

JOURNAL

The Official Publication of the South Australian Dairyfarmers Association Inc.



IN THIS ISSUE -

- PROFESSOR DAVID LEAVER'S VISIT
- ALTERNATE CALF RUN

Founded
1935

ISSN 0049-1446

VOL. 30 NO. 2

MARCH-APRIL 1989

BASIC MILK PRICES - THE FACTS

In the last edition of the Journal the lead article was framed in a positive light arguing that we - the dairy industry need to be confident in our future. Prior to the last Central Council meeting I received some 130 letters expressing concern about milk prices. (I will answer every letter sent in, just as soon as I have finished researching the issues raised.) The concern about milk prices is fuelled by the low basic milk price or initial payment. South Australia's Metropolitan Milk Supply Area dairyfarmers receive a basic milk price of \$4.05 cents per kilogram of butterfat less the Kerin Levy of 45 cents and other national statutory levies of 6.28 cents. This gives a net return on the first payment of about \$3.54 per kilogram butterfat. No other State in Australia receives such a low initial payment. It is not right to incorporate market milk into a discussion of initial payment nor is it right to discuss subsequent retrospective payments. Dairyfarmers find it difficult to discuss finance with their bank manager at the best of times but to have to do so on the basis of "possible future retrospective payments" makes it an impossibility. (The only thing that seems to change quicker than local bank managers is the interest rate they charge.)

What then can be done?

Our companies need to be more confident about their future prospects and more realistic in their basic milk price setting. Two initiatives from Southern Farmers (now Farmers Union Foods) are to be commended. Firstly their monthly bonus or incentive payment and secondly prediction of a 1989/90 price. This is the first time either company has done such a confident thing. On that basis some planning can be accomplished.

Predicting the future is not difficult if you know your business and have confidence. Conservative judgements are fine but can be restrictive and put industries in as much jeopardy as over enthusiastic optimism.

I note with great interest that our President, Aub Kretschmer predicted a rise in the basic milk price for 1988/89 of 40 cents in the March-April Journal of 1988. Prices then were \$3.80 per kilogram butterfat. There is no doubt that a figure of \$4.30 could have been paid as the basic milk price. Aub also said in that article,

".....it remains to be seen whether the two Adelaide-based dairy companies can meet that challenge."

It will be evident after the final payments are received that Aub was correct in his prediction.

If this Association can predict accurately the potential basic milk price for the next season, why can't the companies with all their marketing information and resources make more confident predictions?

It is interesting to note that at this time manufacturers in other parts of our country are predicting manufacturing milk prices in the order of \$6.00 for 1989/90.

I have deliberately limited my discussion to the basic milk price because I believe very strongly that it is in your interests that the initial payment you receive should be as high as possible. I would just make an oblique reference to another rural industry - the tobacco industry where growers receive their payment within 24 hours of delivering their crop. Not an initial payment followed up by complex set-ups or deferred payments but their entire harvest cheque. The margins are known, the market is known - surely it is the same within the dairy industry or has over 100 years of experience added up to nought?

One final comment on the matter of basic milk prices. Remember that our factories are prone to applying their retrospective payments across all milk whereas in reality they apply to only manufacturing milk. So a 35 cent per kilogram butterfat bonus announced by both companies more accurately equals a 53 cent per kilogram butterfat payment on the manufacturing portion of the milk supplied. Currently the ratio over the year of manufactured milk to market milk is 61:39.

My final point is that the industry must be positive. Factory spokesmen cannot deny that both companies need more milk to enable them to run their factories efficiently. Without volume of milk there will be losses on optimum production.

The industry cannot afford to lose any more farmers.

The solution lies in a better, more efficiently administered initial payment.

Manufacturing milk prices must rise or else the only product in the Adelaide region will be market milk and we all know how many factories we can viably support on market milk.

Terry Inglis

THE GENERAL PRESIDENT'S PAGE.....

Greetings.

Correspondence recently received at our office from a large number of members expresses the great frustration they are feeling, following grossly inadequate returns in recent years.

It is a frustration that has been magnified by the many reports that most interstate dairy farmers appear to be enjoying considerably better returns for manufacturing milk and the severe drought conditions being experienced by most of South Australian dairyfarmers following the poor fodder conservation season of 1988.

An accurate assessment of the real prices being received by dairyfarmers, after all other costs have been deducted, is difficult to make before the year's trading performance by the dairy companies are finalised.

Some interstate companies are reported to be borrowing against those expected final trading results to enable higher returns to their dairy farmers now, rather than at a later time when the final results are known.

Certainly trading in dairy products have been made more difficult by the demands of supermarkets and our local manufacturers will find increasing competition for cheddar cheese from the larger interstate competitors despite our higher quality.

Some other small dairy companies around Australia are now paying proportionately higher prices following a diversification into soft cheeses which demand fresh milk constantly.

Regardless of the reasons for our lower prices for manufacture milk, the fact remains that many of our former members have made the decision that the returns were inadequate to keep them in dairy farming in South Australia.

Our manufacturers will have to find a way to increase payment to dairyfarmers if we are to sustain a viable industry within our State.

* * * * *

The ADIC is also taking a positive approach to the future by increasing its commitment to research to ensure that Australia remains competitive in a less regulated market place. Dairyfarmer contribution to research through levies are anticipated to rise four fold by 1993-94.

We congratulate our Senior Vice President, Allan Manning, who has been appointed to the Dairy Research Council and will have the opportunity to contribute to its future directions.

* * * * *

Our Association has supported an increase in the promotion of market milk which is still the flagship of the South Australian dairy industry in the belief that it is an investment and not an expense. The policy is under constant review and subject to change according to need.

The Australian Dairy Corporation is also seeking an increase in the national promotion levy. A decision has yet to be made by the ADIC as to whether the industry will support the proposed levy.

* * * * *

Our Association has congratulated Lin Arnold in his appointment to the Agriculture portfolio as what would appear to be the Government's apparent recognition of the importance of agriculture to the State's economy. We look forward to the opportunity to demonstrate the value of our dairy industry to that economy.

* * * * *

Our District Annual General Meetings have commenced and these are extremely important for the cross-flow of information. I cannot emphasise too strongly the need for the right people to be elected to the various offices within the districts and association to ensure that your views are given adequate consideration at Central Council and further as required.

In recent times there is greater interest and concern being expressed by the women as to the performance of our dairy industry. The value of this contribution should be recognised in these elections.

* * * * *

Our conference will be held this year at the Murray Bridge Rowing Club on Wednesday June 28th with a line-up of speakers to give us important information - followed by a discussion session where members can contribute ideas for future direction, and I look forward to seeing you all there.

AUB KRETSCHMER, General President

* * * * * C O N G R A T U L A T I O N S * * * * *

To Allan MANNING on his appointment to the DAIRY RESEARCH COUNCIL. This is a first for South Australia. The Association and South Australia congratulates Allan on this achievement.

* * * * *

To Paulette MIEGLICH of Charleston on her appointment by Dalgety Bennetts as a dairy stock officer at Murray Bridge. Perhaps Paulette would like to write a column for the Journal.

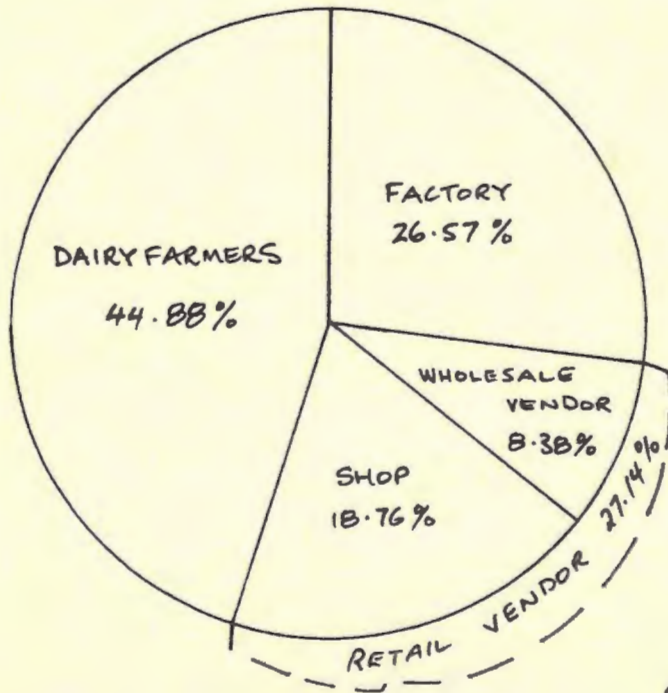
* * * * *

To Linetta MIGNANELLI of Victor Harbor for her efforts in the Miss Personality Quest. Her raffle is worth supporting not only because of the great prize her parents have donated but because of the causes Linetta is helping.

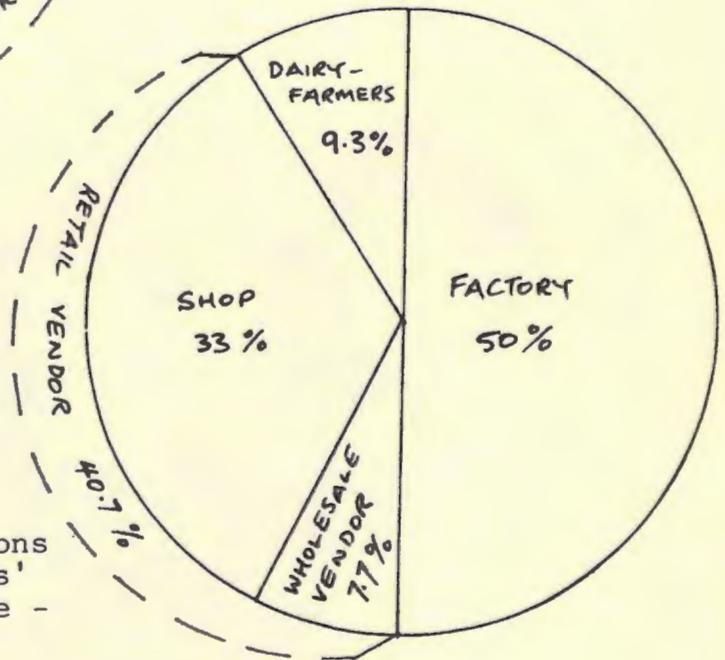
* * * * *

CAKES DIVIDED

White Milk
79-83c/litre



Flavoured Milk
\$1.80/litre



Flavoured Milk Graph
Estimated Only (corrections
- except for Dairyfarmers'
portion which is accurate -
welcomed).

DID YOU REALISE? Annually flavoured milk sales are about \$25,000,000 in South Australia.

Of that dairyfarmers receive \$2,352,000.

PROFESSOR DAVID LEAVER

In a whirlwind stay in the Adelaide region, Professor David Leaver addressed four farmer meetings in two days.

April 17 and 18 saw Professor Leaver speak at Nuriootpa, Echunga, Hindmarsh Valley and Murray Bridge. His message was as timely as it was direct, uncomplicated and perceptive.

Almost 200 dairyfarmers took advantage of David Leaver's presence by attending the meetings. Many questions were put to Professor Leaver in the public forum and many more were put to him in face-to-face discussions over a cup of tea.

David Leaver showed a keen interest in the particular quirks of South Australia's conditions. He came to Australia to learn as well as teach. All who met him were impressed with his down-to-earth attitudes, his ability to listen and his open, clear, communication skills.

Professor Leaver is Professor of Agriculture, Wye College - the London University equivalent to our Waite Institute.

Professor Leaver is an authority on dairy management systems. He was brought to Australia by the Dairy Research Council and the Dairy Research Foundation of Sydney University. His SA visit was hosted by SADA and the Department of Agriculture.



Murray Hird, David Leaver and John Crompton discuss some issues at Hindmarsh Valley Hall.

David Leaver left us with a very catchy definition of WASTE

*- A bus load of economists going over a steep cliff
with an empty seat!*

FEEDING AND MANAGEMENT SYSTEMS

BELOW IS ONE PERSON'S INTERPRETATION OF DAVID LEAVER'S MESSAGE

(SADA hopes to procure a copy of David Leaver's paper that he will deliver to a symposium at Sydney University in May.)

UK TRENDS

Following the introduction of quotas in 1984 there has been a stabilization in the UK dairy herd at about 2.9 million cows. There are between 35,000 and 40,000 dairyfarmers with an average herd size of 70-80 cows. The quota system means that the only way UK dairyfarmers can improve their returns is to reduce costs or diversify.

Approximately 45% of UK milk is for liquid consumption, the remaining 55% goes into manufactured goods. The UK has had compositional payment in various forms for decades. Currently the formula is based on fat, protein and lactose. Lactose and fat being the least valuable portions. Protein is the most valuable portion.

Consumption of milk and butter has declined dramatically over the past 30 years in the UK. Interestingly there has been as dramatic a rise in heart disease occurrence. (This negative correlation should tell us something!) Cheese has had a slight increase in consumption.

MANAGEMENT SYSTEMS

It is important not to become obsessed with production per cow, but rather to look at total farm management.

Table 1 Financial Benefits of Extra Grain Feeding

	Unit 1	Unit 2
Grassland (ha)	32	32
Herd Size	85	69
Milk (l/cow)	6088	5168
Concentrates (kg/cow)	2244	992
N Fertilizer (kg/ha)	362	356
RELATIVE MARGIN (milk - feed expressed as \$ per cow)	100%	105%
RELATIVE PROFIT (\$/ha)	100%	56%

Table 1 shows the results of a 4-year experiment on 2 equivalent 32 ha farmlets managed by the same man. The bottom line shows that feeding extra grain gave a relative profit 44% higher on Unit 1 than on Unit 2.

The Objectives of Pasture Management

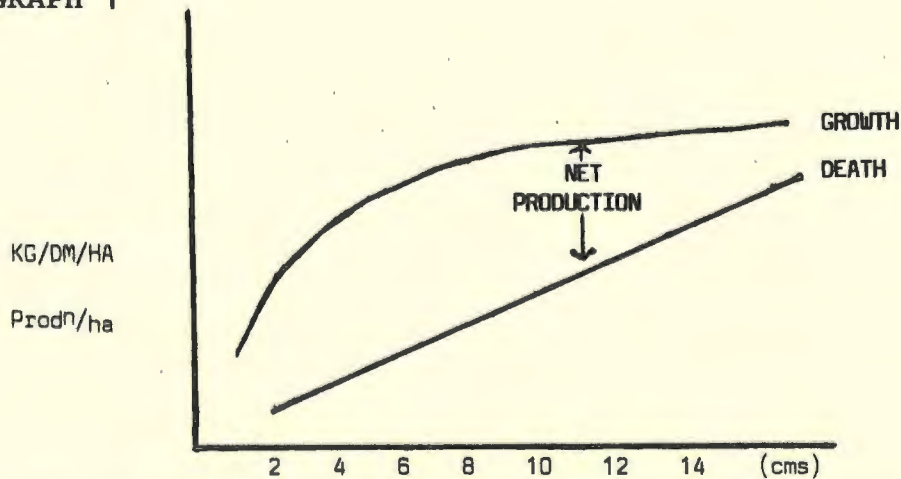
1. Pasture production (kg DM (dry matter)/ha)
2. Pasture utilization (kg DM/ha)
3. Cow performance (intake and milk production)

On the same size land, under same conditions the bigger the business the higher the profit. Extra units of land area can be purchased in the form of feed (i.e. energy source off someone else's land!)

Pasture Production

Optimum pasture production occurs in medium length sward height. Once pasture grass is established its optimum yield of nutrition is before the grass gets too long and dead matter makes inroads into net productive area.

GRAPH 1



Optimum occurs where growth and death lines are furthest apart.

The more tillers in the pasture (i.e. stems) the greater the pasture productivity per unit area.

Pasture Utilization

Experiments have shown that in most cases there is little difference between rotational and set grazing. Factors other than pasture utilization dictate the choice of grazing system.

Cow Performance

Cow performance on pasture is determined by a range of factors beginning with the cow itself and then a range of environmental influences. This can be represented diagrammatically.

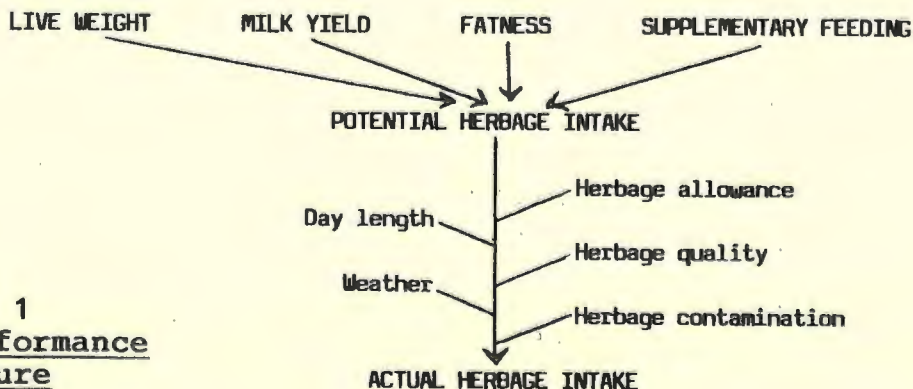


DIAGRAM 1
Cow Performance on Pasture

Experiments and observation have shown that cows will eat what is given to them but their intake of food reduces when they have to get it themselves, i.e. graze. Once optimum seasonal conditions pass their intake of food decreases rapidly and so does their performance. Often the latter is mistaken for a reason to reduce their food allowance accelerating their loss of performance.

Table 2 Intake Rates

SILAGE/HAY Given	Intake Rate (kg/DM/hour)
GRAZING - First grazing	3.0
on new pasture	2.2
- Early in grazing cycle	1.8
- Mid	1.3
- Late	1.0

Thus milk yield decreases.

This should be seen as an indication of a need for supplementary feeding NOT reduced feeding.

SUPPLEMENTARY FEEDING WILL

1. Increase milk yield
2. Increase liveweight
3. Reduce pasture intake

The biggest response to supplementary feeding occurs later in the season.

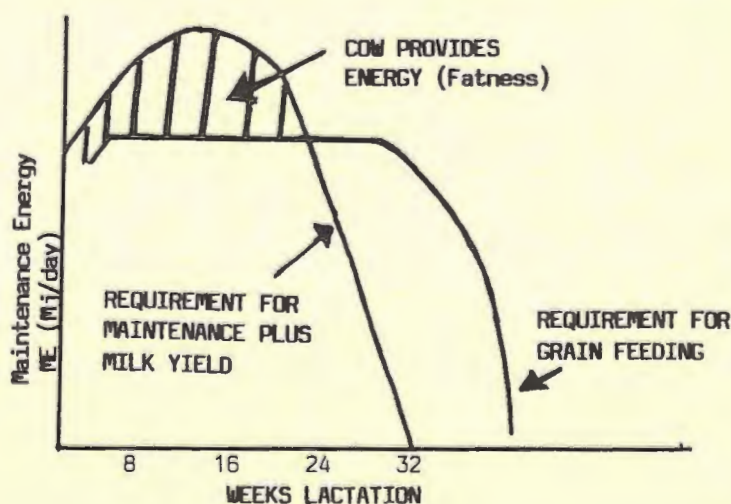
The question of specific feeding to high productive cows versus flat rate feeding (i.e. same to all cows) has been answered in experiments that show flat rate feeding is more profitable but at least just as good. The stocking rate is the important productive factor and in order to maximize use of pasture overstocking to a small degree is recommended.

DAIRYFARMERS SHOULD NOT BE DEVELOPING COMPLICATED FEEDING SYSTEMS. The more decisions a farmer has to make the greater the opportunity for error.

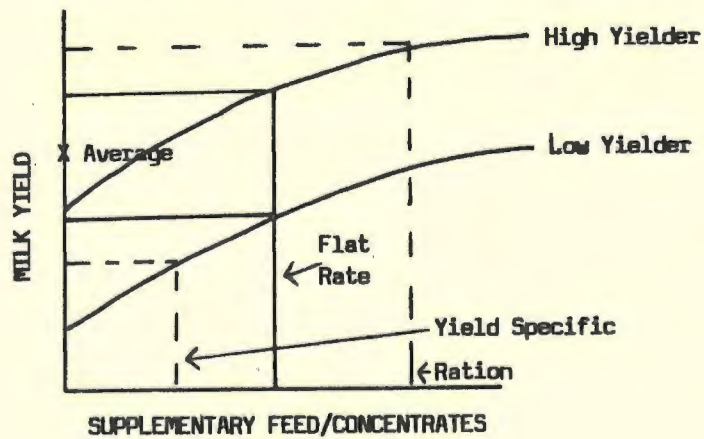
Early in lactation supplementary feeding is not necessary because the cow provides an amount of energy through use of body fat. Use of grain later in the cycle can extend milk production at higher levels.

GRAPH 2

Supplementary Feed Requirements over Lactation Period



GRAPH 3
Impact of Flat
Rate Feeding on
Herd Production



The average production of a herd will remain constant whether yield specific feeding or flat rate feeding is followed. Flat rate is easier. Peter Whitford made the point at Hindmarsh Valley that flat rate feeding provides a clearer picture as to which cows should be used as breeding stock because it shows clearly which cows do best.

In small herds flat rate feeding is the way to go.

CONCLUSIONS

1. Feeding and nutrition are important but they must be viewed in terms of the total farm operation.
2. When confronted with an option that demands choice between a simple system and a complex system - the simple system will be better in the long run (given there is not much difference in outcomes) especially in terms of farmer health.

--oo0oo--

--oo0oo--

--oo0oo--

VETLAB - DIAGNOSTIC PACKAGES

Andrew Pointon

Diagnostic (test) packages have been developed to assist veterinarians cost-effectively investigate common problems which have multiple causes e.g. infertility, calf scours.

By bulking or batch testing laboratory economies can be achieved enabling larger numbers of specimens to be tested at little extra cost. This allows other clinically normal animals to be sampled as controls; these results can then be compared with those of diseased stock.

Examples include the Calf Scours package detailed in this issue and Bovine Infertility. In the latter package 6 vaginal smears/preputial swabs and blood samples from 10 cows are examined for evidence of important bacterial and viral infections. A further 10 blood samples are examined for vitamins E and B12, selenium and copper for a total cost of \$175.

The metabolic status of downer cows can be evaluated to assist in determining the prognosis of cases. Enzyme levels, calcium, phosphorous and magnesium levels are tested for \$16, while additional cows on the same submission cost \$10 each.

With the phasing out of the BTEC program and free abortion investigation a package has been developed to investigate single cases and outbreaks of abortions. As infections with brucellosis, leptospirosis and pestivirus (MD-BVD) are of importance to the state's industry to encourage submissions these are tested at no charge. If placenta and foetus is available a more detailed examination is possible at a cost of \$60.

Submissions for mastitis investigation are cultured for bacteria, with antibiotic sensitivity being performed on significant isolates. A fee of \$10 charged for the first specimen, \$2 each of the next 2 - 4 samples and 50 cents each for additional samples e.g. 10 samples cost \$19.

Lowered milk production may result from a range of deficiencies, including selenium, copper, cobalt, magnesium and calcium while leptospirosis infection may be involved (\$55 for 10 cows). Additional tests for ostertagiosis (\$20) and urine calcium and magnesium ratios (\$20) may be performed on the same 10 cows.

Broader mineral and trace element profiles are also available at cost-effective prices. These are intended for use as herd management tools to facilitate strategic supplementation in areas proven to deficiencies.

All of these services are available through your veterinarian who will submit specimens with a full clinical history. This enables interpretation of the significance of results and provision of the best advice.

--00000--

--00000--

--00000--

DISTRICT ANNUAL GENERAL MEETINGS

Below is the complete list of District Annual General Meetings, their date, venue and starting time.

Neighbouring District Executives are encouraged to attend meetings around them. Amalgamations of Districts is an agenda item at several meetings. If you miss your District AGM please feel free to attend a neighbouring one.

All members are urged to attend. The time is right to inject new blood into Central Council and the Executive Committee.

<u>DISTRICT</u>	<u>VENUE</u>	<u>DATE</u>	<u>TIME</u>
SPRING VALLEY	Eden Valley Institute	Mon 8 May	8.00 pm
ONKAPARINGA	Charleston Institute	Tue 9 May	7.30 pm
TORRENS VALLEY	Gumeracha Institute	Fri 12 May	7.30 pm
GAWLER	St. John's Luthern Hall Lyndoch	Fri 19 May	8.00 pm
NORTHERN	Wirrabra Institute	Mon 22 May	2.30 pm
MID-NORTH	Terminus Hotel Balaklava	Mon 22 May	8.00 pm
MT. BARKER	CWA Hall Mt. Barker	Fri 26 May	8.00 pm
SOUTHERN HILLS	Mt. Compass Hall	Mon 29 May	8.00 pm
MYPONGA	Sander Hall Yankalilla	Wed 31 May	8.00 pm
SOUTH COAST	CWA Hall Victor Harbor	Fri 2 June	8.00 pm
CENTRAL HILLS	Meadows Hall	Wed 7 June	8.00 pm
MILANG	Langhorne Creek Bowling Club	Fri 9 June	7.30 pm
LAKES	Meningie Uniting Church Hall	Tue 13 June	8.00 pm
RIVER MURRAY	Banquet Room Town Hall		
	Murray Bridge	Thurs 15 June	8.00 pm
JERVOIS	Community Sports Club	Mon 19 June	8.00 pm

LETTER TO THE EDITOR

The Editor,

SADA Journal is meant to be published bi-monthly which is six copies in a year. It would be nice to know what date it is to be published so articles could be submitted. Copies arrive months late with very little news that we haven't already read in other articles. We as dairyfarmers want to know how often the SADA meets and what they are doing for the industry in SA and what benefits are the farmers getting out of having SADA.

What incentives have we, payment for milk, a farmer who keeps everything clean and has a total milk count of 15,000 or less does not receive any more for milk as a farmer who has just below 50,000, also farmers with high cell counts in the millions, and don't do anything about it and receive the same price as one who has low cell counts. It really doesn't matter now since milk goes to a different company and paid for by the other company.

How much money has been saved by the companies for collection of milk, and how much does it cost them, they should know what it cost before, and what it cost now and we should know in \$Dollars not percentages.

I am enclosing an article I read in our local paper, maybe you could find out the price of dairy products advertised in 1979 and what they are advertised for now and how do we compare.

We have two high school boys and I am certainly not encouraging them to be dairyfarmers.

Yours sincerely,
Kay R. Harten.

Mrs. Harten,

This is the second Journal I have published. I can take no responsibility for those before my appointment but I do undertake to publish Journals bi-monthly. The annual cycle will be JULY/AUG, SEPT/OCT, NOV/DEC, JAN/FEB, MAR/APR, AND MAY/JUNE. The Journal will be printed in the last week of the second month and will be posted to you in the first week of the next month. I can do no more than give you that undertaking.

I had hoped the first Journal I published did have some news. I trust this one has news. Where else can you read about Professor Leaver? Are the new features not helpful? Have you read the President's Page before?

Meetings at SADA Districts are in your hands. I know the President would like to see Districts more active. What role do you play in keeping your District vital and interested in the industry? Central Council meets 4 times a year - the next being 29 June at its AGM. As a member you are welcome. The Executive Committee, elected by Central Council meets on the third Wednesday of each month. I trust the reports from Central Council and the Executive in this edition answer your queries relating to what they are doing.

With respect to Somatic cell counts you will be pleased to know that the Metropolitan Milk Board will introduce a licence suspension system based on somatic cell count this year.

Milk marketing is an issue I am personally very interested in and the questions you raise are subjects for my investigations. I don't quite understand your point about the companies and milk collection.

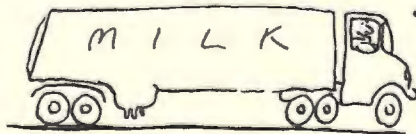
The establishment of SA Milk Haulage has kept the cost of collection at a static level which must be to your advantage. It costs about 1.8 cents to transport a litre of milk in the Adelaide Milk Supply Area.

With respect to your article on prices, milk has risen at about 50% of the rate of the goods listed. Milk products have increased at a rate somewhere between. Dairyfarmers' returns compare very poorly in the context of inflation.

SADA must decide the appropriate course of action to restore the balance that once existed enabling you to make a reasonable return on your capital and your effort. But please see this as a challenge, support SADA and become involved as best you can.

Editor

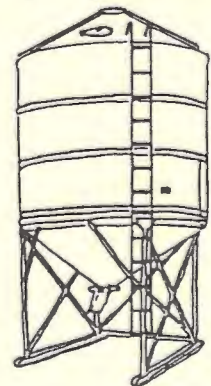
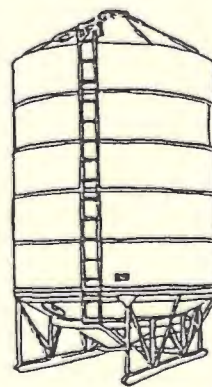
• During the 1600s Europeans used a combination of ice, snow and saltpetre to freeze mixtures of cream, fruit and spices. This was probably the first type of ice cream ever invented.



SA Distributors & Assemblers
for the 'Kotzur' silo.

MIEGEL BROS

Box 248, Coonalpyn, SA 5265
Ph (085) 71 1231 or (085) 71 1090



- Large Storage Silo - 57.5m³ (600 Bag)
- 29m³ (285 Bag)
 - Feed/Seed Silo - 21m³ (200 Bag)
- 15m³ (150 Bag)
 - Fully galvanised construction
 - Silo's mounted on RJS skids
 - Completely self emptying.
 - FREE DELIVERY within 50 km of Coonalpyn
- COMPETITIVE PRICES**

WORTH NOTING

A greenhouse not fixed to the ground but made to be moved - such as sockets in ground with poles temporarily placed in them - is not a building under the Building Act. They do not require council approval nor do they attract any council fees.

= = = = =

Victorian average price for 1988/89 will be \$4.50 to \$4.60 per kilogram butterfat.

= = = = =

In California there is a 17.5 megawatt power plant fuelled by 800-900 tonnes of cow manure per day. The manure costs \$1 per tonne (previously the farmer paid to have it carted away) and the Mesquite Lake Resource Recovery Project sells its power to the Southern California Edison Co. on a 30 year contract.

The power is enough to provide electricity to 20,000 homes. The manure comes from 250,000 cows in feed-lots around Imperial, California.

The 35 year old ex-lawyer, Will Parish, who dreamt up and then realized the dream has been called an "entremanure".

The power plant represents a saving of 300,000 barrels of oil.

The ash derived from burning "cattle chips" (dried manure) is sold as fertilizer.

= = = = =

South Australia constantly has the lowest export cheese prices. Why is this so?

= = = = =

The Queensland Department of Primary Industries will be holding a **FIELDFEST '89** in Rockhampton from August 3 to 5. Anyone holidaying in the far north can get information from:

CAPRICORN TOURISM & DEVELOPMENT ORGANIZATION
PO BOX 1313
ROCKHAMPTON QLD 4700
Phone (079) 272 055

= = = = =

The 23rd International Dairy Congress will be held in MONTREAL, CANADA, October 7-12 1990.

Anyone interested in details can contact SADA Head Office (08) 231 3752 for further information.

= = = = =

* FOR SALE *

BULK GLYCERINE - use your own containers for cheaper glycerine.

NIGHTINGALE CHEMICALS - dairy chemicals such as sulphamic acid and cleansers.

