian Water Resources Minister Mark Brindal has called for public submissions on a plan to extend the boundaries of the State's River Murray Catchment Water Management Board (RMCWMB) - a move which the Board has estimated could net it an extra \$1.5 million from new levies on dryland farmers in the Mallee.

The plan to extend the boundaries was floated by the RMCWMB earlier this year, in an *Annual Review* which said the Board was running out of money - and which blamed the State Government's practice of tying up most of the levies it collects as matching funding to attract Federal Government Natural Heritage Trust grants for the problem.

Announcing the call for submissions last month (November 14), Mr Brindal said the proposal would extend the Board's boundaries north and south - to abut SA's Arid Areas and South East Catchment Water Management Boards - and that it would see "more country communities have a greater say in the management of their water resources

Mr Brindal called for submissions by December 23, and said expanding the boundaries would "strengthen the institutional arrangements" for tackling salinity. (www.dwr.sa.gov.au).



Computerised Dream More Than a Virtual Reality for SA Dairy

The Stewart family dreamed of owning a computerised dairy for 10 years, but thought it would never be a realistic option because of the cost.

Their perceptions changed when they inspected a series of dairies while planning their own new installation, and then talked to milking equipment company, Westfalia Landtechnik.

"We spent a week in Victoria travelling around and looked at 12 or 13 sheds. We saw some computerised dairies in action and when they told us what price they were we thought, okay," said Andrew Stewart.

"But what we wanted was to add to it in stages, like buying one coloured pencil and then getting the rest of the set. Westfalia could do it the way we wanted to do it, and they came back with a pretty good price."

The 50-unit dairy with equipment installed by Meningie Westfalia dealer, Ken King, has been up and running now for about 18 months, and the Stewarts couldn't be happier.

They say it has not only contributed to an easier working life but helped lift the performance of their already high-producing Stewartdale Jersey Stud herd, based at Woods Point, near Murray Bridge.

The way they set up the dairy also attracted the judges' attention in the 1999 SA Dairy Farmer of the Year Awards, with Andrew, and his brothers Darryl and Steven, winning the young achievers award.

The three brothers run the farm with their parents, Eric and Faye Stewart, Darryl's wife, Trudie, and Andrew's wife, Deb. Their herd calves and milks year-round, with cow numbers peaking at about 450, and daily production averaging 19 litres with 3.7 kg protein and 4.9 kg butterfat. Last year 450 cows averaged 5000 litres.

Andrew said the family chose to build a 50-unit rotary so they could afford computerisation, and two people could handle milking easily.

"We have automatic cup removers, electronic milk metering, conductivity meters for somatic cell counts, heat detection using activity monitoring, ID drafting and computerised feeding which is set up to feed individual cows based on per litre production," he said.

"And you want to know how it's going - it's absolutely excellent. It's made milking no longer a chore. Before the old dairy was always breaking down and we were forever fixing it up. Now everything runs with no worries.

"Before it took 3.5 to four hours to milk 350 cows, now we are spending two hours milking 450 cows and that includes clean up and everything. It's no effort. Two of you can do it and potter away at your own pace."

While he could not put it down solely to the new dairy, Andrew said the computerised feeding system matching rations to cow performance had definitely saved money and no doubt lifted production once a few initial problems had been sorted out.

"We are about two litres per cow up on last year and about 1.5 litres up on the year before that. We have three two-year-olds peaking at 30 litres, and 24 cows doing 30 litres and over," he said.

"Top cows achieved 8900 litres last season with two-year-olds achieving up to 7000 litres.

"We are saving money too, and that's really why we wanted to have computer feeding. We feed the fresh cows well, and we don't give the stale cows as much - 2.5 to nine kgs depending on the number of litres they are producing.

"In the old system every cow got 5 kg and it wasn't regulated. We averaged 5.6 kg of grain, and last year it was just under 5 kg which is not excessive. Every cow gets exactly the same opportunity in the first 30 days and after that they are challenge-fed by the computer.

"If a cow goes dry at six months we cull her. We like them to have a flat lactation - none of this boom and bust, and we have always bred that in our cows."

Andrew said the computerised system (via conductivity meter) also enabled them to keep a close eye on somatic cell

Computerised Dream More Than a Virtual Reality for SA Dairy

counts, which usually sat at around 100,000. If it crept up, they could easily identify the cows with the highest counts and cull them.

"At least we have a way to double check. We can pick up cows with mastitis as soon as the conductivity is up, and get on to it before it's a major problem," he said.

Herd health is another important factor and the computerised system has helped monitor it.

"We can maintain body condition on heifers by feeding them a lot more when we are milking than we ever could before. We can pile feed into them and hold peak production longer," Andrew said.

"We have North American bloodlines which can put a huge increase into milk yields, providing they are adequately fed. By increasing concentrate feeding we are driving up milk yields and condition as two-year olds and increasing production as three-year olds."

Apart from setting up the new dairy, the Stewarts have also participated in a farm business analysis project to help them monitor costs and benchmark against other farms. And the brothers are keen participants in a discussion group set up locally for young dairy farmers.

"It opens your eyes about how other people do something and gives you an incentive to do better, or try something new," Andrew added.

"So we know we are headed in the right direction. We know where we are (because of the benchmarking), we know where we are going, and what to do to get there, and we know where we want to end up.

"We are still getting a reasonable price for our milk and we will work out how to save dollars somewhere. We are growing the herd and pushing out more milk - last year we had a 17% increase on the previous year, and we are currently approximately 10% above budget."

Further information about Westfalia milking Systems is available from the company's free call number, 1800 789 100 or from your local Westfalia dealer.



Andrew Stewart at work in the computerised dairy at Woods Point, near Murray Bridge

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- You will receive a statement of attainment issued by Jobs Australia Ltd
- Our on-line package does not cover the cost of your connection to the Internet
- Training is funded as part of the 'Ticket for Training' program administered by the VET Contract Management Division of the D.E.T.E. and provides up to \$500 worth of accredited training to individual small businesses. Further details are available from http://www.tafe.sa.edu.au/vet_div/vcm/ttt.htm or Ph. 08 8226 3277.



- Free training is only available to businesses that receive a 'Ticket to Training'; tickets are limited on a first come first serve basis.

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- Database programming and network design and implementation
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Jaylene Gurr (SADA)
(08) 8293 2399 or 0419 035 459

DAIRY AUTHORITY OF SOUTH AUSTRALIA

Liver Fluke and Triclabendazole Residues

Recent experience in Victoria where farmers have used flukicides to treat liver fluke has resulted in residues of Triclabendazole in milk.

Because liver fluke is also a problem in some South Australian dairy areas, circulars prepared for dairy farmers in Victoria are reproduced in full, with the permission of Victorian authorities.

Please take notice of this advice as SA milk samples are also tested for Triclabendazole.

The Australian Veterinary Association has advised its members of the following:-

- "1 Where clinical disease exists, or where monitoring confirms fluke infestation in lactating cattle, Ivo mec Plus or Nilzan may be used according to label directions in lactating animals.
- 2 Where liver fluke is a problem in dairy herds, management may be assisted by:
 - a) Minimising exposure to infective larvae where possible
 - b) Snail control where possible
 - c) Use of an appropriate, registered flukicide in adult cattle at drying off, being sure to comply with milk and meat withholding periods
 - d) Appropriate preventative treatment in young stock
 - e) Treatment with flukicide capable of killing immature and adult fluke at 5 months, 9 months and 12 months of age, and then as determined by monitoring faecal egg counts or clinical disease."

IMPORTANT NOTICE

UNACCEPTABLE RESIDUES OF TRICLABENDAZOLE* WERE RECENTLY DETECTED IN MILK INDICATING THE USE OF INAPPROPRIATE LIVER FLUKE TREATMENTS IN LACTATING DAIRY COWS**

Liver fluke treatments that contain triclabendazole are **NOT** registered for use in lactating dairy cows.

Residues of triclabendazole in milk will -

- contaminate manufactured dairy products;
 - pose a food safety hazard;
- jeopardise domestic and export markets;
 - reduce consumer confidence; and
- ultimately mean severe penalties for the supplier responsible.

If liver fluke are a problem in your herd, don't be tempted to treat your lactating cows with drugs that are not registered for that purpose. Seek alternative treatment strategies with your veterinarian or animal health adviser.

* triclabendazole is the active ingredient in liver fluke treatments such as Fasinex, Fasicare, Fasimec, Flukare, Tremacide and Farm Direct Flukicide, which are not registered for use in lactating dairy cows

**samples tested for the Australian Milk Residue Analysis (AMRA) Survey coordinated by Dairy Food Safety Victoria



Natural Resources and Environment

AGRICULTURE • RESOURCES • CONSERVATION • LAND MANAGEMENT

The following liver fluke treatments contain triclabendazole and are **NOT** registered for use in lactating dairy cows.

