THE SOUTH AUSTRALIAN DAIRYMEN'S . . . Journal

The Official Publication of the INCORPORATED SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION *Published Bi-monthly*

Vol 19 No 4 Adelaide January/February 1980

.... MAY SALES UP DESPITE PRICE RISE ....

The rise in the retail price of milk at the beginning of May did not prevent milk sales being 3% above those of the same month last year, and the annual sales rate seems to be climbing out of last September's trough (following a price rise in that month) when total sales for the 12 months were the lowest since 1967. Cream sales were 9% above May 1979, being the third highest monthly total ever, exceeded only by sales in December 1978 and December 1979. Milk output in May climbed 3% above that of May last year, to be the highest May production for 5 years, and contrasting with the two preceding months which were 6% below the previous year's totals.

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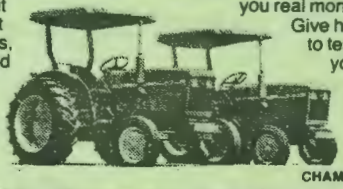

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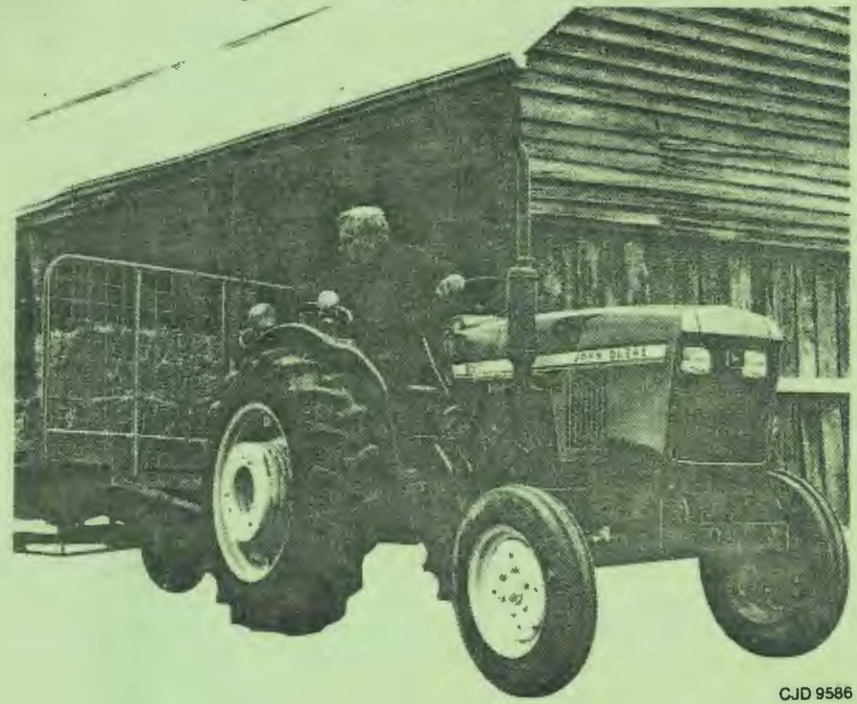

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THE SOUTH AUSTRALIAN DAIRYMEN'S JOURNAL

THE SOUTH AUSTRALIAN DAIRYMEN'S ASSOCIATION INCORPORATED

Aston House, 13 Leigh Street, Adelaide. 5000. 51 3034

N. M. GREEN, Esq. J.P. DAVID J. HIGBED, B Ec.

Advertising Rates on application

PRICES - CURRENT, AND ON THE WAY

Milk Prices - up from 4th May

Retail milk prices in the Adelaide metropolitan area increased from 4th May 1980 by between 6.7% (litre cartons from 45 cents to 48 cents) and 8.0% (bottles - from 25 cents to 27 cents).

The farm gate price paid to licensed producers rose by 7.9%, from 20.48 cents to 22.10 cents per litre, this being the second highest producer price in Australia (the NSW price of 22.81 cents is for milk at the factory door), only Queensland being higher at 25.51 cents at factory door.

Retrospectives - on the way

Although no retrospective payments will be included in June cheques, two large payments, and two smaller payments will be made from current cheese pools later in June, and it is hoped that they can be included in the July and August cheques.

The larger payments will both be about 3 cents per kg fat equalised, and will be paid on the 1978-79 pool (i.e. on all production from 1.7.78 to 30.6.79) and on the 1979-80 pool (i.e. on all production from 1.7.79 to 30.6.80).

The smaller payments, which will be of the order of one-quarter to one half a cent per kg fat represent the final payments from the two pools in 1977-78.

PROFIT AND PRODUCTIVITY

Productivity in the dairy industry - per cow, per hectare, per farm - is fairly easily measured, and, in fact the whole complex system of herd recording has grown up just for that purpose. What is far more important for the dairy farmers, and for the industry, is profitability, yet, because it is harder to measure, and because there is no organization set up to promote it, profitability is hardly ever mentioned and never publicised.

Fortunately there are a few figures available that hint at the profitability gains that could be made if only we could marshal the necessary information. The information exists because some dairy farmers' results show they are using it, but they may be doing so unconsciously or intuitively.

The results of the production cost survey carried out annually by the Metropolitan Milk Board showed that in 1978-79 (the latest results available) net cash revenue per cow, that is, the net income remaining after all the bills (except wages and interest) are paid, averaged $264 per cow, with a range from a high of $452 per cow to a low of $49 per cow, over a sample of 74 farms (approximately 7 per cent).

Unfortunately these figures have never been analysed to find out whether there is any common pull that can be followed. It is possible that the top farms are large, allowing ample grazing at a relatively low stocking rate. The answer may lie in some other management practice.

What we do know is that the answer does not lie in abnormally high expenditure on purchased fodder. Some of the most profitable herds (in terms of net cash per cow) and some of the least profitable spent above average on purchased fodder, and the reverse is also true.

What is needed, of course, is for a research worker to analyse the physical and financial management of the top farms in the survey to see just where the answer lies. And then to see whether (if at all), and how, the answer could be applied to every other dairy farms.

The Association does not have the resources, (or a computer) to carry out a field survey, but it hopes to try to get part of the answer in another way, by means of a seminar (perhaps the first of several) on "Feeding for Profit", to be held in the Hindmarsh Valley Hall on Wednesday, 13th August.

MOLASSES MAKES NEWS

And Seems to Make a Profit

An advertisement in the Sept/Oct issue of the Journal referred to recent research on the use of molasses in the rations of dairy cattle in Queensland where its relative cheapness, and the generally low digestibility and palatability of tropical pastures make molasses a valuable adjunct.

Whether molasses, because of its higher cost in the Southern States, can play a comparable role here is a matter of opinion, and research carried out at Northfield in 1977 and reported in the Jan/Feb 1978 issue of this Journal indicated that, with molasses prices of 16 cents per litre and an equalised price for milk of 250 cents kg butterfat, its place in a dairy cow ration was not justified on economic grounds.

But the digestibility and intake levels of Autumn paddock grazing in South Australia are possibly lower than those of tropical pastures, and some conserved fodders may not be any better, so the very positive results of the Queensland research may be at least partly reflected in this State in the lean period.

Each of a number of experiments, over several years, and in different locations in Queensland, have demonstrated lifts in production between 0.5 and 1.0 kg milk per day per kg of molasses fed (the differences in gains being due to intentional differences in experimental stocking densities, with the greatest increase occurring at the highest stocking rate).

Equally significant is the evidence that the added molasses gave increases equal to those resulting from the use of grain (crushed maize in this case) as a supplementary fodder.

Although we must be cautious of applying the Queensland results to South Australian conditions, the figures above point to an increased milk return of from 7 to 14 cents on average, and up to 3 cents more, if the Queensland results still apply during our Autumn, with its higher milk prices.

However, the big disappointment comes when looking at the price of molasses. The latest price for mill molasses in drums ($27.25, or $13\frac{1}{2}$ cents per litre) is equivalent to 10.8 cents per kg, which is less than the extra return from milk, even at Autumn prices when prudent stocking rates are used.

WILL $2.40 BE THE NEXT OPENING PRICE?

Opening values for the 1979-80 season were based on a farm-gate return underwritten by the Commonwealth Government at $1.75 per kg butterfat, but the opening price negotiated with DairyVale-Metro and Southern Farmers, based on the low manufacturing costs achieved by these companies through rationalisation, was almost 20 cents higher, at $1.94.5

The Australian Dairy Industry Conference has made a submission to the Minister for Primary Industry for an underwritten value, for the coming season, of $2.40, and there is no reason to believe that the local Companies, which are continuing their up-grading programmes, will not be able to maintain the 20 cent premium, to give an interim opening price of $2.40

* * *

STEEL MESH FLOOR

A S.A. dairying engineer believes he has perfected a dairy floor system which ensures far greater hygiene and reduces cleaning and maintenance.

Mr. Gerd Peters of Balhannah, who specialises in the design and construction of "herringbone" dairies, incorporates steel mesh floor sections where the cows stand for milking.

The flooring, constructed from heavy duty galvanised Gridmesh is installed over underfloor channels.

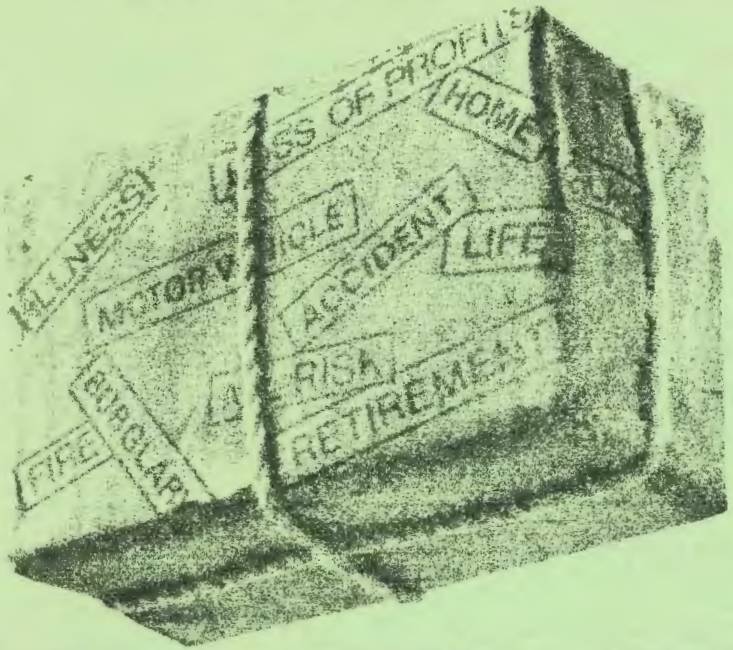
Cow droppings and urine just go straight through the Gridmesh flooring, eliminating the problems associated with solid concrete and other types of flooring. Consequently, the Gridmesh flooring is much more hygienic, and in the dairies where it has been installed it has virtually eliminated splashings up onto the milking cups - and the dairy operators also appreciate the cleaner conditions.

Similarly, because of the raised profile of the Gridmesh, the cleaning of the floors is quite simple. A jet of water hoses the whole area clean, and the droppings and urine, in the channels below, are washed out through a 152 mm (6-inch) pipe to a settling pond or other disposal arrangement.

The gridmesh is sufficiently strong to take the weight of up to eight cows at a time.

The underfloor concrete channels - from 150 mm to 200 mm (6-8 inches) deep - are constructed as the dairy floor is laid.

WHAT'S IN IT FOR YOU?



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THE NUTRITIVE VALUE OF FEEDS AVAILABLE IN AUTUMN & WINTER	Dry Matter (%)	Energ (M
Green fodders		
Pasture, grass dominant		
- immature	25	
- flowering	20	
Pasture, clover dominant		
- immature	25	
- flowering	20	
Lucerne - immature	25	
- 10% flowering	20	
Cereal crops - lush, green	15	
Maize	25	
Sudax	18	
Choumoellier	15	
Turnips - leaves	13	
- roots	9	
Hays		
Pasture, ryegrass/clover		
- cut at flowering	90	
- cut 2 weeks after flowering	90	
Lucerne	90	
Oaten hay - cut at flowering	90	
- cut 2 weeks after flowering	90	
Silages		
Pasture - grass dominant	20	
- clover dominant	20	
Cereal		
Maize	35	
Sudax	20	
Concentrates		
Wheat (hammermilled or rolled)	90	
Barley (hammermilled or rolled)	90	
Oats (hammermilled or rolled)	90	
Linseed meal	90	
Peas	90	
Lupins	90	
Molasses	75	
Brewers' grains	25	
Oat hulls (including small grains)	90	

gy-Metabolizable MJ/kg of dry matter)	Crude Protein (%)	Tonnes of feed (on an as fed basis) equivalent in energy to 1 tonne early cut ryegrass/clover hay
11.0	15	3.27
10.5	9	4.29
11.0	23	3.27
10.0	19	4.50
11.0	25	3.27
9.0	20	5.00
11.0	25	6.67
12.0	8	3.00
11.0	11	4.55
11.5	14	5.46
14.0	20	4.95
13.0	12	7.69
10.0	14	1.00
9.5	12	1.05
9.0	18	1.11
8.0	10	1.25
7.5	8	1.33
9.5	12	4.74
10.0	18	4.50
10.5	8	2.45
10.0	11	4.50
13.0	14	0.77
12.0	13	0.83
11.0	12	0.91
11.0	20	0.91
12.0	25	0.83
12.0	30	0.83
12.0	5	1.00
10.0	20	3.60
9.0	8	1.11

grains also being suitable for increasing the total protein content of the ration. Wheat and barley grain need to be rolled, hammermilled or crushed before use. If this is not done, up to half the grain can pass through the cow in the manure without being digested. This problem occurs to a small extent with oats. It should also be remembered that when feeding grain, the best responses in milk production come from the first kilogram of grain fed, the response in terms of milk production being slight less for each additional kilogram fed to each cow each day. This effect of amount fed on the efficiency of use for milk production is even more important with molasses. Molasses is a good source of energy for milk production if less than 1 litre (1.4 kg) is fed per cow per day. Research at Northfield Research Centre has shown that feeding 3 litres of molasses does not increase milk production above that when only 1 litre is fed. This is due to the bad effect large quantities of molasses have on the digestion of the cow.