IAN WHITE - LAURA - (086) 632 581

* * * * *

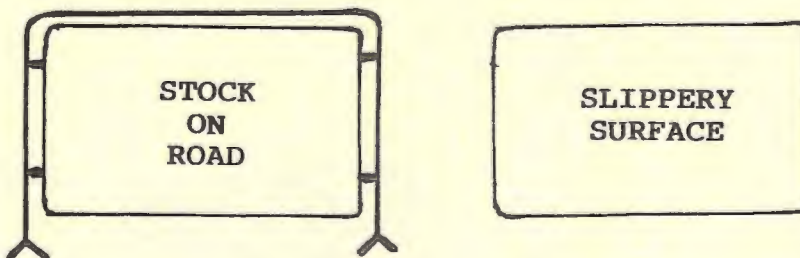
"PEOPLE, PLACES AND CHEESE IN SOUTH AUSTRALIA 1842-1984"
by Gordon Pickhaver

\$8.00 per copy (+ \$2.50 for postage & packaging)

Available from SADA Head Office (08) 231 3752

* * * * *

DOUBLE-SIDED SIGNS



Sturdy frames - \$90 each - from SADA Head Office
Orders filled as required.

**HOLSTEIN-FRIESIAN
HEIFER
RAFFLE**



**LIONS-CHANNEL 7
MISS PERSONALITY QUEST
ENTRANT: LINETTA MIGNANELLI**



Fiorendino KV Tab Chloe (b: 29/6/88)
Sire: A Kingstead Valiant Tab VG 369275
Dam: Fiorendino Superstar Cocain VG87
30M 7543 ltrs - 3.8% - 290kgs - Pt. 3.1%
- 300 days
44M 8628 ltrs - 3.8% - 326kgs - Pt. 3.0%
- 300 days
57M 5294 ltrs - 4.0% - 213kgs - Pt. 3.0%
- 161 days cont.
G. Dam: Rockwood Park Crisco Cocain EX
Highest Yield: 74M 11040 ltrs - 4.9% - 539 kgs
- Pt. 3.2% - 300 days

Tickets \$2 Each - Drawn 3rd June 89
Donated by:
John & Anita Mignanelli
Proceeds to Children's Medical
Research & Save Sight Foundations

Name:

Address:

Phone: No. of Tickets

Please send self addressed & stamped envelope.
Thank you for your support.
L Mignanelli, P.O. Box 289, Victor Harbor, S.A 5211
Cheques made out to:
"Lions Club of Victor Harbor, Pt. Elliot."

REMEMBER WHEN:

MAR/APR 1969

In the Journal the following appeared:

"Undoubtedly the most important question facing the dairy industry today is that of ensuring a fair return for the dairyfarmers' output, but only a little way behind this comes the problem of the "too small farm"."

Times have changed haven't they?

MARCH 1939

The premier Mr Playford suggested the remedy for the declining butter quality in South Australia lay in

"....closer supervision of factories.... to give the consumer greater confidence and leading to better sales...."

Perhaps we need to seize on quality as our industry standard in 1989.

AND WHEN IN 1889

The Agricultural Bureau celebrated its first year of operation in South Australia. Its then Secretary Albert Molineux loudly advocating the establishment of dairy co-operatives.

How more effective would our dairy industry be if we had one large co-opertative for the whole State?

We were buying this in 1961 - Perhaps if we were using these types of products today, as in 1961, we would never have heard about the "Green-House Effect".

HERE'S WRITTEN PROOF

WALLINGBORO DISTRICT HOSPITAL
WALLINGBORO, SOUTH AUSTRALIA

"Thousands who have been kept in hospital for months because of their persistent fly infestation are now cured by the use of Flick's FLY CAKE."

"We have the best reputation as a health officer & have never kept a house with an effective fly infestation or disease or even discomfort."

"We fully subscribe that even the smallest fly is a pest and the Council in this town, please take a fly free cure."

Flick's FLY CAKE is 2" wide, pink in colour.

Flick's fly cake

A NEW DISCOVERY WITH PROVEN RESULTS

Kills flies fast! Kills in thousands!
Lasts for months! Odourless!
Results proved by thousands of Australians!

In the summer of '60-'61 Flick's FLY CAKE was used for the first time in Australia. Thousands of farmers, dairy farmers, poultry farmers and agriculturists—people with real fly problems—at last found an answer. Letters of praise poured in from them and from hospitals, shire councils, retail shops and home owners, too. Read what two enthusiastic users of Flick's FLY CAKE have written:

"After using ten cakes at the Nelson Bay Depot, which was infested with bush, domestic and several types of blowflies, for a period of seven days, it was difficult to find any flies at all."
"They have virtually performed the miracle that your representative assured us we might expect."

Flick's FLY CAKE is devastating! Just set the cake down where you have a fly problem, follow the directions on the FLY CAKE card or container—and just watch it work. Even with intensive use, one FLY CAKE will last for months, keep 100% effective killing power right down to the last crumb.

FLIES CAN'T RESIST FLY CAKE
TRY IT—BE AMAZED!

A quality product of Australia's Leader in Pest Control—W. A. Flick & Co. Pty. Ltd.

Flick's FLY CAKE is available at all good stores and S. & S. Agents. For the name of your nearest stockist, contact your nearest Flick Pest Control Office.

HERE'S PHOTOGRAPHIC PROOF

THE 1989 ANNUAL CONFERENCE

The SADA Annual Conference will be held at the Murray Bridge Rowing Club rooms on Wednesday 28 June 1989. Registration will commence at 9.30 a.m. The Conference is scheduled to end at 4.30 p.m.

The Annual Conference Dinner will be held in the same venue at 6.30 p.m. for 7.00 p.m.

Opportunity for workshop activity has been programmed.

We are endeavouring to secure speakers of the calibre of John KERIN, Rosemary STANTON and Barry KITCHEN.

The theme for this year's conference is to be

POSITIVE STRATEGIES FOR THE FUTURE

Every member will be advised of details in June . Enter in your diary now the date and venue.

The AGM of Central Council will follow in the same venue on Thursday 29 June.

--oo0oo--

--oo0oo--

--oo0oo--

HELLO LADIES,

Are you the Mum, Wife or female other half of a Male Dairyfarmer? Do you help with the milking, or do it all, rear the calves, drive the tractor at hay time, and take endless phone calls about tractor parts, fuel, seeds and fertilizer and the cows' dairy feeds? (When asked to fill in a form requiring your occupation do you put Home Duties? tsk! tsk!)

Lets face it ladies YOU are a DAIRYFARMER!

The South Australian Dairyfarmers' Association regularly calls meetings at which, no doubt, your "other half" attends.

Well, YOU are a DAIRYFARMER too! And your ideas and opinions are urgently needed to boost the brain power of YOUR Association. (Two heads are better than one, so when the next meeting in your area is called, get Grandma and Grandpa to mind the kids and go together.)

As interest rates are about to go through the roof, I feel a white milk price rise would be in order. Ladies, it is time we became a force to be reckoned with! (We already successfully run footy canteens, basketball teams etc.), so if you have any ideas or opinions, start brainstorming over breakfast and then phone Terry Inglis with your thoughts.

from, THE CALF Paddock



G'day.



THE FUNNY FARM....

A joke from Professor David Leaver

Mrs. Thatcher is famous in UK for her domination of a Cabinet chosen more for their obedience than intelligence. Quite often she calls the Cabinet to a dinner where she berates them with dogma and hones up the unity of the government.

At one particular such dinner in a hotel the following conversation was overheard by the House of Lords Spokesperson on Agriculture.

WAITER - Ma'am what will you have for main course?

MRS. THATCHER - Roast Beef.

WAITER - And the vegetables?

MRS. THATCHER - They will have roast beef too!

WHAT'S IN A NAME?

A man went to the airport to meet an old friend he had not seen for some years. After greeting the man, the friend said: "Oh, by the way, since you last saw me I have got myself married. No, not to anybody you know. And this is my daughter."

The man turned to the little girl who stood by his friend and said: "I am pleased to meet you. What is your name?"

"The same as my mother's." she replied with a toss of her curls.

"Well, Barbara, you have a very pretty name." said the man.

The little girl is not wearing any form of identification and the man had never met her before.
HOW DID HE KNOW HER NAME?

REMEMBER ME?

I'm the fellow who goes into a restaurant, sits down patiently and waits while the waitresses do everything but take my order.

I'm the fellow who goes into a department store and stands quietly while the sales clerks finish their little chit chat.

I'm the man who drives into a petrol station and never blows his horn, but waits patiently while the attendant finishes reading his comic book.

Yes, you might say I'm a good guy.

But do you know who else I am?

I'm the fellow who never comes back, and it amuses me to see you spending thousands of dollars every year to get me back when I was there in the first place and all you had to do was to show me a little courtesy.

CROSSWORD

R
O
S
S
W
O
R
D

	1	2	3	4
1				
2				
3				
4				

across

1. Live On
2. Cows produce this.
3. Goes well with coffee & tea.
4. Kittens love this.

down

1. Printer's measures.
2. Used to see with.
3. Do it or
4. You put luggage in this.

C
R
O
S
S
W
O
R
D

CROSSWORD

cowtoons



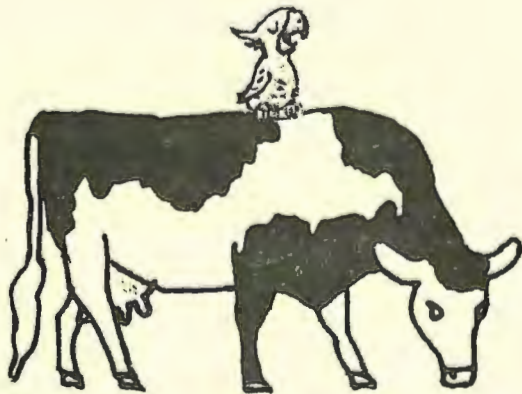
COW-PATTY



COUNTER



COWARD



COW-COCKY



COW-HIDE

*** * * BRIEFS * * ***

British firm Estate Wire have developed a product "The Gripple Wire Joiner". This joiner enables two lengths of wire to be pushed freely through the joint, in one direction only, automatically locking them if pulled in the opposite direction. Estate Wire Ltd, Birley Vale Close, Sheffield, England S1Z 2DB.

*** * * * * * * ***

Gendore Enterprises Pty Ltd, South Gippsland Highway TOORADIN VICTORIA (059 98 3216) have two new products of interest to the dairyfarmer.

Their new 2215 Seeder is a compact air seeder designed to undersow existing pastures. It is a pasture renovation and small crop seeder.

Also they have just released Seko Mixing Wagons designed to mix feed with 99% accuracy. They can take all types of hay bales and mix them with other additives. Again designed for feedlot situations these are a compact product.

*** * * * * * * ***

Sprayflo Pty Ltd have just released a 5 metre boom attachment for their skid mounted spot sprayer.

Also they have released a 250 litre self-powered mini-boomspray designed for use behind small tractors and four wheel motor cycles.

Corner Darebin and Grange Roads
THORNBURY VIC 3071 Tel. (03) 497 3999

*** * * * * * * ***

. . . . W A N T E D T O B U Y

**MAY-JUNE WEANER CALVES
MURRAY-GREY/FRIESIAN CROSS
PREFER HEIFERS AND STEERS
CONTACT TERRY INGLIS**

(08) 231 3752 or (08) 384 1061

.

AND FROM OVERSEAS.....

MASTITIS COST

Mastitis is a cause of serious financial loss on many British farms, costing up to £100 million a year, says the Milk Marketing Board of England and Wales. Its mastitis technicians are firefighters in the battle against the problem.

The board said: "Failure to cull out chronically infected cows is the main cause of high mastitis levels in dairy herds. These animals are uneconomic and reduce overall efficiency and profit.

"Chronically infected cows are a source of infection to healthy ones. By keeping them, the farmer is actually spreading trouble."

Poor record keeping and failure to see mastitis reduces ability to spot persistent high-mastitis cows. Any cow suffering from mastitis three times should be culled.

Milking machine defects are another reason for high mastitis levels. They range from mechanical faults, such as poor pulsation and insufficient vacuum reserve, to maintenance defects, including failure to replace liners or rubbers.

Pulsators or vacuum regulators, and claw air-bleeds should be checked for cleanliness regularly. Mechanical efficiency of milking machinery should be checked by a qualified engineer at least once a year, says the board.

Essential Requirements

Housing can also contribute to mastitis infection. Problems common to dairy herds are poorly ventilated calving boxes, insufficient isolation pens, inadequate mucking-out, overcrowding in strawed yards and poorly designed cubicles.

Keeping bedding areas clean and dry for a week before and after calving prevents many of the acute E-Coli mastitis infections around parturition. Ample space and a warm comfortable bed are essentials. Cubicles, loafing areas and passageways should be scraped at least twice daily and fresh bedding provided as necessary.

Inadequate and improper use of antibiotics can also be a contributory cause of mastitis. Not completing the course recommended by a veterinary surgeon can produce a flare-up of cell counts at any stage.

Dry cow therapy avoids or cures sub-clinical infections. Analysing specific strains of mastitis organism ensures correct treatment can be followed.

Catherine Kinsella, Milk Marketing Board, Thames Ditton, Surrey, United Kingdom, KT7 OEL. Tel: =441 398 4101

* * * * *

MINIMISING CALF LOSSES

Calves worth £45 million are dying each year in the United Kingdom and an additional £200 million in rearing losses is incurred, says a leading British veterinary surgeon. He says the problem is caused by lack of attention in the first 24 hours of a calf's life. The difference between a good calf rearer and a bad one is 12 hours.

The best farmers keep losses as low as 2%, but losses of 15% to 20% are not uncommon, and many animals that remain unthrifty are often sold in markets at low prices.

The vet has devised a set of rules to ensure healthy calves will be produced.

- * At the beginning of the calving season, a vet should be asked to comment on calving and calf-rearing routines.
- * Calve cows in clean, dry conditions, either outside or in a properly bedded box or yard.
- * Navels must be dipped in tincture of iodine as soon as possible after birth, and this can be repeated 24 hours later.
- * Colostrum equals life. Calves are born with no resistance to disease. They must receive at least 6 litres (1.32 gallons) of colostrum in the first 24 hours and certainly be allowed a belly-full in the first six hours. Lazy or weak calves should be tubbed if they are not going to suck.
- * Like babies, calves spend most of their time lying down and must have a clean, dry and draught-proof bed.
- * Milk powders must be fed according to the manufacturers' instructions and should never be diluted.

Specialised Job

"Fresh, dry food and water must be available at all times and consumption should be carefully monitored each day. When scours occur, it is important to make a diagnosis and to give the right treatment. The vet is the best person for advice, but fluid loss kills most scouring calves, not the bug. Reach for the rehydration solutions before the antibiotic injection," says the vet.

"If possible only one person should be in charge of the calf house. Its a specialised job requiring patience, keen observation and compassion, more often found in women than in men," he adds.

Francis Anthony, MRCVS, BVMS, Chairman, Farm Animals Committee, British Veterinary Association, 7 Mansfield Street, London, United Kingdom, W1M OAT. Tel: +441 636 6544.

* * * * *

HANDS ON PROMOTION

During the recent Barossa Valley Vintage Festival members of the Barossa Valley Co-operative took marketing of milk into their own hands. They created a float bedecked with promotional material, dressed up their children as milk products and took to the streets. This type of promotion, emphasising the naturalness of milk and the people involved in the industry is to be commended.



Could dairyfarmers get involved in every parade or pageant held in South Australia?

--ooOoo--

--ooOoo--

--ooOoo--

THOUGHT FOR THE MOMENT -

Two dairyfarmers independently have expressed the thought that if those people who market your product were paid on a commission basis perhaps they would sell more product. Marketing "The desirable good" - a natural, healthy, nutritious, fresh and cool food - must be a marketer's dream. Surely they would like to be rewarded for improved sales. What do you think?



SADA ACTION PAGE

A new regular feature introduced in this edition ACTION PAGE is aimed at letting you the member know the issues being addressed and the action being taken by the Central Council and the Executive Committee.

(Members need to bear in mind that some detail has to be omitted from print because some strategies for action are best unpublicised.)

CENTRAL COUNCIL (30 March) - Issues Discussed:

- | | |
|---------------------------------------|--|
| 1. Unity of Dairyfarmers | 9. Federal Issues |
| 2. Flavoured Milk | 10. Research |
| 3. Augmentation Scheme | 11. Cattle Compensation |
| 4. Somatic Cell Count | 12. Victorian Sales in Mallee |
| 5. Mount Lofty Ranges Review | 13. Visit of Professor David Leaver |
| 6. Training for Delegates | 14. Dairy Moves |
| 7. Annual Conference | 15. Letter re: South Australian Prices |
| 8. Buffalo Quarantine at Cape Jervois | |

Action:

- ° Investigation and negotiation on issues 1, 2 and 3.
- ° Monitoring of Issue 4.
- ° Reaction to Issue 5.
- ° On-going training sessions for Central Council Delegates
- ° Monitoring of Issues 9, 10, 11, 12 and 14.
- ° Issue 15 has raised a number of questions that need to be answered.

EXECUTIVE COMMITTEE (19 April)

Issues:

1. Future of Australian Dairy Corporation
2. Mount Lofty Ranges Review
3. Equalization
4. Unity
5. Future of SADA - Goals, action, tasks

Action:

1. Established sub-committee to prepare submission for Mount Lofty Ranges Review
2. Opening of the question - Where for SADA in future?

There were a number of decisions taken at the Executive Committee that need to remain confidential in the context of this report, but which will become evident over time.

President Aub Kretschmer and Executive Officer Terry Inglis will be representing the SADA at the Market Milk Producers Conference and the Australian Dairy Farmers Federation meeting from May 1 to May 4.

CAUSES OF CALF SCOURS INVESTIGATED

Dr. Andrew Pointon - Senior Veterinarian, VETLAB

Virus infection has been diagnosed as the most common cause of scours in calves, though Salmonella infections have been responsible for persistent problems in which deaths frequently occur.

This follows examination of submissions over the past 12 months to VETLAB, Adelaide, and the SE Regional Veterinary Laboratory, Struan.

As part of the policy of providing cost-effective laboratory diagnostic services to producers, a Calf Scour Package is offered to producers through their veterinary practitioner. Between 2 to 5 scour samples may be submitted for examination for bacteria, viruses and parasites for a set cost of \$35. After using this service throughout 1988, some practitioners have remarked that they now prefer to submit specimens for the "package" examination prior to prescribing often ineffective drugs for treatment.

Scours in calves less than 10 weeks of age generally result from a combination of factors. These include insufficient or poor quality colostrum, poor housing and hygiene in calf rearing facilities and in commercial calf rearing units infectious causes accumulate causing disease in those calves with limited immunity.

The main infectious causes include the bacteria *E. coli* and Salmonella, Rotavirus and the parasites, coccidia and cryptosporidia. *E. Coli* is of particular importance in calves less than 5 days of age, where subsequent dehydration is the cause of death. Salmonella is important in subsequent weeks where infection throughout the body is the cause of death. If diagnosed correctly and appropriate antibiotics and fluid replacement used losses may be reduced. Information from the laboratory assists in the selection of antibiotics, particularly if calves fail to respond to therapy. Results of laboratory investigations during 1988 demonstrated these bacteria in 37% of outbreaks.

Rotavirus was diagnosed in 44% of outbreaks causing scouring which produces substantial fluid loss necessitating administration of kaolin based products.

Large numbers of coccidia were present in all calves from one outbreak, while cryptosporidia, another protozoal parasite, was diagnosed in conjunction with Salmonella.

The testing showed that mixed infections are common, however. It is important to note that Rotavirus was the sole cause identified in 30% of outbreaks. Antibiotic therapy in these cases is of little use, creating the opportunity for savings in the cost of treatment and avoiding the unwanted resistant bacteria which may result.

For all these infections, modifications to housing and hygiene reduces the level of contamination and supports the resistance of calves to infection.

ALTERNATE CALF RUN

Members are well aware of the Jacob's Calf Run. An alternative is available in some areas and members may like to compare prices:

- - - GUM HILL CALF RUN - - -

Run by **BOB MALONEY (087) 394 353**
and **JOHN KING (087) 256 481**

Collect as follows:

Sundays: MT. COMPASS (Peter Downwoods) 9-9.30 a.m.
MYPONGA (Near CFS Shed) 10-10.30 a.m.
YANKALILLA (Showground) 9.30-10.00 a.m.
PARAWA (Parawa Hall) 9.30-10.00 a.m.

Wednesdays: Beginning at
WELLINGTON 8.00 a.m.
JERVOIS
MURRAY BRIDGE
MURRAY BRIDGE MARKETS 11.00 a.m.

From July - November there is a River run beginning at 1.00 p.m. on SUNDAYS.

ADDRESS ALL ENQUIRIES TO BOB MALONEY



CALF PICK UP RUN

MONDAY: Northern

9.45 Military Rd Cnr
9.00 Lobethal
9.20 Kenton Valley
10.00 Gumeracha
10.30 Williamstown
11.15 Greenock
12.00 Collingrove
12.25 Flaxmans Valley
12.40 Eden Valley
1.45 Springton
2.15 Birdwood
2.45 Mt. Torrens
3.00 Charleston
3.30 Woodside

WEDNESDAY: Central

8.45 Echunga
9.00 Meadows (1)
9.30 Meadows (2)
10.00 Kangarilla
10.45 The Range Hall
11.00 Kyeema
11.30 Hope Forrest
12.00 Yundi
1.00 Pages Flat
1.30 Mt. Compass Factory
2.15 Tooperang
2.45 Finnis
3.00 Strathalbyn

TUESDAY: Southern 1

9.00 Myponga
10.30 Wattle Flat
11.15 Normanville
11.45 Second Valley Sharp
12.30 Delamere
1.30 Parawa (1) Sharp
1.45 Parawa (2)
2.15 Willow Creek
3.00 Waitpinga

THURSDAY: Southern 2

9.30 Inman Valley
10.45 Back Valley
12.15 Victor Harbor
1.30 Hindmarsh Valley
2.15 Mt. Jagged

CHOCOLATE RIPPLE COFFEECAKE

1 cup	Milk	250 mL
2 Tbsp.	white vinegar	30 mL
¾ cup	packed brown sugar	175 mL
1½ tsp.	ground cinnamon	7 mL
½ cup	chopped pecans	75 mL
2¼ cups	all-purpose flour	550 mL
1 tsp.	baking powder	5 mL
1 tsp.	baking soda	5 mL
¼ tsp.	salt	1 mL
½ cup	butter, softened	125 mL
1 cup	granulated sugar	250 mL
2	eggs	2
1 tsp.	vanilla	5 mL
2	squares (28 g each) semi-sweet chocolate, melted, cooled	2

Melted semi-sweet chocolate (optional)

METHOD: 1 Stir together Milk and vinegar; set aside. 2 Combine brown sugar, cinnamon and nuts; set aside. 3 Combine flour, baking powder, baking soda and salt; set aside. 4 Cream butter and granulated sugar until light. Add eggs, one at a time, beating well after each addition. Stir in vanilla. Add flour mixture, alternately with Milk mixture, beginning and ending with flour mixture. 5 Spread half the batter in buttered 9"/23 cm tube or ring pan; drizzle chocolate and half the brown sugar mixture over batter. Add remaining batter and spread over filling. Run a knife through batter to swirl filling. Sprinkle remaining brown sugar mixture over top. 6 Bake in preheated 350°F/180°C oven 35 min or until done. Drizzle with additional melted chocolate if desired.

Preparation Time: 15 min Baking Time: 35 min
Yield: 9"/23 cm ring cake

BUFFET POTATOES WITH SWISS CHEESE

6	large baking potatoes, baked	6
¼ cup	butter, softened	50 mL
1½ cups	shredded Swiss cheese	375 mL
½ cup	grated Parmesan cheese	125 mL
2 Tbsp.	finely-chopped chives or green onions	15 mL
1½ tsp.	salt	7 mL
1 cup	Milk	250 mL
1 cup	fresh bread crumbs	250 mL
1 Tbsp.	chopped parsley	15 mL
2 Tbsp.	butter, melted	30 mL

METHOD: 1 Cut potatoes in half. Scoop cooked potatoes into large bowl; break up into small pieces with fork. Discard skins. 2 Add ¼ cup/50 mL butter, cheeses, chives and salt. Toss lightly with a fork to combine. 3 Spread mixture in a 2-qt./2 L shallow baking dish. Pour Milk over potato mixture. 4 Combine bread crumbs, parsley and melted butter; sprinkle over potatoes. 5 Bake in preheated 375°F/190°C oven 15 min or until browned and heated through. *Potato mixture may be prepared ahead to this point. Just before baking complete as above. Increase baking time to 40 min.

Preparation Time: 15 min Baking Time: 15 min
Yield: 6 servings.

from the dairy.....

.....to the table

RHUBARB AND NUT STREUSEL CAKE

1½ cups	sugar, divided	350 mL
3 Tbsp.	corn starch	45 mL
3 cups	diced fresh rhubarb	750 mL
¾ cup	Milk	175 mL
1 Tbsp.	vinegar	15 mL
2¼ cups	all-purpose flour	550 mL
¾ cup	butter	175 mL
½ tsp.	baking powder	2 mL
½ tsp.	baking soda	2 mL
½ cup	finely-chopped nuts	125 mL
1	egg, beaten	1

METHOD: 1 Combine ¾ cup/175 mL of the sugar and corn starch in medium saucepan. Stir in rhubarb. Cook and stir over medium heat until mixture comes to a boil and thickens. Cool; set aside. 2 Stir together Milk and vinegar; set aside. 3 Combine flour and remaining ¾ cup/175 mL sugar. Cut in butter until mixture is crumbly; set aside ½ cup/125 mL of the mixture. To remainder add baking powder, baking soda and nuts. 4 Combine egg and Milk mixture. Add to dry ingredients; stir just until moistened. 5 Spread two-thirds of the batter over bottom and part-way up side of a buttered 9"/23 cm spring-form pan. Spoon rhubarb filling over batter. Drop remaining batter by small spoonfuls over filling; sprinkle with reserved crumb mixture. 6 Bake in preheated 350°F/180°C oven 50 min or until done.

Preparation Time: 15 min Baking Time: 50 min
Yield: 9"/23 cm cake

BEEF AND PASTA SKILLET SUPPER

1 lb.	lean ground beef	500 g
2 cups	sliced fresh mushrooms	500 mL
1 cup	chopped onion	250 mL
1 cup	chopped green pepper	250 mL
2	cloves garlic, minced	2
3 Tbsp.	flour	45 mL
1 to 2 Tbsp.	taco seasoning mix	15 to 30 mL
1½ cups	Milk	375 mL
1	can (28 oz./796 mL) tomatoes, undrained	1
¾ cup	elbow macaroni	175 mL
	Salt and pepper	

METHOD: 1 Combine beef, mushrooms, onion, green pepper and garlic in large frypan. Cook over medium heat until meat is browned and vegetables are tender. Drain off fat. 2 Blend flour and taco seasoning into meat mixture. Stir in Milk. Cook and stir over medium heat until mixture comes to a boil and thickens. 3 Cut up tomatoes; add tomatoes and juice to pan. Stir in macaroni. Bring to a boil. Reduce heat, cover and simmer 15 min or until pasta is cooked; stir occasionally. Add salt and pepper to taste.

Preparation Time: 15 min Cooking Time: 30 min
Yield: 5 or 6 servings.

***MICROWAVE METHOD:** Crumble beef into 4-qt/4 L glass bowl. Add mushrooms, onion, green pepper and garlic. Cover with vented plastic wrap. Cook on HIGH (100%) 5 to 6 min or until meat and vegetables are cooked; stir 3 times to break up meat. Drain off fat. Blend flour and taco seasoning into meat mixture. Stir in Milk. Cook, uncovered, on HIGH (100%), 5 to 6 min or until mixture boils and thickens; stir twice. Add tomatoes and juice to bowl; stir in pasta. Re-cover. Cook on MEDIUM (50%) 18 to 20 min or until cooked; stir 3 times. Complete as above.

*Tested in 700 watt oven.



ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Santiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by

THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000

General President

A.G. KRETSCHMER, Esq.

Telephone: (085) 72 3231



Executive Officer

T.W. INGLIS

Telephone (08) 231 3752

JOURNAL

The Official Publication of the South Australian Dairyfarmers Association Inc.



IN THIS ISSUE

- | 1989 REPORTS TO CENTRAL COUNCIL
- | CANCER EYE IN CATTLE

Founded
1935

ISSN 0049-1446

VOL. 30 NO. 6

MAY-JUNE 1989

MARKETING - AN IDEAL SCHEME?

What are the characteristics of the ideal agricultural commodity marketing scheme?

Surely they would include:

- | Maximum control of the end price by the Producer.
- | An ability to do without Government intervention.
- | Security against the whims of the manufacturing and retailing sectors.
- | An ability to guarantee prompt, secured payment of the total production cycle.
- | A basis centred in producer orientation rather than consumer orientation.

If such a scheme could exist, why isn't it in current use?

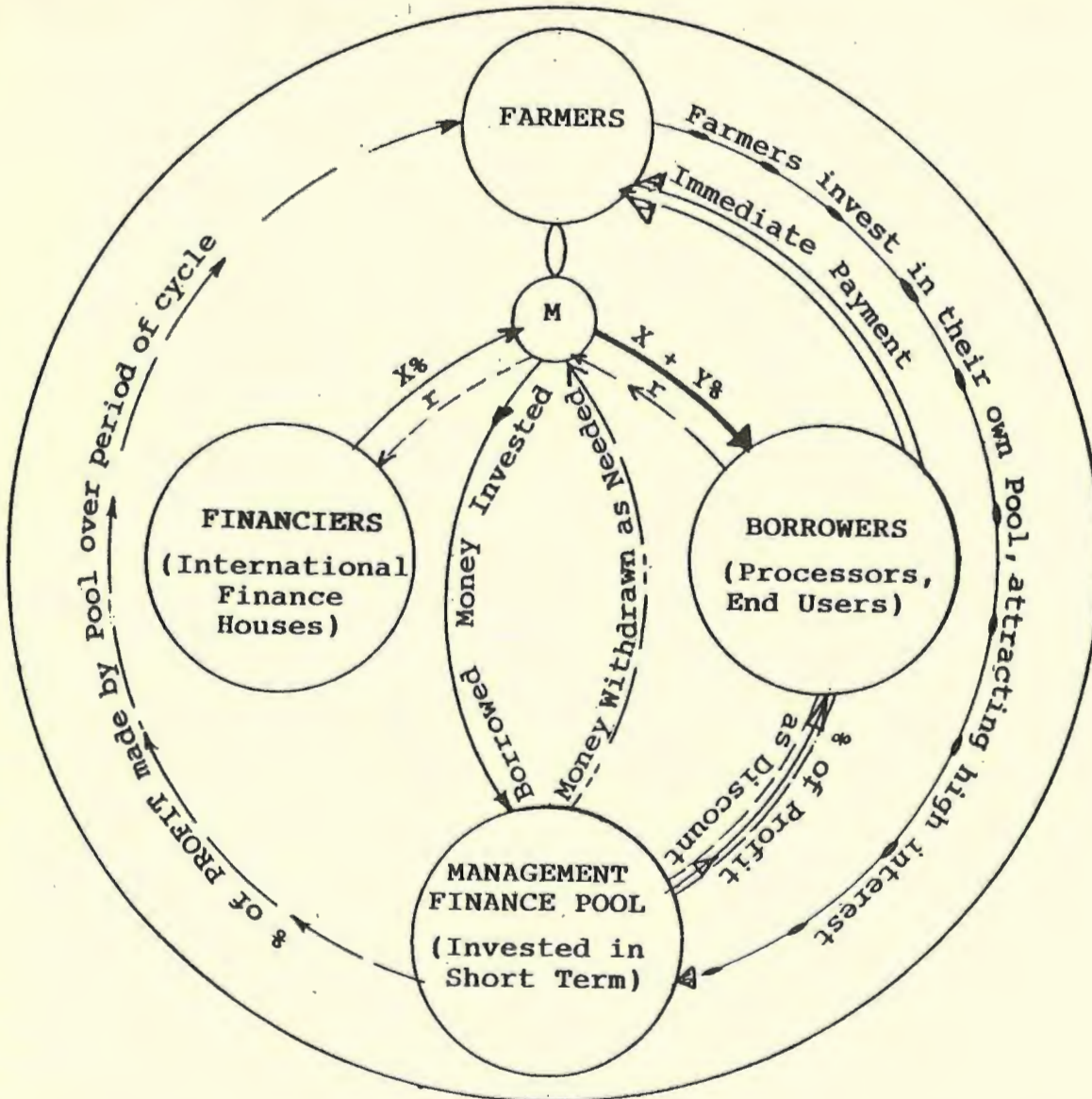
What are the pitfalls in such a scheme?