PRODUCT	MANUFACTURER
Farm Direct flukicide 120 oral cattle and sheep drench	Farm Direct Pty Ltd
Fasicare 120 flukicide for cattle and sheep	Novartis Animal Health Australasia Pty Ltd
Fasimec cattle oral flukicide and broad spectrum drench	Novartis Animal Health Australasia Pty Ltd
Fasimec sheep oral flukicide and broad spectrum drench	Novartis Animal Health Australasia Pty Ltd
Fasinex 100 oral flukicide for sheep, cattle and goats	Novartis Animal Health Australasia Pty Ltd
Fasinex 120 flukicide for cattle and sheep	Novartis Animal Health Australasia Pty Ltd
Fasinex 240 oral flukicide for cattle	Novartis Animal Health Australasia Pty Ltd
Fasinex 50 flukicide for sheep, cattle and goats	Novartis Animal Health Australasia Pty Ltd
Flukare C flukicide for cattle and sheep	Virbac (Australia) Pty Ltd
Flukare S flukicide for sheep, cattle and goats	Virbac (Australia) Pty Ltd
Tremacide 120 flukicide for cattle and sheep	Jurox Pty Ltd
Tremacide 50 flukicide for sheep, cattle and goats	Jurox Pty Ltd

When using veterinary drugs, always -

- read the label;
- follow treatment directions; and
- observe the withholding period.

Avoid residues in milk



Natural Resources
and Environment

AGRICULTURE
RESOURCES
CONSERVATION
LAND MANAGEMENT



Victoria The Place To Be



Dairy
Food Safety
Victoria

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News

Steve O'Rourke, Managing Director Murray Goulbourn Co-op.

The DIAA/SADA Annual Conference Committee have invited Steve O'Rourke to participate in the programme for this year. Because of the market conditions for manufacturing milk and the astute management of this company it is expected they will be the market leaders this year in terms of price to members.

One of the key issues facing the Boards of both the Co-operatives and the listed companies is the deci-

sion making in relation to income distribution. That is the decision to allocate funds to members by way of purchase price, the repayment of debt and increasing equity, and finally the all important allocation for re-investment to ensure the companies long term profitability. There are commercial dangers in all three boxes...you must ensure supply, you are very vulnerable if you attempt to expand without maintaining equity, and if you cannot maintain a competitive plant then you are like an "uncompetitive" car competing in the Le Mans car race.

One of the reasons we are drawing attention to the management approach is because it is highly likely in the future there will only be one or two major co-operatives processing all the milk for the Australian/New Zealand Region. In this situation the nature of the "partnership relationship with the suppliers" will be important in determining the profit share coming back to farmers. One positive in this situation it is unlikely we will see discounting to supermarkets.

ABC Country Hour – Thursday 11 January 2001

AMPA are calling for a National Milk Strike

The objective is apparently to put pressure on the Federal Minister to release the ABARE Report into the effects of deregulation.

The urgency in relation to the release of the Report has little relevance to SA. And the AMPA people appear to be targeting the wrong person. As I understand the "politics" they need the ABARE Report to take up the issue of Milk Quota's, and the possible compensation, with the QL and NSW State Govs. This is an issue that needs to be handled at the State level.

In fact AMPA is expected to disadvantage the SA Dairy Industry by this action. We have in recent weeks and are currently seeking the Minister's financial and political assistance for our industry. Just a few days ago, through this Minister we were given a further \$144,000 to fund (funded by consumers through Dairy Rap who are enjoying cheap milk at the moment) a second "extension officer". Currently we are in there with a big list of demands in relation to "industry requirements for arrangement" that will progress our financial and commercial power in this new deregulated environment. Specifically "Dairy Australia" that is now moving very quickly.

On the matter of Dairy Rap SA did very well in comparison to the other States.

While I do these interviews we do not get to hear them, as the ABC Country Hour no longer comes to the city.



Fleurieu Infrastructure Survey

What infrastructure will the dairy industry need in 10 years time to be a healthy viable industry?

Robert Jenkins of Infrastructure SA asked that question of Ken Lyons, Chief Executive Officer of the SA Dairy Farmers, recently. Robert is conducting an infrastructure survey on Fleurieu Peninsula. Not surprisingly, he has identified the dairy industry, along with wine and tourism, as key economic industries for which infrastructure planning is essential. The economic infrastructure he is interested in includes power, water, transport, communications (including e-mail) and staffing/training. What Robert is wanting is information from people in the industry (dairy farmers, milk

transport companies and milk processors) on the current infrastructure issues affecting the industry. He also needs to get an understanding of where the grass roots operators feel the industry is heading over the next ten years.

The information will be used to develop an understanding of the industry needs that will be amalgamated with the other industry needs.

The information will then be discussed with the infrastructure providers, public and private, so they can develop forward plans fit for purpose infrastructure that will ensure the economic development of the Fleurieu is not constrained.

Robert indicated he is keen to meet individually with industry people or attend meetings throughout the region to discuss the issues.

If you can help, or have any questions, please contact either Robert Jenkins on (08) 8303 2092 (at any time), e-mail jenkins.robert@saugov.sa.gov.au or Ken Lyons on (08) 8293 2399.



Things You'll Never Hear A Man Say

You look tired, let me do the clean up.
Of course your mother can stay with us, as long as she likes/
Here Honey, you use the remote.
Ooh, Antonio Banderas AND Brad Pitt? That's one movie I gotta see!
While I'm up, can I get you anything?
Sex isn't that important, sometimes I just want to be held.
Aww, forget Monday night football, let's watch Melrose Place.
Hey, let me hold your purse while you try that on.
We never talk anymore.

PS The Editor took out the best one!

Identifying Bobby Calves

Last July it became a requirement in South Australia that all bobby calves less than six weeks of age and not accompanied by their dam be identified with an official ear tag affixed to either ear before leaving the property to go to slaughter or market.

This change to identification requirements for calves arose because of the number of calves which had lost their tail tags just prior to slaughter. This is a major concern for export works where, if the calf can not be identified at slaughter the carcass must be rejected. This is a significant loss to the processor. Another factor in moving to an ear tag is to ensure the calf is identified for disease and residue traceback purposes – major concerns for the export and domestic markets.

To protect the bobby calf trade, please ensure that any bobby calf you sell is properly tagged with an official ear tag. There are penalties for not identifying calves with an official ear tag.

Just like tail tags, orders for ear tags can be made through your local office of Primary Industries and Resources SA or by contacting the Glenside office on (08) 8207 7919. The minimum order is 25 ear tags and an applicator is required if you have not previously ordered one.

Factsheets and further information on cattle identification is available from your local PIRSA office, PIRSA Fax 1902 940 698 (a poll fax containing PIRSA Factsheets) or the Glenside office (08) 8207 7919



The Perfect Husband

It is absolutely gorgeous! Can I buy it?

It is absolutely gorgeous! Can I buy it?

-What's the price?

-Only \$1,500.00

Well, O.K., go ahead and get it, if you like it that much...

There are several men in the locker room of a private club after exercising. Suddenly a cell phone that was on one of the benches rings. A man picks it up and the following conversation ensues:

-Hello?

-Honey, It's me.

-Sugar!

-Are you at the club?

-Yes.

-Great! I am at the mall 2 blocks from where you are. I saw a beautiful mink coat...It is absolutely

gorgeous!! Can I buy it?

-What's the price?

-Only \$1,500.00

Well, O.K., go ahead and get it, if you like it that much...

-Ahhh and I also stopped by the Mercedes dealership and saw the 2001 models. I saw one I really liked. I spoke with the salesman and he gave me a really good price... and since we need to exchange the BMW that we bought last year...

-What price did he quote you?

-Only \$60,000...

-O.K. but for that price I want it with all the options.

-Great, before we hang up, something else...

-What?

It might look like a lot, but I was reconciling your bank account and I stopped by the real estate agent this

-morning and I saw the house we had looked at last year...it's on sale!! Remember? The one with a pool, English Garden, acre of park area, beachfront property...

-How much are they asking?

-Only \$850,000...a magnificent price, and I see that we have that much in the bank to cover...

- Well, then go ahead and buy it, but just bid \$820,000. OK?

-OK, sweetie... Thanks! I'll see you later!! I love you!!!

-Bye... I do too...

The man hangs up, closes the phone's flap and raises his hand while holding the phone and asks to all those present:

-Does anyone know who this phone belongs to?

The Flaxley Laboratory

The South Australian dairy industry has taken another step towards rationalising facilities and reducing costs. The two major dairy companies, Dairy Farmers and National Foods, will be outsourcing the testing of supplier milk samples to a new laboratory set up at Flaxley in the Adelaide Hills. Testing will be commencing in February 2001.

The Flaxley Laboratory has been set up as a division of SA Milk Haulage, and is using facilities at the Flaxley Agricultural Centre of Primary Industries and Resources, South Australia. It is an independent laboratory, with its procedures reviewed and approved by the Dairy Authority of South Australia. The lab has obtained the latest in milk testing technology, which will enable samples to be tested quicker and more accurately, with results being available to the farmer faster.