Brewers' grains available in South Australia appear to be of different composition to those overseas and an experiment is being conducted at present at the Northfield Research Centre to establish the nutritive value of our brewers' grains. The energy figure given in the table for brewers' grains is that obtained overseas. Brewers' grains contain more protein on a dry matter basis than cereal grains but are of lower energy value and because of their high water content, cost more to transport and cannot be stored for long periods.

Oat hulls, which include some small oat seed, have recently become available to dairy farmers in South Australia. These are not a real concentrate and on a nutritional basis are similar to good quality cereal hay. Consequently they should be used to replace hay and not grain in a ration. Oat hulls, like cereal hay are relatively low in protein.

* * *

PRODUCTION DOWN, SALES UP, IN APRIL * * * * *

Although milk production in the Central Region was above that of 1979 in January, output had begun to fall by February, and by the end of April was 6 per cent below that of the previous year, although still well above the previous drought years of 1977 and 1978. Milk sales, on the other hand, showed a welcome upturn, a 5 per cent increase above the previous year reversing (although perhaps only temporarily) the downward trend that had persisted for the past 12 months.

You may argue that the term "Feeding for Profit" means that the answer is already known, or assumed, but not so. The title of the seminar merely illustrates the link in the chain of processes that starts with the grazing cow and ends with the cheque in the bank. It is possible that "Feeding for Profit" means buying more hay, or concentrates, or whatever, or it may mean going towards "grass budgetting", and buying no supplements at all.

Nevertheless, supplements are widely used, and often needed, and numerous requests for guidance during the present Autumn led us to ask for an up-to-date view on the subject from Mr. Brian Bartsch of the Northfield Dairy Research Centre (who will also be a speaker at the seminar).

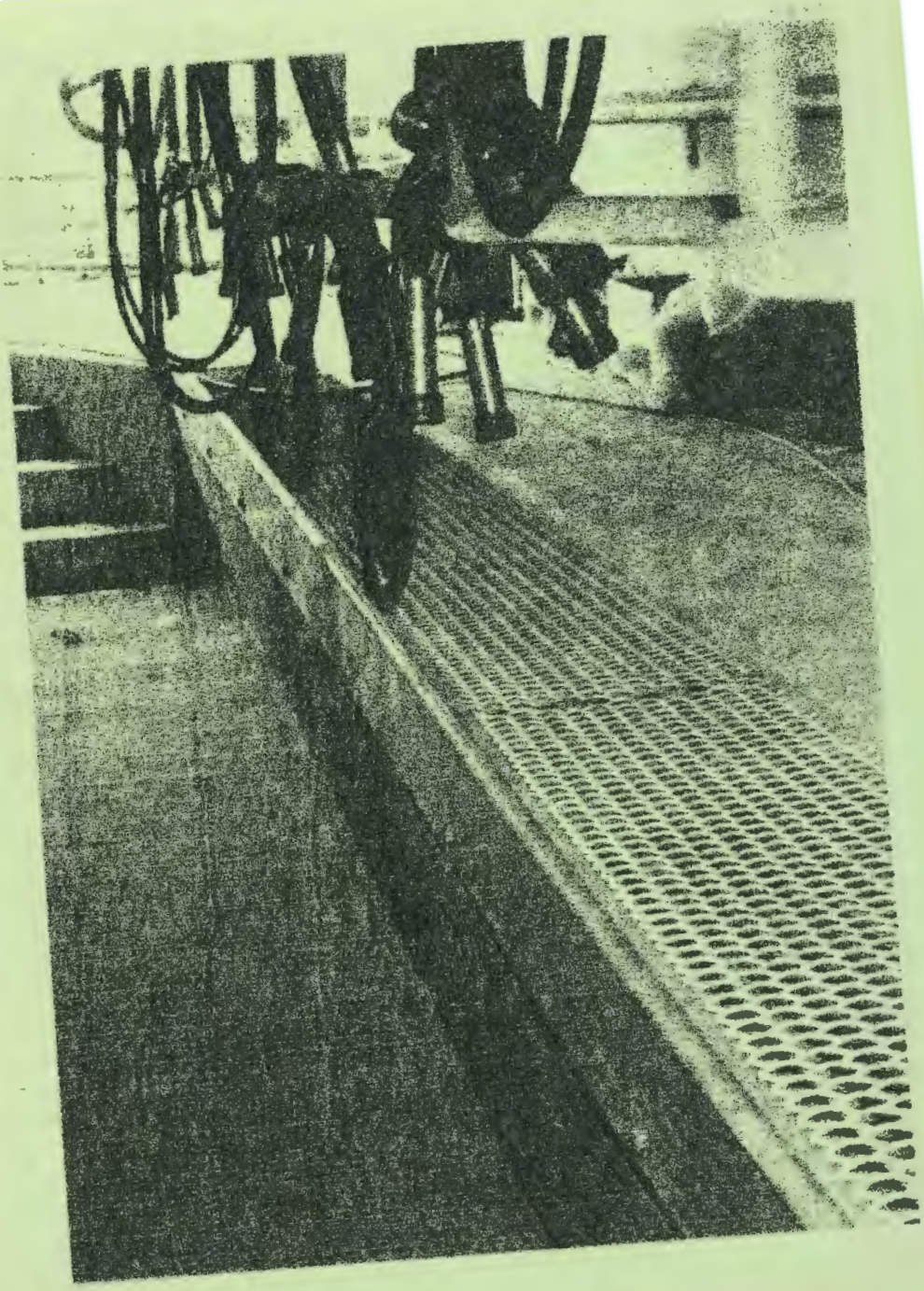
* * *

AUTUMN/WINTER FODDERS FOR DAIRY COWS

Autumn and winter tend to be the problem times for feed, particularly in areas where cows are not seasonally calved. The following table shows the nutritive value of various feeds which may be available for feeding during this period. The most important aspect of nutrition during this period is to supply the cow with enough energy to keep her producing milk without having to draw too heavily on body condition. If the cow is poor in condition after this autumn/winter period, her milk yield for the remainder of her lactation and possibly the following lactation may be affected. Inadequate protein in the ration can also reduce milk yield. The crude protein content of the total ration for milking cows should be approximately 13% of the dry matter in the ration.

Good quality pasture or crops are excellent sources of energy and protein. Maize is the only crop listed which may be inadequate in protein for dairy cows. Maize is a suitable fodder crop to feed as a standing crop into the winter as the cobs tend to retain their nutritive value despite rain following the break of the season. Forage sorghums such as Sudax can supply feed in March and early April but these may then become toxic to stock, especially following the first frosts. Crops such as turnips and choumoellier are of suitable nutritive value for dairy cows but are not widely grown. Cows should not graze turnips or choumoellier in the last few hours before milking if tainted milk is to be avoided. Green cereal crops are often grazed in winter and are an excellent source of energy and protein. However, when grazing, short lush green cereal crops, some hay should be fed to avoid changes in the digestive processes of the cow which can result in a fall in the fat percent of the milk. This can also occur when cows graze short succulent pasture.

The legume content at the time of cutting will affect the nutritive value of hay and silage. Good hay and good silage are, on a dry matter basis, of similar nutritive value. Pasture hay or silage containing clover and lucerne hay contain adequate protein for cows but cereal hay or sudax and maize silages are relatively low in protein. Hays usually form the base of feeding programmes during the autumn/winter period but it must be remembered that milk production and body condition of freshly calved cows can not be maintained on hay or silage alone, especially if the hay is of lower energy value. It is therefore necessary to feed an energy concentrate if some green feed is not available and cows are in early lactation. Cereal and legume



POSITION OR SHARE WANTED....

By young Dutchman, (married, Australian wife, 2 children) Agricultural College graduate. with dairy farm management experience in Holland, Israel and Australia, seeks dairy farm employment, share, or with share option. Excellent references. Please write to M.P. KIEVIT, POST OFFICE BOX 143 LUCINDALE. 5272.

SHAREFARMING WANTED....

The continued shrinkage in the number of dairy farms has led to several well qualified and experienced sharefarmers seeking to transfer to a viable dairy farm. Further particulars from this office. (08) 51.3034.

DAIRY FARM WANTED TO LEASE....

Leasing seems to have advantages for both parties. It enables the owner to maintain an investment in land, and to continue to benefit from increasing property values with virtually no risk. It enables a keen, experienced man, without enough capital to buy a property, to build up a herd and work towards a profitable goal. We have two likely applicants in the second category, but no potential lessors. Please phone the office (08) 51.3034, if you would like to discuss the idea.

ROSTERED RELIEF MILKING

The proposed Rostered Relief Milking Scheme is now under way, but we are still looking to fill in from mid October through to mid-December.

The Scheme is intended to provide members with the ability to plan for an annual vacation, at the same time each year, confident that the farm and the property will be in the care of a competent person, but in its initial stages, non-repetitive bookings will be taken.

The weekly fee, which currently is $50 plus $2 per milking cow, covers all milking shed work, feeding milkers and dries, and feeding calves (and caring for household pets). Other general farm work is subject to negotiation. It is intended that the relief milker will be self-supporting, and will not need access to homestead sleeping quarters and cooking facilities.

Further details from the office, phone (08) 51 3034.

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IN THIS ISSUE -

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A BRIGHTER FUTURE FOR THE SURVIVORS

If Enough Survive

In his Annual Report to the Association's Central Council on 30 June 1980 the General President, Mr. Norman Green said that the events of the past year represented a watershed for the South Australian dairying industry and provided a bank of experience on which we could draw to ensure its stability and, he believed, its prosperity.

Mr. Green referred to the combined opposition of all sectors and regional groupings of the industry which had resulted in delaying the progress of the contentious Dairy Marketing Act, which had been eventually shelved, following the election of the Tonkin Government, and the appointment, as Minister of Agriculture, of Ted Chapman, Member of Parliament for Alexandra, a major dairying electorate.

The shelving of the Bill retained for the South Australian dairy industry the ability to regulate its own affairs with the minimum of statutory intervention, in direct contrast with the position in other States, where overall control by Dairy Authorities was now firmly entrenched, though with no observable benefits gained in return for the loss of freedom.

THE SOUTH EAST AUGMENTATION SCHEME

The industry was, however, left with one legacy, from the Chatterton Bill, the South East augmentation scheme, which, although not included in the Bill, had been initiated because of a promise made to the South East that it would be given access to the Adelaide milk market.

In the circumstances existing at the time, the scheme that was negotiated should be regarded as being satisfactory, in that it represented a compromise between, on the one hand, the crippling financial burden of either State-wide or two-region equalisation, and, on the other hand costly and uncontrolled participation in actual marketing in the Adelaide area by the South East dairy companies, whilst it ensured the continued preservation of the metropolitan milk producing region.