Resistance to producer control and the willingness of individual producers to work outside of any common scheme are its major problems. Human nature, being what it is, condemns ideas on idealistic marketing schemes to the utopian basket. A sense of grandeur, a broad producer concern and a fierce desire to ensure quality of returns must be engendered in all farmers if a common marketing plan is to succeed.

What then is the basis for such a plan?

→ → → → → → →

Consider the model illustrated -



The Producer Group make a decision to take up the challenge of controlling their industry (hopefully in conjunction with all other parts of the industry for mutual security and benefit).

A group of management entrepreneurs are employed as M (management group). These people would be drawn from finance and marketing spheres.

This group negotiates with financiers to supply the total funds required to fund the whole industry for the production cycle. This money is borrowed at an interest rate of $X\%$.

The money is invested in a pool to offset on-going costs. The pool of money is made available to a large number of processors who need money to fund their production cycle. The money is lent at $X+Y\%$ (Y could equal a fraction of a per cent). The processors use the money to pay the Producers immediately.

The Producers then invest their surplus into the industry pool of funds at a much higher rate of interest than banks.

As the processors sell their products they repay their loans. This money is reinvested in the pool until it is time to repay the financiers.

Profits generated from the Pool are distributed to the Producers and/or the Processors in the form of rebated interest. This rebating would lower the effective interest rate and encourage processors to use the system.

Operated on an annual borrowing basis the internal industry cycle can be offset to ensure commitments are not breached.

It is a simple, self-contained, perpetual motion system that requires no government intervention and enables an industry to tighten control of its affairs.

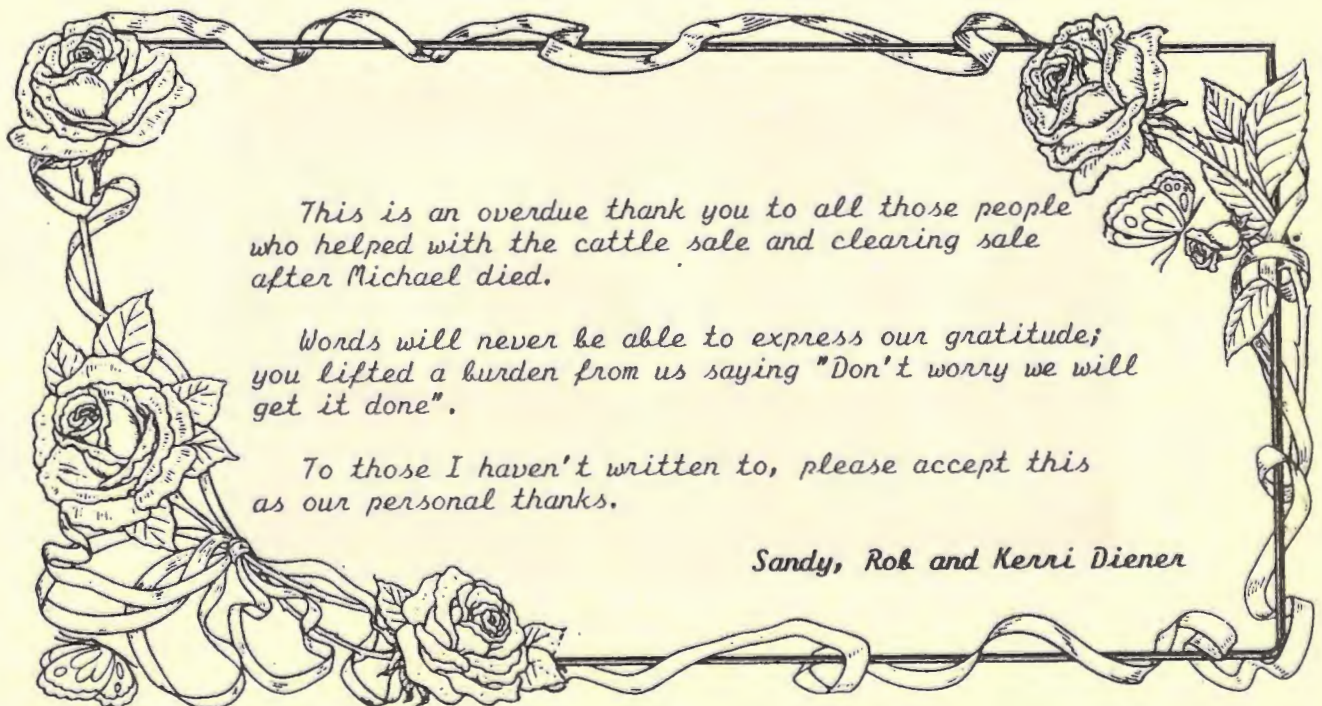
As already cited, the disunity of our industry, the narrow perspective of the component parts and the fear of the unknown will ensure such a scheme is derided.

Think about the potential of such a scheme and the security it could offer. Think about elements of it that have merit. Think about it before you dismiss it.

It would be most rewarding if a reader of this Journal would comment on the idea - offer criticism, offer alternatives.

The aim of this article is to provide some food for thought and to air an idea I continue to cling to as a possible means of control for farmers. If farmers have to be price takers perhaps they can be so within a system that offers security and consistency.

When the Kerin Plan ends in 1992, what type of marketing scheme does the dairy industry deserve, want or need?



This is an overdue thank you to all those people who helped with the cattle sale and clearing sale after Michael died.

Words will never be able to express our gratitude; you lifted a burden from us saying "Don't worry we will get it done".

To those I haven't written to, please accept this as our personal thanks.

Sandy, Rob and Kerri Diener

THE PRESIDENT'S PAGE.....

Hello.

As individuals, we all have a different point of view. When asked the question - What needs to happen in South Australia to assure an increase in dairy farm profitability? - our answers would portray an individual flavour, depending on our perspective, our age, financial situation, geographical location, our farm management practices, herd size and calving pattern, and maybe the breed of our dairy herds.

Whatever point of view you might have, SADA facilitates, through district meetings and Central Council, a forum of debate. Likewise just a quiet discussion, on the phone, by letter, or over the fence, is equally encouraged.

Please feel welcome, whatever the issue, to contact me (085) 685 268, or Terry Inglis (08) 231 3752, or any other member of the Executive. A balanced point of view is imperative before anyone can claim they know what Industry wants.

But, Remember! To lobby a point of view successfully, there must be a clear direction reflecting one point of view - that of DAIRYFARMERS.

I take this opportunity to thank Aub Kretschmer for the time and dedication he has given to the SA and National Dairy Industry during the past eight years in particular, and look forward to his continued contribution on the Executive and Central Council.

"Behind every good man there is a good woman". Don't these words ring true when you think back to the tremendous support Barb Kretschmer has given to Aub. Aub's son Neil must be commended for his patience and indirect contribution.

Thank you Central Council for your positive support in electing me to this position. May I say also how pleased and proud I am to be given the opportunity to work with the Executive Committee, whom you have elected. Combined with our excellent office staff headed by Terry Inglis, we can achieve goals!

ALLAN MANNING, General President.



L to R New Senior Vice President, Roger Basham (Mt. Jagged) and New General President, Allan Manning (Birdwood) receive words of advice from retired General President, Aub Kretschmer (Jervois).

1989 GENERAL PRESIDENT'S REPORTS

The SA Dairyfarmers' Journal includes Aub Kretschmer's President's Report to Central Council and his address to the 1989 Annual Conference.

In doing so, this Journal acknowledges Aub's contribution as General President for eight years. Aub began the President's Letter and has actively sought to improve the communication between the office of President and the membership.

Aub has dedicated himself to the task of being your President. As he stood down from his Presidential role at Central Council this year he offered to serve the industry as best he could. In his comments prior to the election of the Executive as he declared his interests in the industry, he stated that he had 3 vital interests, the industry, his church, and his family. Therein lies the strength of Aub Kretschmer.

These are the last pronouncements from a man who has served you for the past 8 years as General President:

PRESIDENT'S ADDRESS TO THE SADA 1989 ANNUAL CONFERENCE

LADIES AND GENTLEMEN

While returns have improved marginally for the second year in succession, the impact of the accumulated loss of the value of our returns in the preceding years (46% in real terms), is still being felt. A further 56 dairyfarmers have, in the last twelve months, either left the industry, or chosen to relocate to other ASSUMED more favourable areas.

Seasonal conditions have created a management problem with the need to change feed strategies, following a poor harvest. Most areas have now had a welcome relief with timely opening rains, and yet production is still below that of the same period last year.

I am concerned that the South Australian Dairy Industry will lose efficiency if it's production is further reduced. Efficiency gains are being achieved through the rationalisation of milk transport but there is still scope for further economies to be realised.

The national dairy industry has recognised the need for advancement in technology, both on the farm and at the manufacturing levels, by taking positive steps to increase research spending. Research has already moved to a more meaningful direction and I look forward with expectation to the contribution that our Flaxley Research Centre will make to the South Australian dairyfarmers' future viability.

A comment made by Agri-Trends in the Semex International Newsletter is most relevant to us today. It says "Knowledge is now doubling every ten years. The farmer that continues to operate on 1989 knowledge levels is likely to be a casualty as the world moves into the 1990's."

We must become more responsive to the consumer demands and acquire skills to both predict and influence those demands. To this end we rely heavily on the talents within the ranks of our manufacturers. Their marketing skills will be increasingly tested by the muscle of the supermarkets. The level of these skills will be reflected in our monthly returns and the level of these returns will determine the future size of the South Australian Dairy Industry.

The dairy industry has been traditionally slow in accepting THE NEED FOR CHANGE. We can no longer afford the luxury of PROCRASTINATION.

Without doubt, the changes made to the marketing arrangements by our current Government have had a dramatic impact on our industry throughout Australia. It is my opinion that these alterations have shifted distortions from one area, to another.

The continual call to greater efficiency is frustrating those that have made so many changes and yet are still losing ground.

These calls to greater efficiency are mostly made by people who are insulated from the same rules, and are hiding their own ineptitude (or desire) to find a better system that will encourage ALL people to greater productivity.

A letter, recently published in the Sunday Mail, illustrated how our work practices have created a system that allows people to work for only 161.5 days in a year. Hardly an efficient system.

The dairy industry, along with others, have been told by our Government that we must become more competitive with imported products, and that means working harder for less money, and yet the same does not apply to all people.

I endorse the policies behind the building of submarines within Australia, but the same submarines could have been imported at a lower cost. That, however, would not have created the much needed employment opportunities within Australia.

Eight hundred people will eventually be employed on this project within South Australia, less than the number of dairyfarmers currently operating in this State.

I can not help being concerned that so much effort is often given by Governments to establishing new industries, while at the same time doing little to encourage the maintenance of existing and equally important industries to our economy.

It would appear to me that the Government is inconsistent in the application of it's policies, or have I overlooked a hidden agenda?

Probably the most damaging of all the Government policies is it's monetary policy. The use of high interest rates to maintain an artificially high value for the Australian dollar is a cruel blow to the people who are in the lower economic strata, the very people that can do very little to alleviate the problem within our economy. Even worse is the grave difficulties for exporting industries to properly plan their activities to remain viable.

Today we have for the first time in this State the opportunity to discuss with both the Minister for Primary Industry Hon. John Kerin, and the Minister for Agriculture Hon. Lynn Arnold, together at the same meeting, some of our problems.

I am very grateful to Mr. Kerin for giving us this opportunity. You will Sir, I am sure, be aware of the fears that many dairyfarmers have in regard to the "unrestricted" entry of New Zealand to our market. We appreciate your efforts to ensure that the trading of dairy products will be fair and look forward to hearing you describe how effective that clause will be, in the future, particularly following a statement reported to have been made by the Deputy Chief Executive of the NZ Dairy Board, John Parker, "We try to make sure we never do anything so dumb as to get on a level playing field....."

Sir, I invite you to address this gathering and to open this conference.

1989 PRESIDENT'S REPORT TO CENTRAL COUNCIL

The year under review has been one of considerable pressure resulting in some considerable change within the industry and also the South Australian Dairyfarmers' Association.

Our members that supply Farmers Union Foods appear to have accepted the introduction of an incentive payment scheme based on Litres of Milk produced for manufacture at varying rates to reflect the needs of that Company. It is not an entirely new scheme to the industry but it's direction should be encouraged if this State's dairy industry is to remain relevant in the future.

We have at this year's Conference examined a proposal for a dramatic change to our Method of Payment. Today you will make a decision as to how this may occur.

The future method of payment must be fair and reasonable, but positive. It must be flexible and able to respond to the needs of the market place both now and as far as is practical, in the future. Careful consideration must be given to the full impact of the decision made, both short and long term.

I think it is now timely to seriously rethink the possibility of taking the basic milk price out of the Equalization calculations. The last time this was proposed there were problems of inequity created by supply rations of the two companies.

Since that time, SA Milk Haulage has been established and that problem can now be easily rectified by delivering to each Company it's requirements for Market Milk. The balance can then be allocated in proportion to their entitlement from their suppliers.

This could allow each Company to set its own payment formula according to it's product mix, but still maintaining the basic principles of returning a fair return for the components of milk utilised.

Dairyfarmers have traditionally resisted change. Two classic examples have been the structural changes to the management of herd recording. First there was the change from the Government to HISCOL and later the structural changes brought about by the need to update the equipment. I was personally involved in both of these events with most of the initiatives coming from our Association. We were again heavily involved in bringing forward initiatives to rectify some extensive management problems within HISCOL.

The introduction of SA Milk Haulage was also established with much drama and some considerable opposition - who now would deny that those changes were not only essential but imaginative and correct?

The Association has placed much effort to make the relevant people aware of the need for better returns to Dairyfarmers, and while results may not be as obvious to our members as we would wish, I am sure the message has been heard and action to rectify this situation will be taken both by Industry and Government to ease this problem.

Dairy Vale Co-op is now fast becoming a small entity within the National Dairying Industry in relative terms. I am convinced that Dairy Vale must develop a product mix that is not competing with those (particularly cheddar cheese) of the major dairy companies of Victoria and New Zealand. This will take some time to occur and there will be short term large investments to be made that will make it difficult for that Company to fully meet the immediate financial needs of our members.

It must be recognised that both companies have been moving in this direction and achieved some good results so far. The success of Dairy Vale is of vital importance to all dairyfarmers in this State.

The further reduction of fifty-six in our members, and it wont stop there, emphasises the importance of having some expression of confidence in the future that is justified. The industry must give some unified approach to this subject immediately.

I am confident that the impact of New Zealand's "unrestricted" entry to our market will not be as dramatic as is generally feared, and I base my predictions on the "invasion" of European dairy products some years ago. The industry reacted in a positive way then, and I feel it is doing so now. The Government reacted to ensure fair competition following a responsible and well argued appeal from both the ADIC and the ADFP.

I congratulate Pat Rowley, Clay Manners and John McQueen for their dedication and skills they are using in this direction and they have my full confidence. They do need your full support and the help that was given by dairyfarmers throughout Australia in this year by responding to a request to petition the Prime Minister was a vital contributing factor to the successful conclusion of the negotiations with NZ at that time.

This does not mean that all the work has been done as a continual vigil must be maintained and our guard never lowered.

I can not stress too much the value of our representation on those national organisations to our dairyfarmers in this State.

The emphasis that is being placed on research by the industry is perhaps long overdue but will be vital to the future of dairyfarmers throughout Australia. We must be continually watchful to make sure that we are in a position to capitalise on that research.

Generic promotion both at the national level for dairy products and State level for market milk have been under close scrutiny. Action has been taken at both levels to ensure that the money spent is working effectively for DAIRYFARMERS. There are times where the interests of dairyfarmers do vary from those of the manufacturers. In South Australia, we have changed our advertising agent recently in the hope of achieving a better response to the promotion of market milk which continues to contribute by far the most to our monthly milk cheque.

It is understandable that dairyfarmers express concern over the size of levies imposed on them, but the most important consideration is that they are achieving positive goals for the industry.

Discussions on unity have not progressed as I would have liked, but the issues involved are too important to rush. Foremost in our minds must always be the welfare of the Dairyfarmers.

The change-over of duties from David Higbed to Terry Inglis was effected without drama and I thank them both for their co-operation and understanding.

The appreciation dinner held to recognise David Higbed's thirty years service to the Association was both appropriate and memorable.

Terry Inglis has had a dramatic introduction to the problems confronting the industry. His positive approach to the problems is refreshing and his innovations to the Journal have been widely acclaimed.

I personally thank and congratulate Terry Inglis for the way he has accepted the challenges. He has made some difficult management decisions in a very sensitive manner. He has the enthusiastic support of his staff in implementing new initiatives.

I thank Terry, Mrs Harris and Mrs Phillips for their full support given to me and their dedication to the Association.

I thank the members of the committees with whom I have served and all the members of our Association for their support in helping me to perform my duties as President, but I am sure the time is now right for a new leader to be chosen. I pledge my support to the new Leadership and sincerely wish it well.

It is essential that all members of this Council give a total commitment to the objectives of this Association.

AUB KRETSCHMER, General President

ADHIS ABV BOOKLETS

ADHIS ABV's for 1989 are now available. Orders can be placed directly with

ADHIS (03) 885 4539

or through

HISCOL (085) 582 277

ADHIS Information is available in booklets and on floppy diskette (5 1/4) IBM compatible).

ABV Production booklets will be split into 2 segments. Proofs for sires with 20 effective daughters in at least 10 herds and sires with 20 effective daughters in at least 5 and less than 10 herds. The production booklet will contain Workability and Survival ABV's for Friesian and Jersey NASIS sires. \$20 per booklet.

Friesian)		
Jersey)	Top 2000 cows	\$20.00
Other breeds		\$10.00

Orders can be phoned to either ADHIS or HISCOL or alternatively you can write to either organization.

ADHIS Pty. Ltd.
1st Floor, 1601 Malvern Road
GLEN IRIS VIC 3146

HISCOL
49 Main Street
YANKALILLA SA 5203

This has been another SADA service to members!

HELLO MEMBERS,

Dairyfarmers face many challenges with regard to their dairy farming activities, but the one aspect of their business which controls their life and life style more than anything else is, money and finance. Every member of a dairy farming family knows that at the top of the priority list come the cows. They must be fed, mated and cared for, next could be pasture which must be cultivated, fertilized, seeded and sprayed, next could be heifer replacements and perhaps machinery maintenance and fencing. Somewhere soon we must come to Family and Kids. With a financial 'cake' that must be cut this way, is it any wonder that a Dairy farming family is having its standard of living and lifestyle reduced. The large cost increases in farm expenses, mean there is less left over for Family Expenses. The Family's chief "Supermarket Shopper" finds that the cost of a trolley of groceries goes up each week as basic family food items rise a few cents here and there, leaving less and less for other family items such as shoes clothes etc. Bread, considered to be one of the staples of life rose from \$1.17 a 680 grm. white slice loaf in January 1988 to \$1.28/29 in December 1988. It is currently up to \$1.32 for 1989. And yet the price rises for a litre of milk in 1988 amounted to 79 cents to the consumer, the dairy farmer receiving 36 cents. Why is it so?

It is not logical that 2 litres of a top quality, produced fresh daily food item such as milk should be priced lower than a 2 litre bottle of Coke at around \$2.00 without the bottle. With the galloping cost of inflation and interest rate rises and everything except milk prices being indexed to the CPI, the Dairyfarmers' income is being eroded away. Families are finding they have less and less money to provide their kids with what would be considered "essentials" in the city. The consequences of this lowered life style are that families are being stressed more and more, holidays are a thing of the past, so are relief milkers.

Union bosses demand more money and penalty rates for overtime and get it, but when dairy farmers go through the right channels with well thought out submissions for a 3 or 4 cent rise we are fobbed. Why is it so?

The time has come for white and flavoured milk returns to Dairyfarmers to be raised to a more realistic level in todays world of inflation and 20% interest rates.

from, THE CALF PADDOCK



THOUGHT FOR THE MOMENT:

Nothing makes a person more productive
than the last minute.

A discussion group at the 1989 Annual Conference considers the question of a new method of payment.



CANDID CAMERA



New Executive Committee member, Stephen Treloar of the Lakes District (left) chats with Bill Gemmell, also of Lakes, at the 1989 Central Council Annual Meeting.

R E P O R T S O N

ON FARM TRAINING

The Certificate in Farm Practice (Dairying) courses are continuing to make a worthwhile contribution to our industry.

The second course finished with a study tour of the North Island of New Zealand by the eight students and the course co-ordinator Glen Aldridge.

The eight students who successfully completed the course are:

Wesley Hurrell	Peter Edmonds
Peter Frahn	Steven Vivian
Christopher Kowald	Mark Gallasch
Robert Wilmshurst	Jason Curtis

The trip was made possible by the generous sponsorship of Dairy Vale, Farmers Union and TAFE, and resulted in a great learning experience for the students.

The third course is well under way, at present under the guidance of one of our members, Ross Seaman, while Glen Aldridge is on six months leave.

TAFE already have a waiting list for the fourth course, which they hope will begin in September.

If you know of anyone who may be interested in doing the Course, please give their name to the SADA office (08-231 3752), or the South Coast Branch of TAFE at Victor Harbor (085-521 344), or to Ross Seaman (085-561 225).

RURAL MANAGEMENT COURSES

TAFE has conducted a number of courses in Rural Management for other farmers in South Australia.

TAFE would be prepared to run a similar course at times that would suit dairyfarmers if sufficient numbers can be found.

The course would involve 200 hours contact time and 200 hours own time over 2 years.

I believe it would be very worthwhile for all dairyfarmers who are wanting to run their business more efficiently.

Anyone interested in this course should contact the SADA office (08-231 3752) or Roger Basham (085-568 229).

FOCUS FARMS

During the last year, 2 Focus Farm groups have been formed on the Fleurieu Peninsula, one in the Parawa area and the second near Mt. Compass.

These groups are an extension of discussion groups. A group of about 12 dairyfarmers meet monthly and are given instructions in, for example, better pasture management, by Department of Agriculture officers, or by other experts.

Different methods of pasture improvement, etc., are tried on the Focus Farm, and the results are closely monitored to judge their effects. These results can then be adopted by other group members, and eventually by dairyfarmers outside the groups.

If other dairyfarmers wish to form similar groups in other areas, they should contact their local Department of Agriculture office. Limited resources may prevent the early formation of new groups.

ROGER BASHAM



T.A.F.E.

RURAL STUDIES

ON FARM TRAINING SCHEME

DAIRYING

Vacancies still exist in a Two Year Course for Young Dairy
Farmers employed in the Dairy Industry

THE COURSE WILL COMMENCE ON:
25TH AUGUST 1989

TRAINING IS FREE

Information days will be held at Murray Bridge
and Victor Harbor in late July

Enquiries should be made to the Rural Studies Co-ordinator at the
South Coast Branch of Noarlunga College of T.A.F.E.

PHONE: (085) 521344 or (085) 52 1663

RESEARCH REPORT 1989

Research is on the door step of some exciting changes. On May 5th a meeting of the ADIC Executive Council wholeheartedly endorsed the ADIC Research Task Force recommendations to increase the Research Levy to 0.5% of the Gross Value of Production (GVP) over the next 5 years.

The following levy rates were endorsed by the ADIC:

Year:	1989-90	1990-91	1991-92	1992-93	1993-94
Levy (c/kg)	1.3	1.8	2.25	2.75	3.2
% GVP	0.20	0.28	0.35	0.43	0.50

Wheat and Barley Research currently receive 0.63% of the gross value of production.

The increased research levy, together with the incorporation of the Dairy Research Council, are viewed as key elements in ensuring the dairy industry's competitiveness into the 1990's.

In essence, the ADIC Executive Council agreed that there was a need for greater investment in research. However, these funds need to be effectively managed to ensure the best possible returns for the dairy industry.

In SA the exciting changes revolve around the development of the Flaxley Research Centre. Road development and building has progressed. Foundations for some sheds and the dairy have been poured and steel structures for the dairy are progressing well.

The current wet conditions are causing some problems. However, the farm sheds will be complete in 3-4 months, the centre pivot will be installed by the middle of September and only 1 farm raceway remains to be formed.

A Dairy Research Report for 1989 will be published by the SA Department of Agriculture very soon. However, I wish to highlight just a few of the key research areas in this report.

1. ANIMAL PRODUCTION

Effect of monensin provided in a controlled-release rumen capsule on milk production by cows grazing legume-based non-bloating pasture:

The Rumensin bloat capsule is currently being analysed Australia wide. Monensin can be used effectively to control pasture bloat in cattle.

Information is required to determine if the use of monensin can be justified on the basis of a milk production response on non-bloating pastures. The reason for this assumption is the addition of monensin in feed lot diets overseas.

Milk production and composition was measured in two groups of 21 Holstein-Friesian cows in early lactation, cows in one group having each been given a controlled-release monensin rumen capsule. The cows grazed non-bloating clover based pasture for 35 days. No significant differences in milk production or composition were recorded between the two groups. It was concluded that the decision to use monensin as a supplement for grazing dairy cows should be based on the potential risk of pasture bloat and the economic efficacy of monensin in controlling bloat rather than on changes in milk production resulting from the effect of monensin on rumen metabolism.

2. DAIRY PASTURE PRODUCTION AT FLAXLEY

(a) Evaluation of Balansa and Subterranean clovers in the Adelaide Hills:

Sixteen lines of *trifolium balansae* and seven lines of *Trifolium subterranean* spp. *yanninicum* along with appropriate commercialised clover cultivars are being evaluated for growth and nutritive value. These clovers are in plots in the high rainfall area on the Flaxley Research Centre in the Adelaide Hills. The Experiment will continue for three years and the most promising lines multiplied and further evaluated in dairy cow feeding experiments.

(b) Comparative productivity of cows grazing two cultivars of perennial ryegrass *Lolium perenne*:

Recent work evaluating 120 overseas perennial ryegrass lines grown under irrigation in SA has identified a European line giving a mean dry matter yield 53% higher than that of the commercially grown cultivar, Grasslands Nui. Four hectares of each of these two ryegrasses will be sown at the Flaxley Research Centre in the spring of 1989 under irrigation and grazed by Friesian cows commencing the following spring. Milk production and composition will be measured and growth, persistence and disease resistance of the ryegrass lines monitored.

3. REPRODUCTION

A survey of Southern Adelaide Hills dairy herd reproductive parameters:

This survey will establish the reproductive performance of Southern Adelaide Hills herds with a generally seasonal calving pattern.

The reproductive records of each farm will be analysed using the computer package - Retrospective Mating Analysis Package (RMAP), developed by the University of Melbourne Bovine Medical Unit.

The RMAP will provide reports for each herd on pre-mating cycling rate, submission rate, conception rate and analysis of pattern of conceptions (based on either pregnancy diagnosis or a non-return to heat within any period of more than 21 days), inter-heat and inter-service interval and previous calving pattern. Herd estimates of reproductive efficiency will then be collated and statistically analysed.

4. DREAC

The Dairy Research and Extension Advisory Committee is functioning extremely well at this stage. The membership with representation from all Dairy Regions in SA is virtually unchanged from what I reported last year.

The points of interest are:-

- (a) Results of a National Reproduction Workshop were discussed by the Committee, the outcome was a request by Chairman Steve Rice for members to make suggestions for future reproductive research programmes.
- (b) A report on Mr. Ted Carter's DRC-funded project was distributed and it was agreed there was a need for more quantitative data which could stimulate a better interpretation of the project. It was agreed that DREAC should arrange a meeting this year with Mr. Carter at the pasture plot sites.
- (c) The Committee has supported research in effluent disposal and agreed that funding for research should be sought from the E&WS Department and/or trust funds. Members felt that E&WS Department support should be sought for a monitoring programme at Flaxley.
- (d) A decision to support the concept of a Demonstration Unit at Flaxley has been discussed at length. There must be a clear interpretation that this principle is clearly the establishment of 1 or multiple farmlets within the structure of a sophisticated Research Centre, and is definitely not an attempt to turn Flaxley into a demonstration farm.

It was proposed that a demonstration unit management group be comprised of Messrs. Bartsch, Carrol, and R. Williams (Mt. Barker District Office) and 2 dairyfarmers from each of the Southern and Central Hills. The farmer representatives are:-

Ian Newmann
Trevor King
Ross Seaman
Max Green

Some suggestions in relation to establishing the demonstration farm units are:-

- * 24 cows on 20ha. Dry cows to be run within this area.
- * Areas devoted to various functions, e.g. irrigation/dryland to be similar in proportion to that on commercial farms.
- * Maximum of 0.5 tonne concentrates per cow per year.
- * Approx. 2ha of irrigated area
- * Autumn calving within 6 week period
- * Objectives should aim to maximize net profit/ha
- * Reasonable production target - 250 kg fat/ha
- * Reassessment of feeding and management strategies after 6-12 months
- * Annual budget with quarterly reports
- * Comparison of management strategies desirable if several demonstration units are established.

5. EXTENSION ROLE OF DREAC

As major issues develop, DREAC will initiate an extension mechanism - the SADA Journal and SEDA Newsletter may be the key.

Whatever system is used to communicate, dairyfarmers must realise that information must flow both ways. Our on-going contribution is critical to ensure that future research is pertinent to our needs and easily adapted.

ALLAN MANNING

ooo Meningie and Districts Golf Day ooo

On Sunday 4th June, the Lakes and Meningie Dairy Farmers had a Golf and Family Day at the Lake Albert Golf Club, Meningie. Players hit off at about 11.00 a.m. in calm, sunny but chilly morning air, and completed 9 holes, returning to the Golf Club for a delightful lunch of sandwiches and soup supplied by the Club Ladies. The second 9 holes were completed in showery conditions, but as the rain was badly needed, everyone had a smile on their face! There were lots of incredulous stories to cover lost balls, fluffed shots, etc., but everyone agreed it had been a good day worth repeating next year.

Terry Inglis, unable to play due to a strained back brought on by the unaccustomed activity of stone picking, came down to present the trophies. Winners off the stick were J. & M. Secomb and A. & J. McFarlane, Runners Up were J. & L. Leese and J. & C. Padman. The Coopers Trophy was presented to Dean Thorpe for "incessantly coaching his wife despite the fact that he had never played before himself!"