All milk tankers have had new automatic sampling devices installed, which allow one sample to be taken for both compositional testing (Fat and Protein) and bacteriological testing. The sample is more repre-

sentative of the whole vat and some potential human error is eliminated. Milk samples will be transported by a dedicated courier from the intake factories to the lab.

The Bactoscan instrument has the ability to count bacteria in a sample of milk, and deliver a result within 8 ½ minutes, which contrasts with the 3 days incubation needed in the past. The bacterial count is converted to cfu/ml (colony forming units per millilitre) using calibrations developed over a three-month calibration and testing period. The calibration scale is updated weekly, using the Standard Plate Count method. Both dairy companies have decided to report bacto results in the same units as they always have – cfu/ml, or colony forming units per millilitre of milk.

The CombiFoss instrument is a combination of a Milkoscan and a Fossomatic. The Milkoscan is the latest in technology and tests for Fat and Protein, as well as Freezing Point Depression. The Freezing Point Depression test determines if any water is included in the milk sample. The

Fossomatic tests for somatic cell counts (SCC), which is an indication of mastitis and udder health. The lab will have the ability to test for SCC on every sample.

The advantages for the farmer include:

- a more representative bacto sample
- a quicker bacto test – with results coming back 4 days earlier than the old system
- fat and protein results coming back from the tanker printouts
- a BMCC on every pickup, allowing better tracking of sub clinical mastitis.

In summary, for every milk sample we will have a result for percent fat, percent protein, freezing point and a somatic cell count. A bacto test will be done weekly or ten-daily as currently, but results will be available much faster.

Graeme Whiting
SA Milk Haulage Pty Ltd



Flaxley Laboratory Assistants

FARM BUSINESS ASSESSMENT DEADLINE. All dairy farmers need to be reminded of the 19th February 2001 cut off date for Farm Business Assessment declaration forms. Dairy farmers who have not returned their FBA declaration form to the DAA by that date will not be eligible for a DSAP entitlement.

Inspirations from the
Australian Dairy Corporation

Creamy Lime Flan with Char-Grilled Mango

Serves 10

Modern twist on cheesecake with a splash of mango.

Pastry Base

3 cups (450g) plain flour
250g Australian BUTTER, cubed
1 cup (100g) icing sugar
2 x 60g eggs

Creamy Lime Filling

125ml water
110g sugar
4 limes, zest and juice reserved
700g Australian Neufchatel CHEESE
(or cream CHEESE), softened
½ cup (80g) icing sugar
4 X 60g eggs

Char-Grilled Mango

50g Australian BUTTER, melted
2 mangoes, peeled and sliced

Australian Pure Cream, for serving
glace lime rind strips, for serving

Pastry Base

Place all ingredients in food processor and blend until ingredients are just combined. Gently knead to form a soft dough. Chill for 1 hour. Line base and sides of a 30cm round flan tin (with removable base) with the pastry. Refrigerate for 15 minutes. Cover pastry base with baking paper and load with rice or beans. Bake at 200° C for 20 minutes. Remove loading and reduce temperature to 180° C. Cook for a further 15 minutes. Allow to cool slightly.

Creamy Lime Filling

Combine water and sugar in saucepan and bring to the boil. Simmer for 1-2 minutes. Add lime zest and juice, bring to the boil, reduce heat and simmer for a further 3 minutes. Beat neufchatel CHEESE, icing sugar and eggs together until very creamy and smooth. Add lime syrup and zest in a thin stream, beating continuously. Pour lime filling into cooked pastry base. Bake at 180° C for 40-45 minutes or until set. Allow to cool to room temperature.

Char-Grilled Mango

Brush melted BUTTER over mango slices and char-grill until well marked.

For each serving - Place a wedge of Creamy Lime Flan on each plate and top with 2-3 slices Char-Grilled Mango, a dollop of pure CREAM and glace lime rind strips



Braised Cherries with Creamy Ricotta
and Honey Wafers

Serves 10

A sandwich of crisp sweet wafers, creamy ricotta and tart cherries

500g Australian Ricotta CHEESE
250ml Australian Pure CREAM
½ teaspoon mixed spice
1 teaspoon finely grated orange rind
40ml honey
40g Australian BUTTER
40g brown sugar
675g pitted sour cherries
40ml Cointreau, optional



Honey Wafers

125g Australian BUTTER, softened
100g castor sugar
60ml honey
90g flour
¼ teaspoon mixed spice, extra
2 egg whites
Glace orange rind, for serving
Australian Pure CREAM, for serving


Place ricotta CHEESE in food processor and blend until very smooth. Add CREAM, mixed spice, orange rind and honey and blend again. Melt BUTTER in a heavy based saucepan and add sugar. Cook over a medium heat until the sugar has dissolved and is starting to caramelize. Add cherries and Cointreau and saute for 2-3 minutes. Cool.

Honey Wafers

Cream BUTTER and sugar in food processor. Add honey, flour, mixed spice and egg whites and blend until smooth. Spread 2 teaspoons batter onto baking trays lined with baking paper to form 8cm rounds. Bake at 180° for 7-8 minutes or until golden brown. Cool wafers slightly, then using a flexible spatula, lift onto a wire rack to cool.

For each serving

Place a honey wafer on each dessert plate. Spread with 80ml (1/3 cup) ricotta mixture and top with another wafer. Spoon over 80ml (1/3 cup) prepared cherries, top with another wafer and a dollop of CREAM. Drizzle with cherry syrup. Garnish with glace orange rind.



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for dairy farmers?
Let's talk turkey.**

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, in one, fully integrated plan. For more information on the Dairypol plan call your local WFI representative. They'll talk turkey. Wesfarmers Federation Insurance. We're never far away.



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President's Report

I would like to take this opportunity to introduce myself as the incoming President of your organisation – SADA.

I am married to Carmel (29 years) and have a son Shannon who is married to Jade and have our first grandson (Indiana). My daughter Natasha works as a Special Ed and reception teacher and daughter Amanda works at home on the Dairy with Shannon.

The Dairy "Little Hills" at Pages Flat, near Mt Compass, was bought in 1980 – after I left a job at TAA, and together we have expanded that 40 cow farm to over 200 milkers with 140 acres of irrigation and we continue to increase our debt.

I have been involved with SADA through Central Council and as President of the Southern Hills Branch for the last seven years and have also spent 2 years as a Director on the DairySA Board.

My aim for SADA is that we have a strong body representing the needs of all Dairy Farmers throughout the State. It is important to have all dairyfarmers as members as our biggest strength is unity.

When I was asked to stand for the position of President I felt it appropriate to examine the principles of

SADA. Also as we set up a 'New Board' I felt it appropriate to look at the Mission Statement of the New Board, as contained in the Constitution.

(a) To promote and foster dairyfarming
(b) to advance the interests of the Association – in all matters political, economic, legal, social – by lawful means.
© to associate, affiliate and cooperate with other organisations of similar interests.

If I can help to achieve all the above I am sure we will grow in strength and unity and make our SADA an Association that farmers will be proud to be part of.

I look forward to meeting more and more farmers as I travel around and I thank all those people who have offered words of encouragement to me and all the new 'Board' members. It is going to be a pleasurable challenge for the next year as we move the dairy industry forward and grow the feeling of Optimism that is very apparently present at the moment.

I have great support in the Office from Jenny, Jo and Jaylene and especially from our Executive Officer, Ken Lyons.

I look forward to hearing from all of you as I am only a phone call away.

*Regards,
Phil Kernick.*



Thanks Frank and Farewell – Welcome Phil

THE SOUTH AUSTRALIAN DAIRYFARMERS' JOURNAL

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The South Australian Dairyfarmers' Association Incorporated

Journal

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Disclaimer

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

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Association Services

- ◆ Insurance (Wesfarmers Federation Insurance)
- ◆ Legal Service - (Hume Taylor & Co - Mr Rod Luker)
- ◆ Industrial Matters - Wages, Working Conditions (SAFF)
- ◆ Sharefarming Information
- ◆ Lobbying & Representation
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board

Upcoming Events

CEO's Editorial

YESTERDAY. WEDNESDAY
27TH JUNE, 2001

This may well be the last SADA Journal in this format. Members, it would appear, prefer the format of the Update.

As we have commitments to the advertisers it was decided to publish one more Journal. Following the Board Meeting next week it is my intention to draft a comprehensive Update which can go with the Journal to cut the costs.

Frank Beauchamp phoned the office yesterday to hear how things were going and ended with the comment "things as normal then". By the way he is very pleased with the new watch you gave him and is currently planning heading off with Judith to Queensland next week. Half their merry luck. So what did happen on this "ordinary" day. Yesterday is a good day to pick, if for no other reason than it is easy to recall what happened.