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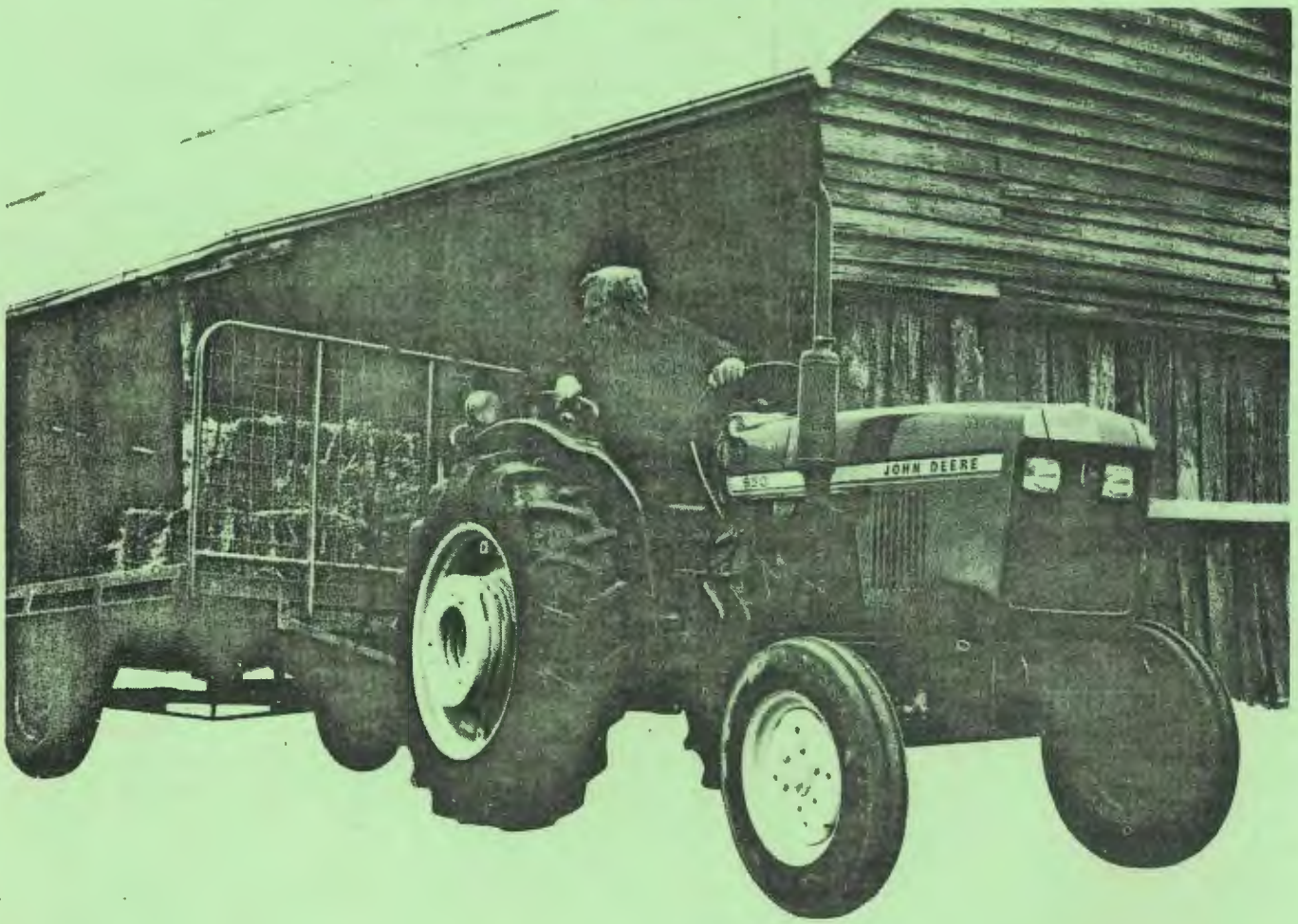

However, the scheme had been negotiated in anticipation of legislative changes that would enable it to be legally operated, and the shelving of the Bill had resulted in a position where the scheme, as originally proposed, could not be put into effect because it would be in breach of existing dairy legislation.

THE PROGRESS OF EQUALISATION IN THE SOUTH EAST

Regrettably, in the period since negotiations began, the industry in the South East had not implemented the regional equalisation scheme that was a pre-condition for the proposed augmentation scheme, and the existence of substantial accumulated funds, which, had the equalisation scheme been in operation, would have been paid to dairy farmers in the region, had created a climate which was not in the best interests of further clear-thinking negotiation.

MILK SALES DECLINING

It is possible that the augmentation scheme could be regarded more favorably if milk sales had been more buoyant, so that the drain on Central region funds was offset by higher revenue from milk.

Regrettably a reversal of the previous upward trend occurred shortly after the negotiations were completed in mid-1978, and it was a matter of great concern that milk sales had continued to decline during the subsequent two years to the present.

MILK PROMOTION - HOW MUCH IS ENOUGH?

The current drop in milk sales had occured despite a threefold increase, during the past 4 years, in the rate of annual expenditure on milk promotion.

Perhaps it was now time to ask whether, despite the apparant failure of increased spending in the past, enough money was being spent on promotion. It was not impossible that our campaigns had failed because promotional expenditure was too low, and we should not lightly dismiss the claims of substantially increased milk sales that have been made in both Victoria and New South Wales, where promotional spending, per litre, was around five times as high as in South Australia.

FLAVOURED MILK

Because the increased milk consumption reported in those States included their very large increases in flavoured milk sales, the Association had considered whether it, too, should seek to have flavoured milk in this State brought under the control of the Metropolital Milk Board, with the aim of obtaining, for the producing sector, a return from flavoured milk comparable with that received from white milk.

In the discussions with the dairy companies on this subject, it had been claimed that the flavoured milk could not be regarded as a staple foodstuff, but was an impulse product, competing with soft drinks and fruit juices, and could not support a high raw-material price.

The discussions had resulted in a very worthwhile compromise, in the form of "advance bonus payments", which improved the dairy farmers' cash flow to an extent comparable with that which would be gained from the regulated pricing of flavoured milk (without the risk of destroying the market for the product), whilst permitting the companies the flexibility in marketing and promotional strategies that they required, and retaining the principal of self-regulation which was the hall-mark of the dairy industry in South Australia.

MILK PRODUCTION - RECOVERY AFTER DROUGHT

In contrast to the decline in milk sales, compared with previous years, milk production had showed a recovery from the drought-effected levels of the three prior years, and conditions now gave promise for an equally buoyant coming season.

THE MARKET OUTLOOK

Annual Reports in previous years had referred to the depressing effect, on dairy farmers' returns, of high levels of production, both by reducing the ratio of milk sales and by creating an undesirably large surplus of dairy produce to be sold on unprofitable export markets. The improvement in the economic outlook for the Australian dairy industry in the past year had now brought a situation where any further decline in production would bring the dairy industry into danger of being non-viable.

PROSPECTS FOR STABILIZATION AND HIGHER RETURNS

Because of the irreparable damage that the industry would suffer from any further fall in the national milk flow, the Australian Dairy Industry Conference had submitted to the Federal Minister for Primary Industry a request for a long-term stabilization plan which would underwrite the values of dairy products at levels which would encourage at least the present level of production.

The requested underwriting was not a request for a "handout", as the underwriting sought would not be at a level that would require a subsidy to be provided by the Government. The Conference was seeking only the ability for dairy companies to pay, from the commencement of the season, a return that reflected the full market value of the product, and eliminated the delay that, in past seasons, had caused dairy farmers to wait as long as two years for final payment.

It was to be hoped that a combination of underwriting, continuing improvement in export prices for dairy products, and further rationalization and automation of dairy factories, by providing dairy farmers with the higher returns necessary to ensure their economic survival, would slow down and eventually halt the decline in the size of the industry while it was still viable.

COSTS - AND PROFITS

Unfortunately, it was inevitable that costs of farm inputs would continue to rise, as they had during each of the past 35 years, and inevitably increasing fuel prices would bring even greater cost pressures than had been experienced so far.

Accordingly the Association was convening a seminar, the first of several to be conducted throughout the Central and Northern Regions, on the subject of "Feeding for Profit", with the aim of bringing to dairy farmers a knowledge of the techniques of pasture management and feeding practices that had enabled some of the participants in the Metropolitan Milk Board's production cost survey, to outstrip their fellow dairy farmers in terms of profit earned per cow.

The wide variations in the results of the Board's survey demonstrated the need for a sharing of the collective knowledge held by dairy farmers that had not, until now, been recognised as a resource to be used for the benefit of the whole producing sector.

THE FUTURE

Mr Green concluded by saying that he believed that we could now look for more than mere survival. The changes that had taken place in recent years, both in the dairy industry, largely as the result of its own effort and intiative, and in the domestic and international markets for the products of that industry, may now have placed us on the threshold of a long-hoped-for prosperity.

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xx.

MOLASSES PRICE UNCHANGED

Despite Sugar Price Rise

A general increase of over 8 per cent in the price of products under the control of the Queensland Sugar Board, including molasses, from 1st July 1980 has not been passed on to dairy farmers by PETMOL. the major molasses distributor in this state, the price still being 17 1/2cents per litre delivered into overhead tank or other container on the farm.

IT'S YOUR ASSOCIATION
WHO TO ASK, WHO TO TALK TO, WHO TO COMPLAIN TO

Perhaps it's not realised often enough, that the real organisation of the Association is through the Districts:- that it's there that views ought to be expressed, complaints voiced and questions asked.

And perhaps, because, for many reasons, attendance at District meetings isn't always possible, some members may not be sure who are their local District President and District Secretary (or the other delegates to the Central Council, which is where the decisions are made)--- so here they are:

	TELEPHONE			TELEPHONE	
BAROSSA			*MYPONGA*		
President: John Nietschke	*085*	*656214*	*President: Kanude Larsen*	*085*	*593253*
Secretary: Geoff Kernich	*085*	*628113*	*Secretary: Bronte Woodman*	*085*	*582171*
CENTRAL HILLS			*NORTHERN*		
President: Mario Ferrarese		*3889342*	*President: David Blesing*	*086*	*665222*
Secretary: Doug Plaisted		*3889242*	*Secretary: Neville Klemm*	*086*	*635017*
GAWLER			*ONKAPARINGA*		
*President: Ron Fromm**	*085*	*246234*	*President: Stan Schoeil*		*3897215*
Secretary: Ross Lindner	*085*	*244160*	*Secretary: Max Green*		*3897235*
JERVOIS			*RIVER MURRAY*		
President: Ron Ielasi	*085*	*321067*	*President: Norman Green**	*085*	*323904*
*Secretary: Aug Kretschmer**	*Well.*	*235*	*Secretary: Michael Diener**	*085*	*726042*
LAKES			*SOUTH COAST*		
*President: Graham Camac**	*Men.W*	*217*	*President: Andrew McEwin*	*085*	*588215*
Secretary: Jim Secomb	*Men.W*	*209*	*Secretary: Rob Mulherne*	*085*	*545277*
MID-NORTH			*SPRING VALLEY*		
President: Marty Hogan	*Gum Ck.*	*31*	*President: Dennis Irrgang*	*085*	*641034*
*Secretary: Don Zweck**	*088*	*445032*	*Secretary Jim Forrest*	*085*	*682216*
MILANG			*SOUTHERN HILLS*		
*President: Ken Turvey**	*Milang*	*38*	*President: Kevin Watkins*	*085*	*560202*
Secretary: David Stacey	*Lan.Crk.*	*130*	*Secretary: Donald Holly*	*085*	*560201*
MT. BARKER			*TORRENS VALLEY*		
President: Brian Nettle		*3881623*	*President: Alan Manning**	*085*	*685268*
Secretary: Andrea Pope		*3880126*	*Secretary: Eric Stewart*		*3893054*

UPPER RIVER
President: John Thorn 085 493049

* ***Member of the Executive Committee***

* *

CHANGES IN CALF RUN

Calf-run routes and timetables were changed from 22 September 1980, and the revised schedules were announced in a circular distributed by the milk tankers.

Unfortunately the circular contained an error, in showing the Central Run as being on a Tuesday instead of WEDNESDAY.

It is hoped that the fact that there was no change in the day for the Central Run, only in the times and the route, has now been brought to the notice of members.

WERE YOUR RELATIVES AMSCOL SHAREHOLDERS?

After the change in the ownership of Amscol in 1978 a handful of shareholders (mainly deceased estates) could not be traced and their names were subsequently listed in the S.A. Government Gazette as required under the Unclaimed Moneys Act.

The estates and the amounts involved are listed below. Perhaps you, or someone you know, may have a claim - if so, contact Mr. Pobke at Amscol, telephone 223 1344.

Frank Arthur,	*Thebarton*	*$ 332*
Ethel Maude Barker,	*Virginia*	*$ 332*
Thomas Barker,	*Virginia*	*$ 332*
Lewis Albert Cockshell,	*Murray Bridge*	*$ 325*
Susanna Day,	*Mypolonga*	*$ 330*
W.J. & P.M. Day,	*Woodside*	*$ 14*
Ethel M. Dinning,		*$ 11*
Walter Rudolph Griyman,	*Norwood*	*$ 332*
Peter Charles Head,	*Stirling*	*$ 261*
Keith Gerald Jones,	*Tusmore*	*$1,163*
Peter James McCormick,	*Birdwood*	*$1,027*
Robert McEwin,	*Dulwich*	*$ 332*
Francis McRae,	*Hindmarsh*	*$ 332*
George Henry Weidenhoffer,	*Fullarton*	*$ 310*

* * * * * * * * * *

*** *You Are Invited To Attend* ***
A SEMINAR ON

IMPROVING SWAMP MANAGEMENT

will be conducted by the Department of Agriculture at the

MURRAY BRIDGE SHOWGROUNDS on

TUESDAY 30 SEPTEMBER 1980

Commencing 9.45 am
with a farm inspection from 1.45pm to 3.00 pm

Enquiries - 'phone P. Carroll or T. Newberry on (085) 32 2266

* * * * * *

CATTLE ON THE ROAD

Whose Responsibility? Whose Liability?

The answer to the question of responsibility and liability when cattle on roads are involved in accidents seems to be "It depends...." and it is difficult to provide a reliable answer to any dairy farmer who wants to know where he stands.