The Dairy farmers of the area sincerely wish to thank all businesses and service industries that supported this enjoyable day by supplying trophies. It is regrettable however that the Metropolitan Milk Board declined to support this event in any way.

Jo Gemmell
Lakes District.

ooooooooo / oooooooooo

* * * BRIEFS * * *

NEW CANCER RESEARCH SHOWS MILK IS A WINNER

Swedish researchers believe that a high intake of calcium from milk may protect against cancer of the colon.

According to the Australian Dairy Corporation, the researchers are from leading Swedish health institutions. They have shown that in those areas of Sweden with a low incidence of colon cancer there are high intakes of milk, fat and fibre.

Results from their studies have been published in the American Journal of Epidemiology.

About 50% of the daily calcium intake in Sweden comes from liquid milk and about 20% from cheese.

The researchers say their study does not support the theory that fat promotes colon or breast cancers. They say that, for Western societies, preventive measures that increase the intake of fibre and milk or calcium might have a greater impact on reducing deaths from cancers of the colon than would a moderate decrease in the intake of fat.

It was also found that in the 24 Swedish countries with high fibre intake which were surveyed, deaths from colon cancer in both men and women were consistently lower.

* * * * * * * * *

A RECENT STUDY IN THE FOOD INDUSTRY showed that 98% of consumers prefer QUALITY PRODUCE, 96% want VARIETY and 84% want NUTRITION AND HEALTH information available.

97% indicated that TASTE was significant in their choice of product, 96% felt NUTRITION was important.

Freshness of produce is the major criteria for quality in the consumers' mind.

There should be no holding the dairy marketers!

* * * * * * * * *

DID YOU REALIZE supermarket chains pay on a 90-day cycle and therefore a food manufacturer with a \$1 million per month account has up to \$5 or \$6 million tied up in stock and debts owing?

Couple this with co-op and promotion fees and it's not hard to work out why 25% of the produce in supermarkets is imported. It really helps the balance of trade and local industry to have such nice people at the retail end of the business.

* * * * * * * * *

IN THE RECENT JOHN DEERE PUBLICATION "The Furrow" the following article appeared:

CALCIUM LOWERS BLOOD PRESSURE

The dairy industry should capitalize on scientific evidence that adequate calcium in the diet is more likely to lower blood pressure than cutting back on salt, according to David McCarron, a medical researcher in Oregon, USA.

He says studies show that one out of every two people with high blood pressure improved when given recommended levels of calcium. Some studies also suggest that calcium helps protect people against cancer, diabetes and cataracts.

McCarron says 60 per cent of the women and 40 per cent of the men in Canada, the US and Europe consume less than the recommended daily intake of calcium. The dairy industry should take notice, he says, because its products are rich in calcium, magnesium and potassium.

AND RECENTLY THE AUSTRALIAN DAIRY CORPORATION made a grant to an Adelaide research team to investigate the effect of dietary calcium deficiency on women.

Research funds are the key to our industry's future.

* * * * *

IT IS INTERESTING TO NOTE that in New South Wales the State average butterfat percentage is 3.94 and protein is 3.32. Last year it was 4.14 and 3.38 respectively.

* * * * *

BACK TO MARKETING, direct from the Murray Bridge Conference a great catch phrase worth considering -

'DAIRYFARMERS PRODUCE LITRES OF QUALITY, FRESH DAILY,
CALCIUM RICH PERFECT PRODUCT.'

* * * * *

CANCER EYE IN CATTLE

From the Department of Agriculture.

There appears to be some confusion amongst cattle owners and their Stock Agents about the disposal of cattle affected with cancer eye.

Cancer eye is not a disease under the Stock Diseases Act in South Australia so Department of Agriculture Officers can only offer advice to cattle owners and their agents on the disposal of affected animals of South Australian origin. However affected animals introduced from interstate will be returned to their property of origin as they do not meet the Form 1 certification requirement of being in good health. They cannot therefore be sold in South Australian markets.

Recently some Stock Agents based close to the SA/VIC border have advised their interstate clients to send affected animals to the market with healthy cattle where they will be disposed of privately to doggers or Knackeries. This is illegal and if detected the animal must be sent home and the nearest inspector to the property of origin interstate advised. This will almost inevitably lead to the prosecution of the owner of that animal by the local authorities as cancer eye is a disease under their legislation.

Cattle owners should be encouraged to dispose of infected cattle when the cancer is small (about the size of a pea and definitely less than the size of a ten cent piece) at which stage they would still be eligible to enter the slaughter floor.

Grossly affected animals will almost certainly be condemned prior to or at slaughter and could attract legal action from the RSPCA on welfare grounds.

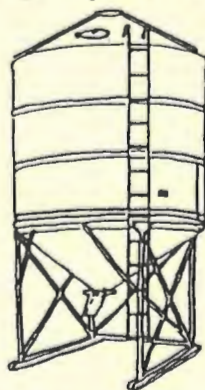
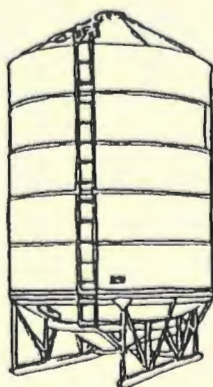
I hope that this clarifies the reason why departmental stock inspectors must take different action for cancer eye cattle of local origin and interstate in our markets.

M.A. Reid
Deputy Chief Inspector Stock

SA Distributors & Assemblers
for the 'Kotzur' silo.

MIEGEL BROS

Box 248, Coonalpyn, SA 5265
Ph (085) 71 1231 or (085) 71 1090

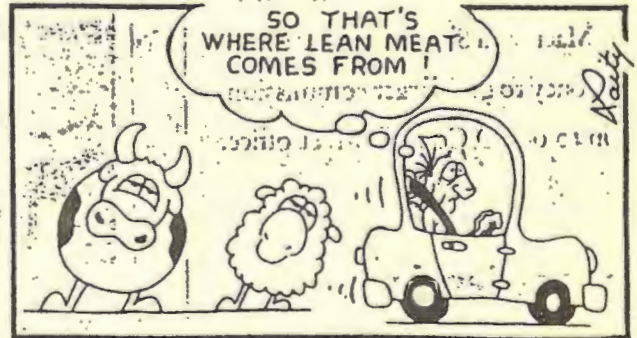
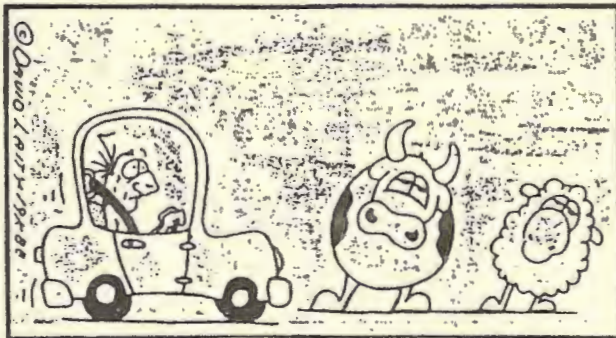


- Large Storage Silo - 57.5m³ (600 Bag)
- 29m³ (285 Bag)
 - Feed/Seed Silo - 21m³ (200 Bag)
- 15m³ (150 Bag)
 - Fully galvanised construction
 - Silo's mounted on RJS skids
 - Completely self emptying.
 - FREE DELIVERY within 50 km of Coonalpyn
- COMPETITIVE PRICES**



THE FUNNY FARM....

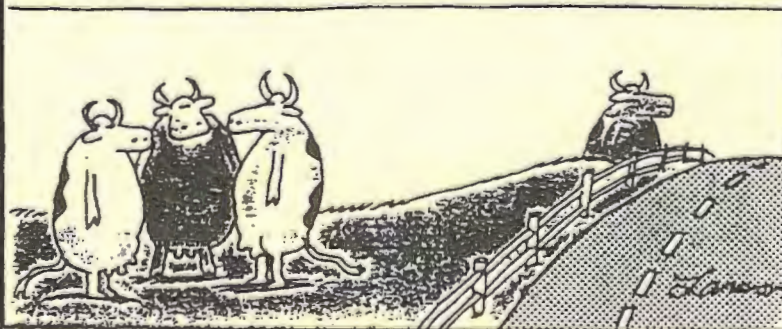
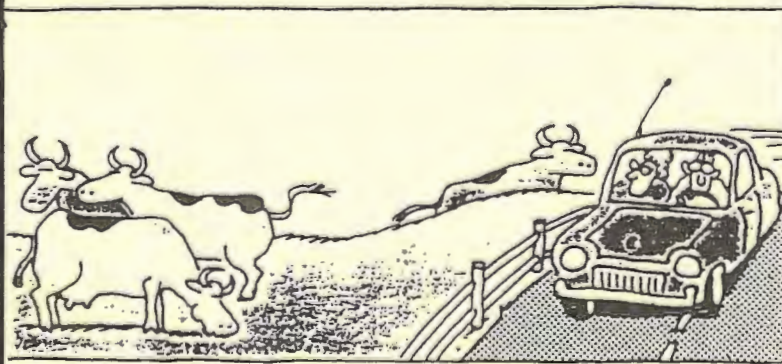
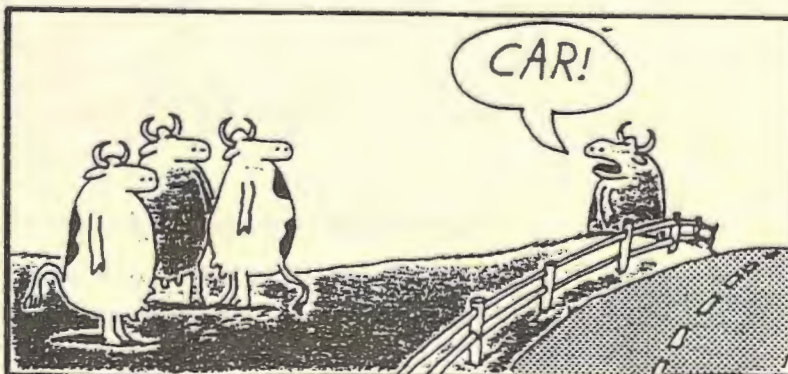
RAT RACE



Overheard after the recent Central Council Annual meeting at Murray Bridge:

"Did the bloke who lost the election for Senior Vice-President take it like a man?"

"Sure did - he blamed his wife!"



WHAT'S IN A NAME?

A man went to the airport to meet an old friend he had not seen for some years. After greeting the man, the friend said: "Oh, by the way, since you last saw me I have got myself married. No, not to anybody you know. And this is my daughter."

The man turned to the little girl who stood by his friend and said: "I am pleased to meet you. What is your name?"

"The same as my mother's." she replied with a toss of her curls.

"Well, Barbara, you have a very pretty name." said the man.

The little girl is not wearing any form of identification and the man had never met her before. HOW DID HE KNOW HER NAME?

BARBARA -

was the name of the man's old friend who he had not seen for some years.

(If you didn't work it out you need to ask yourself why you couldn't. Perhaps your're not attacking problems from enough angles.)

REMEMBER WHEN:

MAY/JUNE 1969

In the Journal there was a lead article by G. Loftus Hills, Chief of the CSIRO Division of Dairy Research entitled "The Future of the Dairy Industry". In it he asked

"Has the Dairy Industry a Future?"

In assessing the future he stated

"In quantitative terms the dairy cow cannot compete with the oil seed crops as a producer of fat or oil per acre or per unit of farm cost.

"It is in animal protein production however, that the cow scores best.

"....The biological quality of milk protein supplements so well the amino acid deficiencies of many other proteins that there is in any case likely to be a continuing call for its use in conjunction with whatever new proteins may come forward."

Protein - the new perspective?

MAY 1939

At the 8th Annual Agricultural Bureau Dairy Branches Conference held in Myponga, the Chief Dairy Advisor Mr N.H. Barlow said

"Do not think that because the factories turn the milk sour in the manufacture of cheese that you will send it in sour to save them the trouble. The factory uses controlled bacteria of the type wanted, and not just whatever may happen to get in the milk on its way to the factory."

How do boutique cheeseries work again?

AND IN 1889


Prices began to fall as the rural depression of the early 1890's was approached. And yet, within a few short years, the success of dairying in South Australia was seen as a "Godsend" as the industry expanded and prospered.

Every cloud has a silver

Page 12 THE SOUTH AUSTRALIAN DAIRYMEN'S JOURNAL June, 1963


NOW, FEED CALVES
FROM COLOSTRUM TO THREE WEEKS
FOR FRACTIONALLY OVER A

1/- GALLON




Meggitt's
SCIENTIFICALLY FORMULATED
FOSTERMILK

MULTI-STRIPED BAG OPENS
UP TO TEA TOWEL 30" x 21"
WHEN SEAMS ARE CUT



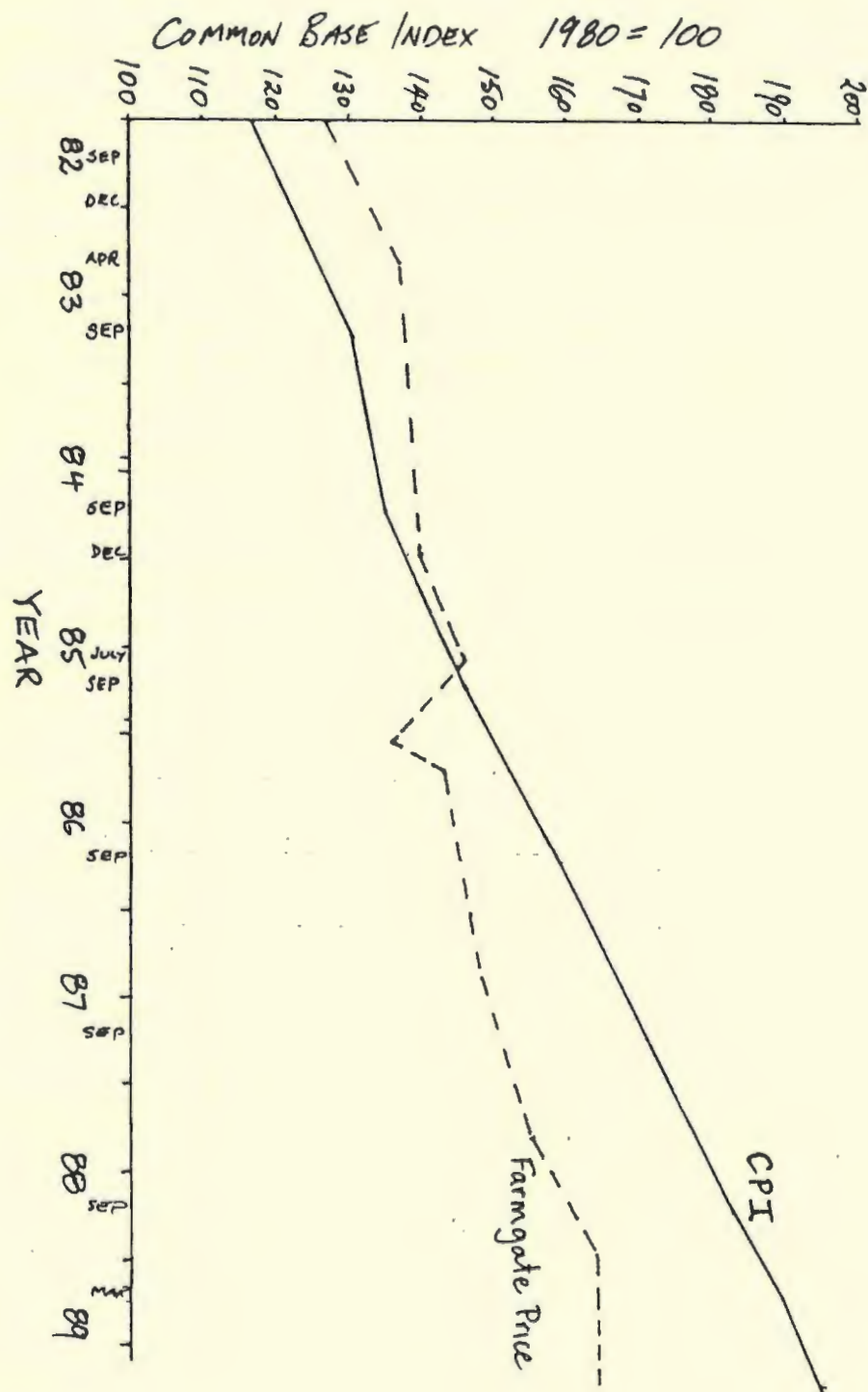
PLUS
HANDY PLASTIC
MEASURE IN
EVERY BAG!



ORDER FOSTERMILK TODAY FROM YOUR
FODDER SUPPLIER or MILK FACTORY
Manufactured by—MEGGITT LIMITED, Cnr. Leadenhall and Ship Sts., Port Adelaide 4 118

SA DAIRYMEN'S JOURNAL - JUNE 1963

"CITY MILK PRICE AND THE CPI"



**FROM THE DAIRY.....
.....TO THE TABLE**

In this issue we are concentrating on thick creamy soups to warm you through winter, with a quick and easy savoury dish which will complement any soup.

Some of the recipes have been written for microwave ovens, but are just as easily made on your stove.



*Milk Makes
Beautiful Food.*

CORN AND PUMPKIN SOUP

- 1 butternut pumpkin (about 1kg), peeled, diced
- 2 onions, chopped
- 60g butter
- 3½ cups chicken stock
- 440g can creamed corn
- 3 teaspoons worcestershire sauce
- ½ cup cream
- 1 tablespoon chopped chives

Combine pumpkin, onions and butter in large bowl, cover, cook on HIGH 3 minutes. Add chicken stock, cover, cook on HIGH 25 minutes. Puree in blender or processor, stir in corn, worcestershire sauce and cream, reheat, sprinkle with chives.

Serves 6.

CREAMY MUSHROOM SOUP

- 60g butter
- 250g mushrooms, chopped
- 2 cups chicken stock
- ¼ cup dry white wine
- 1 teaspoon french mustard
- ½ cup cream
- 1 tablespoon chopped chives

Combine butter and mushrooms in large bowl, cover, cook on HIGH 4 minutes, mix in stock, wine, mustard and cream, cover, cook on HIGH 10 minutes. Puree in blender or processor, stir in chives; reheat.

Serves 4.

POTATO AND CHEDDAR CHEESE SOUP

- | | | |
|---------|-----------------------------------|--------|
| 2 tbsp. | butter or oil | 25 mL |
| 1 | onion, chopped | 1 |
| 1 | clove garlic, finely chopped | 1 |
| 3 | medium potatoes, peeled and diced | 3 |
| 1½ cups | chicken stock | 375 mL |
| ¼ tsp. | dried thyme | 1 mL |
| 1½ cups | Milk | 375 mL |
| 1½ cups | grated Cheddar cheese (6oz./175g) | 375 mL |
| 2 tbsp. | salt and pepper to taste | |
| | chopped fresh parsley | 25 mL |

METHOD

1. Melt butter in a large saucepan. Add onions and garlic. Cook until tender but do not brown. Add potatoes and combine well.
2. Stir in chicken stock and thyme. Bring to a boil. Reduce heat. Cook gently, covered, 20 minutes, until potatoes are tender.
3. Purée half the soup. Return it to the saucepan. Stir in Milk and heat just until mixture comes to a boil. Stir in cheese. Cook gently, stirring, until cheese melts. Add salt and pepper to taste.
4. Garnish each serving with chopped parsley.

Preparation Time: 15 minutes

Cooking Time: 25 minutes

Serves 4 to 6

Microwave Method: in a 3qt./3L glass casserole cook onions, garlic and butter, uncovered, on High (100%) for 2 to 3 minutes. Add potatoes, stock and seasonings. Cook, covered, 8 to 12 minutes, on High, until potatoes are tender, stirring every 2 minutes. Purée half the mixture. Return to dish. Stir in Milk and cook on High 2 to 4 minutes until heated thoroughly. Stir in cheese and cook 1 minute on Medium (50%) until cheese melts. Add salt and pepper to taste. Garnish with parsley.

CHEESE AND ONION SAVOURY

- | | |
|--------------|----------------|
| 2 eggs | ½ tsp salt |
| 400 mls milk | Cayenne pepper |
| Bread | Medium onion |
| Tasty cheese | Butter |

Butter some slices of stale bread. Place in pie dish with layer of sliced cheese and chopped onion between layers of bread & butter. Beat eggs with milk, add a pinch of cayenne pepper and salt. Pour over bread etc. in pie dish. Top with grated cheese, small dabs of butter and fine bread crumbs. Bake in mod. oven until set and golden brown on top. Serves 4-6.

For variety you can add chopped bacon or ham and tomato, or whatever takes your fancy.



ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Sanitiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by
THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000



General President
Allan Manning
Telephone (085) 685 268

Executive Officer
Terry Inglis
Telephone (08) 231 3752



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc.

SADA PROPOSAL

FOR A NEW METHOD OF PAYMENT

Since the Annual Meeting of the SADA Central Council, when it became SADA policy to seek a payment system based on protein and butterfat, as soon as possible, and a payment system that clearly reflects a payment for market milk and a separate payment for manufactured milk, there has been considerable activity.

President Allan Manning, Senior Vice-President Roger Basham and Executive Officer Terry Inglis have spent many hours negotiating, discussing, listening, thinking, and working on your behalf to achieve the goals set by Central Council. With the support and guidance of the Executive Committee, your representatives at the meetings that have extended over eight weeks now, have been able to clearly enunciate a package that puts the dairyfarmers' interests at the forefront of considerations.

The package of proposals tabled by SADA includes as major elements:

- | Separate, equalized return for milk used in city milk paid on a kilogram of protein basis.
- | Inclusion of flavoured milk in the city milk considerations.
- | A payment for the butterfat released through the standardization process used for city milk.
- | Levies clearly deducted from appropriate source of milk.
- | A manufacturing milk price separate from city milk, determined by each company's ability to pay.



IN THIS ISSUE -

- | Murray-Darling Basin Natural Resources Strategy
- | CHANGE TO THE BASIS OF PAYMENT
- | Field Days - Where to go for education that's fun!

P L U S

Our Regular Features

PUBLISHED
BI-MONTHLY

PRICE \$2.00
\$12.00 a year, post paid

REGISTERED BY AUSTRALIA POST
PUBLICATION NO. SAC 1906

CODE
98970

The aim of these proposals is simple - to put more money in dairyfarmers' hands more quickly and the simplification of the method of payment. Additional benefits perceived by SADA would be that dairyfarmers could more readily assess the commercial performance of their respective companies and conversely more quickly receive market signals in a direct manner.

In the course of negotiating for this package of proposals, SADA is aware that if there is to be equal returns to dairyfarmers for city milk sales there should be equal supply by each dairyfarmer to the city milk pool. The technical problems of balancing this apparently simple equation need to be resolved by people with vision, clear thinking abilities and above all a concern for the future of our industry.

There is no doubt that the SADA proposal is based on principles of fairness, logic, simplicity and open management; but without those principles operating in our industry, the future could be quite bleak. With them in place the enthusiastic confidence that would be generated in our industry could well see new heights in productivity, efficiency and, we trust, returns to you.



ADHIS ABV BOOKLETS NOW AVAILABLE

ADHIS ABV's for 1989 are now available. Orders can be placed directly with

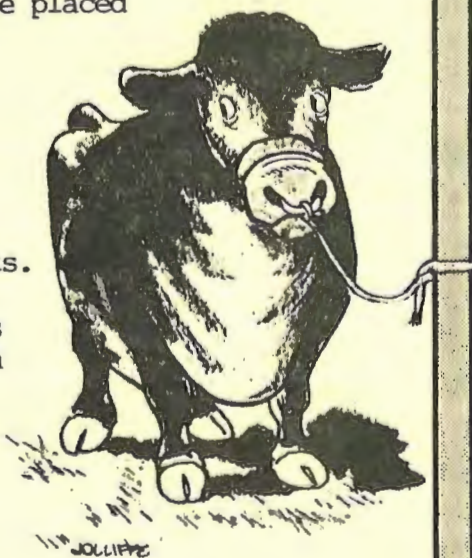
ADHIS (03) 885 4539
HISCOL (085) 582 277

or through

ADHIS information is available in booklets and on floppy diskette (5 1/4 IBM compatible).

ABV Production Booklets will be split into 2 segments. Proofs for sires with 20 effective daughters in at least 10 herds and sires with 20 effective daughters in at least 5 and less than 10 herds. The production booklet contains Workability and Survival ABV's for Friesian and Jersey NASIS Sires. \$20 per booklet.

Friesian)			
Jersey)	Top 2000 cows	\$20.00	
Other breeds		\$10.00	



Orders can be phoned to either ADHIS or HISCOL or alternatively you can write to either organisation.

ADHIS Pty. Ltd.
1st Floor, 1601 Malvern Road
GLEN IRIS VIC 3146

HISCOL
49 Main Street
YANKALILLA SA 5203

A
*Limited number available from
SADA Head Office
Order Now! Phone (08) 231 3752*



PRESIDENT'S COMMUNIQUE

At last we have a positive monetary incentive to attempt to change the composition of our milk.

From the 1st of September we will be able to capitalize on all that newly acquired knowledge of feeding for protein production and our list of cull cows will be selected on yet another parameter.

Approximately 20% of our milk returns will be paid on the amount of kilograms of protein produced between 1st September 1989 and 30th June 1990. (Please refer to the press release immediately following this article).

On the 1st July 1990 further changes may occur. To ensure these movements are in the best interests of South Australia's dairying future, SADA has proposed a package of critical issues to be addressed (refer lead article). With changing consumer demands, we must be prepared.

Flavoured and special milk drinks appeal to the modern palate and diet conscious. The 20th century consumer is constantly looking for change and exciting new products. Good old white milk doesn't always portray the flair and appeal like prepared drinks such as Egg Nog and Classic Chocolate etc.

Furthermore, place a cup of Classic Chocolate in the microwave --- & presto! --- the modern housewives' good old fashioned hot chocolate.

With these changing trends, it is imperative that farmers move to maintain the premium of a gazetted price for drinking milk. Farmers in other states acquire this premium - so should we - now is the right time!!

The 1988/1989 production year was brought to a close with intake by the Companies being only 847,338 kgms of butterfat for the month of June (down 6.3% on June last year).

Our annual production fell to 11,575,000 kgs of fat in the MMEC area down 4.5% on last years. Farmer members in the Central Region are now down to 701 and on a State-wide basis now under 1,000.

There is no doubt that higher manufacturing prices are needed to provide incentive for us to persist, and maybe even correct the slide.

Thank you for your support in writing to the Companies putting your individual points of view concerning the opening price. Consequently \$4.70 is of course encouraging and with the greatly improved cheese prices the Companies will, I am sure, do their best to improve this price as the year progresses.

The Golden North suppliers are diligently pursuing the same goal and we must continue to support each other.

Where is the SA dairy industry leading?

What size and form will our industry be in the future?

Can we arrest the production slide?

The South Australian Dairyfarmers Association has proposed that a specialist Think Tank be held on 31st October and 1st November to address these questions and many more.

Following our approach, the Minister of Agriculture Lyn Arnold has offered strong support with his personal interest and the offer of expertise from the Departments of Agriculture and State Development. Key personnel from total industry will be invited and with Minister Lyn Arnold's assistance, Ian Langdon, an Australia-wide renowned expert in dairy company rationalization and a specialist in dairy co-operatives, will be able to attend.

I look forward to an opportunity to communicate to you some resulting positive directions for the future.

* * * * *

Patience is a virtue - the licence fee paid from the gazetted farmgate price to augment SE producers' income has been revised. i.e. reduced from 2.2c per litre down to 1.98c per litre. Further negotiations will continue.

* * * * *

Federal Dairyfarmer News

At the AGM of the ADFF on the 2nd & 3rd of August, Queenslander Pat Rowley was re-elected as President; John Watson (current president of UDV) was elected 1st Vice President and David Partridge (Western Australia) as 2nd Vice President. I believe these men are of the highest calibre and are excellent ambassadors and negotiators well skilled to continue Federal negotiations, in particular the CER wrangle.

* * * * *

Numerous members of SADA have recently questioned me on the future role of the All Milk Levy. It does not seem to be working to the advantage of the SA manufacturing price. In answer to my questions at ADFF Pat Rowley gave this answer "While the world export market remains corrupt, we definitely need a market support system".

* * * * *

Consultant Adolf Hanich has just completed a report, on behalf of ADIC, in which he strongly questions the future role of the Australian Dairy Corporation. I believe this will stimulate frank discussions on this subject in the near future.

* * * * *

I must commend the SADA Executive members for their dedicated contribution and team work in pursuing the goal of a better and more equitable payment system.

Regards, ALLAN MANNING

PRESS RELEASE

CHANGE TO THE BASIS OF PAYMENT

At a special meeting on 28 August 1989 the Directors of the Metropolitan Milk Equalization Committee Ltd agreed on a new basis for payment for city milk. The change involves moving from a total butterfat basis to a protein basis for the City Milk Bonus Payment.

The City Milk Bonus will be distributed on the basis of kilograms of protein for milk produced from 1st September 1989 through to 30th June 1990. This will mean that city milk suppliers will feel the effect of this change in their milk cheques received in early November. The basic price will continue to be paid on a butterfat basis during this period.

MMEC Chairman Mr. Allan Manning, said "Producers must see this as a first step towards a new system of payment which will have protein as a major component for the basis of payment.

"This step is taken in an atmosphere of continuing negotiations between the South Australian Dairyfarmers' Association and the two companies, Dairy Vale and Farmers Union Foods.

"It is meant as a positive step and needs to be seen as an effort to begin to put the market signals, spoken of in June, before farmers.

"The proposals before the negotiating parties are exciting and have great potential to turn our industry around. A spirit of concern for the industry is underlying all of the meetings.

MMEC Directors 1989/90

Producers

Messrs. Allan Manning (Chairman)
Roger Basham
Aub Kretschmer
Don Holly

Merchants:

Messrs. Robin Steed (Dairy Vale)
Geoff Babidge (Farmers Union Foods Ltd)
Peter Thiele (Dairy Vale)
Rocco Galluccio (Farmers Union Goods Ltd)

Secretary: Terry Inglis

THOUGHT FOR THE MOMENT:

*Even the cows listen with
udder disbelief!*





S.A. DEPT. OF AGRICULTURE

Looking at some research summaries the other day revealed some interesting topics.

Increasing Intake - Flavouring agents added to both low and high quality silage increased dry matter intake in the U.K. However, there were no increases in milk production. It was thought this was because the cows were in late lactation. In other words you can sweeten up a feed but not get any more production from it.

Maize - Replacing 7.5% of grass silage with maize silage increased cow intake from 7.8 to 9.6 kg. The strategy in the U.K. is to replace concentrates by maize silage.

An End to Milking? - Before you all rush out to buy this new equipment it is still experimental. However, researchers in the U.K. have finally produced a machine that actually puts the cups on the cow. Initially an arm steers the cups to the general area of the teats using a computer which recognises the cow's ID collar and recalls the teat placement from its memory.

Once a series of sensors positioned around the teat cup touch the teats they take over the fine tuning of the teat cup placement.

Trials to date have been very successful. In a fully automated system cows tend to come to be milked more frequently with milk increases being recorded of 10-15% per cow over a greater time of the day.

Another robot milker in France uses a similar computer memory with lasers, mirrors and a camera to do the fine tuning. This unit is already operating on a trial commercial basis and could be on the market within three years.

Maybe the large dairies we are seeing now will become a thing of the past in favour of smaller units.