Early morning

A call to see how the Regional Committee meeting went in the South East.

Excellent. Sue Young is President, Lyndon Cleggett is Vice, and Bronte Wilson is Secretary. They are taking a positive approach to getting on with life. Whether or not the SE Action Group is successful with their case, SADA have supported them in being heard. They decided to present their own submission and we wish them well. Today's Stock Journal covers their case in detail. On the extra payment for the market milk SADA continued, alone, to lobby for the inclusion of the South East into this part of the Package. Peter Edmonds spent the day with Jaylene and by the end of the day they had signed up three new members. So the day started very positively. Gary Spain is out after new members tomorrow.

Mid-morning

Now we are down to the serious end of getting money for SA out of Package 2 and both the Libs and the ALP have agreed to support South Australia but they are arguing about the "fine print".

The Bill may be delayed. Most unlikely. It will be passed in 24 hours. I have been down the road before. Time to write to Senator Ferris and the South Australian Cabinet Ministers. These prepared letters need Phil to approve so they are put aside.

A bit later mid morning

A dairy farmer phones to say she and her husband have decided to leave the industry. They have sold half the property and the cows. They have had enough of the hard slog. What makes this even more interesting is that they are a couple who would be regarded as least likely to leave. Lovely property, highly efficient, and well managed. They were regular attendees at the Regional SADA meetings and will be missed.

When people make major decisions in their lives there is often a "relief" at just having made the decision. For them this is a good decision. So why do I feel some sadness?

For a time the Canberra calls, and the new calls from the press regarding some announcement by Mark Brindal are put aside. This story about making a decision to leave the industry is important to me. One of the reasons I like to say "Happy Milking" is because it represents where we are heading

Last winter dairy farmers and their families left their warm beds in the dark, cold and often rain, to milk cows. With the then pathetic milk prices this was not "happy milking". At the time bottled water was more valuable than milk. As we approach the end of the first year of deregulated farm-gate prices the prices and outlook is much improved. My idea is that milk is "liquid gold", and when the prices reflect this, we will truly have some "Happy Milking".

Late morning

The negotiations with Canberra continue and now we have Channel 2 and Channel 7 wanting a response to Mark Brindal's report that the Government intends to take the dairy farmers off the Lower Murray.

This has to be treated very seriously so all the players are called into line and Brindal's staff are off chasing the Minister so we know exactly what is happening here. Either the

Minister has not expressed himself clearly or the press reporters have over reacted. We avert a potential conflict. But the need to spend some time with the Minister is clear.

But we need to spend some time with the Minister because "salinity is not caused by the management practices of the dairy farmers. This is natural salinity coming in through ground water coming in from Mt Lofty and the Mallee. The LMIAG is one of the greatest stories of farmers and conservationists working together proactively in all of Australia. They have been on the task for nearly ten years and made remarkable progress. All those associated with this work should be given Orders of Australia. Is this not so?

Roy Dalitz has left the Regional Committee meeting and heading to Adelaide and we need to act as support base.

Nearly Lunch time

Phil has arrived with the Sunday Mail team and we complete a feature article putting a positive spin on the future of our State Dairy Industry. This is another hour well spent.

Past Lunchtime

Phil and myself have lunch at the West Beach Golf Driving range (pies). Over lunch we discuss the renegotiation of our SAFF Contract (not all plain sailing), SADA financials, tomorrow's meeting with Max Ould (National Foods), some appeals to the Package, the coming Board Meeting, tomorrow's National Structures meeting in Melbourne and if SADA against all odds wins our farmers an extra \$10,000 to \$15,000 how this will convince non-members to pay their SADA dues. This is lunch?

After Lunch

Back to cleaning up on the Lower Murray, the extra Package money and now a new "hot" issue. SA has received no DRAP funding in Rounds 3&4. Conversations between Senator Ferris, the Ministers Office, the State Ministers Office. Jon Deakin called in and finally by 7.30pm a strategy is agreed and I have now sent a Letter to Minister Truss suggesting a mutually "win-win" proposal.

CEO's Editorial cont'd...

Cooking Dinner

They work all hours in Canberra so this is a good time to "do the business" over the phone. Now the issue is drawing to closure it is important to ensure all parties are left feeling good about how we do the business and what has been achieved. Tomorrow there will be a new challenge to again be "worked through together". I am now convinced the deal will go down. Phil phones and we move forward some more.

Post script

John Williams phones the following morning with the thought it would be good to get some positive press for the Dairy industry. Thank you Sunday Mail.

Canberra calls from all sides singing the same tune..."the deal will pass". That is it, mission completed. Three weeks work for \$7.5m is not bad.

Saying that by being united in SADA, you the dairy farmers of

South Australia, can make more money is not as good as demonstrating it. Please use your influence between now and the end of the year to help us expand our membership.

Yes Frank just a "normal day".

Editorial

Breeder Packs Offer Value & Choice

Genetics Australia's 2001 semen packs offer tremendous choice and value for money for Holstein breeders.

Marketing Manager Rob Derksen said that the strong showing of *Genetics Australia* bulls in The February ABVs had enabled the Co-operative to put together a series of packs with superior genetics, and more options. **Premium Pack – The Best All Round Bulls**

The Premium pack has Australian's premier all-round bull **ALLORA**, the 102 APR bull **TRUMAN** and the new all-round performance graduate **GRAVITA**. All bulls are 95 APR or better, all are positive for protein and fat percentages and all are over 1.0 for Overall Type and Mammary system. Every bull is over 90% for Milking Speed, Temperament and Likeability. A calving ease ABV of 3 for **ALLORA** and 4 for **TRUMAN** add to the appeal.

"This is simply the best Holstein combination ever put together and available to breeders at less than \$20.00 per straw after the shareholder rebate" said Mr Derksen."

Value Pack – Tremendous Value

The Value Pack has three all-round bulls with **REFRESH**, **AMBIC** and **ASTORY**. All these bulls are above 83 APR, positive for protein percentage and over 1.0 for Overall Type and Mammary System.

"At less than \$15.00 per straw after the shareholder rebate these bulls represent tremendous value for breeders in the mid-price range."

Australian Proven Calving Ease

Design – a – Pack – Option

Breeders can also take advantage of a Design-A-Pack option, allowing a choice of any three *Genetics Australia* bulls combined into a 60 straw pack with a 15% saving on the retail price of the bulls as a shareholder rebate.

For example breeders could combine the three new graduates **GRAVITA**, **ASTORY** and **HALIFAX** producing a group of all better than 1.4 for Overall Type and Mammary System or the top type bull **PRETEXT** could be substituted for any of these.

For breeders with an eye to percentages **TRUMAN**, might be combined with **SOAPBOX** and **SHOLUDE** to produce a group all exceptionally strong for protein and fat percentages and all better than 1.0 for Overall Type and Mammary System.

"Whatever the combination of any three *Genetics Australia* bulls the Design-a-Pack option has a 15% saving on the retail price by way of the cash shareholder rebate."

Reliability and Performance

"*Genetics Australia* bulls are not only Australian proven but have the high number of daughters necessary for reliable production and non-production ABV's said Mr Derksen.

"When bulls of this quality and price are available, why would you want to use bulls of low reliability, or bulls where the only evidence of performance is an overseas proof?" queried Mr Derksen.

Mr Derksen emphasised it was the performance of *Genetics Australia* bulls on ABVs, and the underlying strength of the Co-operative's progeny test program that enabled *Genetics Australia* to offer the genetics available.

"*Genetics Australia* has more of the top bulls than any other company – in fact seventeen of the top 40 Holsteins with publishable ABVs, including ten of the top 20, as well as seven of the top 20 Jerseys. This is a direct result of a progeny test program that does not compromise on getting the number of daughters required for reliable ABVs and which is based on random progeny testing in a cross-section of Australian dairy herds."

Holstein Pack brochures are available from *Genetics Australia* by ringing freecall 1800 039 047.



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2001

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PACKS

Premium Holstein TRUMAN, GRAVITA and ALLORA

The Genetics Australia Premium Pack is the clear favourite of Australian farmers. For Australian proven performance and great value nothing else comes close. And that's not surprising.

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- High APR (all 95 APR or better)
- Improve protein and fat test
- 90+ for all workability traits
- Leave predominantly black daughters
- Superb udders
- Australian proven performance with reliable ABVs
- Priced from \$19.00* per straw



Owned by Holsteins, Boyanup, WA
GRAVITA



Owned by Miller Innisfail Farms, Gerringong, NSW
ALLORA



Owned by Ian & Chris Carenda Cashmore, Timboon, Vic
TRUMAN

Genetics Australia Semen Packs
Undeniably Australia's best

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\$19.00*
per straw

No other Pack comes close to the quality, value and reliability of the bulls in the Genetics Australia Premium Pack.