Take for example, the case when cattle stray on to the road through a defective fence.

The now famous "Kerin case", determined late in 1979 by the High Court, found that the owner of the straying stock was not liable, basing its decision on a long-accepted principle of English law.

But the High Court's decision, which, by the way, upheld the earlier decision of South

Australia's Chief Justice King, was made by a majority of the judges, and although that majority consisted of five of the six judges, it is not impossible that an outwardly similar case could be decided the other way.

Furthermore it should be noted that Mr. Justice Kirby, the Chairman of the Law Reform Commission, criticized the High Court for its decision, for slavishly following English precedent.

It is interesting to note that the Court's judgement in the "Kerin case" was published on 19 September 1979, four days after the election of the present State Government under Premier Tonkin, because the Liberal Party, just prior to that election, had announced, as part of its policy concerning Law Reform, that it would "... provide that the legal liability for damage caused by animals escaping onto the highway should follow the ordinary principles of liability for negligence...".

In other words, the Tonkin Government (as it became) promised, before the election, that, if elected, it would change the law in a way that would upset the principle of the "Kerin case" and make the owner of the stock liable for the damage that resulted therefrom.

Just what priority the Tonkin Government placed on this plank in its policy platform is not known. It is now almost a year since the election, and no Bill to implement the change has yet appeared on the Parliamentary Notice Paper, and the answer to a Parliamentary question on the subject that has been placed on notice is awaited with interest.

Indeed, perhaps the Association and our colleagues, the United Farmers and Stockowners, should also ask the question "Is this still the policy of the Government"?

As well as straying stock, there is also the case of stock that are under control, a situation that occurs hundreds of times a day on River farms and elsewhere, when cattle cross a highway, to and from the milking shed, at least nominally in the charge of the dairyfarmers.

One of the members asked what action he should take to reduce his liability (if, in fact, he was liable at all) in the event of an accident involving a vehicle. He had applied to the local Council, to the local police, and to the Highways Department, for advice, or assistance, in reducing the possibility of an accident, or in mitigating his own liability, by the installation of some form of warning device.

He had put up a makeshift arrangement, using a vehicle hazard flasher, and was considering installing a rotary flashing light, but wondered whether this quite expensive project would be to his advantage if an accident occured.

So the Association's solicitors were asked for their advice, not only on behalf of the one member who asked the question, but on behalf of the several hundred of our members who are in the same situation.

The letter from the Association's solicitors says, in brief that "...the person in control of the stock on the roadway owes a duty of care to other road users (and) is under a duty to take reasonable steps to avoid acts or omissions which are likely to cause injury to other persons using the roadway. Obviously what comprises reasonable steps varies with different situations.

"If the Highways Department or local council placed signs on the roadway which warned road users that cattle cross a specified portion of that roadway, then the person in control of the stock...may be able to successfully argue that his duty of care is lessened. Nevertheless it is desirable that further precautions be taken. The use of flashing lights and additional signs by the person in charge of the stock to warn users of the potential danger may be sufficient to discharge the duty of care."

The letter concludes with the advice that "...if any of your members have any fears in relation to stock crossings they should commence by making representations to the Highways Department or their respective local councils in order that adequate signs be erected. In any event common sense should prevail and your members should be alerted to the fact that their obligations vary with each fact situation".

CALF PRICES TO BE SHOWN ON SCALES
And A Further Grade Added

Complaints about the grading of calves offered to the appraiser on the calf-marketing pick-ups have resulted in two changes being made with the intention of reaching agreement on values.

A notice will now be displayed on the scales, setting out the MINIMUM prices that will be paid for each weight, and a third grade, "C", has been added to cover calves which, although conforming to weight, are of very inferior condition.

The three grades will now be : "A" - top quality calves only, and 35 kg or over; "B" - calves lacking quality, including poddy calves; "C",- inferior and immature calves.

The grade "D" will now be applied to calves below 25 kg liveweight, and the price quoted for this grade will be the price per animal.

From 22 September 1980 the current MINIMUM prices per kilogram liveweight (the number in each case representing minimum liveweight) will be:-

40A	*80c;*	*35A*	*70c:*	*30B*	*45c:*	*25B*	*25c:*	*25C and D $2 per calf*
B	*65*	*B*	*55*	*C*	*30*			
C	*50*	*C*	*40*					

It should be remembered that sellers have the right to haggle for a price or to refuse the price offered.

COMPENSATION FOR FOOT-AND-MOUTH DISEASE
How Much, And Where From?

What compensation would a dairyfarmer receive if his cattle were compulsorily slaughtered following an outbreak of an undiagnosed disease which could be "foot-and-mouth", as happened to an unfortunate pig farmer in Tasmania some months ago?

The answer to this question from the Onkaparinga District, given by the Acting Director-General of Agriculture (Mr. Barry Grear), is as follows:-

"Compensation shall be paid:

(a) if the animal that was destroyed was affected with *foot and mouth disease at the time of its destruction-- the value of the animal immediately before it became so affected.

--

(b) if the animal died - the value of the animal immediately before it became affected with *foot and mouth disease.

--

(c) in every other case the value of the animal immediately before it was destroyed

Section 10(2) of the same Act provides that the amount of compensation payable for any property which is destroyed shall be its value at the time of its destruction.

*"Foot and Mouth Disease" includes the other serious exotic diseases mentioned below.

It should be understood that under Section 13(C) no compensation shall be paid for loss of profit, loss occasioned by breach of contract, loss of production of any other consequential loss.

Section 8A of the Stock Diseases Act, 1934-1976 gives the authority to take the necessary action to prevent the spread of serious exotic diseases. Action taken under this Section is subject to compensation as mentioned above.

The serious exotic diseases for which compensation is payable are:-

Foot and Mouth Disease, Swine Vesicular Disease, Vesicular Stomatitis, Vesicular Exanthema, Rinderpest, Swine Fever, African Swine Fever, Bluetongue, Newcastle Disease (in classic virulent form), Fowl Plague, Rabies, and Screwworm Fly.

The compensation is paid from a fund established by the FMD Eraidcation Fund Act. This fund receives its finance from advances from State Treasury and from the Commonwealth Government and the other States via a Commonwealth/States cost - sharing agreement.

With the exception of screwworm fly, all the diseases listed above are subject to the cost-sharing agreement, and in the case of Foot and Mouth Disease, the State of South Australia would only have to contribute 4.4% of the total cost of eradication (including compensation).

Likewise under the agreement, South Australia will be contributing 4.4% towards the cost of the disease eradication procedures in the recent Tasmanian incident. Such money will come from general revenue.

It is anticipated that screwworm fly will become subject to the cost-sharing agreement in the near future".

NEW ZEALAND CHEESE IMPORTS
A Solution Just Around The Corner?

The New Zealand - Australian Free Trade Agreement (NAFTA), which was signed in 1965, provided that all cheese from New Zealand would be admitted into Australia free of import duty, but an upper limit of 1 000 tonnes (later raised to 1 100 tonnes) was placed on imports of cheddar cheese.

In the 15 years since, although the limit on cheddar cheese has been observed, total imports of New Zealand cheese have increased six-fold, to nearly 5 000 tonnes, a large proportion of which is colby, a variety very closely akin to cheddar.

The rate of growth, which has far outstripped any increase in cheese imports from other countries, has placed New Zealand cheese at the top of the imports, outstripping any other country, INCLUDING THE COMBINED EEC NATIONS, has been a cause of great concern to the Australian Dairy Farmers' Federation because, as the cheese varieties imported from New Zealand are mainly the same as those produced in Australia, they have the effect of forcing locally produced cheese out of the domestic market into generally lower-returning export markets.

An inquiry, two years ago, by the Industries Assistance Commission, into imported cheese concentrated very heavily on cheese from New Zealand, and it is believed that the Federal Government's delay concerning the IAC's report on this inquiry was caused by the delicate situation of trans-Tasman trade.

In the absence of any observed action from the Federal Government, the Australian Dairy Farmers' Federation put forward a proposal, which was later discussed with the N.Z. Dairy Board, for the imposition of an initial overall quota of 4 800 tonnes per annum, subject to annual review and an increase equal to the growth in the Australian domestic market.

Agreement hs now almost been reached on a compromise proposal not very different from the Federation's.

The Chairman of the NZ Dairy Board, Mr. Ken Mehrtens, has assured the Australian dairy industry that N.A. has absolutely no intention of disrupting the Australian market, and that his Board will follow a reasonable restraint policy, beginning with a promise that the amount of cheese imported into Australia in 1980 will not exceed the 1979 level.

A Joint consultative committee, consisting of representatives of the NZ Board, the Australian Dairy Corporation and the respective industries in the two countries, has now been formed, to review the arrangement each year, "...taking into account all relevant factors such as movement in consumption of cheese in Australia".

POSITIONS WANTED

Head Office maintains a list of persons looking for jobs on dairy farms, some with extensive experience in dairying, others just wanting to "have a go". It is suggested that members telephone to see whether any labor is available before advertising in newspapers.

"AGNOTES"
All You Need To Know About Dairyfarming

It is thirty years since the Commonwealth Department of Primary Industry and the State Departments of Agriculture jointly published the handbook "Dairy Farming In Australia" and twenty years since the second (and last) revision of the South Australian edition.

In that time there have been many changes in dairy farming techniques and in our knowledge of the milking cow and the milk she produces, but there has been no further revision of the handbook, nor, despite the absence of anything later, or better, to take its place, are copies available to people who have entered the dairy industry since 1960.

That, at least, was the situation until last year, when the Victorian Department of Agriculture completed the first stage of a mammoth task of producing farming manuals for all primary producers, including dairy farmers.

The manuals, which are termed "AGNOTES" are in loose leaf form, so that they can be added to when further information becomes available, or revised in the event of change, and, for the use of Victorians, consist of a general section relating to the region in which the farm is situated and as many specialist commodity sections as are required by the user.

Nothing comparable is available in South Australia, and there is little likelihood that the future will see any change, whilst copies of "Dairy Farming In Australia" are now so scarce as to be a collectors' item.

The Association has, consequently, negotiated with the Victorian Department of Agriculture for a special edition of AGNOTES prepared for our members only.

This special edition consists of a diary commodity section and a "dairy plus" section of which embraces general farm management related to dairying, such as fences, fodders, pastures, fertilisers, water supply, pests, machinery maintenance and the like, all in a large loose-leaf binder.

The edition consists, at present, of about 300 loose leaf sheets, with one subject being dealt with on either one or two sheets.

Sets are available from Head Office, (Aston House, 13 Leigh Street, Adelaide. 5000) for $22.00 each (a cheque with your order will help), this price including all the "updates", that is, additional and revised sheets, for the rest of the year, which will be posted to you direct from the Victorian Department. "Updates" for subsequent years will cost approximately $3.00 per year.

* * * *

Disposing of

**** DEAD OR INJURED STOCK ****

can be troublesome and unpleasant and

MAY INVOLVE YOU IN A BREACH OF THE LAW

For assistance and advice, telephone

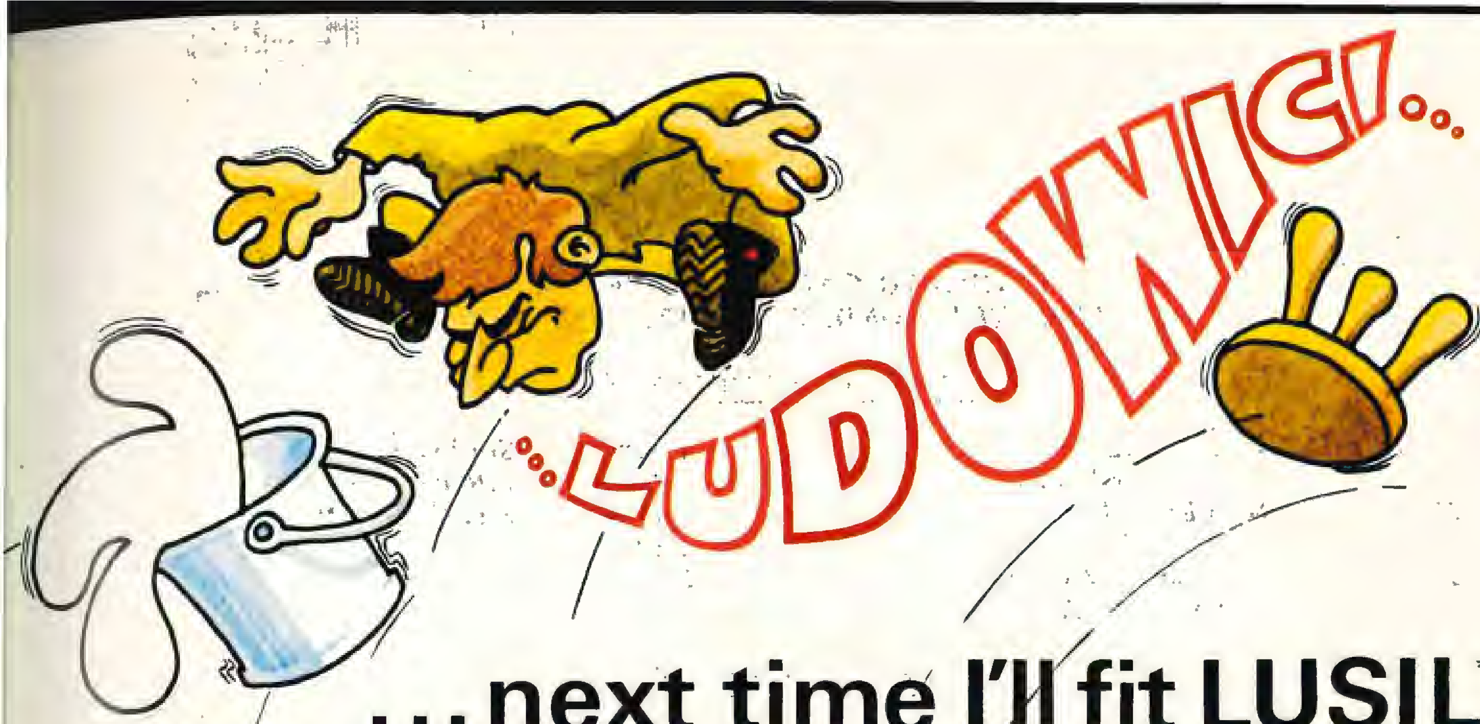
**** H.A. DODD (085) 56.3150 ****

Available any time, any day, any where

in the Central region

I WILL PAY UP TO $60 FOR INJURED STOCK

depending on condition and distance and will hygienically and legally dispose of carcases.