Vitamin B12/Cobalt Report - Greg Stevens our Veterinary Officer at Flaxley reported recently on a dairy herd giving about 20 percent less milk than the previous year. Not only was milk production down but some calves had extremely stunted growth.

After half a day of discussions and \$100 worth of laboratory tests a cobalt/vitamin B12 deficiency was diagnosed.

There had been a previous history of vitamin B12 deficiency and stock treatment had been part of normal farm practice. The crash came about 12 months after the last treatment.

Trace element treatment of cattle is expensive, takes time and so any decision to do it must be based on accurate and detailed information in the first place. Similarly monitoring of appropriate levels is most important. Naturally this needs to be fairly intensive early on, but as more results become available experience increases and monitoring can be reduced.

Tim Newbery.

---ooOoo---

HELLO MEMBERS

Dairyfarmers! - it is time we looked over the fence at our neighbours the Beef Breeders and had a close look at their attitude to production of beef and sales/marketing. They breed their Poll Herefords, Simmentals or whatever, and as quick as they can, get them up to what the lean beef market requires. The buyer comes and appraises their stock and offers the owner a price/kg 'on the hoof' or 'on the hook' and they are sold. Once the stock have left the farm the owner/breeder is not in the least bit worried about whether the red calf with the white face finished up as hamburgers at McDonalds or rump steak at the Hilton! Or whether the roan cow with white legs was exported to Japan, Asia or USA. All he is interested in is how to breed better beef cattle and grow them out to market requirements quicker!!!

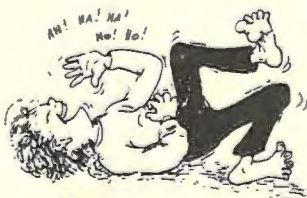
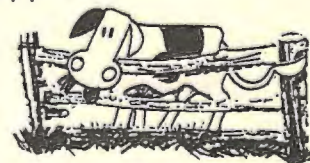
Why is it then that dairyfarmers are so worried about manufacturing milk?

If the factories turn milk into cheese, butter, or yoghurt and export it to Japan, New Zealand, Phillipines or wherever, so what?

We should be in the business of providing litres of top quality, fresh, calcium and protein rich milk. Why aren't we paid at the farmgate for what it is, our fabulous fresh product!!!!

Regardless of what the factories do with it, our milk at the farmgate is all a top quality, calcium and protein rich, fabulous and fresh food drink! Why aren't we being paid TOP DOLLARS for this MARVELLOUS product, produced during overtime hours for ordinary union workers? When will dairyfarmers stop worrying about what factories do with out milk once they get it to Jervois, Adelaide or Murray Bridge and start demanding a farmgate price that is proportionate with the work hours involved and the fabulous freshness and quality of our unsurpassable product??!!

FROM ~
THE CALF Paddock



Couldn't Help But Laugh!

Whilst reading the often gloomy EC Background - a newsletter from the European Community - I saw that the name of the Irish basic currency unit is the Irish "Punt".

How could you take a punt on that currency at the money market?

RYE GRASS TRIAL - FIELD DAY

WHEN - October 12th 1989
Starting 10.00 a.m.

WHERE - John Ericson's property
at Montekith near Murray
Bridge.

WHAT - See the overseas
ryegrasses on trial.
Hear some of the
results to date.
Talk to research &
extension people
involved.
Discuss with agents,
present & future
prospects.

HOW - Results will be
presented every hour
starting at 10.30
a.m. This will allow
time for discussions
& inspection of the
plots in between.

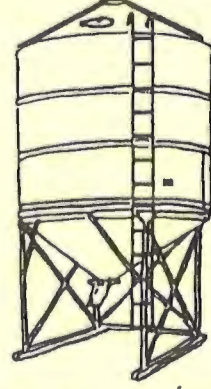
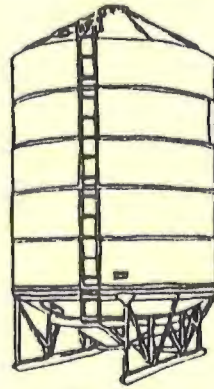
WHO - Anyone interested
in the prospects of
overseas cultivars.
Representatives of
the major seed firms
will be in attendance.

SA Distributors & Assemblers
for the 'Kotzur' silo.

MIEGEL BROS

Box 248, Coonalpyn, SA 5265

Ph (085) 71 1231 or (085) 71 1090



- Large Storage Silo - 57.5m³ (600 Bag)
- 29m³ (285 Bag)
- Feed/Seed Silo - 21m³ (200 Bag)
- 15m³ (150 Bag)
- Fully galvanised construction
- Silo's mounted on RJS skids
- Completely self emptying.
- FREE DELIVERY within 50 km of Coonalpyn
COMPETITIVE PRICES

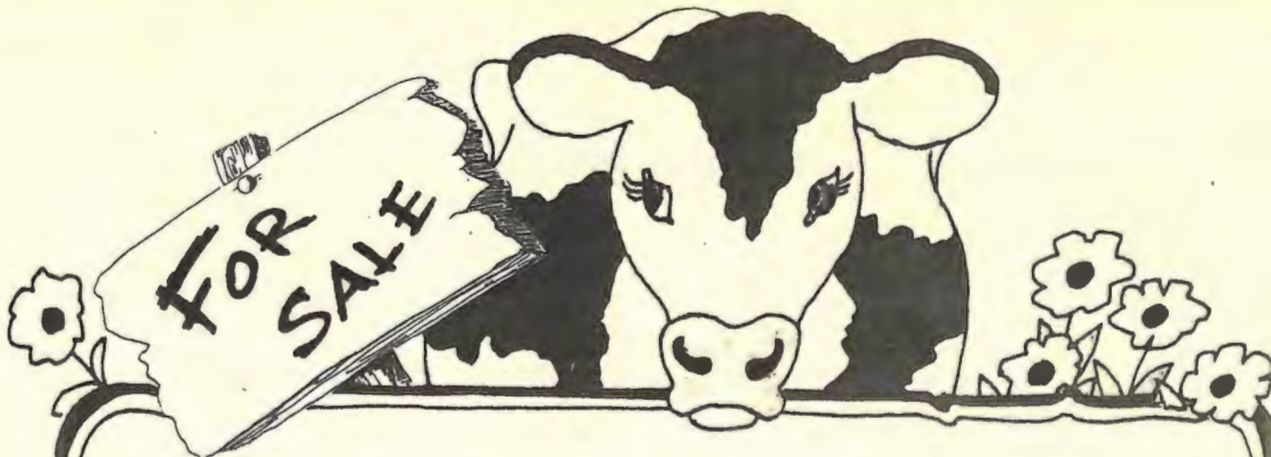
" A NEW APPROACH TO THE FEEDING OF DAIRY COWS "

Executive Member, John Nietschke, has brought to my attention the work of Dr. Doug Hughes. Dr. Hughes has produced a small booklet "A New Approach to the Feeding of Dairy Cows".

The book is available from Dr. Hughes at \$5 per copy. His address is P.O. Box 428, Nuriootpa, South Australia, 5355, phone (085) 65 6262.

The Executive Committee believes that Dr. Hughes' booklet is a sensible basic guide aimed at leading people into using his services. You may wish to make your own assessment of his booklet.





**BULK
GLYCERINE**

Use your own containers for
cheaper glycerine



Dairy chemicals such as sulphate
acids and cleansers.

IAN WHITE - LAURA - (086) 632 581

"PEOPLE, PLACES AND CHEESE IN SOUTH AUSTRALIA 1842 - 1984"
By Gordon Pickhaver



\$8.00 per copy
(+ \$2.50 for postage & packaging)

Great Gift Idea!

Available from SADA Head Office

(08) 231 3752

signs

CHOOSE FROM A VARIETY OF SIGNS,
WITH OR WITHOUT STURDY FRAMES.

AVAILABLE FROM SADA HEAD OFFICE.
(Orders filled as required)





ACID SOILS WORKSHOP

On Wednesday 23 August the Soil Acidity Research Group held a workshop at the Waite Institute. This Group is made up of officers of the Department of Agriculture and the CSIRO Division of Soils. Financial support for the Group comes from the Dairy Research Council, the National Soil Conservation Programme and the Wool Research and Development Council.

It was evident from the workshop that an enormous amount of data has been accumulated over the last 4 years. For instance over 200 sites in the Adelaide Hills have provided an extensive survey basis to enable the accurate mapping of S.A. soils and the pinpointing of those areas with the lowest pH. The data has been documented and has given insight into the most important and interacting effect that acidification can have on plants and soils.

The plant-soil system is not simple because it is not a closed system (e.g. water cycle) but an open system. Nutrients may be lost from the system. Acidification can lead to processes that are difficult and/or expensive to reverse.

It was made clear, however, that liming is not necessarily beneficial. For example, induced nutrient deficiency in plants can occur. Early results indicate that there should be careful consideration before applying lime at any particular rate.

Data collected since 1985 is still being categorized but it is clear already that extensive areas of the Adelaide Hills have soils with a pH less than 5.5. Clover leaf examples have indicated a whole range of trace element deficiencies. In particular there are low levels of magnesium, calcium and boron.

The lime trials did not show a great response in the first 1-2 years. However 4 years later the early trials are starting to show greater response. Yield increases appear to be early in the season when feed is scarce, and generally, these superior yields continue into the spring.

Lime treated soils encourage worm population and it is interesting to note that treated soils hold the moisture better.

When applying lime "particle size is important." For easy spreading it is best to have a mixture of fine and coarse. In fact it is important that 30% of the lime is finer than 0.25 mm.

For general maintenance applications surface spreading is probably good enough at rates of 2-3 tonnes per hectare. If there is a marked acidity problem the quickest response appears to be gained when lime is incorporated into the soil. This ensures a quicker return on dollars spent.

There are a multitude of questions still to be answered. Some of these should be answered as documentation of the last 4 years work is completed. The next 12 months will see some positive guidelines established to enable farmers to successfully deal with soil acidity.

Allan Manning.

REMEMBER WHEN ?

JULY/AUGUST 1969

There was a 6 page article in the Journal on discussions about unity between SADA and UFGA. All of the recent discussions with UFS are there in black and white!

History does seem to be cyclic.

(The curiosity from the article was the level of membership fees, UFGA - \$10; SADA - \$2.10 plus District Levy! Among the proposals made to UFGA was that SADA's fee become \$5.)

AUGUST 1939

Milk suppliers were paid a bonus for whole milk of 2d per pound of butterfat. This brought the price of milk up to 1s 3 3/4d per pound of butterfat but then 1d was deducted for transport, leaving a net price of 1s 2 3/4d per pound.

Inflation aside, that equals about 27 cents per kilogram!

AND IN 1889

The South Australian Government introduced a "Travelling Dairy". This equipment was moved around to provide education for dairyfarmers on the application of new technology. Also at this time the Government established the position of "Dairy Officer".

There were 40 separators in South Australia in 1889.

Technology on the march!

THE SOUTH AUSTRALIAN
DAIRYMEN'S JOURNAL

SEPT-OCT 1972

**MARRY A
MASPORT
TO YOUR
MILKING
MACHINE**



—and look forward to a long, happy life!

You know MASPORT is the best milking machine pump there is — but do you use one? Choosing a pump is like choosing a wife — if you choose the right one, you'll have a long, happy life together.

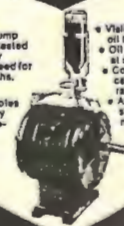
MASPORT is better because it's built better and engineered so precisely that it's remarkably quiet with wear reduced to a minimum. That's why a MASPORT lasts so much longer than other makes, and needs practically no servicing. But if you ever need after sales service, you'll get it — anywhere. MASPORT is married to famous milking machines all over the world. All you have to do is specify MASPORT.

MASPORT — "A SWEETHEART OF A PUMP"

• Every pump factory tested and fully guaranteed for 12 months.

• Mounting holes provide easy interchangeability.

• Visible metered oil flow.
• Oil reserve seen at a glance.
• Constant lubrication to ball races.
• Automatic oil supply to all moving parts.



Jacques McDonald
Pty. Ltd.

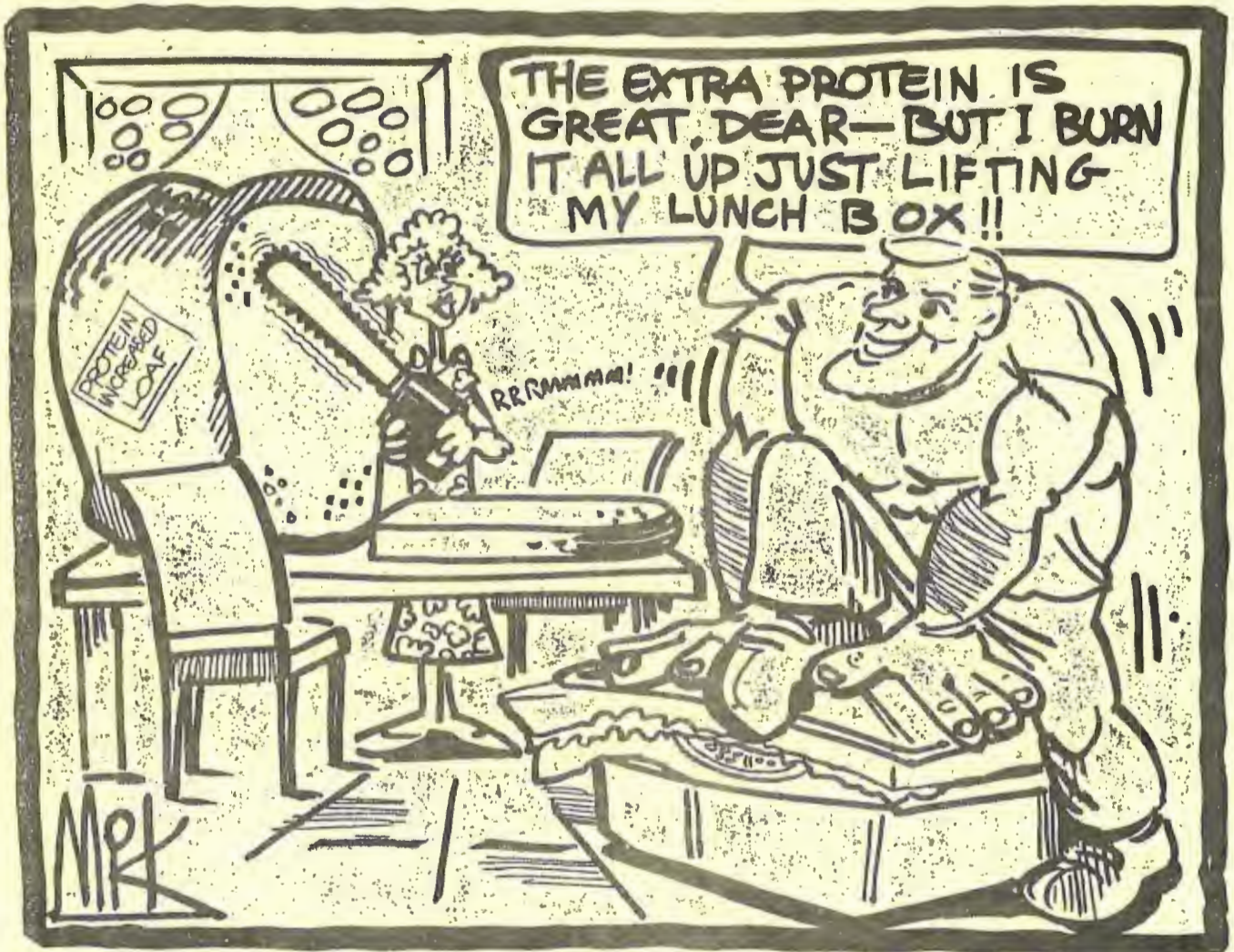
289 Princess Rd., Blairathol, 5088.
S.A. Phone 65 6117.

Please send illustrated brochure and details
NAME _____
ADDRESS _____

G'day.



THE FUNNY FARM....



"AND FIGS MIGHT FLY"

It was crisis day in the Parliament
The House was hushed and still.
As a Member rose with a question.
"Are we doomed to go downhill?
I am confident of an upturn"
The P.M. made reply:
"If workers pay is held at bay
We'll all be home and dry."

"How true! How True!" cried the workers,
"Lets end this wicked strike,
we don't want a rise in wages,
they can stick it where they like."

"Thank God! Thank God!
Sobbed the bosses.
"There's faith on the factory floor,
And now we've got this extra lot
We'll give it to the poor!"

They filled their pockets with money.
And ran with eager feet,
Pressing their surplus profits
On the people in the street.

They moved among the dole-queues,
And boarded every bus,
With streaming eyes and heartfelt cries:
"You need it more than us!"

Soon all the people prospered,
And the devil became a saint.
Now that the sober unions
Had exercised restraint.
And the cities were filled with singing and the
sound of laughter spread.
As hand took hand in the golden land
and pigs flew overhead.

CHAMPION FARMERS - WINNERS OR LOSERS?

I find it a trifle ironic - to the point of questionable logic - that Dairy Vale can so loudly proclaim the virtues of protein yet run a champion farmer competition which extols the virtues of increasing butterfat production.

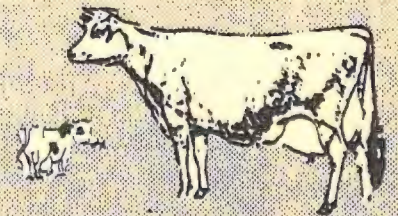
All of those champion farmers will be well behind the eight-ball next year if 'protein only' wins the day.

Perhaps next year it will be a miracle farmer competition for those farmers able to turn around production within a few weeks.

FIELD DAY AT SYD & MOLLIE LEWIS' DAIRY FARM, CHARLESTON

SUNDAY 22nd OCTOBER 1989

2.00 p.m. to 4.00 p.m.



The Soil Association of S.A. Inc. in association with Ecovision Week is conducting a series of Field Days introducing the public to primary producers who practice organic agriculture.

The Field Day of particular interest to the South Australian Dairyfarmers Association members will be held at Lewis Road, off Springhead Road, Charleston on 22/10/89.

Syd and Mollie Lewis have been using organic methods for 25 years since Syd took over from his father, who had purchased 94 acres of land in 1932. Since then Syd has been able to add neighbouring properties to take the total area farmed to 370 acres. They have a herd of 100 Jersey milkers and 50 followers.

Syd will explain his fertiliser practices, the consequent reduction in his veterinary expenses and other farm management processes during the afternoon.

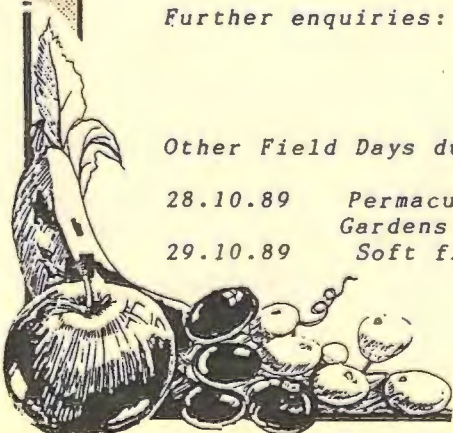
Syd has asked some challenging questions during his farming life and made changes to farming methods. He may not have all the answers but he is keen to learn.

The Soil Association welcomes this second opportunity to communicate with Dairyfarmers (the first was Gareth Rowlands, Birdwood, 8/3/89) and we look forward to an informative and enjoyable afternoon. Afternoon tea will be available to continue the discussions after the talk and tour.

Further enquiries: Gerry Butler (085) 685339 (home)
(08) 2247887 (work)
Deb Cantrill (08) 3392519 (home)
Syd Lewis (08) 3894343 (farm)

Other Field Days during this week:

28.10.89 Permaculture/Agroforestry - Graham Brookman, Evanston Gardens.
29.10.89 Soft fruits/Market Garden - Grant Scott, McLaren Vale.



"DAIRY EXPERIENCE OF A LIFETIME"

Bob Snewin, State Manager for the Australian Dairy Corporation, is really getting a reputation as an innovator and ambassador for our industry.

Recently, (8 August), Bob ran a "Dairy Experience of a Lifetime" to promote dairy foods to the professional food buyers in Adelaide. Over 180 purchasing officers attended the display/promotion. Catering personnel from the Armed Forces, Hospitals, major hotels were invited and attended.

Members of SADA Executive and Central Council attended -and were invited to judge the quality of each display.

Major dairy food companies from all over Australia were represented. The top display award went to Farmers Union Foods Limited who had put a great deal of effort into their stand. The Kraft Foods stand was very subtle because they didn't actually display their labelled products but rather showed how dairy products could be used in attractive food displays -aimed right at the catering industry.

Bob Snewin must be congratulated on running an outstanding event. SADA would like to use Bob's talents in the education of members about the vast array of foods that can be prepared out of dairy products.



WHAT IS THE FUTURE FOR FAT?

A physician in Adelaide has drawn my attention to his work with patients suffering from obesity. He has based his treatment on the discoveries of Dr. Wolfgang Lutz. Dr. Lutz has published a book "Life Without Bread" in which he advocates a return to a low carbohydrate/high protein/animal fat diet.

Dr. Lutz's success rate? - extraordinarily high. His book was based on the treatment of 10,000 cases.

The Adelaide physician is keen to conduct a controlled experiment to bring this revolutionary diet to the attention of the public. He suggests a sample of 100 volunteers will be enough and has made me determined to be the first volunteer.

Currently I am waiting for a copy of Dr. Lutz's book.

More information to come.



Federation Insurance Operations Manager Phil Taylor has provided some cautionary notes for members to consider when looking at their insurance cover.

1. UNDER INSURING (PUBLIC LIABILITY)

Federation advise that there is a great amount of "under-insurance" in rural industry and suggest that members should be aware of the danger of not carrying adequate liability protection.

The concern is that members may not realise the potential cost of a serious personal injury claim made against them. Your level of liability cover today needs to be great enough to cope with a claim being settled against you in five years time. For example, if a person is seriously injured in 1989 and the law states that you are responsible, the settlement may not occur until 1994. The amount of insurance cover you have available to pay the settlement in 1994 is whatever cover you had back in 1989 when the injury occurred.

The 1989 to 1994 example is not unrealistic. Personal injury cases are not usually brought to court until the condition of the injured person has stabilised then delays in having the court case heard and subsequent appeals can easily occur over a 5 year period.

Members may not be aware that if you have inadequate insurance cover to meet a claim made against you, then you may be required to sell off your personal assets to pay the balance.

We urge members to check the level of their public liability cover. A \$1 million cover is outdated, look at a minimum of \$2 million and seriously consider carrying \$5 million.

2. OCCUPATIONAL SUPERANNUATION and WORKCOVER

"It has been brought to our attention that sections within the farming community are endeavouring to arrange other means so as to rid their responsibility in complying with either of the above acts.

Instances of share farming agreements being arranged which sound the answer when in actual fact the work performed by the employee does not alter. The additional cost is nothing to the cost that could occur in the event of death or a serious accident.

We are always aware that someone will try and abuse the system, but when other parties are also urged to do likewise, I feel that is going too far and we have a responsibility to stop it.

Someone will get caught and it will cost them dearly. I feel that it is in our interests (FEDERATION and SADA) to ensure that members are not steered in the wrong direction."

EMPLOYERS BEWARE!

Since 1987 the Federal and State Industrial Tribunals have been considering occupational superannuation for Award covered employees and indeed have begun to arbitrate on such claims. The major results of this trend have been twofold.

Firstly, the number of unions claiming superannuation, and the subsequent Award variations have been steadily increasing.

Secondly, a number of superannuation companies and more particularly their agents, have undertaken a campaign to attempt to have employers establish their "own" superannuation scheme to avoid union or industry based schemes.

What is clear from information being provided to employers is that some superannuation advisers are creating a false picture as to the nature of the schemes being named by the industrial tribunals as being appropriate to receive contributions, and are misleading employers into believing that exemptions from Awards are automatic.

The facts are that some "individual" superannuation schemes may be more expensive, less flexible and may result in the employer being in breach of their Award or Awards.



FROM EUROPE.....

COMMON AGRICULTURAL POLICY - DAIRY QUOTAS

The Commission of the European Community in its July 1989 "EC News" announced a series of measures to reinforce the regulations applying to EC dairy quotas while taking into account the special cases of producers in difficulty.

The reduction of milk deliveries by 7.4 million tonnes in the last 2 years illustrates the considerable impact of the measures adopted in March 1987 and April 1988.

Intervention stocks have been practically eliminated, intervention buying skimmed milk powder has ceased and butter purchases have been considerably reduced (25 000 tonnes compared with 388 000 and 647 000 tonnes in 1986). Prices for dairy products have risen proportionately.

FROM THE UNITED KINGDOM....

QUALITY CUTS CAKE COSTS

The July edition of British Agricultural News reports that trials to examine ways of reducing feed costs of autumn-calving dairy cows on a research farm in Wales have put the emphasis on quality.

Cake with increased protein, offered on a flat-rate basis, improved margins enough to offset higher costs. Doubling crude protein to 32% and raising energy levels in the feed from 11 to 13 ME (metabolisable energy) improved daily milk yield by an average 5 litres (just over 1 gal) a day from 3 Kg (6½ lb) fed.

Although the benefits will accrue if milk quality improves when the cows have been turned out to grass from their winter housing, margins are lower by 1p a litre (4½p/gal).

The researchers are feeding four types of concentrate in the first year of the new trial. The basic ration is a 16% protein and 11 ME mix. In two other mixes, the fishmeal protein fraction is increased from 5% to 15%, to raise crude protein of the ration to 32%.

A protected fat product is included in two rations, increasing the ME level from 11 to 13. The four concentrates are being fed with well fermented 73 D-value (digestibility) of 23.5% dry matter, 11.5% crude protein and 11.6 ME.

Results to date show a big response to higher quality cake, with higher yields averaging 2 litres (3¼ pints). By boosting energy as well, the increase is nearly 5 litres (1 gal).

Silage intake increased from 11.21 kg (2½ lb) of dry matter a day to 11.58 kg (25½ lb), probably stimulated by the higher yield, the researchers say.

FROM NEW ZEALAND.....

NEW ZEALAND COMPANY TO PRODUCE CHOLESTEROL FREE BUTTER

New Zealand companies Thielen Research Limited and the Morrinsville-Thames Valley Co-op Dairy Company have formed a joint venture to develop Thielen Research's cholesterol extraction process. A small scale plant will be used to establish the best operating conditions and design for a commercial cholesterol free butter plant. Commercial production of cholesterol free butter is expected to commence in 1992/93 with investment in a factory in excess of NZ\$20m, producing 40,000 tonnes per year.

The cholesterol free butter has a reduced carotene level (making the butter paler in colour) but an increased spreadability. The process, resulting from research undertaken by Dr. Corran McLachlan, is reported to be similar to a carbon dioxide super critical extraction process developed in the United States for the removal of cholesterol. Dr. McLachlan's process can also remove up to 70% of cholesterol and 90% of fat from ground beef.

INTERESTING TO NOTE that Adelaide has the lowest priced milk, delivered and cartoned, according to the Australian Bureau of Statistics in their June Quarter analysis of average retail prices.

DEPRESSING TO SEE that Adelaide had by far the cheapest cheese (processed, sliced and wrapped) and the cheapest butter. No wonder our manufacturing price is so low compared to other States.

**AVERAGE RETAIL PRICES OF SELECTED ITEMS, JUNE QUARTER 1989
(Cents)**

Item	Unit	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Canberra	Darwin
Dairy products									
Milk, carton, delivered(a)	1 litre	104	88	93	83	90	90	82	n.a.
Milk, carton, supermarket sales(b)	1 litre	88	82	92	79	89	90	82	84
Milk, powdered, full cream	1 kg can	573	623	579	581	575	610	596	623
Cheese, processed, sliced, wrapped	500g	284	286	289	265	297	314	289	298
Butter	500g	185	209	176	161	176	194	200	190

(A Mount Lofty Ranges Review
for those Dairyfarmers who thought they had missed out)

The Murray-Darling Basin Natural Resources Management Strategy is a three state, federally supported effort to correct the errors made in land management and water resource management in the past. The objectives of the Strategy are far reaching, with great implications for all who live and work in the Murray-Darling Basin.

The SADA Districts most directly affected will be River Murray, Jervois, Lakes and South Coast. Any dairyfarmer on the eastern watershed of the Mount Lofty Ranges needs to be aware of the developments in the Strategy.

The Executive Summary from the Draft Statement released by the Murray-Darling Basin Ministerial Council is reproduced for your information. Be aware of its implications for you.

The Murray Valley League is holding a Workshop/Seminar in the Murray Bridge Rowing Club on WEDNESDAY 11 OCTOBER 1989.

The "Communities of Common Concern" provide SADA Districts with an excellent opportunity to play a leading, proactive roll in this Strategy. It is better to be involved in steering a course than reacting to a Strategy out of control.

SADA districts in the area in question should take it upon themselves to be major influences in the Strategy. They should form the Community of Common Concern in their immediate district.

EXECUTIVE SUMMARY

The Murray-Darling Basin covers one-seventh the area of Australia. It hosts a range of significant natural resources, the economic value of which accounts for about one-third of the national output from rural industries.

For some decades concern has been expressed about the River Murray and its declining water quality. In more recent years this concern has extended throughout the Basin to include degradation of the land, the natural environment and the human cultural environment. It has been estimated that losses to agriculture amount to \$260 million a year, and river salinity costs \$35 million a year.

The Murray-Darling Basin Ministerial Council was established in 1985. It provides a strategic focus for planning and management for the sustainable use of the Basin's natural resources. The Council is concerned with policy issues requiring common action by member Governments - Commonwealth, New South Wales, Victoria and South Australia.

A major study in 1987, initiated by the Ministerial Council, detailed the extent and severity of the degradation. The report of the study became the base document for the Natural Resources Management Strategy (NRMS).

Problems Identified

Some of the most serious community concerns noted in the 1987 study relate to:

- rising salinity levels in soils and streams;
- deteriorating quality in water supplies;
- land degradation (eg from soil erosion and acidification);
- decline and loss of native vegetation;
- loss of natural habitats;
- overcommitment of, and competing demands for, water supplies (eg irrigation, industrial and recreational);
- cultural losses (eg aboriginal heritage sites).

Current Activities

State Government agencies in agriculture, forestry, soil conservation and parks and wildlife have extensive programs as part of their normal activities. In addition, there are also some specifically focused programs at State and Commonwealth level, eg:

- National Soil Conservation and National Afforestation Programs;
- 'Salt Action' programs.

Furthermore, there is cooperation on water allocation and control of river development through the Murray-Darling Basin Commission. The recently released Salinity and Drainage Strategy is part of the Natural Resources Management Strategy. In many areas land-owners are, themselves, taking action to redress degradation problems on their farms.

Strategic Aims

The aims of the Strategy are to:

- prevent further degradation;
- restore degraded resources;
- ensure use of resources within their capability;
- minimise adverse effects of resource use;
- ensure self-maintaining populations of native species;
- ensure appropriate planning and management;
- preserve cultural heritage.

The Strategy

The sheer size of the Basin and its problems means that Government and communities must cooperate in their efforts. The Strategy is a blueprint for action to tackle the degradation problems and to implement planning and management programs with which individuals can identify. A major feature is that action and decision-making is to be taken at the most appropriate level: Basin-wide, regional or local.

This Strategy document does not contain a solution to every resource issue; it provides a framework in which such issues may be addressed.