Call freecall 1800 039 047 for a copy of a brochure on the Premium Pack, full ABV details and on the other Packs available.

*Prices do not include GST. GST will be added to the invoice price and to the rebate

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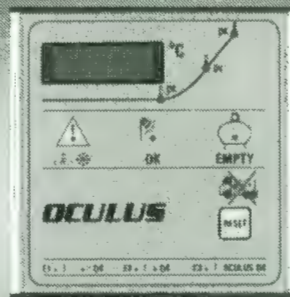
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Editorial for SADA from the National Australia Bank

The National Australia Bank has been committed to Australian dairy farmers for over 150 years and remains committed to partnering farmers into the new deregulated environment.

We are one of, if not the, largest financier of dairy farmers in Australia and this is a position we are very proud of and wish to maintain. We have the largest team of specialist Agribusiness bankers in the country with 320 specialists located in over 80 regional locations. To contact the National Agribusiness Manager nearest you, please visit www.national.com.au/agribusiness which contains contact details for all our South Australian Agribusiness Managers.

Over recent months our Agribusiness Managers have been actively involved in assessing the needs of dairy farmers and assisting with the planning for the use of funds from the Dairy Structural Adjustment Program (DSAP). We strongly believe that a considered approach to determining the best use of these funds is the most sensible way in which to utilise these funds to generate wealth.

For those farmers who are yet to determine the best use of their DSAP funds we encourage you to work closely with your consultants, accountants and other specialist advisers to determine the most appropriate plan for your individual circumstances.

During 2001 the National will focus on reviewing the industry changes and determine the most appropriate course of action to support dairy farmers into the deregulated environment. We are presently exploring a number of areas where we can provide innovative products for Australian dairy farmers.

In South Australia the National has a special finance package for SADA members -concessions include

- Preferred interest rates on selected lending products
- 50% reduction on the standard application & service fees
- National SAFF Affinity Visa card with a 0.5% lower interest rate than a standard National Visa card. Available to SADA members
- 0.25% higher interest rate on selected National Term Deposits
- 50% reduction on an application fee for National On Line Business

The National continues to maintain a close working relationship with the SADA executives and Agribusiness Managers look forward to servicing members. If you have any further queries, please contact your local Agribusiness Manager or alternatively call our Adelaide Agribusiness Centre on 08 84076138.

Australian Jersey Cattle exported to China-Dawning of a new era

Based in Sydney, Yosica Dairy Group Pty Ltd has become the first Australian dairy company to export Australian Jerseys to China (5 cows and 1 herd bull), thus ending China's history without Jerseys. China began to import Holsteins from the Netherlands in 1970's as China only has its own species "Yellow Cow" that serves as a duo purpose breed....for milk and as a draft animal. Since then the Holsteins have interbred with local cows for several generations, creating a problem of declining genetic improvement.

China has 1.3 billion people. Its dairy product consumption in-

creases at 20% each year. Therefore, China has encountered short supply in milk resulting in the increased importation of milk powder. Yosica Dairy Group exports about 1,000 tons of milk powder to China each month.

In order to develop China's own dairy cattle industry over the long term, China has begun the importation of various species of dairy cattle from abroad. Australian Jerseys have high combined fat and protein. By combining production from this breed with that of China's local dairy stock, there will be an improvement of overall fat and protein content in the milk from the local

cows. The six Australian Jerseys are serving as demonstration stock. This year China will import Australian Jerseys from Yosica Dairy Group in several shipments. Meanwhile, China will import Jersey embryos and frozen semen from Yosica Dairy Group, together with Australian cattle breeding specialists to be sent to China to provide technical assistance. Australia will benefit from the on-going development of China's dairy industry.

*Source: Tom Dong,
Managing Director of
Yosica Dairy Group Pty Ltd.*



Australian World First Helps Put Life Into Diet

Staying healthy is easier with the release of an Australian world-first development in fresh milk.

Produced by Australian-owned dairy group, Dairy Farmers, new *Life* milk is a functional* food that should help Australians get more out of their lives.

A glass of *Life* milk can not only boost the body's supply of the vitamins and minerals essential to good health and vitality but provide it with acidophilus and bifidus (*AB*) cultures to help maintain a balanced digestive system.

Life contains similar levels of acidophilus and bifidus to yoghurt - but with a great milk taste you'd expect from milk from the likes of Dairy Farmers which has been in the dairy business for 101 years.

And all of these benefits come 99% per cent fat free, making the new *Life* an ideal milk choice for anyone concerned about heart health or reducing kilojoules in their diet.

Current research suggests that as well as being helpful in decreasing the number of candida (fungal) organisms in the gut, probiotics like these *AB* cultures also have the ability to stimulate the immune system and help protect against disease.

Life is also a good source of vitamin A, folate, protein and vitamin C, all needed for healthy cell repair and replacement throughout the tissues, muscles and organs. And for energy, metabolism and vitality, *Life* is also a good source of thiamine, niacin, and riboflavin as well as a convenient source of iron.

At a time when many Australians are concerned about preventing bone loss and osteoporosis, *Life* is also an excellent source of bone-building calcium, phosphorous and vitamin D.

A recent National Nutrition Survey by the Australian Bureau of Statistics found that although many didn't get enough calcium each day, milk and milk products provided 50% of the calcium intake for adults. *Life* can boost that intake with 42% more calcium than full cream milk and 51% of the recommended intake per 250 ml.glass.

Dietitian Sue Thompson says the introduction of *Life*, by 100-year-old Dairy Farmers, is in-line with international trends in functional foods.

"The increasing range of functional food products gives people choice in selecting an enjoyable daily food intake that will benefit their health and well being. New *Life* is both good for you and tastes good." she says.

New *Life* is Dairy Farmers third Australian developed world-first milk product. *Life* with its increased vitamins and minerals and *AB* cultures follows last year's release of *Logical* milk, the world's first fresh milk to contain plant sterols and the 1992 release of *Farmers Best*, the world's first no cholesterol milk.

Life - the milk with the most, helps Australians get the most - is now available in supermarkets and grocery stores for around \$1.70 a litre.

LIFE BENEFITS

- Vitamins and minerals including iron
- *AB* cultures
- 99 per cent fat free

* Functional Food:- Food that go beyond sustenance, towards disease prevention.

Dairy Rap Letter of Introduction for Jon Deakin

It is networking time again and I am pleased to announce my appointment as the Dairy Industry Development and Adjustment Liaison Officer to work with Dairy Dependent Communities within South Australia. This position is funded by the Commonwealth Government's Dairy Regional Assistance Program (DRAP) and seeks to facilitate access to the \$15 Million per annum of DRAP grants available to business and community organisations.

DRAP provides help, not just to the dairy industry but to those communities that are economically dependent on a dairy industry adjusting to deregulation. Within our region this encompasses the Fleurieu, Adelaide Hills and Murray River dairy areas. DRAP seeks to help communities by providing supplementary funding to encourage local projects that will generate employment and deal with any social dislocation that arises as a result of these changes. DRAP assists these communities by supporting community infrastructure development and providing community accesses to training or counseling services. A unique aspect of DRAP funding is that it is available for business investments, provided the employment and community benefits represent value for money to the Commonwealth.

Projects funded to date, have been generally, support or counseling projects in the order of \$10,000 – \$100,000 and industry diversification, transition or export, studies, facilitation or strategy development projects in the order of \$20,000 – \$80,000. Community projects have been tourist facilities and the development of an equestrian centre in the order of \$200,000. Significant private sector projects have been boutique cheese factories, a quarry and manufacturing or production enhancement projects in the order of \$60,000 – \$700,000. I will be working to market DRAP and assist in the progressing of economic and community development ideas into grant applications for consideration by the Commonwealth. Project proponents will need to be mindful of the DRAP project guidelines available over the net or from me on 8131 0144.

I am employed as a project officer with the SA South Central Network ACC. My work background has been with the surveying, civil contracting and local government sectors. I am a commerce graduate of Flinders University and I am currently pursuing a Masters degree in public policy and administration. Further, I am also an elected member of the City of Holdfast Bay and a past member of the Victor Harbor Council and the Fleurieu Regional Development Board. I believe this background provides me with a good knowledge of South Australia and an understanding of the issues affecting both urban and rural areas. Fresh from helping communities adjust to a new tax system, I will now be applying my skills at networking and facilitation to the assistance of dairy dependant communities via DRAP.

Future information on DRAP including FAQ, guidelines, and application forms can be obtained from, the web site www.acc.gov.au/DairyRAP, the SA South Central Regional Network ACC 08 8131 0133 and Jon Deakin on 08 8131 0144.



South Australian draft water quality policy released

The SA Government has released a draft *Environment Protection (Water Quality) Policy* which is designed to introduce a consistent State-wide approach to the management of water quality.

The policy has been prepared by the Environment Protection Authority with advice from an advisory sub-committee and a consultation process over the last three years.