...next time I'll fit LUSIL*

Get rid of that troublesome black rubber tubing today. Lusil silicone rubber tubing (... the one with the red stripe) resists milkstone build-up and contamination from residual fats. It is translucent, so you don't need a gauge to see if milk is flowing.

Lusil tubing has many advantages over black rubber tubing. It is easy to fit, it has a grip like a dairyfarmer's handshake and yet is easy to remove from fittings.

It lasts longer and saves money. Silicone rubber stays strong and resilient, in peak condition, long after black rubber has deteriorated and cracked.

But that's not all. Lusil is unaffected by cleaning and sanitizing chemicals or the long-term effects of boiling water. Mechanical scouring is a thing of the past.

Proved in dairy industry research tests and approved by the FDA, Lusil is the milk line tubing for today.

Your dairy equipment supplier stocks Lusil in a range of standard bore sizes.

Save yourself both time and trouble. Ask for Lusil ... the one with the red stripe.

LUSIL milk line tubing helps to improve quality and reduce costs

LUSIL Tubing

- is durable, will outlast black rubber many times
- is unaffected by dairy chemicals and boiling water
- resists milk stone build up
- retains tension on fittings
- remains rubbery and translucent
- does not deteriorate and crack like organic black tubing

*Reg. Trade Mark

J. C. Ludowici & Son Ltd.

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The South Australian Dairymen's...

IN THIS ISSUE -

- New Adelaide Milk Prices
- Dairy Production & Consumption Statistics
- Cost Survey - A Management Tool
- Milk Supply Act Amended to Protect Vendors
- More About Roads & Fences
- Relief on Farm Building Fees

JOURNAL

The Official Publication of the South Australian Dairymen's Association

Published Bi-Monthly.

PRICE 40¢
$2.40 a year, post paid.

Registered at the G.P.O., Adelaide for transmission by Post as a Periodical Category "A".

... THE AUGMENTATION SCHEME ...

.. Equalisation Not An Alternative ..

Although exactly 3 years have elapsed since discussions with the South East began, in December 1977, legal problems of one kind or another have so far prevented the scheme from being put into effect, and although the delay has caused no grief to dairy farmers in the Central Region, who see the scheme as an unpalatable, but unavoidable, burden, it has generated a feeling of hostility in the South East.

This hostility, directed at what has been seen by some as intentionally created obstacles, has led to demands, from some quarters, for the augmentation scheme to be replaced by a milk equalisation scheme embracing the two regions.

Such a proposal is neither logical nor equitable.

Equalisation is not a mechanism for sharing the returns from a higher-priced market with those who do not supply the market; it is a means for distributing the returns from such a market between those who have an obligation, to service the market, if called on, and to ensure that they are recompensed for that obligation.

In the early days of the metropolitan equalisation scheme, the boundary of the scheme extended only as far as was necessary to ensure that, at the lowest point of production, there was sufficient milk to supply the needs of Adelaide. In the flush of the season milk for treatment plants was drawn only from the nearest districts, thereby keeping cartage costs to a minimum; then, as the season advanced, and milk production began to fall, the treatment plants drew their supply from a progressively larger area until, in the Autumn trough, every district was making its contribution.

The growth of the metropolitan area, and its increasing milk requirements were accompanied by a corresponding expansion in the area from which the milk supply was drawn, with adjoining dairying districts, Milang,

Jervois, and lastly, the Lakes being added to the metropolitan producing region as demand threatened to overtake supply, the incorporating of the Lakes district following a year (1958) in which, in the third week in April, milk production fell below market milk demand, and the treatment plants were forced to "tone up" milk to eke out supplies.

Since then better husbandry and greater production have removed the need for further expansion.

At its peak, ten years after the incorporation of the Lakes district, milk production in the metropolitan producing region had doubled, as had also production during the critical Autumn months.

Today, despite having shared in the general decline suffered by the Australian dairy industry since the peak of 10 years ago, the region still produces 80 per cent more milk than when a threatened shortage brought the Lakes district the obligation to supply and the privilege of participationg in equalisation.

Even if we disregard the historic fact that, in the interests of lowest cost transport, adjoining dairying districts have been added to the metropolitan producing region only in response to market requirements, the South East can not, because of its pattern of production, and because of the high and increasing cost of transport, meet an obligation to supply the metropolitan market in the Autumn trough.

Equalisation between the two regions is not, therefore, a rational alternative to the augmentation scheme.

The augmentation scheme recognises that the South East, because of its remoteness, is denied the chance of being absorbed into the metropolitan producing region, and is intended to compensate for that handicap without imposing on it the obligation to supply or the need to abandon low cost seasonal production, and without burdening the whole industry with the increasingly crippling cost of long distance transport.

* * * * *

MILK PRICES RISE IN S.A.

Where Do We Stand In The League?

From 14 December 1980 the retail price of a litre carton of milk will rise by 3 cents, or 6.25 per cent, from 48 to 51 cents, whilst the price of a 600 millilitre bottle will rise by 7.40 per cent, from 27 to 29 cents.

The farmgate price to the producer will increase by 7.24 per cent from 22.10 to 23.70 cents.

A comparison of retail prices, farmgate prices, and farmgate prices as a percentage of retail shows Adelaide as being equal top in the farmgate percentage, third in farmgate price itself, and fifth (second lowest) in retail price.

Capital City	*Retail c per litre*	*Farmgate c per litre**	*Farmgate as % of retail*
Brisbane	*58*	*26.4*	*45.7*
Sydney	*56*	*23.7*	*42.3*
Perth	*55*	*22.9*	*41.7*
Melbourne	*53*	*20.6*	*38.8*
Adelaide	*51*	*23.3*	*45.7*
Hobart	*49*	*19.5*	*39.8*

**After deducting cartage costs and all statutory levies*

Now at last a John Deere tractor that's right for your operation.

Straight off the production line come two spanking new under 22 kW (30 hp) tractors from John Deere. With all the quality and excellence associated with the big John Deere's but priced right to meet the needs of the smaller operator.

You'll love driving one. They're stylish, compact, fun to handle. But they take life seriously. With 8 speed transmission and a three cylinder diesel engine they face up to really tough jobs with zest and verve. The power take-off delivers 540 rpm and the three point hitch pulls anything from mowers to plows that work up to 12 inches deep. You can fit them with front end loaders that will lift 1000 pounds, light cranes, blades, scrapers, spreaders and a whole range of tillage equipment.

They're pretty tough.

The mighty minis come in two sizes. The John Deere 850 is 16 kW (22 hp) at the PTO; the 950 is 20 kW (27 hp) PTO.

They give you great fuel savings – they're able to do lots of jobs with a fraction of the fuel used by larger tractors doing the same work. And their basic, uncomplicated design makes them as easy to service as a car – even the bonnet tilts up like a car to give you simple access.

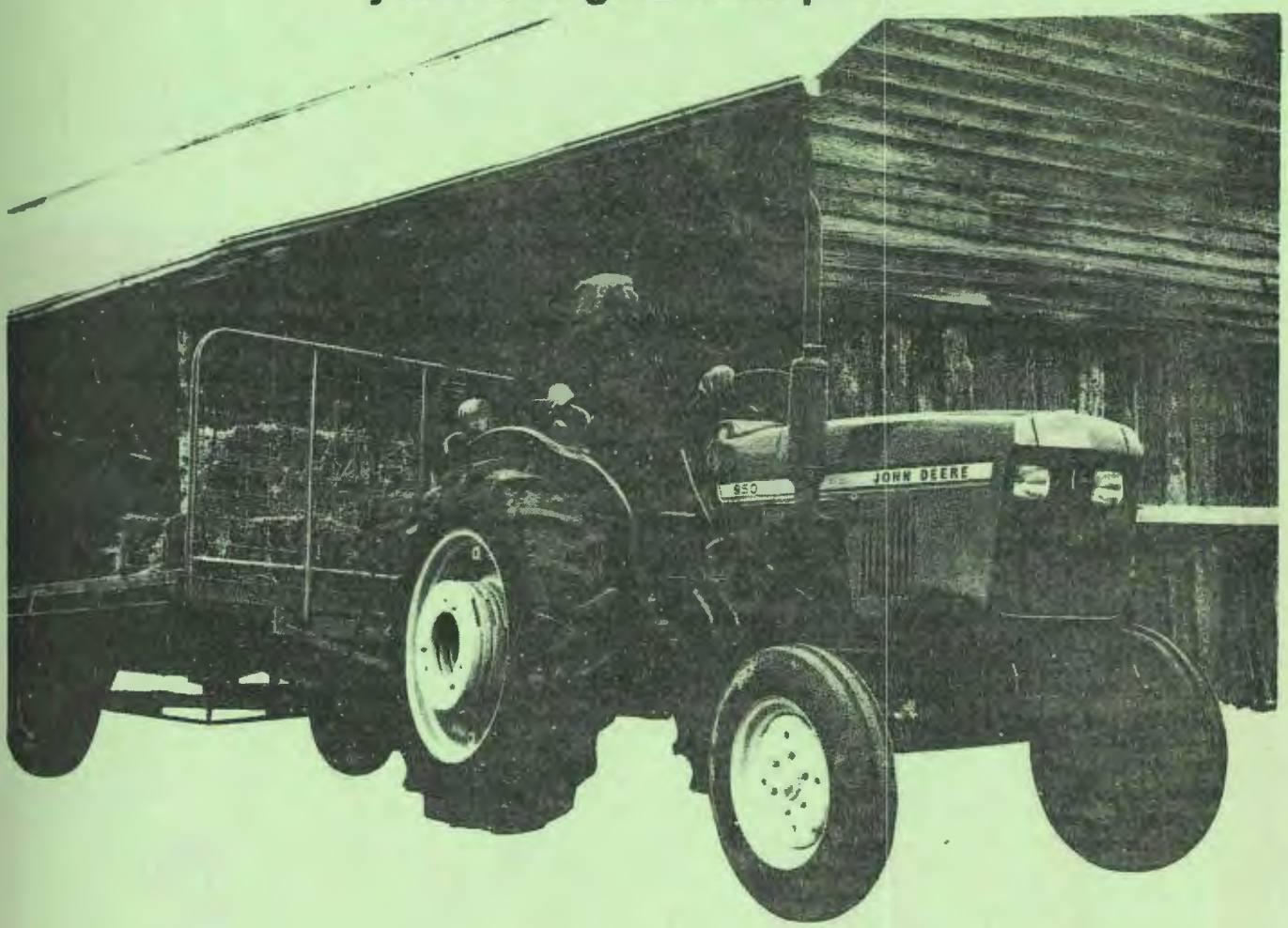
So talk to your Chamberlain John Deere dealer about these two powerful little tractors – they give you all the power you want and save you real money round your property.

Give him a ring today and arrange to test-drive the John Deere of your choice.

JOHN DEERE

CHAMBERLAIN JOHN DEERE PTY. LTD.

Test drive these new tractors now– you'll never get a better price.



CHEMICAL RESISTANT COATING

Glossy Finish For Dairy Walls

A chemical resistant hygienic coating, which has a glossy surface and can be readily applied over brick, concrete, plaster, iron, wood and fibro, is now available for the treatment of milk shed walls (and ceilings).

The coating, known as FORMROK 42L/300, can be steam-sterilised, or scrubbed with detergent, and has a high impact resistance against accidental damage.

* * * *

DAIRY PRODUCE CONSUMPTION

Changing consumer preferences during the past 40 years are revealed in the latest statistics on the domestic intake of dairy products as shown in the following table.