The essentials of the Strategy are that it:

- Provides a framework for coordinated Government and community action;
- Identifies responsibilities of Government and community at both Basin and regional level;
- Relies on the community to implement a significant component of on-the-ground works and measures;

- Seeks to accelerate action through a program of works and measures, and community education;
- Provides mechanisms for ongoing planning, and review of policy and legislation.

Responsibilities

The NRMS identifies the need for communities and Government to cooperate and coordinate their efforts. It identifies responsibilities for action: Basin-wide matters require Government attention; at the regional level activities should revolve around *Communities of Common Concern*.

Community Action

The implementation of on-ground works and measures will largely be the responsibility of individuals and communities. To facilitate implementation, the Strategy provides for the recognition or establishment of *Communities of Common Concern*. These may be existing, or specifically formed, community groups that address common problems, or broader issues, of high priority. These communities will identify key aspects of degradation in their localities, and develop and implement their own plans. Community involvement is of fundamental importance, if the Strategy is to succeed.

Communities of Common Concern will generally be catchment based. They will include the interests of all resource sectors and resource users. A major aim will be to implement action on private land.

Responsibilities for the community are to:

- recognise natural resource degradation issues;
- prepare action plans for their regions/localities;
- promote adoption of action plans;
- implement plans on private property;
- provide comment and input to Basin-wide issues.

Communities of Common Concern will be assisted by Government:

- Encouraging and stimulating community activities and commitment;
- Identifying and nominating as *Communities of Common Concern* certain priority groups;
- Providing technical, financial, policy and legislative support.

Natural Resources Management Strategy

Provides a framework for coordinated action.
Identifies responsibilities of Government and community
Relies on the community to implement action
Seeks to accelerate action
Provides mechanisms for ongoing planning and review of policy and legislation

Government Action

Problems that cross State boundaries or have interstate implications require coordinated Government action. The Strategy provides for Government to have prime responsibility in three such areas, and to coordinate nominated activities within those areas. These responsibilities and activities are summarised below.

Basin-wide areas of Government responsibility:

Vegetation	Management of vegetation to confront degradation and to protect native flora and fauna.
Groundwater	Management of groundwater to combat degradation and enable sustainable use.
Aquatic and Riverine Environment	Management of river-related environments and promote sustainable land use in riverfront corridors.

Coordinated Government activities:

- Monitoring implementation;
- Community education;
- Research and investigation;
- Monitoring degradation;
- Providing policy and legislative framework;
- Long term planning.

Government action at the regional level will be in implementing programs on public lands and rivers, and in integrating regional with Basin-wide activities.

Funding

Rehabilitation of the Basin's resources will not occur overnight. The Strategy will require long-term funding to accelerate current activities.

Project funding is planned in two areas:

- Development of community-based programs to address local issues - i.e. the work of the *Community of Common Concern*, with underpinning support from the Government agencies;
- Development of programs and policies (including applied research and investigations) to address Basin-wide or regional issues; generally to be performed by Government agencies with community input.

An initial three-year program of high priority works has been identified. The indicative budget figure for this program is \$45 million. The categories proposed for support in this first triennium of the NRMS are listed below.

Indicative Three Year Budget

	\$ million
Planning and implementing Community Action Plans	17.4
Vegetation management in priority areas	16.7
Aquatic and riverine management	5.1
Natural resource monitoring and assessment	0.9
Research and investigation	4.7
Community education	0.4
	45.2

briefs

"FRILK"

Interesting to see that a product naively suggested by me when I came into the industry last year has become a reality in the United Kingdom.

Called "Frilk" it is a drink made with fresh milk, pure orange or lemon juice, sucrose and pectin.

Described as a fruity milk drink with a delicate taste which is cool and refreshing when served straight from the fridge. "Frilk" is being targeted in UK at the 18+ age groups as a healthy, nutritious drink, free of artificial colour, flavour and preservatives.

* * * * *

The results of the Victorian Public Bodies Review Committee is of vital importance to South Australia.

Some pundits believe it will recommend the removal of the equalized sourcing of market milk and replace it with a tax on liquid milk sales which would be refunded to farmers.

The Victorian system underpins all market milk pricing in States east of Western Australia (and they aren't real comfortable).

This will be a very hot national issue in the Dairy Industry.

* * * * *

Interesting comment in the August edition of Elders Ag Report -

The Dairy Industry is on a high in its most dominant state, Victoria. However, New South Wales is rationalising its dairy interests to be more competitive against the Victorian companies who are supplying north of the border. And in South Australia, dairyfarmer confidence is probably at an all-time low, with many farmers leaving the industry and several thousand cows being sold to Victorian breeders. Prices for dairy cattle in Victoria peaked at an all time high in late-May, but demand has eased in the wet winter. With opening prices of \$5 a kg, dairy cattle prices are again expected to reach record levels. The state of the market is reflected in the dairy cattle prices, which are at their highest in Victoria and Queensland, and at their lowest in New South Wales and South Australia.

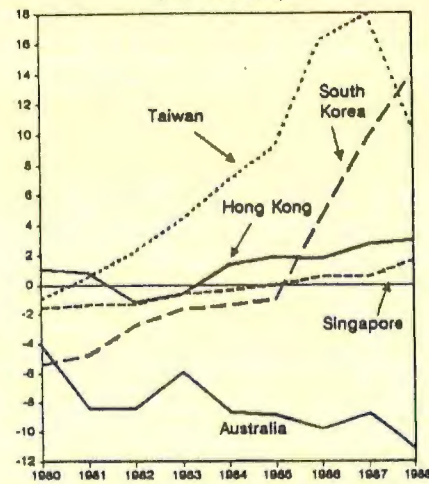
* * * * *

DO OUR DAIRY COMPANIES HAVE CORPORATE PLANS?

WHAT ARE THEY?



CURRENT ACCOUNT BALANCES
(USD BILLIONS)



INTERESTING READING....

An interesting edition of the Economic Newsletter of the Commonwealth Bank compares the performance of Australia to that of 4 Asian Nics (Newly Industrialized Countries) over the last decade.

Consider these excerpts from the report.

The accelerated growth of the Asian NICs has resulted largely from a deliberate strategy of focussing on the supply side of the economy.

The successive bouts of high interest rates and the wide movements of the Australian dollar over the 1980s have created an unpredictable economic climate, which as not been conducive to large-scale, long-term investments. As a result, the expansion of Australia's productive base has come in bursts, and bears little relation to the sustained high rate of investment growth in the NICs over the 1980s.

The most dramatic difference between the performance of Australia and the NICs over the 1980s has been in the area of foreign trade. The exceptional export performance of the four NICs has lifted their aggregate share of world exports from 4% in 1980 to 8% in 1988.

To a great extent the NICs have followed a development strategy similar to that of Japan in earlier decades. The approach of South Korea and Taiwan has been closest to the Japanese model, which has meant implementing a highly regulated but export-oriented strategy. The Asian island cities of Hong Kong and Singapore have modified this approach by adopting a largely free trade, unregulated strategy that places great emphasis on exporting.

The NICs initial growth in exports was in light labour-intensive manufactures, there was subsequently a conscious shift towards production of more capital-intensive goods.

The third step in this development progression, which South Korea and Taiwan are now moving towards, is the exporting of sophisticated high-tech, high value-added products.

The fundamental conclusion is that the exceptional performance of the NICs in the 1980s resulted from a clearly defined and articulated national objective of export-led growth and adhering to a consistent set of policies to achieve this.

The experience of the NICs in the 1980s suggests that adoption of an export-led growth strategy could steer the Australian economy back into the fast lane and enable it to claw its way back up the rankings of income per head, that it topped at the turn of the century. It would also enable the country to capitalise on its strengths: its fortuitous location (close to Asia, the fastest growing market in the world), its natural resources, its political stability, and its high degree of literacy and social coherence. The question remains, however, whether Australia can change the habits of the past.

Japan and the NICs have proved decisively that remarkable economic progress is possible in the face of seemingly intractable disabilities. The challenge for Australia in the 1990s is to achieve a similar economic transformation.

FROM THE DAIRY...TO THE TABLE

Souffles are not always easy to prepare, but make a tasty entree, side-dish or even just a supper-time snack that is well worth the effort.

But Remember
Don't bang that oven door!



Milk Makes
Beautiful Food.



CHEESE SOUFFLE

Ingredients

4 eggs
125 gms butter
Pepper
1 cup milk
4 tablespoons plain flour
1 teaspoon salt
 $\frac{1}{2}$ teaspoon dry mustard
125 gms grated cheddar cheese

Method

Separate eggs. Melt butter in saucepan, stir in flour, salt and pepper. Stir in milk over heat until thickened. Remove from heat and stir in grated cheese until melted. Allow to cool. Beat egg yolks until pale and fluffy and stir into cheese sauce. Beat egg whites until peaks form and slowly add to sauce. Pour mixture over the back of a spoon into a prepared soufflé dish. Place on an oven tray and cook for 30 to 40 minutes at 180°C.

Eggplant (Aubergine) Souffle

3 tbspn butter
2 cloves garlic, crushed
1 onion, finely chopped
1 large eggplant (aubergine), peeled and finely chopped
2 cups milk
2 tbspn butter, extra
2 eggs
5 egg yolks
2 tbspn flour
1 cup grated tasty cheese
5 egg-whites, stiffly beaten

1 Melt the butter in a large frying pan, add the garlic and onions, cook for 2 minutes. Add the eggplant and cook for a further 5 minutes.

2 Add 5 tablespoons of water to the frying pan, cover and simmer over a low heat for 1 hour, adding more water if necessary and stirring frequently.

3 Meanwhile bring $1\frac{1}{2}$ cups of the milk to the boil with the extra butter. Mix the remaining $\frac{1}{2}$ cup of milk with the eggs, egg yolks and flour, mix well.

4 Slowly pour egg and milk mixture into the boiling milk, whisking constantly. Turn down heat and whisk until mixture thickens. Remove from heat and stir in cheese and eggplant mixture.

5 Fold in the egg-whites and pour soufflé into a large greased soufflé dish. Bake in a moderately low oven for 35 minutes and serve immediately.

Serves 4-6



ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Sanitiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

*South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061*

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by
THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000

General President
Allan Manning
Telephone (085) 685 268



Executive Officer
Terry Inglis
Telephone (08) 231 3752



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc.

ISSN 0049-1446 VOL. 31 NO. 2 SEPTEMBER-OCTOBER 1989

SIGNS OF CONFIDENCE IN THE FUTURE

If the launching of new products can be taken as a sign of confidence in the future of our industry then 1988/89 must surely rank as a period when Dairy Vale and Farmers Union clearly signalled their confidence in the future.

Reflection over the last 12 months caused me to realize that there has been some tremendous innovation in milk products during my short time in the industry.

Consider the following lists:



The Max
Mocha
Take Care
Eve Mixed Berry
Reduced Fat Cheese



Fit 4
Fruche

Plus both Companies have brought out new ice-cream flavours and new packaging.

The two companies deserve praise for this record of new product launching and the associated profile raising promotions they have generated. As an industry we need to encourage the continuation of innovation.

Commitment to the development of new products is a sign of confidence in the future.



Inside this issue

- ▣ President on Protein and Payment System
- ▣ 3 Articles on Protein
- ▣ Exclusive Quark Recipes from Germany

PLUS
Our Regular
Features

PUBLISHED
BI-MONTHLY

PRICE \$2.00
\$12.00 a year, post paid

REGISTERED BY AUSTRALIA POST
PUBLICATION NO. SAC 1906

CODE
981110

Having regard to these confident statements by the companies SADA believes that it will enable the companies to reward producers with increasing returns for their milk. (For if the innovation is not a sign of confidence in the future and the Companies determination to reward the producers it can only have one other connotation). Being positive then we must encourage farmers to produce more milk. The best way to do this is to pay more money up front. The recent announcements of retrospective payments and bonuses confirm the SADA view that the Basic Price for 1988/89 should have been \$4.30 at least. I believe very strongly that 1989/90 Basic Price should be at least \$5.00 because of the market situation internationally and nationally.

Victorian Farmers have received at least \$5.10* for their manufacturing milk as of 1 July 1989 and the expectation is that they will end up at June 30 1990 having been paid \$5.50 (\$6.00 gross) as a manufacturing price/or its equivalent.

The Companies have shown the signs of confidence in their abilities and the future through new product launches. What dairyfarmers need now is that confidence to enter into the payment arena with a basic price adjusted upwards to at least \$5 kilogram for 1989/90.

The circumstances surrounding the current Basic Price are almost a mirror image of the 1988/89 situation. It leads me to quote Aub Kretschmer from the March/April Journal of 1988 "It remains to be seen whether the two Adelaide-based dairy companies can meet that challenge".

Being told the Basic Price has risen 16% relative to last year's price is not much consolation if costs have risen 25% or even 18%. Dairyfarmers have to be able to make a reasonable margin between Income and Expenditure if they are to perceive dairying as a worthwhile pursuit.

The challenge is there to make dairying vibrant and strong in this State. We all need to work towards that goal; together, as an industry with purpose because there are plenty of external threats that only a cohesive industry can resist. Processing companies, dairyfarmers, marketers, regulators, salesmen, tanker drivers, suppliers of inputs, we all need to believe in our industry.

There are over 20,000 people in South Australia who rely on dairying, directly or indirectly, for their daily existence. The foundation for this intricate infrastructure of industry and prosperity is made up of dairyfarmers. Without the raw product all else crumbles!

Dairyfarmers should be proud of the crucial role they play in the industry. Justifiably they are the key players in the scheme of the industry. They need to have the rest of the industry give them tangible signs of the confidence it has in their work and role. What they need is the economic proof of this confidence.

TERRY INGLIS
SADA Executive Officer



*Murray-Goulburn, Bonlac and Allowrie/Petersville are all paying \$5.00 or more for manufacturing milk.



PRESIDENT'S COMMUNIQUE

The protracted nature of negotiations over the payment system has caused some concern to people within the dairy industry. Recent meetings at Charleston, Meningie and Hindmarsh Valley have enabled me to explain, first hand, the steps taken in your interests. I have been gratified with the response from those meetings in support for the SADA stance. The previous Journal contained a synopsis of the S.A.D.A. proposal at that time. Subsequently Central Council has, at its most recent meeting, urged S.A.D.A. negotiators to seek a payment for manufacture milk based on protein and butterfat. At these meetings some questions have recurred. I take this opportunity to answer those questions in this Journal for the benefit of members who have not been able to attend the meetings.

WHAT EXACTLY IS THE CURRENT POSITION WITH REGARDS TO A REWARD FOR PROTEIN PRODUCTION?

In response to the direction from Central Council a quick change to the method of payment was accepted by S.A.D.A. in the form of payment for the City Milk Bonus on the basis of protein production. This provides a taste of protein payment equivalent to about 20% of your total returns. It gives some incentive to experiment in changing management strategies to improve protein yield. S.A.D.A. had and is pressing for more reward for protein.

The payment is arrived at, as of the 1st September, for city milk, by subtracting the Basic Milk Price from the Gazetted farmgate price for milk. The difference is held in the Equalization Pool of funds and will be paid to you in your November cheque at the rate of \$1.06 per kilogram of protein produced. (The equalization pool is divided by the total kilograms of protein produced by licensed producers of the Central Region.) The price is arrived at by deducting all levies from the City Milk Bonus.

HOW DID THIS CHANGE OCCUR?

From the commencement of negotiations S.A.D.A. has put the view that there should be a payment for protein as soon as possible, The goal was to have all city milk paid for at a kilogram of protein rate. This will necessitate considerable changes to the method of payment and the companies have felt a need to consider these changes at length. S.A.D.A. negotiators will continue to press for the clear identification of the two types of milk we sell - milk for drinking purposes and milk for manufacturing purposes.

WHEN CAN WE EXPECT FURTHER CHANGES TO THE PAYMENT SYSTEM TO BE IMPLEMENTED?

There is no doubt that as of 1 July 1990 the majority of your income will be derived from protein.

S.A.D.A. is proposing that payment should be on the basis of a split payment. The first segment should be for all milk used as drinking milk at the gazetted farmgate price or its equivalent (City Milk - a total payment). The second segment should be for manufacture milk on the basis of a payment for protein and a payment for butter fat at its realizable market value.

HOW WILL THIS CHANGE BENEFIT US?

The S.A.D.A. proposal is aimed at correcting some of the apparent anomalies that exist under current equalization arrangements. S.A.D.A. is not trying to alter the spirit of equalization, just the mechanics. We believe levies should be clearly linked to the appropriate source. The Milk Board Levy comes from the City Milk portion only -as does the augmentation levy. The Kerin levy is across all milk as are the Research and ADC levies. This should be clearly shown.

By isolating manufacture milk from city milk we will get very clear indication of the performance of our companies and very clear signals from the market place. S.A.D.A. is committed to pushing for the inclusion of flavoured milk into the city milk component.

The S.A.D.A. proposal is aimed at making clearer to all dairyfarmers where their returns are derived from and where their levies are deducted from. The goal is to provide you with more, relevant information.

The S.A.D.A. proposal would put more money in farmers' pockets each month and make the system more efficient and open.

WHAT CAN WE DO TO INCREASE OUR PROTEIN YIELD?

The question of changing milk composition is a vexed one and better answered by Department of Agriculture officers. There are some clear basic principles that need to be taken on board before any further thoughts are considered.

Use of high protein ABV bulls is essential.
Lowering of fibre content of cows' diet and increasing the digestibility and energy content of the forage available to them.
The herd must be fully fed.
(See articles in this Journal on the matter).

WHAT IS THE FUTURE FOR DAIRYING IN SOUTH AUSTRALIA?

There is a need for milk already. With a 7% decline in production over the past 12 months and an exodus of farmers from the industry this demand will increase even if sales do not. The potential exists for better returns. Change is inevitable. The whole of the Australian industry has been placed under tremendous stress. It would be naive of the South Australian dairy industry to think it can be immune to change. S.A.D.A. has negotiated for changes it believes are in farmers best interests and hence the industry's best interests. S.A.D.A. is conducting a Think Tank at the end of November in an effort to produce a draft document, for your reaction, that will provide some clear directions for the future of our industry.

S.A.D.A. believes there is a sound future for dairying in this state but we must work to secure it because it will not happen by itself.

There is an opportunity to drive the industry into the future and we must accept that responsibility.

ALLAN MANNING.

OPTIMUM STRATEGY ACCORDING TO PAYMENT SYSTEM

Brian Bartsch
Department of Agriculture

The following information gives an indication of the influence of various strategies on returns associated with a change in the milk payment system. For this exercise, the following assumptions have been made:

1. Protein payment is compared to the current fat payment system.
2. Any other combination will be between these 2 extremes.
3. Have made no allowance for a volume penalty.
4. Have used the HISCOL average protein:fat ratio for 1988/89 of 0.75 to determine a price for protein.
5. Fat price = \$5.50/kg, Protein price = $\$5.50/0.75 = \$7.33/\text{kg}$

This exercise emphasises the protein/fat ratio of milk as this is the factor which will determine the INITIAL difference in return in a change from fat to protein payment. In the longer term, protein YIELD (the combination of milk yield and protein content) will be the factor of importance in a protein payment system and protein/fat ratio will be of little relevance.

HERD DISTRIBUTION OF PROTEIN/FAT RATIO

Graph 1 shows the distribution of the protein/fat ratios of herd recorded herds in the Metropolitan Milk Board area in 1988/89. The unshaded area represents 90% of producers and shows that these producers will have a variation in gross income of less than 9% in a change from fat to protein only payment. The 10% of producers in the shaded areas will see a variation in gross income of greater than 9%.

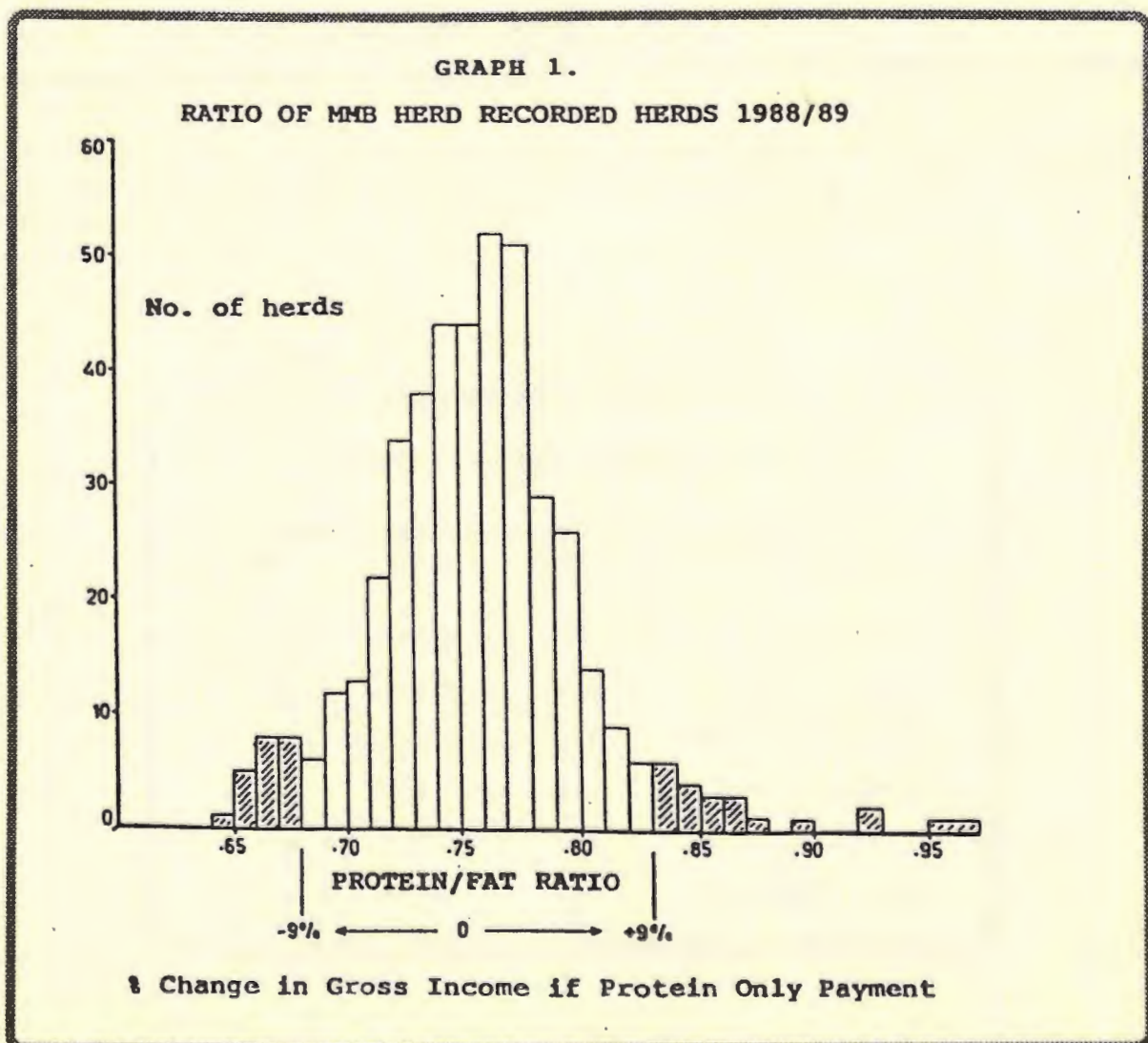


Table 1 shows that there is very little difference in the protein/fat ratio of herd recorded herds in the four regions.

BREED

Table 2 shows the breed averages from the HISCOL data, a point of interest being that when referring back to Graph 1., the Holstein/Friesian average protein/fat ratio represents the average for all herds, the Jersey average is at the bottom end of the 90% of producers and the Illawarra average is at the top end of the 90% of producers.

TABLE 1.

HERD RECORDED HERDS - CENTRE AVERAGES 1988/89			
	FAT (kg)	PROTEIN (kg)	PROTEIN/ FAT
SOUTHERN HILLS	205	152	0.74
CENTRAL HILLS	185	139	0.75
MURRAY SWAMPS	188	143	0.76
NORTHERN	202	153	0.76

TABLE 2.

HERD RECORDED HERDS - BREED AVERAGES 1988/89				
	MILK (l)	FAT (kg)	PROTEIN (kg)	PROTEIN/ FAT
H/FRIESIAN (72%)	4845	198	149	0.75
JERSEY (15%)	3371	183	124	0.68
ILLAWARRA (2%)	4138	160	132	0.83
GUERNSEY (2%)	3917	184	135	0.73
AYRSHIRE (1%)	4065	170	134	0.79
CROSS-BREED (8%)	4104	178	135	0.76

Table 3. gives the effect on the return from a cow of each breed with the average protein/fat ratio for the breed producing 200kg of fat if the payment system changed from fat to protein only. This ranges from no change for the Holstein/Friesian to a 9% or \$100 loss for the Jersey to a 11% or \$120 gain for the Illawarra.

TABLE 3.

RETURN FROM A 200kg FAT COW				
BREED	PROTEIN/ FAT	PROTEIN (kg)	PROTEIN (\$)	CHANGE IN RETURN
H/FRIESIAN	0.75	150	\$1100	0
JERSEY	0.68	136	\$1000	↓ 9%
ILLAWARRA	0.83	166	\$1220	↑ 11%
GUERNSEY	0.73	146	\$1070	↓ 3%
AYSHIRE	0.79	158	\$1160	↑ 5%
CROSS-BREED	0.76	152	\$1110	↑ 1%

GENETIC SELECTION

Breeding programs are influenced by selection criteria. Table 4. is based on data from a paper by Mike Goddard and Kevin Beard in the Australian Jersey Journal. The selection criteria are on the left hand side of the table. These figures are for the bull side only and represent the gains in 1 generation from using the bulls in the top 6% for that criterion.

e.g. if we select for protein, on average fat will increase by 6.9kg, protein by 7.2kg and milk by 216 litres.

For the total gain for the generation, the contribution from the cow needs to be added. This table also shows that selection based on protein or fat % is disastrous on production.

It is interesting to look at the protein/fat ratios of bulls from other countries. A sample of 10 widely used Canadian Holstein/Friesian sires have Canadian daughters with protein/fat ratios ranging from 0.86 to 0.90. The dams of Jersey bulls in the progeny test teams in Australia shows variations from as low as 0.40, for Australian dams to as high as 0.94 for American dams. Jersey cattle in the USA have an average protein/fat ratio of 0.79 (3.8% protein, 4.8% fat).

TABLE 4.

SELECTION OF A1 SIREs			
GENETIC GAIN - 1 GENERATION (TOP 6%)			
	FAT (kg)	PROTEIN (kg)	MILK (l)
FAT	9.9	5.3	183
PROTEIN	6.9	7.2	216
MILK	7.7	6.9	252
FAT %	3.4	-2.8	-109
PROTEIN %	-1.6	0.5	-123

NUTRITION

Nutrition can influence milk protein production. Plane of nutrition or the amount of feed a cow receives is an even more important issue under a protein payment system. Table 5. shows the production of cows in early/mid lactation when fed 50%, 75% or 100% of their feed requirements. Cows fed less than their requirement lost liveweight and produced less milk of similar fat content but lower protein content. Protein/fat ratio therefore decreased. The bottom line of the table shows the effect on gross return for each group of cows if the payment system changed from fat only to protein only given that the average protein/fat ratio for all herds is 0.75.

The feed restrictions in this experiment were severe but show the relationship between plane of nutrition and the alternative feeding systems.

Table 6. shows the effect of including various amounts of barley grain in the ration of cows at various stages of lactation fed a high quality legume hay. The inclusion of grain increased the protein content of the milk to give a protein/fat ratio of q. This is the best protein/fat ratio we have achieved and is partly due to the high ratio of 0.88 obtained from just feeding the hay and partly from the feeding of grain. Again the bottom line of the table shows the effect on gross return for each group of cows is the payment system changed from fat only to protein only given that the protein/fat ratio for all herds is 0.75.

TABLE 5.

COWS FED 50%, 75% and 100% OF FEED REQUIREMENT			
FEED (kg)			
HAY	7.4	13.2	14.7
BARLEY			3.8
<hr/>			
MILK (l)	9.0	12.7	14.5
FAT(%)	4.5	4.3	4.6
PROTEIN(%)	2.8	2.9	3.4
FAT(kg)	0.41	0.54	0.67
PROTEIN(kg)	0.25	0.37	0.49
PROTEIN/ FAT RATIO	0.61	0.69	0.73
<hr/>			
RETURN IF PROTEIN ONLY PAYMENT	↓ 19%	↓ 9%	↓ 3%

TABLE 6.

COWS FED BARLEY AND PASTURE HAY			
FEED (kg)			
HAY	19.1	16.3	12.5
BARLEY		4.0	8.2
<hr/>			
MILK (l)	13.7	16.2	16.6
FAT(%)	3.8	3.8	3.7
PROTEIN(%)	3.4	3.5	3.7
FAT(kg)	0.52	0.61	0.61
PROTEIN(kg)	0.46	0.56	0.61
PROTEIN/ FAT RATIO	0.88	0.92	1.00
<hr/>			
RETURN IF PROTEIN ONLY PAYMENT	↑ 18%	↑ 22%	↑ 33%

Table 7. shows the effect of feeding barley or lupins to cows fed cereal hay in early lactation. In this case there is a feed protein deficiency in the hay which is corrected by the feeding of lupin grain. There is very little difference in the protein/fat ratio of any group although total production of both fat and protein increased with the inclusion of lupin in the ration. The protein/fat ratio in this experiment was at or very close to the average of all herds of 0.75.

Table 8., where cows were again fed these grains but were grazing pasture shows high protein/fat ratios. In this case, the trends in fat and protein production tend to run in opposite directions (i.e.) fat production tended to increase by feeding more lupin whereas protein production tended to increase by feeding more barley.

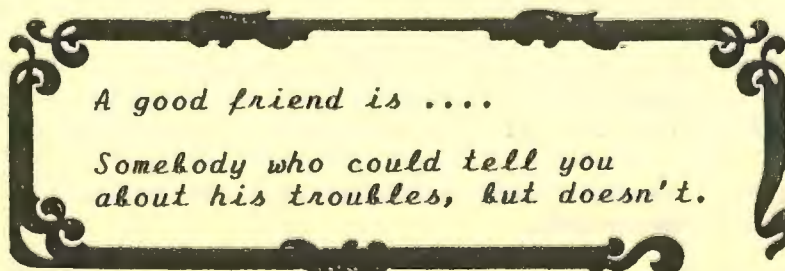


TABLE 7.

**COWS FED GRAIN AND CEREAL HAY
ad libitum**

FEED (kg)	5.0	2.5	—
BARLEY	5.0	2.5	—
LUPINS	—	2.5	5.0
MILK (l)	15.5	22.1	23.5
FAT(%)	3.9	3.9	4.2
PROTEIN(%)	2.9	2.9	3.1
FAT(kg)	0.61	0.87	0.98
PROTEIN(kg)	0.46	0.65	0.71
PROTEIN/ FAT RATIO	0.75	0.75	0.72

RETURN IF
PROTEIN ONLY — ↓ 1% ↓ 4%
PAYMENT

TABLE 8.