The policy will apply to all inland waters (surface and ground water) and marine waters and will cover a range of issues including water quality objectives, management and control of point and diffuse sources of pollution, and obligations relating to particular activities.

The draft policy would also introduce a system under which all industries, regardless of the scale of their activity, would operate under uniform conditions regarding water quality. Currently only larger industries are required to be licensed under the Environment Protection Act, while smaller industries are not under the same constraints.

One of the key aims of the policy is to cut the amount of waste water discharged into the Murray River. The Environment Minister, Iain Evans, said the draft policy may lead to controls to ensure grey water is contained on-board in houseboats and later disposed of through pumping stations. He said there would be a phasing-in period for some houseboats to install tanks, but new houseboats may have to include tanks when they are built.

The Draft Policy can be downloaded on the internet at www.environment.sa.gov.au/epa/epa.html.

South Australia tightens up on water stealing

A Compliance Unit has been established within the SA Department for Water Resources to undertake investigations of major breaches of the Water Resources Act. The Unit comprises a three-person team, all with policy backgrounds. It will investigate breaches of the Act across South Australia and will also provide training and backup on enforcement issues to authorised officers throughout the Department.

Investigations will include pilfering of water and tampering with water meters, breaches which currently incur fines of up to \$5,000 for individuals and \$10,000 for corporate bodies.

Environmental valuation report for SA

The South Australian Government has released a report which values the South Australian environment at \$43 billion.

The report, entitled *Application of Environmental Valuation (in South Australia)*, was prepared in 1998 by an Environmental Valuation Working Group which was established in 1996 by the Natural Resources Council of South Australia. The Working Group comprised representatives of eight departments and the Council Secretariat.

It summarises environmental valuation (EV) methodologies used in South Australia, nationally and overseas and examines how the value of environmental goods and services can be included in decision-making and in national accounts such as the GDP.

Internationally, and particularly in Europe and North America, EV is being given increasing attention and addresses themes including environmental externalities (ie the indirect impacts), integrating environmental and economic policies through the

OECD's Polluter Pays Principle, developing economic instruments, and including environmental considerations in corporate accounting practices.

The report concluded that "the impression gained from the international scene is that the environment is being treated more seriously than in Australia as a legitimate issue by governments, business and the professions."

"Action has moved well beyond the superficial and PR-related, to substantive issues, and government and corporate sector practices and policies are changing. Some countries, notably the Netherlands and Nordic countries, are moving towards closer integration of environmental components with the economic and social issues."

The Working Group's valuation of the South Australian environment was based on a recent attempt to value the world's ecosystem services, (ie the goods and services that ecosystems provide humankind).

For more information contact A. Lothian on (08) 8204 1987.

Biological survey of Murray Mallee released

The Biological Survey of South Australia has released its 19th technical report, *A Biological Survey of the Murray Mallee*.

The Biological Survey began in the 1970s with a survey of the State's offshore islands and is scheduled to finish by 2015. The latest report assembles the results of plant and animal surveys carried out in 14,850 square kilometres of the Murray Mallee in 1990 and 1991, covering a range of environments from the sand dune systems of the north-west, the Western Murray flats that rise into the Mount Lofty Ranges, and the sand-plains of the southern portion of the study area.

Land and Water News (contd)

The field survey recorded 626 plant species, 31 mammals, 168 birds, 55 reptiles and 4 amphibians. Much of the survey area was in the agricultural district where the vegetation is substantially modified and fragmented, with the exception of the Ngarkat Conservation Park complex.

Information provided by the survey report will be used by the SA Government in the implementation of the salinity mitigation strategy for the River Murray.

Copies of the survey document are available from The Environment Shop, 77 Grenfell Street Adelaide at cost of \$38.50.

May 7 2001 Number 4

BOOST FOR MT LOFTY CATCHMENT PROGRAM

The South Australian Government has boosted funding for water quality improvement programs in the Mt Lofty catchment from \$28 million to a total of \$36.5 million as part of the Watershed Protection Strategy.

Announcing the additional funding, Environment and Heritage Minister, Iain Evans, said that Adelaide's reliance on water from a catchment used intensively for residential and agricultural purposes was unique in Australia and it was important to find a good balance between all uses.

Two years ago, following a series of water quality incidents which led to the closure of parts of the supply system, the EPA was asked to conduct an audit of the Mount Lofty Ranges catchments. Recommendations from the audit are included in a recently released report, *The State of Health of the Catchments of the Mount Lofty Ranges*.

The EPA will implement the Watershed Protection Strategy from a dedicated office at Stirling.

FUNDING TO RESTORE ARTESIAN WELLS

Natural Heritage Trust funding has been provided for a \$5.5 million scheme to rehabilitate poorly constructed and leaking artesian wells in the south-east of the State. The scheme will run for nine years and is expected to restore 120 confined aquifer wells.

Artesian well owners will be offered a 100% subsidy for abandoning their old wells, and a 30% subsidy towards the cost of drilling a new well. 70% of well owners have indicated they will take up the offer of assistance.

Water Resources Minister, Mark Brindal, said the success of the scheme was due to the work of the Mid South-East Irrigators Association in obtaining State Government financial help and in securing Natural Heritage Trust funding, to enable a financial package which was acceptable to landholders.

Do you work with farm families in business?

If you do then "Facilitating farm family meetings" is for you!

The five day workshop is being held in South Australia for the first time – presented by Australia's leading family business meeting facilitator – LYN SYKES.

The two-part workshop will be held in Adelaide on

Part 1 24,25,26 October 2001

Part 2 3,4 December 2001

Investment: Full course cost \$2200 (inc GST). However Farmbis funding has been applied for – more details later.

For more information please refer to pages 12 & 13. Participant numbers are limited to 15, so first in – best dressed!

To register your interest call Danielle England on (08) 8755 3166 or 0427 799 317 or (08) 8767 6077 a/h.

Family Business Meeting Facilitation Workshop with Lyn Sykes

A decision making tool for those that work with, or in, a farm family business.

A comprehensive 5 day course comprising a three-day initial workshop with a follow-up two day workshop. Planned with a balance of theory, practice and self awareness to develop skills, ability and understanding. Areas covered include:

- Asking questions that work
- Identifying and developing effective communication patterns
- A new framework for making effective decisions
- Facilitating an effective family business meeting

Lyn Sykes, Australia's leading Family Business Meeting Facilitator will present the courses. Lyn is a trained relationship counsellor who has been working with rural Australian families facilitating business meetings for the past decade. Lyn has a wealth of knowledge and expertise, which guarantees that participants will receive an enjoyable and highly informative learning experience.

Investment: \$2200 (full cost)

(FarmBis funding is being applied for – we will let you know closer to the date of availability.)

For families registering more than one participant - we offer a discount family rate.

Location and Time:

ADELAIDE (venue to be announced)

Workshop 1	17, 18, 19 October 2001
Workshop 2	3,4 December 2001

The course is in 2 parts, which totals 5 days, or you can elect to attend just Part 1 if preferred.

Part 1 20,21,22nd June 2001

Steps through the first part of the family business meeting “creating a safe environment” and identifying issues.

Throughout the three days a great emphasis shall also be put on understanding factors that may influence us as individuals in our interaction with others or in a family meeting. There are also many opportunities to practice the new skills you are learning such as questioning, affirmation, giving feedback, contracting. The course is a combination of theory, practical and experiential to maximise the whole learning experience.

Part 2 3,4 September 2001

Takes you through the second part of the family meeting on how to deal with issues and how to close. This part of the training allocates a day to practice so that people get to enhance their skills and experience what it feels like as a ‘member of a family’.

Family Business Meeting Facilitation Workshop (contd)

The course has been developed due to demand expressed throughout rural Queensland over the past few years. The course has now been held in Queensland and NSW with a very positive response. Feedback from the course has shown it to be very useful and worthwhile. Comments from the course include;

- ◆ *“we are especially motivated as the material presented has been easily able to be implemented in our working lives (and family lives).”*
- ◆ *“covered lots of topics I was interested inand then some”*
- ◆ *“increased my self awareness. Provided skills and modelling of skills needed”*
- ◆ *“it is a good program unavailable anywhere else”*

The course is attracting a wide range of participants who are all finding it of value.

Participants include;

- Primary Producers interested in Facilitation as an income option and to assist families through this decision making process to increase skills to use within their own family business.
- Government workers dealing with farm families
Rural Support Workers, Farm Financial Counsellors and Futureprofit staff.
- Rural Consultants
Range of consultants who find skills in dealing with people/ families essential.

To register your interest please phone Danielle England on (08) 8755 3166 or 0427 799 317.

Please note numbers are limited to a maximum of 15.

ANZ Royal Farm Expo Seminar Program

The SA Dairy Farmers Association is backing an exclusive seminar at this year's Royal Show entitled 'harvesting a lifestyle after farming', specifically put together for dairy farmers.