AVERAGE ANNUAL CONSUMPTION PER HEAD

	(3 years ending in year shown)					*(for year shown)*		
	1939	*1949*	*1959*	*1969*	*1979*	*1977*	*1978*	*1979*
MILK (litres)	*106*	*139*	*129*	*128*	*104*	*105*	*102*	*105*
BUTTER (kg)	*15*	*11*	*12*	*10*	*5*	*6*	*5*	*4*
CHEESE (kg)	*2*	*3*	*3*	*4*	*6*	*5*	*7*	*7*
* * * * * * * * * * * * * * * *								
MARGARINE (kg)	*2*	*3*	*3*	*5*	*9*	*8*	*9*	*9*
BREAD (kg)	*50*	*64*	*69*	*59*	*?*	*49*	*48*	*?*

DRIFT IN MILK SALES HALTED

On The Way To 100 Million Litres?

A 3 year decline in market milk sales in the Central Region, which reached its lowest point just a year ago, has now been reversed, and sales during 6 of the past 7 months have been consistently above those of the same months in the previous year.

Cumulative 12 month sales to 31 October 1980 were 97.3 million litres, compared with 97.0 million litres to 31 10 1979.

The latest total comes close to matching the 97.4 million litres for the previous (1978) year not so very far below the 98.1 million litres recorded for the calendar year 1977.

Peak sales, of 101.8 million litres were recorded in the calendar year 1972, prior to the abolition of the Free Milk for Schools scheme and the adoption of 6-day vending.

* * * * *

NATIONAL PRODUCTION STILL DECLINING

Only S.A. and W.A. Ahead

Total Australian milk production for the year ended 30 June 1980 fell by 4 per cent compared with the previous year, the major decline being in Tasmania (13.5%) followed by Queensland (9.5%), Victoria (3.3%) and NSW (1%).

Only in S.A. (up 3%) and W.A. (up 1%) were increases recorded.

Production in the metropolitan producing region rose by 1.8%, or 60% of the average increase for the State.

The pattern for the previous year has, so far, continued during the first quarter of the 1980-81 season. National milk production in the 3 months ending 30 September 1980 is down 5 per cent compared with the same quarter in the previous year, with no State showing any increase although W.A's production is equal to that of the September 1979 quarter.

By contrast, production in S.A.'s Central Region ("metropolitan producing district") during the September quarter is 2.8 per cent above that of the same period a year ago.

* * * * *

MILK SUPPLY ACT AMENDED

Change To Vendor Licensing Powers

An amendment to the Metropolitan Milk Supply Act, passed by Parliament on the day before the end of the current session, gives the Metropolitan Milk Board the power to refuse an application for a milk vendor's licence, or to cancel an existing milk vendor's licence.

The power can be exercised by the Board if it believes that the milk or cream sold by the holder of the licence will be sold to the public or a shop in a manner that will have an adverse effect on the existing system of milk and cream distribution in the metropolitan area.

In the second reading speech, with which he introduced the amending Bill, and Acting Minister of Agriculture, Dean Brown, Minister of Industrial Affairs and one-time dairy research scientist at Northfield explained that its purpose was to prevent possible disruption to the present system of retail milk distribution, and arose from an application for a milk vendors licence, lodged by a major South Australian chain store.

It was feared that if the practice spread, the likely result would be that milk vendors engaged in home delivery would be forced out of business.

THE FARM PRODUCTION COST SURVEY

Widening The Use of A Management Tool

The Metorpolitan Milk Board's annual farm production cost survey, which is now in its 24th year, at present includes 72 dairy farms spread over 6 regions within the metropolitan milk producing district.

The results of the survey on the costs of these 72 farms are used primarily as a basis for the Board's determination of the farmgate price for milk but the dairy farmers in the survey believe that the comparison they can make between their own cost levels, relative to their production, and those of all participants in their region, and in the whole of the survey, is a valuable management tool which they can use to analyse their own performances, and provide a guide to better cost efficiency.

There is no point in greatly increasing the number of participants in the survey; the sample size is around 8 per cent, and is large enough for the main purpose for which it is used, but there is a belief that extending to more dairyfarmers the ability to compare their cost performances with regional averages and total survey averages would provide them with a valuable management tool.

So that this could be done, it has been suggested that the Board be asked to engage another staff members whose job would be confined solely to conducting a "second tier" survey, not for the purpose of assessing the cost of producing milk, but to allow a much greater number of dairyfarmers to have access to cost comparisons, as a guide to their economic performance.

The idea has its problems. For example, the costs of the producers now in the survey are all taken over the period 1 February to the following 31 January.

If a lot more participants were included, the problem of cost collection would means that their "cost years" would close at different times during the year; perhaps they could be divided into 4 groups each group having its "cost year" ending in a different quarter, which would mean that direct comparison with the original survey would not be possible, as the two surveys would relate to different periods.

But the idea is worth considering, and any members who would like to become involved in a wider scheme are asked to notify Head Office accordingly.

The cost of the service could be met by increasing the Milk Board administration levy, now 0.30 cent per litre, by a further 0.02 cent, which would provide an extra $20 000 per year.

* * * * *

MASTITIS DETECTORS

New, Improved Pattern Now Available

The Association has sold many of the original cylindrical mastitis detectors developed by the U.K. National Institute for Research into Dairying, and still carries stocks for sale at $7.50 for a set of 3.

But, useful though they were, they had some defects including difficulty in washing (they had to be removed from the milk line and hosed out if clots were entrapped) and a tendency to let the cups drop onto the floor if heavy clotting was encountered.

Stocks have now been obtained of a greatly improved detector, which has the advantages of a removable screen, for easy washing or ready replacement if damaged, a much larger capacity by-pass, to prevent cups dropping off, and a black-colored screen on which the clots are much more readily seen than on the stailess steel mesh of the original design.

Regrettably, the improvements are accompanied by the much higher price of $21.80 for a set of 3, together with a spare screen.

* * * * *

MORE ABOUT ROADS AND FENCES

Farmers' Rights and Duties

The physical and economic damage that can be caused by bulls breaking through fences, to the fences themselves, to persons, and to a farmer's dairying operations through haphazard and unscheduled mating of his heifers and cows, has resulted in the Association's acting on a proposal from the Mount Barker District, by seeking legislation to control the paddocking of bulls, whether of dairy or beef breeds, adjacent to any boundary fence.

The Attorney-General's first reply was that an amendment to the Fences Act was being considered in connexion with our proposal.

But Mr. Griffin's later reply was that the Government was now considering the implementation of a recommendation of the South Australian Law Reform Committee on legislation relating to animals, and would consider the inclusion of provisions with respect to escape and damage by animals including bulls.

Whilst such legislation might be welcomed in cases of damage by bulls, the Law Reform Committee's recommendations also propose a change to the present position concerning the liability of stockowners in the event of damage caused by straying stock.

This subject was discussed in this Journal earlier this year under the tital "Cattle on Road - Whose Responsibility? Whose Liability?", in which reference was made to the Government's pre-election promise to change the law away from the principle cited by the High Court in deciding the "Kerin Case".

On the surface it would seem that abolishing the "Kerin Case" principle will be contrary to the interests of primary producers, so that we may find ourselves in a peculiar position in supporting part of the proposed legislation and opposing the other part.

GIVING NOTICE TO THE FACTORY - AND VICE VERSA

Members of the Southern Hills District, at their Annual Meeting, expressed their displeasure at what they believed to be the different rules governing the obligation of a dairy farmer to give 12 months notice to his factory of his intention to change and the factory's right to cease picking up milk after only one month's notice.

As a result the Southern Hills District submitted a motion to the Central Council "that the Association push for equality of time for the termination of supply", an action that was followed by letters written to the two dairy companies for their comments.

The replies received indicate that neither Company now claims the right to cease milk pick-up after the giving of only a month's notice.

It appears that the concern of the Southern Hills District arose from the previous Dairy Vale rules, prior to the absorption of that company into the present Dairy Vale Metro Co-operative Limited.

The old rules stated that "the Society shall be at liberty at any time or from time to time when in the opinion of the Board it would be uneconomic for the Society .... to discontinue the collection of milk from (any) member on giving to such member .... not less than one calendar month's notice".

No such provision is included in the rules of Dairy Vale Metro, nor does Southern Farmers have any rule on this subject.

At the Central Council meeting on 9 October, when the Southern Hills District's motion was discussed, and the above reply given, it was moved "that the Association press for the period of notice to leave or join a dairy company be 2 clear calender months, and that the matter be pursued with the Metropolitan Milk Equalisation Committee".

The motion was defeated by a majority vote, but another opportunity to debate the issue will be available to Dairy Vale Metro suppliers when a similar motion, of which notice has been given, is debated at the next shareholders' meeting.

* * * * *

PACKAGED SILAGE

Easy Making . . . Easy Feeding

ICI has announced the development of a novel method for silage making which seems to have considerable advantages in that area where silage compares so unfavorably with hay, namely feeding out.

The new method, which is applicable only when a "Vermeer" or a "New Holland" baler is available, involves the use of 3 metre long black plastic tubes, which are slid over the round bales of wilted silage.

The bags of silage, each weighing about half a tonne, are stacked with buckrake tines (replacing the baler's loader fork tines) driven lengthwise along the axis of the bale, and are unstacked, for feeding out, in the same way.

The use of plastic for silage making is not new; evacuated plastic covers were in use 25 years ago, and plastic sheeting has been used at Northfield and by a number of dairy farms during the past 10 years; but this appears to be the first time that an attempt has been made to store silage in relatively small, readily handled "packages".

It is claimed that the quality of the silage is excellent, and that the tubes can be patched, (but should not be re-used) if accidentally pierced. The only drawback, apart from the need to buy a suitable round baler, is the cost of the tubes, which are between $3 and $4 each, making a total of about $27 per tonne of hay equivalent. The tubes can, however, with care, be used for up to 4 seasons.

Although the season is now too far advanced for any practical application of the method, we have asked Northfield to use some regrowth for a small scale trial.

FEES FOR FARM BUILDINGS

...And For Alterations And Demolition

It may not be generally realized that farm buildings and other structures come within the scope of the Building Act, and that, with very few exceptions, a fee must be paid to the local Council whenever such a building or structure is erected, altered, added to, demolished, or even, in some case, repaired.

Furthermore, the fee is set at a uniform rate per square metre, regardless of the complexity or simplicity of the building or structure (but see below).

This meant that for a fodder shed of very large area, but of very simple construction, recently built by one of the Association's members, the Council fee of 35 cents per square metre floor area represented a quite considerable portion of the building's total cost.

**Paradoxically, if calculations had been needed (in which case the fee would have been 50 cents per square metre, instead of 35 cents) the Council would have had power to remit up to 50 per cent of the fee, though it had no such power where calculations were not required.*

Thus, for a simple structure the fee was fixed at 35 cents per square metre, whereas the higher fee for a complex structure could have been remitted down to 25 cents per square metre.

When this most unsatisfactory state of affairs was brough to the Association's attention by the Mount Barker District, the Executive Committee decided that the matter should be taken up with the Minister of Local Government (the Honourable Murray Hill MLC).

The result of this action was a letter from the Building Advisory Committee, informing us that the Committee intended to make a recommendation to the Minister of Local Government that a council be permitted to remit such portion of the fee as it deemed appropriate. The Committee's letter added that this would acknowledge the fact that where council's expenditure in checking on application for a simple structure, such as a hayshed, was minimal, the fee charged should reflect this.

The Committee's letter also stated that it was envisaged that rural councils would take a realistic approach to the matter and remit generously where circumstances warranted such action.

Mr. Murray Hill has accepted the Committee's recommendations, and a new clause in the latest Building Act Regulations, gazetted on 20 November 1980, states that "...where, in the opinion of the council, the circumstances warrant a reduction in the fees prescribed... the council may, at its discretion, modify accordingly the fee payable, as it deems fit".

The Minister's action in this matter is doubly welcome, as the fees have, at the same time, been increased from 35c to 40c per square metre.

Members must realise that to receive the benefit of this concession, it is up to them to present a case to the council as to why, in respect to any building or structure they are erecting, altering or demolishing, the fee should be reduced.

* * * * *

WANTED . . . . . .

Sharefarming And Leasing Opportunities, Dairyfarm Employment & Relief Milking

We have several keen applicants, some with considerable dairy farming experience, and, in some cases, the nucleus of a dairy herd, looking for leasing or sharefarming propositions. We also have some qualified people looking for full time dairy farming employment, or occasional relief milking for long or short periods.

Please telephone Head Office (08) 513034 if you would like to be brought into contact with any of these candidates.

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"FEEDING FOR PROFIT"

The next seminar on "Feeding for Profit" will be held in the CHARLESTON HALL on WEDNESDAY 25 FEBRUARY 1981 from 10.30 am.

The contributions and discussions will focus on dairy farm management practices appropriate to the Adelaide Hills.

All dairyfarmers and other interested persons are welcome. A light luncheon will be available at a modest charge.

Summaries of the technical papers and discussions at the first seminar on "Feeding for Profit" held at Hindmarsh Valley in August 1980 are included in this Journal.