**COWS FED GRAIN AND PASTURE
ad libitum**

FEED (kg)	7.0	3.5	—
BARLEY	7.0	3.5	—
LUPINS	—	3.5	7.0
MILK (l)	25.9	25.1	25.0
FAT(%)	3.6	3.8	3.8
PROTEIN(%)	3.4	3.4	3.3
FAT(kg)	0.91	0.94	0.95
PROTEIN(kg)	0.88	0.85	0.83
PROTEIN/ FAT RATIO	0.97	0.90	0.87

RETURN IF
PROTEIN ONLY · ↑ 29% ↑ 21% ↑ 16%
PAYMENT

The data from Tables 5-8 emphasize the importance of adequate feeding and the quality of the feed in relation to milk protein production. High quality feeds of relatively low fibre content are important whereas in the case of milk fat production, adequate fibre is required in the ration to maintain the fat % of the milk.

OTHER FACTORS

Graph 2. gives an indication of the effect of month of lactation on protein %. This graph is somewhat similar to the one for fat with an initial drop followed by a rise throughout the rest of lactation. Table 9. gives the effect of age on the protein/fat ratio which generally shows a slight increase with age.

GRAPH 2.

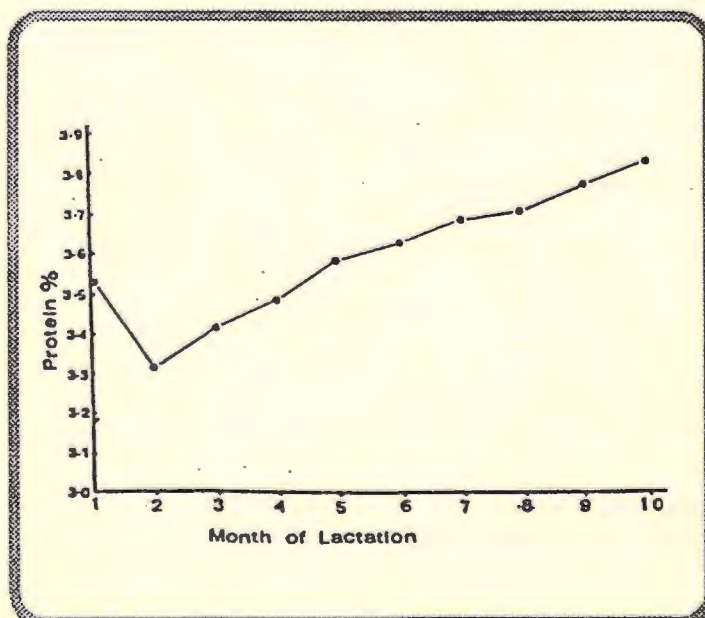


TABLE 9.

**HERD RECORDED HERDS-
AGE AVERAGES 1988/89**

	2 YEAR OLDS	MATURE
H/FRIESIAN	0.75	0.76
JERSEY	0.65	0.69
ILLAWARRA	0.82	0.83
GUERNSEY	0.73	0.74
AYRSHIRE	0.77	0.80

TABLE 10.

HERD RECORDED HERDS - CENTRE AVERAGES FOR PROTEIN/FAT RATIO BY MONTH 1988/89
(% OF COWS CALVING EACH MONTH IN BRACKETS)

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
SOUTHERN HILLS	0.74 (1.4)	0.74 (3.3)	0.73 (24.1)	0.71 (28.2)	0.69 (15.0)	0.74 (7.8)	0.75 (5.1)	0.75 (4.5)	0.78 (4.1)	0.76 (3.5)	0.75 (1.9)	0.74 (1.3)
CENTRAL HILLS	0.75 (4.8)	0.73 (5.1)	0.74 (12.5)	0.73 (14.6)	0.73 (10.7)	0.74 (8.1)	0.76 (9.5)	0.77 (9.9)	0.77 (8.7)	0.77 (7.2)	0.75 (5.0)	0.75 (4.0)
MURRAY SWAMPS	0.74 (4.5)	0.77 (4.4)	0.75 (6.5)	0.73 (8.9)	0.74 (7.8)	0.77 (6.4)	0.79 (10.2)	0.78 (15.8)	0.79 (13.7)	0.76 (10.7)	0.77 (6.3)	0.76 (4.9)
NORTHERN	0.77 (9.4)	0.75 (7.5)	0.74 (10.9)	0.73 (10.5)	0.75 (8.9)	0.78 (6.1)	0.79 (9.1)	0.79 (9.8)	0.78 (6.9)	0.77 (8.1)	0.77 (6.0)	0.77 (6.8)

Table 10. shows the effect of season on the protein/fat ratio. The low ratio in autumn relates to poor autumn nutrition and in some cases calving pattern. The high ratio in spring reflects good pasture growth and quality at this time of the year.

SUMMARY

TO MAXIMIZE MILK PROTEIN PRODUCTION

1. Breed for milk protein yield
2. Fully feed the herd
3. Use high energy supplements
 - quality pasture
 - cereal grain supplements
 - minimize use of hay and silage, especially
if poor quality

REMEMBER, PROTEIN PRODUCTION RELATES MORE TO THE ENERGY
THAN THE PROTEIN CONTENT OF THE FEED



RYEGRASS CULTURE TRIAL

It was a rewarding experience to make the journey to John Ericson's property on the Monteith irrigation area (MIA ?) to see Tim Newbery's ryegrass trials (we were shown several that are GUILTY of tremendous yields!).

Seriously, those who attended are grateful to John for making the plots available and to Tim for his foresight in making the links that enable the transcending of half of the Earth's circumference by new varieties developed in Europe.

To see the tremendous number of ryegrass varieties undergoing the trials is an education in itself. Their variations in ground coverage and endurance; their potential to lift production along the Swamps; and their adaptability are all areas of interest.

It is easy to understand why this work has won support from the Dairy Research Council and will be developed to national significance. Tim deserves the congratulations of dairyfarmers for his work and their support as he continues it.

John Ericson has developed some preferences from within the ryegrasses he has been observing and I am sure Tim has too. But as Tim is the scientist who has yet to arrive at any valid conclusions, I suggest you ask John about the best performers as he sees them.



FEDERATION GETS TOUGH ON FRAUD

FEDERATION Insurance's State Manager, Reece Butler, recently announced that FEDERATION and other insurers were cracking down on fraudulent claimants.

Mr. Butler stated that genuine people were "fed up" with having to subsidise insurance fraud. Obviously, insurers pass on the cost of claims to their clients. Good, honest clients should not be burdened by others involved in fraud.

The extremely competitive state of the insurance market has led insurers to review their operating costs and take a closer look at whether claims were legitimate. In some instances, sophisticated computer systems have been developed to assist in detecting fraudulent claims.

FEDERATION receives calls from people who feel a moral obligation to advise of their knowledge of a fraud being committed by someone known to them. There is a touch of irony in the fact that while some insurers are accused of not paying claims people believe they should, insurers are also criticised by callers for having already paid claims that the caller believes have been made fraudulently.

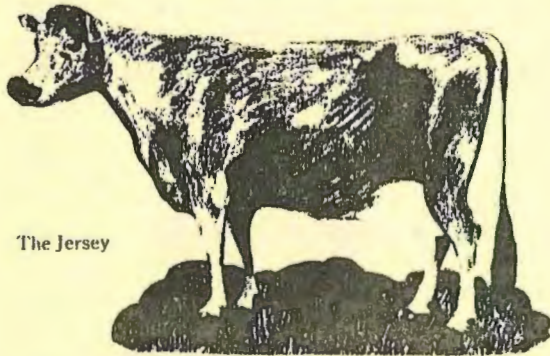
Occasionally claims are submitted which are blatantly false. An experienced claims officer can often identify false or exaggerated claims, though proving this can be difficult in some instances.

Many people are unaware that insurance fraud is a criminal offence and could lead to a jail sentence just like other crimes. Misleading and deceptive statements and even simple exaggeration of a claim could prove a very costly mistake or at least, extremely embarrassing.



SUMMARY OF EXPERIMENTS COMPARING PRODUCTION OF FRIESIAN AND JERSEY CATTLE
(Literature Review by Steve Valentine - SAGRIC)

There are very few experiments published in the literature comparing the production of Friesian and Jersey herds. New Zealand research has concentrated on comparing the production per hectare of Friesian and Jersey herds, while breed comparisons in the UK and USA have been directed more towards describing differences in production efficiency rather than productivity.



The Jersey

It appears that there is still no decisive experimental evidence that Friesians are more productive than Jerseys, although a study carried out from 1982-84 by Bryant (1985) at Ruakura in New Zealand has indicated that the Friesian has greater production per hectare at either the same stocking rate or same liveweight per hectare (Table 1). Bryant has suggested that the greater productivity of the Friesians is due to a higher feed conversion efficiency.

The relevance of this research to the New Zealand dairy industry has been questioned, since the animals used may not have been representative of those used commercially given the small liveweight differences between the breeds. In addition, it has been indicated that the Friesians were only 75% Friesian and that there were also some differences between the herds in pasture and herd management. A recent survey of suppliers to a factory in New Zealand has shown that Jerseys



The Friesian

produced more fat than the Friesians and the same amount of protein per ha. (Table 2) (Anon. 1989). Obviously more research is needed into the relative productivity of cows of different breeds and the place of the various breeds, representative of those commercially, in the overall economic return to dairy farmers.

TABLE 1 COMPARATIVE PRODUCTION OF FRIESIANS AND JERSEYS AT RUAKURA

Stocking Rates (cows/ha)	Friesian		Jersey	
	3.7	3.7	4.2	4.2
Production per cow				
Days in milk	260	259	248	
Milk (kg)	4058	3117	2806	
Fat (kg)	192	190	163	
Protein (kg)	145	126	113	
Protein/Fat ratio	0.76	0.70	0.70	
Protein %	3.6	4.0	4.0	
Fat %	4.7	5.8	5.8	
Liveweight (kg)	402	365	353	
Production per ha				
Milk (kg)	15010	11530	11810	
Fat (kg)	710	667	686	
Protein (kg)	537	446	476	
Liveweight (kg)	1487	1350	1487	
Intake and Efficiency				
Dry Matter intake (kg/cow)	4263	4333	4146	
" " " (kg/ha)	15800	16000	17500	
Fat/kg dry matter (g/kg)	45	41	39	
Protein/kg dry matter (g/kg)	34	29	27	

TABLE 2 PRODUCTION SURVEY OF FRIESIAN AND JERSEY HERDS IN NEW ZEALAND

	Friesian	Jersey
Number of herds	70	90
Herd size	134	143
Farm size (ha)	66	65
Stocking rate (/ha)	2.03	2.20
Production per cow		
Milk (litres)	3260	2710
Fat (kg)	151	153
Protein (kg)	117	108
Protein/Fat ratio	0.77	0.71
Production per ha		
Milk (litres)	6620	5950
Fat (kg)	307	336
Protein (kg)	237	237
Fat %	4.6	5.7
Protein %	3.6	4.0

In the UK, Gibson (1986) has recorded a 23% higher food conversion efficiency for milk production in Friesian compared to Jersey cows fed a complete pelleted diet over the first two lactations. However, the conversion efficiency of the Friesian was only 6% higher for protein and 7% lower for fat production. Gibson concluded that the relative economic efficiencies were highly dependent on the payment system. When payment was for liquid milk, the Friesian were more efficient.

With payment for fat plus protein there was no difference in economic efficiency between the two breeds. The question arises as to whether similar conclusions could be drawn for cows compared under grazing conditions. Hind (1979) has recorded a 28% higher efficiency of milk production in British Friesians compared to Jersey cows fed complete diets over two lactations. However, there were no significant differences between the breeds in efficiencies of production of milk energy or total solids.

In the USA, Blake *et al* (1986) fed complete rations based on corn, cottonseed meal and sorghum to 34 Holstein and 29 Jersey cows and recorded no differences between the breeds in the efficiencies of conversion of dietary energy to milk energy.

There is evidence to suggest that Jersey cattle and cattle of the larger dairy breeds will respond differently to changes in diet composition. In an experiment carried out by Oldenbroek (1986), 48 Jersey heifers, 16 Holstein Friesian, 16 Dutch Friesian and 16 Dutch Red and White heifers were fed either a roughage diet (60% dried grass/40% corn silage) or 50% concentrate/50% roughage diet for 39 weeks.

There were significant differences between the Jerseys and the larger breeds in the relative responses of milk yield, protein yield and fat percentage to the two diets (Table 3). In a later experiments using the same breeds of cattle and similar diets, Oldenbroek (1988) recorded similar trends in production with mature cows in the second and third lactation as observed with heifers (Table 4). Oldenbroek has found that Jerseys were more efficient in the production of milk energy especially on the roughage diet. He has concluded that since Jersey cattle can eat more in relation to their liveweight than the larger dairy breeds, this allows them to reach their potential milk yield on a roughage based diet and makes concentrate feeding less valuable than for the larger breeds.

TABLE 3 PRODUCTION RESPONSES BY JERSEY HEIFERS AND HEIFERS OF LARGER BREEDS TO ROUGHAGE(R) AND CONCENTRATE(C) BASED DIETS OVER 39 WEEKS

DIET	Jersey			HF + DF + DRW		
	C	R	Diff(C-R)	C	R	Diff(C-R)
Milk yield (kg)	3155	2762	393	4946	3753	1193
Fat yield (kg)	207	171	36	212	164	48
Protein yield (kg)	131	105	26	170	121	49
Fat %	6.6	6.2	0.4	4.3	4.4	-0.1
Protein %	4.2	3.8	0.4	3.5	3.3	0.2
Protein/Fat ratio	0.63	0.61	0.02	0.80	0.74	0.06
Liveweight (kg)	350	324	26	511	491	20

TABLE 4 PRODUCTION RESPONSES BY JERSEY COWS AND COWS OF LARGER BREEDS FED ROUGHAGE(R) OR CONCENTRATE(C) BASED DIETS FOR 39 WEEKS IN THE SECOND AND THIRD LACTATIONS.

DIET	Jersey			HF + DF + DRW		
	C	R	Diff(C-R)	C	R	Diff(C-R)
Lactation 2						
Milk yield (kg)	3533	3550	-17	5353	5038	315
Fat yield (kg)	251	252	-1	236	232	4
Protein yield (kg)	145	149	-4	182	171	11
Fat %	7.1	7.1	0	4.4	4.6	-0.2
Protein %	4.1	4.2	-0.1	3.4	3.4	0
Protein/Fat ratio	0.58	0.59	-0.01	0.77	0.73	0.04
Lactation 3						
Milk yield (kg)	3872	4082	-210	6432	5789	643
Fat yield (kg)	264	272	-8	261	249	12
Protein yield (kg)	162	159	-7	217	195	22
Fat %	6.9	6.7	0.2	4.1	4.3	-0.2
Protein %	4.2	4.2	0	3.4	3.4	0
Protein/Fat ratio	0.61	0.62	-0.01	0.83	0.78	0.05

CONCLUSIONS

- || Breed comparisons in New Zealand are of little relevance to Australia given the small differences in liveweight between the Friesians and Jerseys.
- || Some production data from Europe suggests that Jerseys and cattle of larger breeds will respond differently to changes in diet composition.

REFERENCES

- Anon (1989) Dairy Exporter, July 1989, p. 18.
- Blake, R.W., Custodio, A.A. and Howard, W.H. (1986). Journal of Dairy Science 69, 1302-1308.
- Bryant, A.M. and Macmillan, K.L. (1985). Proceedings of the Ruakura Farmers' Conference, Hamilton, N.Z. p. 87-93.
- Gibson, J.P. (1986) Animal Production 42, 161-182.
- Hind, E. (1979) Animal Breeding Research Organisation Report, 1979. Agricultural Research Council, Edinburgh.
- Oldenbroek, J.K. (1986). Livestock Production Science 14, 1-14.
- Oldenbroek, J.K. (1988). Livestock Production Science 18, 1-17.

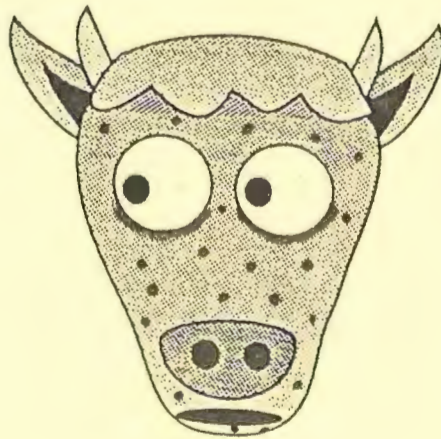
cowtoons



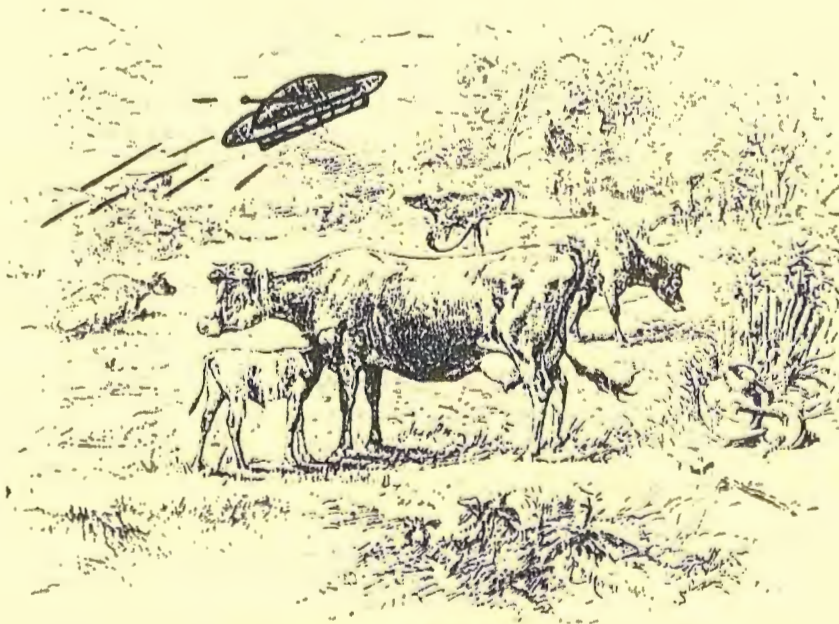
COWNSEL



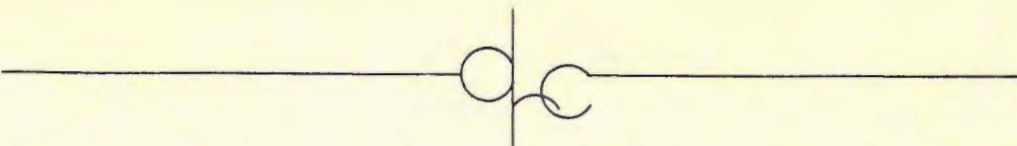
COW-GIRL



COWPOX



CLOSE ENCOUNTER



The following article was received from DRC this week. The Henderson Report cited South Australia as the model for other States. It is interesting to note that the success of SA Milk Haulage is widely acknowledged but it is felt that it can be even better in the future. There is a solid foundation on which the newly-structured management board can build. One cannot help but think that if, as an industry, we can attack our problems in this State we can be at the vanguard in all aspects of operation at the national level.

MORE EFFICIENT TRANSPORT POSSIBLE IN DAIRY INDUSTRY

The cost of home delivery of milk should be investigated and the dairy industry should determine if the full cost of home delivery can be recovered from the users of the service, according to a Dairy Research Council (DRC) funded report just released.

It also claimed the industry could get a high potential efficiency gain through the use of B-double tankers for long distance transport of milk.

Overall, the report said there is great scope to improve the efficiency of transport of milk and dairy products in Australia.

The report is on a study into the efficiency of transport handling and distribution of milk and dairy products. DRC commissioned Henderson Consultants, a group which specialises in transport work, to do the study.

The study concluded that efficiency gains were possible at all stages of the dairy industry transport system, from the farmgate to the factory, and from the factory to the retailers and consumers.

For example, the report said collecting milk from farms closest to the dairy factories would reduce transport costs, but the processing of market, or whole milk, should be done as close to the retail market as possible.

It said larger collection vehicles should be used, and they should be sub-leased to a second shift driver to increase the amount of time they are being used. Also, investigations should continue into methods to reduce the water content of milk as a means of reducing transport costs.

On transporting milk and dairy products from the processor to the retailer, the report claims efficiency can be improved by minimising the number of deliveries made to retailers, and by extending time "windows" for delivery.

Distribution of the small volume of high value specialty dairy products was another area identified as having problems. The report said while some organisations have achieved effective distribution arrangements, many still have major difficulties, and further studies are needed to assess solutions to the problems.

The Chairman of DRC, Mr. Ken Baxter, said the report will be studied by the Council and industry to determine what further action can be taken in respect of the matters raised.

The report has also been presented to the dairy manufacturing sector for information and comment.

DAIRY RESEARCH COUNCIL



CENTRAL COUNCIL

At the Central Council Meeting of 26 September 1989 it was decided:

- (1) that the SADA proposal for basis of payment should include payment for manufacture milk on a basis that reflected the value of butterfat and protein.
- (2) that the SADA investment portfolio be professionally managed by Mr. David Baker of Langman Pearson Stockbrokers.
- (3) that the Valuer General be approached on the matter of inconsistent land values.
- (4) that SADA work towards developing one dairy industry survey in place of the current 4.
- (5) that clarification of tanker drivers' duties be sought for members' information.

EXECUTIVE COMMITTEE

The Executive Committee, besides the basis of payment negotiations, is currently -

- (1) Undertaking a review of the insurance scheme.
- (2) Organizing an industry-wide Think Tank
- (3) Undertaking a review of the Constitution
- (4) Developing a response for UFS on Unity
- (5) Preparing submissions for research and development projects
- (6) Watching developments on market milk on the national scheme
- (7) Looking into dual membership

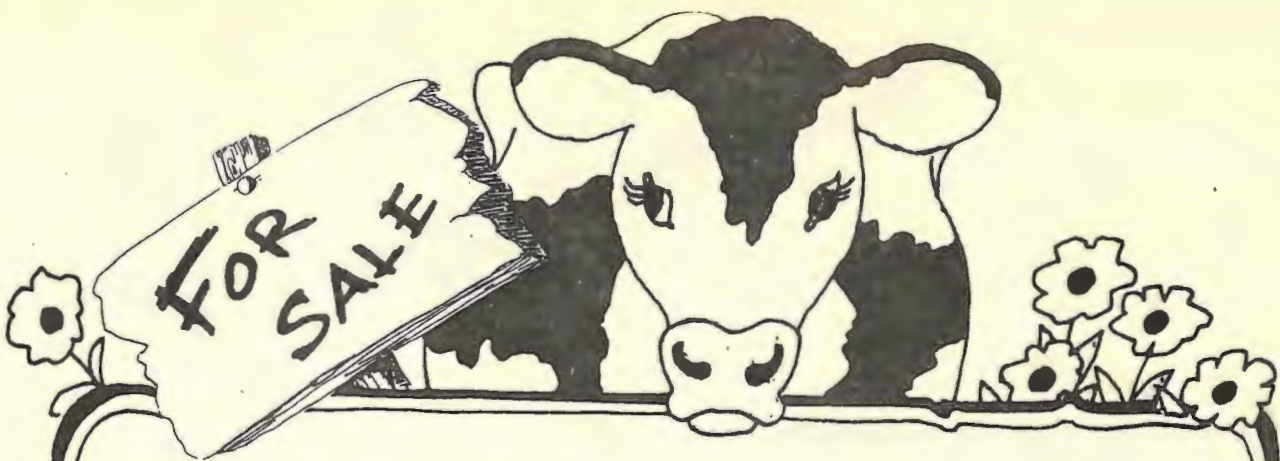
Following numerous requests, here is the Central Councillor and Executive Committee listings for 1989/90:

CENTRAL COUNCIL DELEGATES:

BAROSSA:	Murray Klemm John Nietschke	CENTRAL HILLS:	Trevor King Ian Newman Ken Smith	GAWLER:	Derris Koch Jeff Semmler
JERVOIS:	Aub Kretschmer Warren March	LAKES:	Phillip Down Stephen Treloar	MID NORTH:	Les Goodrich Greg Stevens
MILANG:	Lyndon Cleggett Simon Thornton	MYPONGA:	Ross Seaman Michael Weatherald Dean Whitford Ian Williams	NORTHERN:	Martin Jaeschke Ian White
ONKAPARINGA:	Max Green Stan Schoell	RIVER MURRAY	Milton Baulderstone James Beauchamp Joanne Pfeiffer	SOUTH COAST:	John Crompton Rob Mulhern Richard Parton
SOUTHERN HILLS:	Roger Basham Colin Blacker	SPRING VALLEY:	Neil Kroehn Wes Seelinger	TORRENS VALLEY:	Allan Manning Lindsay Randell

EXECUTIVE COMMITTEE:

General President:	Allan Manning
Senior Vice President:	Roger Basham
Junior Vice President:	Don Holly
Executive Members:	Aub Kretschmer Ian Newman
	John Nietschke Stephen Treloar
	Ian Williams



**BULK
GLYCERINE**

Use your own containers for
cheaper glycerine

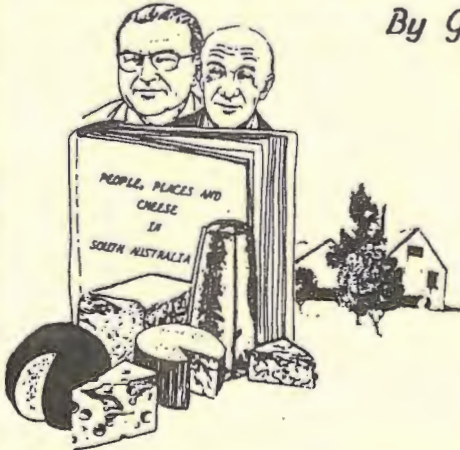


Dairy chemicals such as sulphate
acids and cleansers.

IAN WHITE - LAURA - (086) 632 581

"PEOPLE, PLACES AND CHEESE IN SOUTH AUSTRALIA 1842 - 1984"

By Gordon Pickhaver



\$8.00 per copy
(+ \$2.50 for postage & packaging)

Great Gift Idea!

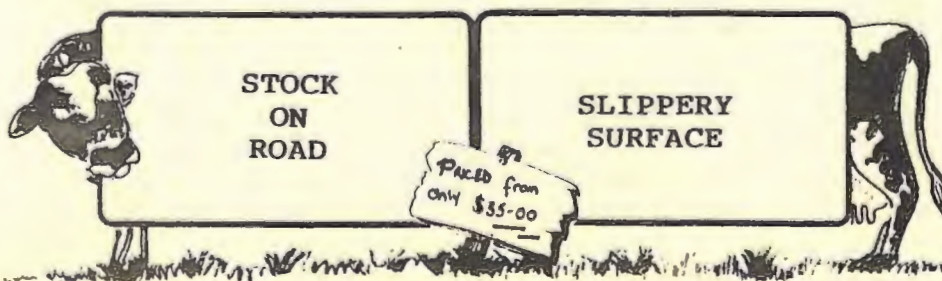
Available from SADA Head Office

(08) 231 3752

signs

CHOOSE FROM A VARIETY OF SIGNS,
WITH OR WITHOUT STURDY FRAMES.

AVAILABLE FROM SADA HEAD OFFICE.
(Orders filled as required)





FROM NEW ZEALAND

JERSEYS VERSUS HOLSTEIN/FRIESIANS

Two articles appear in the July 1989 issue of the "New Zealand Dairy Exporter", one reporting on recent research which suggests that gross income/ha from milk will be higher for Jerseys than Holstein-Friesians, and the other refuting these claims. The first article presents data on milk composition in both breeds, and comments on stocking rates and current prices for milkfat and protein. However, past president of the NZ Holstein-Friesian Association, Brian Knutson, questions the validity of some of the data, and also notes that Holstein-Friesians return more income than Jerseys in meat, bobby calves, and calves sold for dairy beef. He claims that overall, the breed is equivalent to Jerseys in total profit.

FROM THE UNITED KINGDOM

FEWER COWS - MORE MILK DEMAND

British dairy farmers will have fewer cows with higher milk yields after the year 2000, according to a leading British farm management consultant.

Demand for milk will increase and it could become scarce, he forecasts. Speaking at a national conference - which was a prelude to 60 farm visits taking place during April and May throughout England and Wales - Tom Kelly, the new head of the British Milk Marketing Board's Farm Management Services, said food manufacturers would seek to produce more value from milk, with emphasis shifting from the processing of butter to new products.

He believed eastern European countries would be short of food for some years to come and their standard of living would improve. He was not as pessimistic as some people about over-production leading to cutbacks through quota restrictions.

VEHICLE POWER FOR ELECTRIC TOOLS

From the Powergun ac retrofit alternator from Driftgate can convert engine power from even the smallest car, van or truck, to provide an electric mains equivalent ac supply.

The unit is supplied in 110 or 240V versions and can be fitted to almost any vehicle, without affecting normal 12V electrics. The kit consists of a replacement alternator connected by wiring loom to the control box, weld cables complete with earth clamp and rod holder, boost charging battery clamp, electric plug and hand throttle.

Switched from the normal (12V vehicle running) to the ac power mode for operating power tools, floodlighting, fast food cooking and heating appliances, the Powergun delivers a safe, regulated, continuously rated ac current having a square wave characteristic up to 2.5kW (3.3hp), with a capability to accommodate an initial shock load of around 3.5kW (4.7hp).

The controller has a choice of a normal (normal 12V), power (ac) and weld (dc) settings, and also houses the weld lead connection socket outlets. It will fit under the bonnet, boot, or back of a vehicle.

In the power mode the Powergun delivers an electrical supply sufficient to drive power tools such as drills, grinders and circular saws.

In the weld mode the welding leads are connected to the control box. As the output is dc, stainless steel, aluminium and a range of alloys can be welded, in addition to iron and steel.

The weld lead connections on the control box are also used for battery boost charging. The company says this is safer than jump-starting. Minimum engine revs are required and restart operation on all types of vehicles and plant equipment is available up to 48V.

Standard safety features on the unit include earth leakage circuit breakers on both the positive and negative circuits, and direct short, overload and thermal protection.

Available as an option is a universal fitting kit, with extension wiring looms, dc Powergun (power and weld outputs), and auxiliary charge to vehicle battery.

Driftgate Ltd, Sweda House, 240-30 New Street, Aylesbury, Buckinghamshire, United Kingdom, HP20 2NA. Tel: +44296 87664.

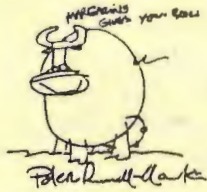
AWARD WINNER

Ambic's Hydraflow milking system operates on hydraulic principles developed at the old National Institute for Research in Dairying. It gives a higher milking vacuum at the teat end than conventional milking. This improves mastitis control, speeds up milking and improves udder condition and milk quality.

Ambic Equipment Ltd, Witney, Oxfordshire, United Kingdom, OX8 6XT. Tel: +44993 776555.



G'day.



THE FUNNY FARM....



NON-RACIST JOKE heard at Adelaide University's Parting Company Revue "Be Afraid, Be Very Afraid":

"I've been talking to Bob Hawke about all these coloured people we've been getting into Australia."

"You mean Asians?"

"No. Greenies!"



LANGOULANT

LANGOULANT'S GUIDE TO

HAWKESPEAK



- CONSENSUS:** When everybody agrees with Bob Hawke.
- CONCILIATION:** Everybody's going to agree with Bob Hawke.
- CONFRONTATION:** Somebody doesn't agree with Bob Hawke.
- MY MATE:** Somebody rich and powerful or has just won a major sporting event.
- MY GOVERNMENT:** The one we thought was ours.
- THE NEWRIGHT:** People who treat trade unions the way Bob Hawke treats the Pilots' Federation.
- THE RIGHT TRACK:** The garden path Paul Keating's leading us up.
- THE POVERTY TRAP:** The one Bob Hawke fell into when he said no Australian child would be living in it by 1990.
- SILLY OLD BUGGER:** What you call silly old buggers when you think no-one can hear you.