The seminar will be useful for any farmer whether retirement is 20 years away or just around the corner. Respected NZ farmer, Kerry Ryan, who writes for the Australian Dairy Farmers Magazine will deliver a dynamic address, exploring the options before farmers on staying or exiting on Thursday September 6, 2pm. He is here on request of SADA members and through the sponsorship of the Dairy research and Development Corporation.

Kerry says, often, the temptation to stay in farming needs to be weighed up against a less than favourable trading environment and a potential erosion in earnings and possible lifestyle.

Kerry will look at how farmers can

weigh up the options and the pros and cons of staying in or out of farming and whether there is a half way house, through diversifying income.

In short, the seminar will cover:

- When the time is right – retire! How to evaluate the timing – don't let time be the cause of losing the thousands you start with
- What it takes to be mentally prepared and avoid getting stuck
- Weighing up personal sacrifice and satisfaction against other opportunities
- Avoiding needless tax problems when cashing up
- Being alert to danger signs
- How to enjoy a good monthly income

Kerry will be joined by accountant Peter Hayes during an interactive session on tax strategies to protect wealth.

If the tie between farming assets means the option of exiting has become lost in a cloud of family opinions and self imposed obligations to past generations, this seminar may be just what you need to become unstuck.

The seminar will run for 1.5 hours and will be held in the Elders Pavilion.

Forward registrations to Seminar Program PO Box 108 Goodwood 5034 or details on: www.adelaideshowground.com.au/show (it is a good idea to reserve a place).





SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION Inc.

MEDIA RELEASE

June 6, 2001

Dairy Farm Awards Announced at Gala Dinner

Yankalilla dairy farmers Sonya and Andrew Jensen have won the 2001 Genetics Australia Dairy Business Enterprise of the Year Awards, presented last night at a gala dinner in Adelaide.

The 700-cow enterprise was selected by a panel of three judges after an on-site inspection last month, according to awards coordinator and South Australian Dairyfarmers' Association development officer Jaylene Gurr.

"The judges found the whole property was very well presented with considerable attention to detail in maintaining the dairy and natural resource management. The Jenkins also had a shared focus, excellent relationships with employees, and a favourable milking cow ratio per employee," Ms Gurr said.

"Runner-up was Donovans Dairying Co, operated by Gary Spain, James Mann and Partners, south of Mt Gambier.

"The company was praised for the remarkable focus of the partners, the tremendous achievement in converting the former sheep property, the logistics in managing a 1750-cow milking herd and large-scale enterprise, and the company's pro-active approach towards working with community groups and improving the image of dairying."

Winners of the 2001 IAMA Sharefarmer of the Year Awards were also announced at the dinner, which followed the State's annual dairy industry conference at the Adelaide Festival Centre.

First prize went to Allendale East share farmer, Jo Van Rijthoven, for his outstanding grasp of the business of dairying and long-term vision.

"The inspection by judges showed Jo paid particular attention to issues such as quality assurance, cow comfort, financial management, skill development, waste management control, presentation and communication," Ms Gurr said.

Runners-up were Mt Jagged farmers, Rick and Sue Varcoe. An encouragement award went to Peter and Alex Edmonds of Rendalsham, and the stock management award went to Phillip and Debra Rolley of Yankalilla. An award for financial management went to Phillip and Kim Anderson who share farm a property near Murray Bridge.

Ms Gurr praised the judges for the time and effort they put into the awards. They were retired National Foods field services manager Peter Longmire, Primary Industries and Resources SA dairy coordinator Chris Salter and retired dairy farmer, Allan Lush.

Ends

More information is available from Jaylene Gurr at SADA, phone 08 8293 2399 or 0419 035 459.

Paradox of Our Times

We have a picture in our minds of today's society.

We have taller buildings, but shorter tempers, wider freeways, but narrower viewpoints. We spend more, but have less, we buy more, but enjoy it less. We have bigger houses and smaller families, more conveniences, but less time. We have more degrees, but less common sense, more knowledge, but less judgment, more experts, but more problems, more medicine, but less wellness.

We spend too recklessly, laugh too little, drive too fast, get angry too quickly, stay up too late, drink too much and get up too tired.

We have multiplied our possessions, but reduced our values. We've learned how to make a living, but not a life. We've added years to our life, but not life to our years.

We have built bigger computers to hold more information, to produce more copies than ever, but fail in our interpersonal communications. We've become long on quantity but short on quality. We've been all the way to the moon and back, but have trouble crossing the street to meet a new neighbour.

We've done larger things, but not always better things. We've split the atom, but not our prejudice. We write more, but learn less, plan more, but accomplish less. We've

learned to rush, but not to wait.

These are the times to greater world peace, but more domestic warfare; more leisure and less fun; more kinds of food, but less nutrition.

These are the days of two incomes, but more divorce, of fancier houses, but broken homes. These are days of quick trips, disposable nappies, throwaway morality, one-night stands, and pills that do everything. It is a time when there is much in the show window and nothing in the stockroom. When we see reality we are cynical about it.

YET, these are the best of times and not the worst of times. These are the times when we have the wealth, the technology and the opportunity to resolve the difficulties that establish our paradoxes. All we need is for enough people to have the will, for where there's a will there's a way.

Perhaps we can make a start through our attitudes, and in our firm desire to build at least a better school community. With a positive outlook and real determination where everyone can make a difference. We could even begin to transform our world if we were prepared to follow some simple rules. May It suggest....

A Creed To Live By.

1. Don't undermine your worth by comparing yourself with others. It is because we are different that each of us is special.

2. Don't set your goals by what other people deem important. Only you know what is best for you.

3. Don't take for granted the things closest to your heart. Cling to them as you would your life, for without them life is meaningless.

4. Don't let your life slip through your fingers by living in the past or for the future. By living your life one day at a time, you live all the days of your life.

5. Don't give up when you still have something to give. Nothing is really over until the moment you stop trying.

6. Don't be afraid to admit that you are less than perfect. It is this fragile thread that binds us to each other.

7. Don't be afraid to encounter risks. It is by taking chances that we learn how to be brave.

8. Don't shut love out of your life by saying it's impossible to find. The quickest way to receive love is to give love. The fastest way to lose love is to hold it too tightly; and the best way to keep love is to give it wings.

9. Don't dismiss your dreams. To be without dreams is to be without hope; to be without hope is to be without purpose.

10. Don't run through life so fast that you forget not only where you've been, but also where you're going. Life is not a race, but a journey to be savoured each step of the way.

11. We first make our habits, and then our habits make us. Choose carefully the things you do. Hold yourself responsible for a higher standard than anybody else expects of you.

12. Finally, take opportunities as they present themselves. Not to do so can only lead to disappointment.

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HAY -Wheaten/Ryegrass

Medium squares, good quality,
approx 3 bales to the tonne,
conditioned, no weather damage

\$85/tonne neg.

195 Tonne available

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New ABVs highlight Reliability

The February and May ABV releases have highlighted the importance of reliability according to *Genetics Australia* Chief Executive, Bernie Harford

"The release of ABVs three times a year means there is pressure on artificial breeding companies to release bulls for marketing earlier, and with less information backing the ABV than has been the case in the past", he said

"Farmers selecting bulls early in the year need to be particularly aware of this. Of more concern is the fact that reliability in general is often overlooked, yet it is the measure that tells us how much confidence we can have in the ABVs of a particular bulls."

"*Genetics Australia* is delighted with the performance of bulls progeny tested in 1997 and graduating as proven bulls in 2001. Overall, eight Holsteins and three Jerseys have graduated, as well as a number of top-rated red bulls

"But even more important is the level of reliability behind these Australian proven bulls. All *Genetics Australia* bulls have ABVs based on a high number of daughters spread across a large number of herds giving the ABV a high level of reliability. Reliability means confidence, confidence that the ABV is a truer reflection of the genetic merit of a bull than is the case with lower daughter numbers."

"An analysis of daughter numbers in the proofs of current bulls shows that, for the top 20 APR Holsteins produced by *Genetics Australia* and our next largest competitor, *Genetics Australia* bulls have two to three times more daughters contributing information to the ABVs"

"The ABV is an estimate of the genetic value of a bull and this estimate is only as good as the sample of cows going into the ABV· stressed Bernie Harford

A small sample of daughters means the ABV is more likely to change as additional daughters are added to the proof. The change in ABV will not necessarily occur between the first and second years a bull is used. Instead, the change is more likely to be four years after the bull is first proven as many more daughters are added to the proof as a result of his wide use as a proven bull.

There can be no doubt that the *Genetics Australia* proven team offers the best selection of Australian proven genetics. Better still, it is a team of bulls proven for our dairy farming conditions and requirements. Farmers can select these bulls knowing that no effort has been spared in proving them with the number of daughters required for high reliability and confidence in the ABVs"

Keep it Simple

The secret to making good herd improvement decisions is to "keep it simple" says *Genetics Australia's* Breeding Programs Manager Peter Thurn.