RELIEF MILKING

Please Book Early To Keep The Service Going

Wendy Hansen is giving up relief milking on medical advice, and we say "Goodbye" with regret, for Wendy has done a good job, and enabled many of our members to take their families on a well-deserved vacation, or to attend to some pressing business which required them to be absent from their farms.

But there are a number of members who had already booked for Wendy to milk for them during 1981, and we hope that the service will continue to be provided by one or both of two girls that are now gaining experience in the job.

To make sure that the service does continue it will be necessary for us to be certain that we can offer the girl, or girls, a fairly full engagement book, so, PLEASE, if you are thinking of taking a vacation, or making a trip interstate or overseas, or if you want a spell from milking to enable you to give all your time to seeding, or cropping, or haymaking etc, please make an early booking, or at least an early enquiry, so that plans for the coming year can be drawn up.

BRUCELLOSIS VACCINATION

Where Do We Stand Now?

Regulation 7 of Part VI of the Regulations under the Metropolitan Milk Supply Act require that every licensed producer shall cause every female calf in his herd to be vaccinated for brucellosis between the ages of 3 and 6 months; a require- ment that was regarded, at the time the regulation was made, as being an essential step in the control of brucellosis.

The observing of this regulation, over the years, resulted in good protection from brucellosis in dairy herds in the Central region, at a time when there was a significant level of the disease elsewhere throughout Australia.

But as the nation-wide campaign against brucellosis moves towards its goal, vaccination with Strain 19 has not only ceased to be important; it has become actually undesirable and it is now necessary to phase out its use, for the following reasons:-

(1) To facilitate detection of herds where vaccination is masking a low level of residual infection. Infected females in herds of this type may show no outward signs of disease, most often manifested by abortion and in- fertility, and may calve normally. However these "carrier" animals may shed large number of brucella organisms at each calving following the initial infection;

(2) To eliminate the difficulty in interpretation of blood test results now experienced where the vaccine itself may cause a positive reaction on a blood test, particularly if the animal concerned was vaccinated over 6 months of age;

(3) To ensure that any new outbreaks or instances of infection are swiftly recognised by the presence of typical symptoms of the disease. This will allow measures to be initiated to stop spread.

It is planned to phase out routine vaccination with Strain 19 starting early in the New Year, and it is expected that the Board's regulation will be revoked at that time.

As of February 1981 all veterinary practitioners will be required to obtain permission from the Chief Veterinary Officer to use vaccine in any herd, and this permission will be granted only in specific circumstances. Examples of such occasions would be:

(1) where a herd is heavily infected and vaccination is considered necessary to protect young stock from infection while eradication of disease from the herd is effected.

(2) where vaccination is a condition set down in requirements for export to an overseas country.

* * * * *

HOW THE CITY MILK BONUS IS SET

It's Easy When You Know How

The Victorian Dairy Industry Authority's adoption of a "winter incentive" payment inmid 1980 added one more to the total of differential payment schemes intended to encourage the production of milk during the high-cost lean period.

In every case except the local equalisation scheme, the amount of the incentive is determined arbitrarily, and financed by making an equally arbitrary deduction from the payments that would otherwise be made to producers during the flush period. In other words, payment is withheld from dairy farmers during the Spring, and paid out to them in the Autumn and Winter as an incentive!

By contrast, the City Milk Bonus in the local Metropolitan Milk Equalisation Scheme, whilst having a similar effect, is not financed by withholding money from earlier months, but represents the full payout of all revenue received during each month, the rate of payout being determined arithmetically, with no possibility of manipulation.

The way the calculation is made can be followed by reference to the accompanying statistical table, which presents the information necessary to enable the City Milk Bonus to be calculated each month; in this case, June 1980.

CITY MILK BONUS - JUNE 1980

STATISTICS

Purchases			Sales(litres)	
Litres	17 201 589		Milk	7 807 814
Kgs fat	768 354		Cream	204 941
Ratio of sales		46.6%	Combined	8 012 755

STATEMENT OF FUNDS AVAILABLE FOR DISTRIBUTION

LEVIES ON SALES		
Milk @ 13.67c/litre; Cream @ 9.27 c/kg fat	$1 074 519.84	
Term deposit interest	12 995.07	
Audit and other adjustments	81.18	
LESS		
Country sales levy refunds		21 351.95
Milk Board administration levy		20 169.83
Commonwealth Dairy Industrylevy		17 889.67
South East augmentation transfer		40 000.00
Administrative transfer		4 000.00
	$1 087 596.89	103 411.45
	- 103 411.45	
Net levy fund	$984 184.64	

City Milk Bonus = $984 184 - 768 354 = 128.09c
Equalised Price (Basic Price plus City Milk Bonus) = 332.82c

The upper portion of the statistical table shows milk purchased (in litres and kilograms of fat) from licensed producers by the Dairy Companies that are signatories to the Equalisation Agreement (now only Dairy Vale Metro and Southern Farmers, although there were many more companies when the scheme first began 44 years ago).

The City Milk Bonus calculation is contained in the lower portion, headed "Statement of Funds available for distribution", starting with the levies on milk and cream, which provide the fund from which the City Milk Bonus is paid, and it is here that the question, and the confusion arise.

First it must be realised that we are dealing with milk that has been produced in the previous month, (june in this case) and has already been either sold as market milk (or table cream) or made into cheese (or other manufactured products).

Now the Basic Milk Price (which is based on the value of milk for cheese) has already been paid out, in the cheques received by producers early in July; for all the 768 354 kilograms of butterfat in the 17 201 989 litres of milk produced in June, regardless, at that stage, of the purpose for which the milk was used.

It is now necessary to bring the returns for the market milk and table cream sold in June up to the prices set by the Metropolitan Milk Board.

This is done by converting the Basic Milk Price already paid, at 204.73 cents per kilogram fat, to the equivalent price per litre, (in this case 8.34 cents per litre), which is then deducted from the Board's price of 20.48 cents per litre to give a difference, called the "levy", of 13.67 cents per litre (shown in the 3rd line of the "Statement of Funds....").

In the case of table cream, wherethe Board sets a price per kilogram fat, the "levy" is simply obtained by taking the Basic Milk Price of 204.73c from the Board's table cream price of 214c to give a "levy" of 9.27c kg fat.

At the end of every month, each Company pays to the Equalisation Committee the "levies" on all milk sold as market milk and all cream sold as table cream, the payments from the two Companies in this case totalling $1 074 519.84 as shown.

So, at this stage, the position is that the Companies have already paid, direct to their suppliers, $1 573 051.14 by paying the Basic Milk Price of 204.73c per kg fat on the whole of the 768 354 kilograms of fat in the milk produced during June, and have since paid to the Equalisation Committee levies totalling $1 074 519.84 on all market milk and table cream.

So the Companies have paid, to their suppliers, the Basic Milk Price for all milk used for manufacture, and have now paid, in two instalments (the first being included in the Basic Price paid to their suppliers in the previous month, and the second as levies paid to the Equalisation Committee) the whole of the prices fixed by the Board to be paid to licensed producers, for all milk sold as market milk or table cream.

Only two steps now remain before calculating the City Milk Bonus. The first is to deduct the statutory payments (in this example, the Milk Board's administrative levy of $20 169.83, and the Commonwealth Dairy Industry levy of $17 889.67), country sales levy refunds of $21 351.92, an administrative transfer of $4 000, and a transfer for the proposed South East augmentation scheme. Then must be added the interest, $12 995.07, received on the levy fund whilst it is in the Committee's hands, and, in the example shown, a small audit adjustment, from an earlier period, of $81.18.

This leaves a "net levy fund" of $984 184.67 for distribution as City Milk Bonus, and, in the example shown, when the "net levy fund" is divded by the total intake of 768 354 kg fat, the result is 128.09 cent per kg fat, which becomes the City Milk Bonus.

So, during the month of June, licensed suppliers received, for all milk produced, a Basic Milk Price of 204.73 cents per kg fat, and a City Milk Bonus of 128.09 cents, or a combined "Equalised Price" of 332.82 cents, a total of $2 557 235.78.

This result is exactly the same as if the Companies had paid to their suppliers the prices fixed by the Milk Board for the 46.6 per cent of the total intake that was sold as market milk and table cream, (totalling $1 797 463.88) and the Basic Milk Price for the remaining 53.4 per cent that was made into cheese and other dairy products (totalling $759 771.90), the two totals adding up to the same grant total of $2 557 235.78.

The important fact to note is that payment for market milk and table cream is made in two instalments; first, in the Basic Price paid at the end of the month in which the milk is produced; second in the "equalisation levy" paid after the market milk or table cream has been sold, (the two amounts added together equalling the prices fixed by the Board), but the "equalisation levy" being paid out through the City Milk Bonus, not on the market milk and table cream sold, but spread ("equalised") over the total production.

It can be seen, therefore, that, if the Basic Price (that is to say, the "first instalment") is relatively high, the "equalisation levy" (the "second instalment") will be correspondingly lower (and the City Milk Bonus will consequently be lower also), but the two "instalments" will still add up to the price fixed by the Board, a situation that often gives rise to queries where, in two otherwise similar months, a higher Basic Price is accompanied by a lower City Milk Bonus.

Assume that, in the foregoing example, the Basic Milk Price was increased by 5 cents to 209.73c per kg fat. The levies now become 13.46c per litre for market milk and 4.27c per kg fat for table cream, the "levy fund" received by the Equalisation Committee falls by $19 862 to $964 322.64, which yields a City Milk Bonus of 125.50c per kg fat.

But although the City Milk Bonus is lower, the full producer price has still been paid for all market milk and table cream, and the Equalised Price, now (209.73 + 125.50 =) 335.23c per kg fat, when multiplied by the month's production of 768 354 kg fat gives a total return of $2 575 791.23, the difference of $18 555.45 between that and the total in the previous calculation coming from the additional 5c per kg fat paid on the 371 109 kg fat in the surplus milk used for manufacture.

A similar situation occurs when, again in two otherwise similar months, production is greater in one month, the Basic Price and the producer's price set by the Board being unchanged.

In this case the rate of levy is also unchanged, but when the net levy fund is divided by the greater production, the City Milk Bonus rate is lower. Again, the full price, as set by the Board, has been paid for all market milk and table cream, and when the higher production is multiplied by the lower Equalised Price the total payment for that month will be found to be higher, by exactly the amount of the increased production multiplied by the Basic Price.

* * * * *

SELLING MILK TO LOCAL VENDORS

Make Sure You Charge a Reasonable Price

What price should be charged to a local milk vendor (or any other customer) who wants to obtain supplies from a licensed producer?

Members of the Mount Barker District believe there is a tendency on the part of dairy farmers to attempt to be neighbourly, and to charge too little in such cases.

As a consequence the District submitted the motion:

> *"that the Association take note of the concern of the members of this District at the apparent readiness of dairyfarmers to sell raw milk to local vendors at less than the farm-gate price set by the Metropolitan Milk Board, and that the Association take whatever action appears to be appropriate".*

The motion was considered by the Executive Committee, which decided that members should be advised, through the Journal, of the appropriate prices to be charged, with the warning that members should not undersell their colleagues.

What, then, is a reasonable price to charge, to either a local milk vendor, or a neighbour or visitor who wants to buy milk?

Clearly the price should not be less than the farm-gate price set by the Milk Board, currently 23.7 cents per litre (or $1.08 per gallon or 13 1/2 cents per pint in the old system) as this is a price based on what it costs to produce the milk, and to sell at less than this contradicts the cases we continually put to the Milk Board for further increase.

But this price does not reflect the higher average fat test, being related to a nominal 4%, not is it intended to compensate you for the additional effort in supplying a small order, which means that a handling margin should be added to that figure (noting that the lowest prices set by the Prices Branch are at least 10 cents above the Board's farm-gate price).

You should also make sure that, in selling milk direct off the farm, you are not breaching any contract entered into with the dairy company of which you may be a shareholder. The company's Rules may require that permission be given before any milk can be supplied other than to the company.

* * * * *

FREEZING POINT OF MILK

N.Z. Blames Access To Drinking Water

At the Workshop on the Freezing Point of Milk held at Mount Pleasant in Februry 1980 several factors, sometimes combined with stress, were labelled as being responsible for elevated freezing point, or so-called "water in milk".

Experiments at Massey University (New Zealand) indicate that an intake of 20 litres of water had a significant influence on freezing point, compared with milk from a control group that did not have free access to water.

"FEEDING FOR PROFIT"

A Summary of the Hindmarsh Valley Seminar

The Hindmarsh Valley seminar was convened to provide information that is not readily available in standard dairyfarming textbooks, which deal with feeding for production, but pay scant attention to feeding for profit.

Whether the seminar provided the 180 persons who attended with the answers they sought probably depends on the extent to which each member of the audience could adopt the practices described by the two dairy farmer speakers, Tony Philp and Ian Williams both of Parawa, who had been selected on the basis of the economic performance of their herds.

The seminar opened with addresses by officers of the Department of Agriculture, the first being Graham Trengove, who emphasized the need for every farmer to determine his goals before deciding whether, or how, he should change his management practices.

Roger Wickes followed, with the following recapitulation of the way in which the cow converts feed to milk.

How the cow converts feed to milk

The cow has four stomachs which enable her to digest grass and turn it into a form that can be used for her body functions and milk production. The first two stomachs hold 200 to 300 litres of fluid and contain many millions of microbes (single cell bacteria and protozoa) which live, grow and multiply on the feed. It is the by-products from their digestion and their dead bodies that feed the cow.

Feed Digestion

The two most important constituents of feeds are energy and protein. Energy from sunlight and carbon dioxide from the air are used in the plant to build up sugar. and cellulose (fibre). When the plant is eaten by the cow, the microbes obtain their energy by digesting the cellulose back to sugars and then to acids. The acids are absorbed by the cow and used to supply 60-70% of her energy requirements.

Protein is made in plants by the use of sugars together with nitrogen from the soil to form units called amino acids. There are 22 different amino acids which are linked together in various chains to form proteins. The order and type of amino acids used in the chain determine the type of protein that is formed. When the proteins from the plant enter the rumen (first stomach), the microbes break them up into the individual amino acids and use them to form the proteins they themselves require to build their bodies as they rapidly grow and multiply. The proportion of protein in the total diet that they require is approximately 13%. Protein in excess of 13% is used by the microbes and the cow as an energy source.

The microbes and other material flow out of the rumen (first stomach) through the second and third stomachs and into the fourth stomach (true stomach). The third stomach has the ability to absorb the large quantities of water which the cow consumes when grazing pasture. As the material flows through to the true stomach, water is absorbed into the blood stream and either excreted in the urine or passed back through the saliva to the rumen. In the true stomach and intestines, the protein in the bodies of the microbes is broken down to amino acids which are then absorbed by the cow and used in milk protein and body protein.

Feed Composition

Feeds are composed of water and dry matter. The water content of most feeds does not limit the intake of the cow as the third stomach of the cow can remove the water. The dry matter contains the energy and protein in the feed. Not all of the dry matter is available to the cow and passes through the cow to become manure. If we determine the dry matter of the feed that is digested we can estimate the energy value of a feed to a cow. Feeds vary in their digestible dry matter (energy) content. Comparative energy values have been listed in the January/February edition of the South Australian Dairymen's Journal.

Use of the feed by the cow

A cow has a definite requirement for energy. She requires energy to maintain her body, for walking, for the growing calf during pregnancy, for live weight and for milk production. For example, a cow in 4-5 months of lactation, producing 20 litres of milk containing 4 per cent fat and not altering live weight will require 15 kg of pasture dry matter (65 kg of fresh pasture) a day. If this was taken at 100% of the energy available, 38% would be lost in the manure, 10% in the urine and gasses, 16% for maintenance of the body, 1% for pregnancy and 34% for milk production.

Over the lactation the energy requirement of a cow changes. In early lactation the energy requirement of the cow is greater than her feed intake. During this time she has to draw on her body for energy and can readily lose 0.5 kg of live weight a day. By mid lactation her feed intake can meet her energy requirements. During the last three months of the lactation the cow can regain the liveweight lost during the early lactation. Because of the drain on liveweight in the first months of lactation, it is important that cows are in good condition before calving. A visual method to help farmers assess this is called "condition scoring". Advisers from the South Australian Department of Agriculture will help those who are interested in learning this technique. Energy concentrates can be fed in early lactation to help overcome this energy deficiency which is due to the inability of the cow to consume enough dry matter.

Summary

1) The diet must be considered as a whole as each feed is mixed together in the rumen.

2) The microbes digest and modify the feed and the cow lives on the microbe by-products and microbe bodies.

3) The feed consists of water and dry matter. The water is not important because the third stomach can remove it rapidly. The dry matter contains the energy and protein.

4) Not all the dry matter is digestible as portion of it passes through as manure. The digestible dry matter - a measure of the energy value of a feed - varies between different feeds.

5) Energy that is digested from the feed is used for maintenance, milk production, liveweight and pregnancy.

6) In early lactation, the cow can not eat enough feed to meet her energy requirements and consequently uses fat from her body as an energy supply. It is therefore important that she be in good condition at calving. Energy concentrates fed in early lactation can increase the energy intake of the cow during this period.

7) Protein in the total diet should be 13% of the dry matter to be sufficient for the cow's protein requirements. Protein in excess of this amount is used by the cow as a source of energy.

This address was followed by Brian Bartsch's assessment of the cost and value of feed alternatives, expressed in dollars per "cow-day" for a more ready comparison than is obtained from the standard tables of nutritive values.

The cost and value of feed alternatives

The nutritive values of feed alternatives have been discussed in an article in the January/February edition of the South Australian Dairymen's Journal. This present article deals with the costs of various feeds which are commonly used for feeding dairy cattle.

The costs of feeds have been expressed in dollars per "cow-day" - a "cow-day" being the amount of feed which supplies the energy needs of a cow (producing approximately 0.8 kg of milk fat) in early lactation for one day. By expressing feed costs in this way we can readily determine the return above feed costs for a particular feed.

However, the term "cow-day" does not imply that the whole diet of the cow can consist of only one of the feeds. Diets must be balanced in terms of energy, protein and minerals and more expensive feeds may need to be included in rations to maintain the production and health of the cows.

The figures given in the table have been calculated from data collected on the various available feeds in South Australia. Since differences occur between farms in factors such as soil type, rainfall and availability of water, the cost of home-grown feeds will vary. Costs of transporting purchased feeds such as brewer's grains and cereal grains have not been included in the feed costs. The figures given in the table must therefore be used only as a guide to the costs of feeds on a particular farm.

The prices of feeds used in the calculation of the cost per "cow-day" are given in the table. These prices are expressed on an "as fed" basis, the feeds with higher water and lower dry matter content consequently being generally cheaper. The large variation in initial price/per tonne is reduced in the cost per "cow-day" figure as both the water and energy content of the feed are taken into account.

The protein contents of the feeds have also been given in the table to indicate which feeds contain the minimum 13% protein necessary to maintain milk production. If the major feed in the ration contains less than 13% protein, feeds of high protein content will need to be included to balance the protein content of the total ration.

Feed Costs per "Cow-Day"

(The costs of the amounts of each feed required to supply the energy needs of one cow, producing approximately 0.8 kg milk fat, in early lactation for one day, together with the prices of the feeds used in calculating the costs and the protein contents of the feeds).

	Cost per "cow-day" $	Price per tonne* $	Protein Content % of dry matter
PASTURE			
Normal	0.28 - 0.55	4-7	15
Irrigated	1.00	13	20
N Fertilized	0.60 - 2.00	8-27	23
FODDER CROPS			
Maize	0.30 - 0.51	6-9	8
Sudax	0.55	7	11
Winter Cereals			25
(grazing only)	1.85	18	
(grazing + hay cut)	0.89		
HAY			
Pasture	1.11	50	13
Cereal	1.11	50	9
Lucerne	2.02	100	18
SILAGE			
Pasture	0.80	8	13
Cereal	0.91	10	9
Maize	0.79	17	8
Sudax	1.03	11	11
CONCENTRATES			
Wheat	2.07	140	14
Barley	1.90	120	13
Oats	1.71	100	12
Peas	2.78	175	25
Lupins	2.78	175	30
Linseed Meal	4.79	280	20
Molasses	2.48	135	5
Brewer's Grains	0.87	13	20
OTHERS			
Oat Hulls	0.40	20	8

* Does not include transport costs if purchased away from the farm

The two dairyfarmers, Ian Williams and Tony Philp, then outlined, in practical terms, the systems they use to achieve high profits per cow.

The Williams family operate a 175 cow dairy on 202 hectares (500 acres) with a sharefarmer. Cows are Autumn calved and supplementary fed with a purchased crushed grain/mineral ration and trickle molasses. The herd has averaged over 200 kg (440 lbs) during the past three seasons with 222 kg (489 lbs) for 1979-80.

Tony Philp milks 75 cows on 120 ha (300 ac.) using no purchased supplements and for the 1979-80 season averaged 213 kg (470 lbs) fat per cow from grass alone.

Both farmers modestly claimed that no special management techniques are used, except to stress good feeding in late pregnancy and early lactation, whilst Tony induces any late June/July calvers.

John Whellams, private farm management consultant from Waitpinga, then compared the results and techniques of the two farmers, with the District averages from the Milk Board survey.

PRODUCTION & RETURN PER COW - 1979-80

	Cows	Prod/cow	Gross ($)	Cash costs ($)	Nett/cow
Tony Philp	75	213 kg (470 lb)	670	166	504
Ian Williams	173	222 kg (489 lb)	697	293	404
District Average	89	172 kg (379 lb)	542	175	367

PRODUCTION & RETURN PER HECTARE - 1979-80

	Total Eff.Area*	Ha/cow	Acres/cow	Gross	Costs	Nett
Tony Philp	120 ha. (300 ac)	1.60	4	419	104	315
Ian Williams	202 ha (500 ac.)	1.17	3	597	251	346
District Average	144 ha (356 ac.)	1.62	4	335	109	226

*Effective area = area used by dairy herd including area cut for fodder

Similarities of the two farms:-

- Both in same good Parawa area - average rainfall 35" (1979-45")
- Good ryegrass/sub clover pastures with no irrigation or regular fodder crops used.
- Seasonal calving - Tony - March to June
  Ian - April to June + few to end of Aug.
- Good established herds, Friesian and Friesian cross, not all AI bred, with heifers calved as Junior 2's
- Herds are well fed, particularly in late pregnancy and through the winter.
- Similar production per cow for 1979-80 seasons, i.e. around 215 kg (480 lb) and $680 gross revenue
- Similar fertility problems, with 15 to 20% of herd conceiving after first 3 months of mating
- Few metabolic problems, apart from milk fever in late calvers
- Both use hay and some silage, equivalent to 60 to 70 bales/cow/year.
- Both are good operators, very aware of the essentials

Differences

- Major one - Ian uses purchased grains and molasses averaging $128/cow for the past 3 seasons
  - Tony buys in no feed
- Ian's herd is more consistent. Over the past 3 years, herd averages* have been:-
  - Ian - 205 208 and 222 kg - av. 212 - (467 lbs)
  - Tony - 159, 181 and 213 kg - Av. 184 - (406 lbs)
    i.e. 3 yr difference = 28kg (61 lbs.)
  * from factory returns
- Stock rate - Tony - 4 acres per cow - District average
  Ian - 3 " " "
  i.e. Tony's herd should have 30% more pasture available.

DAIRY CHEMICALS SHOULD BE APPROVED

Beware of High Pressure Salesmen with "Miracle" products

Satisfactory dairy chemicals need to have two characteristics - first, they must be effective in doing the job they are designed for, that is, either cleaning or sanitising the milking equipment; second, they must not have any deleterious effect on the product which is subsequently made from the milk.

Because past experience showed that many otherwise satisfactory (and sometimes unsatisfactory) detergents and sanitisers had disastrous effects on cheese starters, or caused other quality problems, agreement was reached among State Departments of Agriculture and Dairy Associations, some years ago, that provision should be made for the testing of dairy chemicals, and the periodical publishing of lists of those chemicals which had proved to be satisfactory.

The testing is carried out by the Commonwealth Advisory Laboratory which is attached to the Dairy Research Centre of the NSW Department of Agriculture in Richmond.

The results, in the form of lists of dairy chemicals which have performed adequately under test, and have been shown not to be hazardous to subsequent dairy produce manufacturing operations, are published periodically, and lists of the approved chemicals have been included in this Journal from time to time.

But there are signs that this scientific advice is not anough. Untested dairy chemicals are being peddled by travelling salesmen with stories of the miracles their product will perform, without any independent tests of their suitability, or of their possible dangers.

A high-priced product named "Corium 95" comes into this category. It has been around for some years, long enough to have been tested by the CAL a dozen times. It has, in fact, been tested, and the fact that it is not included in the list of approved chemicals tells its own cautionery tale.

The existence of chemicals of this nature has led to the Victorian Department of Agriculture issuing Regulations limiting the use of dairy sanitizers and detergents to those prescribed in the Regulations, and it is understood that the South Australian Department of Agriculture intends to introduce similar Regulations.

In the meantime, if dairy farmers have any queries, or problems concerning dairy chemicals or want to change from the product they are now using, they should contact either the Milk Board's supervisor in their area, or the local extension officer of the Department of Agriculture.

* * * * *

POSITION WANTED . . . . .

by young French man, seeking nomination

ETIENNE GUY CHAZALET, aged 22

a young Frenchman, is seeking a position as a dairyfarm worker, or employment on a stud sheep or cattle property in Australia, requires nomination by a prospective employer before he can qualify as an immigrant.

Etienne holds a Certificate in Higher Agriculture and Agricultural Economics from the Agricultural College in La Cote St. Andre.

Since graduating he has had practical experience in several positions in France and is currently employed on a large mixed farming property in Provence.

Enquiries to S.A. Dairymen's Association, Aston House, 13 Leigh Street, Adelaide S.A. 5000. Telephone (08) 513034.