Peter is in charge of the selection of young bulls for progeny testing, a process which involves a detailed understanding of genetics and a rigorous analysis of pedigrees.

"For the dairyfarmer, the principles of herd improvement are the same as they were thirty years ago", he says. "The secret is SIMPLICITY."

Editorial (contd)

"There is no need to make decisions on herd improvement complicated. We have some basic tools at our disposal and by using these we will do as well as we can in achieving real breeding progress.

The first thing to get right is our breeding objectives". says Peter.

"Every dairyfarmer will obviously want to focus on profit. That's the thing that keeps us going, allowing us to achieve from dairying all the personal and lifestyle goals that we have."

"Breeding is a long-term investment in making our herd more productive and efficient. In making each breeding decision we should be conscious of the profit making potential of that decision."

Peter points out that the most important tool at the disposal of every dairyfarmer in the ABV flyer released by ADHIS with each ABV release.

"The ABV flyer ranks bulls on the Australian Profit Ranking (or APR). Bulls are ranked according to their ability to produce profitable daughters."

"Every dairyfarmer wants cows that produce. You also want cows that are easy to manage, particularly with respect to their milking speed and shed temperament. Your cows should have functional type, so they are easy to milk and remain for as long as possible as profitable cows in the herd."

"The APR now combines production with traits that impact on profit through the manageability of cows, and their ability to stay in the herd."

"Not all type traits measured by the ABV are included in the APR ... just those traits that have been shown to have a direct impact on profit by influencing the survivability of cows in the herd."

The APR is a direct measure of profit. "In fact you can think of it now as a \$ measure of a bull - his ability to improve your herd for the things that generate profit."

"The most important decision you need to make is the selection of bulls," stresses Peter. "A fair bit of research has shown that if we compromise on the selection of bulls, breeding progress suffers. The research clearly shows that once we have selected bulls there is not a lot to be gained, if anything at all, from corrective mating."

"If you do use a mating program make sure you select the bulls first" says Peter.

'A lot of mating programs emphasise high type bulls, overlooking bulls with high APR. This can only mean one thing No matter how the bulls are used selectively across the herd, progress for profit will be less" he suggests. "If the mating program you use doesn't result in most of the bulls selected the top 40 on APR you, have to question what the program is doing for (or to) your herd."

Peter stressed that he was not advocating mating cows with, for instance poor udders, to bulls with poor udder ratings. "But, in this case, you have to question the mating decision in the first place. Do you really need to keep a replacement from her? Or should she be culled?"

"That leads to the other tool we have at our disposal for making breeding progress -culling." In order to cull effectively Peter suggested farmers need two things, the information from herd testing that allows us to identify poor pre-farmers, and enough high quality replacements to remove these and put selection pressure on the herd.

"Generally, dairyfarmers are not rearing enough replacements."

Editorial (contd)

"One round of AI won't generate enough replacements, and two rounds is barely enough. Ideally we should be producing as many replacements as possible from the present herd to allow for increasing herd size and to put pressure on the poorer performers in the herd."

Peter concluded by pointing out that for dairyfarmers wanting to make effective breeding decisions the best advice was to 'keep it simple'.

"There is a tendency to make breeding complicated. By keeping it simple we concentrate on selecting the top bulls for profit, avoid inbreeding but otherwise use the bulls randomly over the herd, and rear sufficient AI bred replacements to allow for culling of poor performers in the herd," said Peter.

Effective Breeding Decisions

- Select from the top APR bulls
- Watch reliability and semen price
- Keep it simple - corrective mating is not necessary
- Identify poor performers for culling Rear as many AI bred replacements as possible

Extra Help for Local Dairy Farmers

A new service will better equip South East dairy farmers to deal with deregulation, by providing them with individual assistance to build up their financial management skills.

The free service will be offered by the newly appointed Dairy regional Adjustment Program Assistant for the South East, Ruth Low, who is employed through the South East Rural Counselling Service.

The need for the service was identified by the South East Dairy Reference Group of the South East Area Consultative Committee. Funds were granted from the Federal Government's Dairy Regional Assistance Program to provide the service until June 2002.

Ruth said during the consultation process to find out what help local farmers most needed, farmers indicated they would now get the most benefit from someone helping them, one to one, to improve their financial management skills and systems in their own home office, working with their own situation..

"It was widely recognised by dairy farmers and those working with them that higher levels of financial management skills and practices would put them in a much stronger position to make better informed decisions in the future," she said.

"The need for farmers to meet the requirements of the new tax system in their record keeping was seen as an extra incentive."

Ruth will be available free of charge to help any dairy farmer who wants to improve their financial management skills and could benefit from individual assistance.

"For example, they may like support with setting up an industry recommended computer or manual record keeping system, cash flow budgeting, benching or the like," she said.

Ruth's appointment is also expected to free up time for South-East Rural Counsellor, Valerie Monaghan, to work with dairy and other farmers on issues such as succession planning, Centrelink applications, loan applications, liaison with financial institutions, and assessment of the current situation and options available to the farming family.

About 60% of Valerie's workload has been for dairy farmers since September 1999 when deregulation was first announced.

Dairy farmers are welcome to contact Ruth on 8735 2059 or mobile 0427 799 314 to discuss how she may help them.



THE TRUMAN SHOW

Parwan Park Leading Truman
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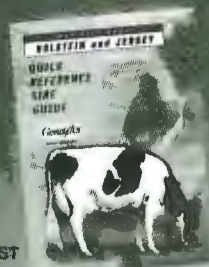


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(+0.20% Protein, +0.24% Fat)
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Our Award Judges & Winners at the DIAA/SADA Conference



Our Award Winners at the DIAA/SADA Conference 2001



Our Candid Camera at the DIAA/SADA Conference 2001



2001 – The Next Generation Dairy Industry

The DIAA/SADA 2001 Conference which was held at the Adelaide Festival Centre on June 5th has been another success for both organisations.

Our conference this year focused on the future of SA in Dairy foods and the importance of expanding overseas markets, looking for value adding opportunities at farm level for South Australian dairy farmers.

Two hundred and fifty delegates attended this years' conference including over one hundred farmers along with food marketing, manufacturing, export and trade organisations.

Going by the feedback sheets that were circulated at the conference Tom Clark was the most popular speaker with Grant Paech coming a close second.

The Dairy Gala Dinner was very successful as it profiled a corporate imposter which gave the evening an excellent finish.

The time spent on the organising and convening an event such as this has meant that I have not been out and about visiting farmers as much as what I would like to have.

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SADA/DIAA would like to acknowledge D.S. Home P/L, Hampstead Gardens for supplying the hide used in the design on the front cover.

Roasted Pumpkin and Cheddar Flans

Serves 10

1 chopped onion
30g **BUTTER**
200g Strong and Bitey Vintage **CHEDDAR**, cut into 1cm cubes
1kg butternut pumpkin, cubed and roasted
6 x 60g eggs, lightly beaten
500ml pure **CREAM**
60g self raising flour
salt and pepper, to taste
1 (75g) bunch chives, cut into 1 cm lengths
mesclun (salad mix), for serving
red pepper salsa, for serving

Saute onion in butter until golden, cool. Combine with **CHEESE** and pumpkin and spoon into 10 buttered and lined Texas muffin pans (1 cup capacity). Whisk together the eggs, **CREAM**, flour seasonings and chives to form a custard. Pour into prepared pans. Bake at 180°C for 20-30 minutes or until set. Stand 5 minutes before inverting.

For each serving:
Place a portion of mesclun onto a plate, and top with a flan. Garnish with red pepper salsa.

Strawberry Yoghurt Cake


1 x 20 cm sponge
2 punnets of strawberries, washed and hulled
25 gms (1 tblspn) of gelatine
2 tblspns of hot water to dissolve the gelatine in
100 gms of castor sugar
250 mls of natural yoghurt
1 tblspn of lemon juice
250 mls of cream, whipped
1/3 of a cup of Liqueur de Framboise (or other liqueur)
½ a teaspoon of gelatine, extra for jelly topping

Slice about 5 large strawberries lengthwise and stick slices to the inside of the expanded cake tin forming a decorative pattern. Cut a layer of sponge about 2cm thick and place onto the base of the tin (keep remaining sponge for another use). Do up the clamp on the side of the tin. Stir 1 tablespoon of gelatine into the hot water.

Blend 250 gms of strawberries to a puree and chop any that remain. Mix together the sugar, yoghurt, chopped and pureed strawberries, lemon juice and gelatine. Fold the shipped cream into the mixture and pour into the prepared tin leaving at least half a centimetre at the top of the tin for the jelly. Refrigerate for one hour until just set.

Heat berry liqueur and stir in half a teaspoon of gelatine. Stir the mixture to dissolve the gelatine, cool and pour over the top of the cake to form a thin layer. Allow to set for several hours or overnight





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