Langoulant
© 1991

FROM "THE PERTH DAILY NEWS"

REMEMBER WHEN ?

IN SEPTEMBER/OCTOBER 1969

In the main article in the Journal the President of the Australian Dairy Farmers Federation, Mr. A. H. Stone O.B.E., warned against the threat of "imitation milk".

With the current wave of soy drinks his prophetic words would seem to be very accurate.

1939

The Kondoparinga Cheese Factory in Meadows was damaged by bushfire (largely because large gum trees were used as "coolers" and the shady boughs assisted the fire). The factory was rebuilt and enlarged. Two managers Mr. J.M. Sharkey and later in 1939, Mr. Ralph Knight, oversaw its revitalization.

AND IN 1889

Balhannah celebrates 50 years of history.

A cheese factory opens in Penola.

Mar.-Apr., 1964 THE SOUTH AUSTRALIAN DAIRYMEN'S JOURNAL

BUTTERFAT TEST DEMONSTRATION

The Australian Society of Dairy Technology (S.A. Branch) will conduct a Butterfat Test Demonstration in the Charleston Hall on Tuesday, 26th May, at 8 p.m.

The evening will be devoted to a practical demonstration of the methods used in sampling and the testing of milk for butterfat content by the Babcock method, with questions from the audience answered by a panel of experts.

All members of the Association and their families and friends will be welcome.

Supper will be provided by the Charleston Hall Ladies' Auxiliary.

Mar.-Apr., 1964

THE SOUTH AUSTRALIAN DAIRYMEN'S JOURNAL

3

IT SEEMED SUCH A BRIGHT IDEA AT THE TIME!



All we had to do was to get hold of a photo of a film star named Jean, attired, more or less, but preferably less, in the sort of costume that would help to take the dairy-farmer's mind off basic prices, quotas, and meth-blue tests, and then print the caption—"If you think that HYGIENE is just another way of saying Hello to Miss . . . it's time you heard about—" and then, we would introduce our advertising plug.

It seemed pretty smart to us; you know, that bit about "Hygiene", "Hi, Jean!", but the trouble was getting that photo. All we could get were Gene Autry and Gene Kelly, and neither of them looked all that good in a bathing costume.

And then we heard about Jean Seberg, who's starring in the film "IN THE FRENCH STYLE" now showing in Adelaide. The title of the film sounded just right for the sort of picture we wanted,

but somehow there just wasn't one to be had. We did get this one, and as you can see, Miss Seberg is a very attractive young lady. But we were sorry about the bathing costume; after that disappointment we just couldn't get enthusiastic about that "Hygiene", "Hi, Jean!" business.

Sorry, fellows, if we've let you down.

But there's still one bright idea left, and it's this—IF YOU WANT THE BEST DAIRY CLEANERS AND SANITISERS, GET GAIMA. They're made in South Australia for South Australian conditions, and if your factory manager doesn't stock them, tell him to start now, and get them from Gaima Industries Limited, 188 Main North Road, Prospect.

WHAT VALUE PROTEIN TO FAT RATIO?

by Charlie Ernst, Extension Officer, DARA, Kerang

When the dairy industry became more interested in moving to pay on a compositional basis, farmers wanted to know how well their cows would measure up to a system which would now pay for protein plus charge for volume.

With any change, especially with something new, the assumption is that a new piece of terminology or some new measure will have to be developed in order for people to gauge the effect of this change.

One such piece of terminology that has received a lot of attention and interest is the 'protein to fat ratio'.

Whilst it simple provides a ratio of the amount of protein produced compared to the amount of butterfat produced, does it really provide any worthwhile information for the farmer to base feeding or breeding decisions on.

Any performance type measure should somehow relate back to profitability or the value of a cow's production. Profitability is too difficult to measure on an individual basis. The value of an individual cow's production is easy enough to determine (and is being done by H.I. centres if required) and whilst it might not be technically correct, it must be better than looking at the performance measure on its own.

So how does this protein to fat ratio measure up if we take into account the value of production as well.

As part of a farm management course at Kyabran recently, the farmers were asked to provide production figures (total fat, protein and milk) for their two top fat yield cows, two top protein yield cows, two top milk yield cows and the two cows which had the highest protein to fat ratio in their herd.

A summary of that information is contained in the following table.

	Fat Yield (kg)	Prot Yield (kg)	Milk Yield Litres	P/F Ratio	\$
Top Fat Cows	306	219	6559	0.72	1505.04
Top protein cows	282	234	7054	0.83	1498.16
Top milk cows	275	228	7368	0.83	1446.03
Top ratio cows	218	200	6174	0.91	1218.96

(Values used were \$2.40/kg fat, \$4.20/kg protein and 2.3 cents/ litre volume change.)

There are two main points which should be stressed from this. Butterfat still makes an important contribution to a cow's value as the top fat producing cows made the greatest contribution to the value of herd production. Secondly, cows with the highest protein to fat ratio ranked last in terms of their economic contribution. In fact, the best money earners, the top fat cows, had the lowest ratio.

Farmers should not be identifying high protein to fat ratio cows and use the assumption that they are the best cows simply because the payment system now pays more for protein. The ratio is certainly not a good measure to identify cows to breed from in preference to others.

The protein to fat ratio may have some relevance however, when looking at feeding level. Changes in feeding level cause protein and fat levels in milk to change in different directions. A feed stress would cause the protein level to drop more dramatically than fat level. Hence its protein to fat ratio would also drop. Protein to fat ratio may therefore be an indicator to feed intake.

Overall, the protein to fat ratio offers very little terms of valuable information about the performance of individual cows or even total herd performance. Any ratio or performance must be related back to some measure which is more clearly defined such as total yield or total dollars. They need to be put into context with something which you can relate back to, to better define farm performance.

By simply looking at this ratio as some sort of performance or profitability indicator is only doing yourself and your cows an injustice.

SOUTH EAST AUGMENTATION

The Licence Fee is due for revision again under the new formula. This fee, enshrined in legislation, transfers a portion of the market milk premium to farmers in the South East who do not have access to the Adelaide market.

Currently the Fee stands at 1.98 cents per litre of market milk sold.

It is worth emphasising that the augmentation fee does not apply to ALL MILK only THE CITY MILK PORTION. Approximately 40% of your milk is used as City Milk. The Licence Fee is only paid on that 40% of milk sold as City Milk.

Under any system of State-wide equalization it would only be the Market Milk that would be equalized. If the formula is correct then it should be approximately providing State-wide equalization.

The way the licence fee is used in the South East needs some revision because it is being used as an incentive payment in some parts of the year. (Hence some of the incredible stories about returns we hear from time to time.)

WORTH KNOWING

North American Indian belief:



WE DO NOT INHERIT THE EARTH FROM OUR ANCESTORS
- WE BORROW IT FROM OUR CHILDREN

INDUSTRY THINK TANK

There is to be an industry based think tank or focus session to be held in late November. From it SADA hopes to be able to produce a draft strategic plan for the next 10 to 20 years to enable dairyfarmers to aim towards some goals. We hope to have the industry represented by its current leaders and top personnel. Dept. of State Development and Dept. of Agriculture have been invited. After the Think Tank the document produced will be widely distributed and - we hope - discussed.

Frûche

A FARMERS' UNION WINNER

Members of the Executive Committee were delighted to accept the invitation from Farmers Union to attend a launch of their new dessert product - FRÛCHE. It was good to have dairyfarmers recognized in this way because you provide the raw material for all the dairy products.

The Executive Committee would like to acknowledge the gesture made by Farmers Union on this occasion and urge members to consider being involved on the Executive next year to take advantage of such incentives.

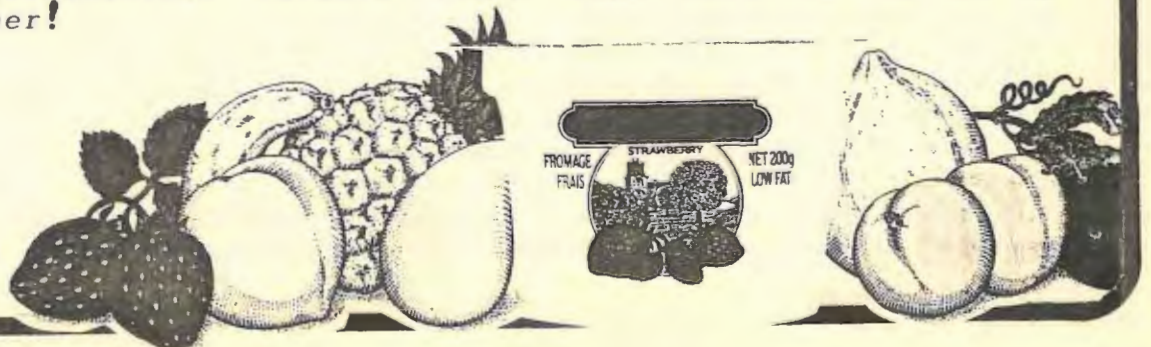
Back to the product. FRÛCHE is known as Frommage Frais in Europe but Farmers Union have come up with an easy to remember name that is catchy and appealing. The product itself is akin to cheesecake filling. It comes in four flavours - Apricot Nougat, Peach and Passionfruit, Tropical Fruits and Strawberry. It is being marketed not only as a neat dessert but as a breakfast food and a snack.

For those of us who are not keen on yoghurt, Frûche is the ideal alternative.

It is really a classy product.

A 500gm pack lasted our family of 4 for 3 meals (due to the manager's strict control). I believe it is a value for money product that will do very well. In Europe its sales equal those of ice-cream.

Congratulations Farmers Union this deserves to be a winner!



WHAT HAS HAPPENED TO THE METRO MEAT (JACOBS) CALF RUN?

Mr. Dudley Lennox, General Manager, of Metro Meats cited several reasons for the end of the Metro Calf Run.

- (1) Metro Meats no longer owns Metro Quality Foods - a smallgoods company.
- (2) The Mount Barker plant of Metro has been changed to a sheep and pig killing plant. Sheep are killed for four days and pigs for one day.
- (3) The number of calves being collected meant it was not viable to kill calves every day especially under the new rigorous hygiene and export certification rules. These rules require total cleaning of the plant between species killing. Metro had to rationalize their operations under these new guidelines.

Mr. Lennox has told SADA that until further notice, Metro will accept calves at the door of their Mount Barker plant, over scales, on a Thursday. It is possible that in the near future the calf killing operation will be transferred to the Noarlunga plant.

Are there any alternatives?

The Gum Hill calf run has expanded to take in the northern areas. Howard Jones who was operating the run for Metro in the northern areas is now doing it for Gum Hill. Current times for the Gum Hill Run as follows:

GUM HILL CALF COLLECTION

SUNDAYS:

MT. COMPASS (Peter Downwoods')	9.00
YANKALILLA (Showground)	9.30
PARAWA (Parawa Hall)	9.30
MYPONGA (Near CFS Shed)	10.00



TUESDAYS:

LITTLEHAMPTON (near Hall)	8.15
MILITARY ROAD	8.45
LOBETHAL	9.00
KENTON VALLEY	9.30
GUMERACHA	10.00
WILLIAMSTOWN	10.30
GREENOCK	11.15
COLLINGROVE	12.00
FLAXMAN'S VALLEY	12.30
EDEN VALLEY	12.45
SPRINGTON	1.40
BIRDWOOD	2.15
SPRING HEAD	2.45
CHARLESTON	3.00
WOODSIDE	3.30
MT. BARKER (Lindstrom's Dairy)	4.15

WEDNESDAYS:

ECHUNGA (Edmonds' Dairy)	8.30
MEADOWS FACTORY	9.00
MEADOWS	9.30
KYEEMA CORNER	10.00
HOPE FOREST	10.10
YUNDI	10.30
PAGES FLAT	10.45
MYPONGA	11.15
MT. COMPASS	12.30
TOOPERANG	1.15
FINNISS	1.45
STRATHALBYN	2.00



I would urge members to collectively keep an eye on prices and developments. Let's keep our information net wide open. If the Gum Hill run does not seem to be working we will need to look at alternatives. Bob Maloney assures me that the service will be there and the collection will happen all year with at least one truck. Autumn/Spring will see two trucks in operation.

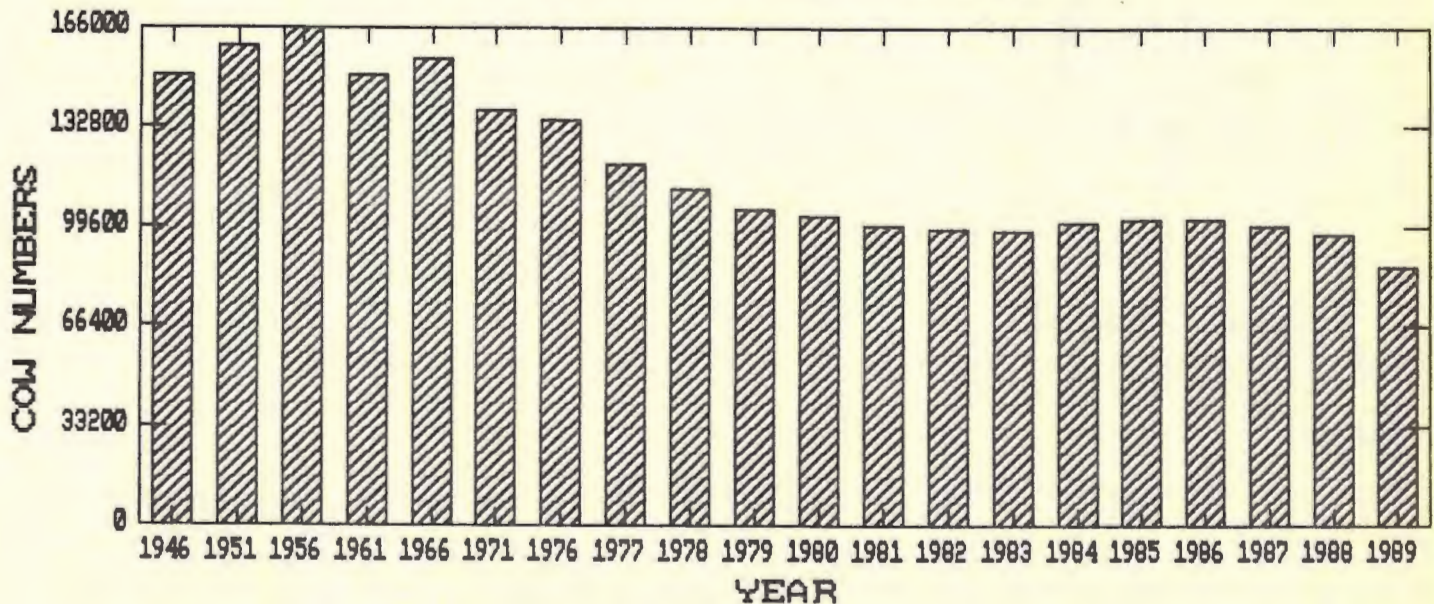
I would remind members that Gum Hill is an operation run by dairyfarmers for dairyfarmers. If there are any problems they should be talked out.

Terry Inglis

DAIRY COW NUMBERS IN SOUTH AUSTRALIA

Much has been said about cow numbers in South Australia over recent times in a variety of sources. The graph below shows the figures as recorded by the Australian Bureau of Statistics. I do not want to argue about the precise accuracy of the figures save to say they are the figures used by the ADC and the DPI.

COWS IN MILK AND DRY



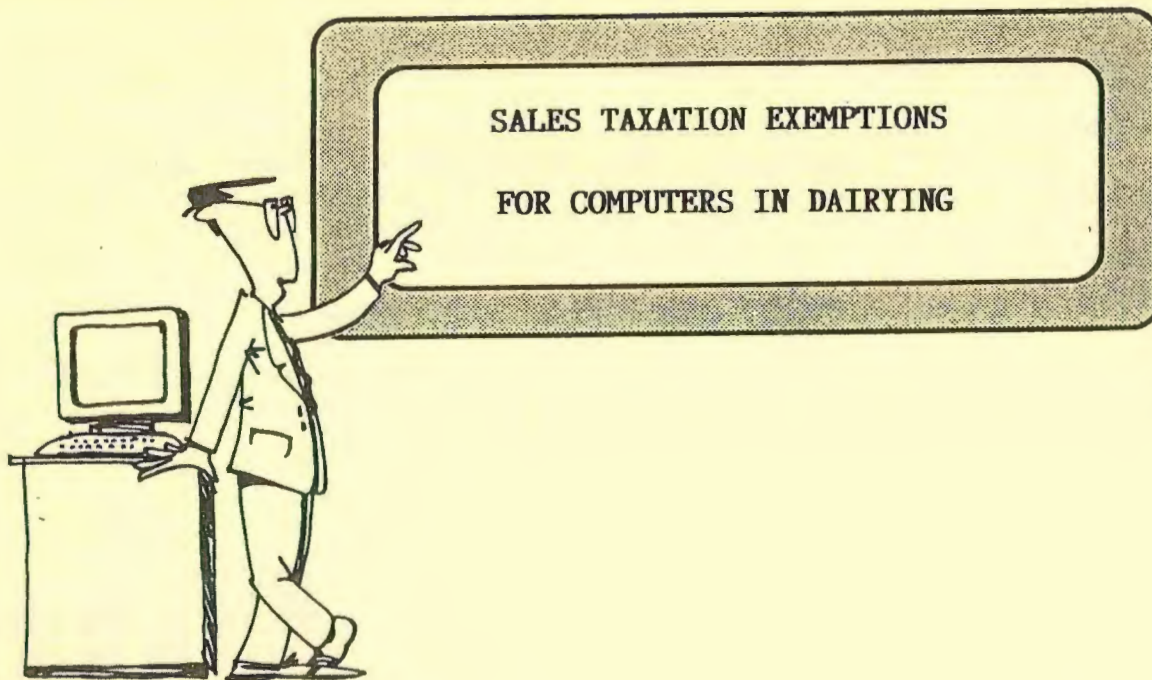
I would however from a demographers view - point offer some observations. The decline in the herd from 1956 to 1989 can be viewed with dismay or awe depending on your relative stance to optimism and pessimism. Cows and farmers are obviously much more productive. Credit must go to the researchers, the innovators, the leaders in our community that have brought about the situation where milk volume has increased as cow numbers fell.

Over the last year however the increasing yield has been curtailed. Production is decreasing along with cow numbers. There is reason for concern. A comment was passed recently that our factories cannot afford to lose any milk without suffering production diseconomies. What then can we do to arrest the decline in cow numbers and now milk volume?

Is the solution as simple as rewarding the producers with an increased margin between "the price" and their costs? Surely dairyfarmers cannot want to be profitable as well as enjoying their lifestyle?

C O R P O R A T E P L A N S

It is pleasing to be able to report that our dairy companies do have corporate plans. However, they are confidential and suppliers to each company have received the relevant information via regular meetings. I am delighted that communication is picking up within the industry.



TAXATION RULING NO. ST 2191

Preamble

Questions have arisen about the classification of computer systems and hand tools purchased for use by primary producers in their primary production operations and also on the classification of goods used in the repair or maintenance of agricultural machinery, implements or apparatus.

Facts

2. As indicated in paragraph 798 of Australian Sales Tax, 1984, one of the principal objects of defining "manufacture" to include "production" for sales tax purposes was to ensure that the sales tax law applied to goods derived from operations in "Primary Production", whether as a result of physical labour, mechanical power or natural growth.

3. Activities such as the rearing of livestock, poultry, fish, etc, for sale, the maintenance of a dairy herd for the production of milk and cream for sale, the maintenance of hens for the production of meat and eggs for sale and the maintenance of bees for the production of honey for sale, the growing of crops, fruit, plants, herbs, flowers, etc. for sale are all manufacture for sales tax purposes.

4. Consequently, goods for use primarily and principally in these and other primary production manufacturing operations will qualify for sales tax exemption as "aids to manufacture" when used in appropriate circumstances as specified by item 113A, First Schedule.

Ruling

6. Computer systems purchased by primary producers will qualify for conditional exemption under item 113A, First Schedule, when they are used exclusively, or primarily and principally, and directly, in primary production activities that involve manufacture.

7. In the dairying industry a computer system has been developed to record, analyse and provide information as to milk yields of each cow as the cows are being milked. The information is recorded at milking time by the use of identification neck-band transponders for each cow, an automatic identification control unit, a milking shed keyboard and display, manger coils, a feed control unit, milk meters and a weighbridge.

8. As well as the milk yields of each cow (for each milking and daily total), the system provides the following information for use by the dairy farmer:-

- (i) total milk produced from all cows
- (ii) feed used and feed required during milking
- (iii) identification of cows that have been milked and to divert milk, where necessary, from particular cows
- (iv) the extent of feed each cow is getting from the paddock
- (v) the quantity of feed concentrate which can be given to each cow to ensure maximum milk production without causing nutritional stress.
- (vi) identification of cows due for service, cows due to calve, cows due for treatment, cows missed at milking, cows with abnormally high or low milk production, cows not eating their full feed ration and cow body weights.

9. On the other hand, computer systems used by a dairy farmer for financial accounting and record keeping (including stock control, cash flow, forecasting, budgeting and farm management costings), for farm physical record keeping (including the keeping of general herd records) and for farm management decision-making are not used for applications which come within the scope of the exemption for "aids to manufacture". Computers purchased for such uses are taxable.

10. Where hand tools are used primarily and principally by primary producers in the kinds of activities outlined in paragraph 3 above they will also qualify for exemption under item 113A. First Schedule as "aids to manufacture".

TAXATION RULING NO. ST 2405

Members are also advised that Taxation Ruling No. ST 2405 is relevant as it cites similar conditions that apply to hand tools.

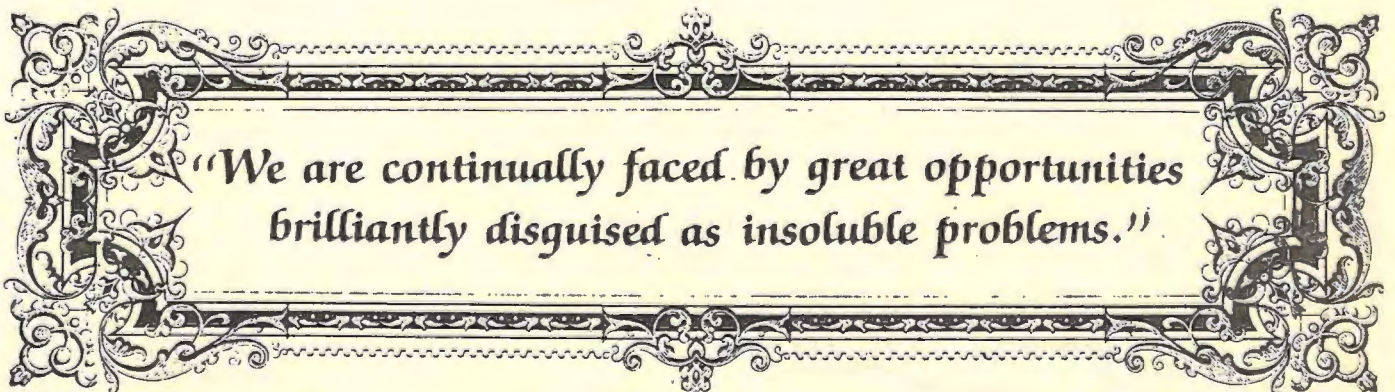
The key ruling is that to be exempt the computer (or hand tool) must be PRIMARILY used in the production of a good (i.e. a product for sale). The Commissioner does not see the prior phases of the dairying operation i.e. breeding, feeding, or the ancillary activities such as accounting, pasture management, as the point of manufacture - for taxation purposes.

So, if you can justify the use of a computer or hand tool primarily for the actual production of milk or cream for sale, then you are justified in claiming exemption under item 113A in the First Schedule to the Sales Tax Act.

If in doubt, check with your accountant or tax consultant. If they want to clarify the ruling quote them the two rulings:

Taxation Ruling No. ST 2191
Taxation Ruling No. ST 2405

(Thanks Ross for the enquiry - it was most illuminating. Ed.)



Ed Letter to the Editor

DAIRY VALE CHAMPION FARMER COMPETITION

A letter was received from Dairy Vale concerning the comments I made in the last Journal about their Champion Farmer Competition.

My comments were tongue-in-cheek and were aimed at the publicity that surrounded the Competition. Production improvements were cited in kilograms of butterfat in spite of Dairy Vale having a policy that there should be a payment system based on protein only. It struck me as ironic and a bit illogical that someone who has increased butterfat dramatically and could be disadvantaged under an all protein payment could win this year and then lose \$20,000 next year.

The comments were not meant to be disparaging to the Competition itself. The idea of encouraging enthusiasm is to be applauded. Raising the profile of the industry which the Competition has done is to be applauded. Whilst SADA has never had any input nor was asked about the Competition it believes that the idea has merit for those who participate. SADA congratulates Dairy Vale on the success of the Competition.

SADA offers congratulations to Phillip and Dianne Bartlett as worthy winners. Their property is a credit to them and SADA acknowledges their expertise.

It is perhaps appropriate that I quote from the letter received:

"Quoting from the entry form for the competition "judged by taking into account farm hygiene and milk quality, animal husbandry and herd improvement, general farm management and overall efficiency."

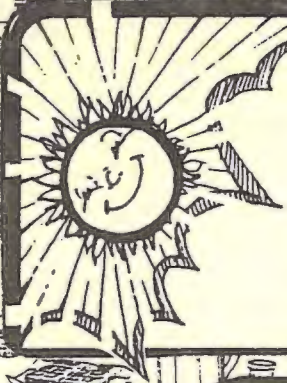
You may be aware that at present production is measured by kilograms of butterfat. It is difficult in measuring improvement in production to refer to any other measures. As you can see from the judging criteria animal husbandry and herd improvement were factors taken into account and this included the breeding programme.

Those champion farmers, far from being well behind the eight ball as you say, will be well in front with the change in basis of payment. Apart from their breeding programme, their attitude and approach would ensure that they will be well in the fore."

The comments in the Journal were mine but reflected the feelings of many farmers who spoke to me and on that basis I believe they stand. Sensitivity in PR Activities has a place even in the dairy industry. The writer of the Dairy Vale articles should have been aware of the sensitive nature of the protein-butterfat debate.

SADA has never seen an entry form for the Competition but then communication is more than a one way activity, isn't it?





FROM THE DAIRY.....TO THE TABLE

Everybody knows "Quark" is a well known healthfood.
 Delicious Quark or Cottage Cheese dishes can be used
 in different ways to enrich your menu.
 "Bon appetite".....

PARADISE POT.

Ingredients

- 500 gms Quark
- 5 tablesspoons sour cream
- 8 fresh-medium sized tomatoes
- 2 tablespoons finely chopped onions
- 1 teaspoon chopped chives
- 1 teaspoon chopped lemonpeel
- Paprika, salt and Worcestershire sauce to taste

Method

Mix and whip Quark and sour cream slightly. Add the peeled and thinly sliced tomatoes, onions chives, lemon peel and spice with paprika, salt and Worcestershire sauce to taste.

SALT STICKS.

Ingredients: for 25 to 30 Sticks

- 200 gms Quark
- 50 gms Butter
- 40 gms Flour
- 1 Egg
- Eggyolk to brush over before baking. Salt and Carawayseed.

Method

Mix all ingredients together and knead, put in fridge for a while. On a floured board roll into 10 cm long strips, brush with eggyolk and sprinkle with coarse salt and Carawayseed. Bake in preheated oven, moderate to hot, for 25 to 30 minutes until yellow. Served warm, they are delicious and go well with beer.



Cheers!!!

...PLUM CREAM...

Ingredients:

- 500 gms Quark
- ½ l milk
- 500 gms ripe Plums
- ¼ l sweet cream
- Sugar and Cinnamon

Method:

Remove stones from plums and squeeze plums through a sieve. Beat Quark with milk and mix in the plums. Fold under whipped cream and sprinkle with cinnamon and sugar.

Serves 4.





ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Sanitiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by
THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000



General President
Allan Manning
Telephone (085) 685 268

Executive Officer
Terry Inglis
Telephone (08) 231 3752



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc.

INC. ISSN. 0049-1446 VOL. 32 NO. 2 NOVEMBER-DECEMBER 1989



Happy
New
Year



ÉGALITÉ, FRATERNITÉ, LIBERTÉ

EQUALITY, FRATERNITY, LIBERTY

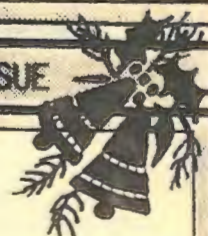
Those farmer representatives who attended the SADA Industry Think Tank on November 28 & 29 displayed a common desire to develop a system that brought equity of returns to all dairyfarmers in this State. There was developed a clear recognition that anything less than total unity would enable the pressures of commerce, of interstate and international trade and of processors' response to the forces of economics to force the downward spiral of dairyfarmer numbers, total dairy herd size and milk production to an ignominious end.

The notion of State-wide equity and unity is not new. It is a move that will provide difficulties and challenges that will require big thinking by dairyfarmers. The rearrangement of the historical catchcry of the French citizens during the French Revolution takes on a logical sequential meaning if one applies it to the process needed to achieve the essential, fundamental goals of the Think Tank.

Without Equality between dairyfarmers there cannot be Unity. Without Unity this State will not be free to flexibly respond to the national and international opportunities and pressures that will come before us in the immediate future.

IN THIS ISSUE

- o Think Tank Reports
- o Revision of ABARE Farm costs - thanks to NFF
- o Multiple Component Pricing in Canada



PUBLISHED
BI-MONTHLY

PRICE \$2.00
\$12.00 a year, post paid

REGISTERED BY AUSTRALIA POST
PUBLICATION NO. SAC 1906

CODE
98970

Appointing an independent person to facilitate this crucial step in our industry has been agreed upon. Announcement of the person will precede the next Journal, but the tasks and developments following the appointment will be explained in greater detail in the January-February 1990 edition.

The Think Tank addressed the issues in a positive manner. It is now up to all the participants to ensure the industry is informed of the content and potential outcomes of the Think Tank and more importantly that there are positive consequences because of it.

If we do not unite as a State industry, external forces will ensure each region is slowly decimated. A lean efficient dairy industry in this State can return great benefits to the participants. A disjointed and self-predatory local industry will open the doors to external players. We must be efficient not aspire to be so; we must be united not aspire that it will happen someday; and we must be broad in our thinking, lateral in our thinking and above all entrepreneurial and aggressive in our visions for the future.

If we choose to defend parochial views within the State, external forces will force haphazard reactionary actions to shore up the defences.

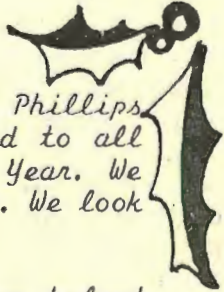
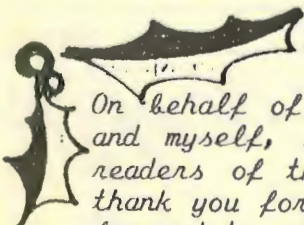
We must be pro-active. We must plan to meet the challenges. We must, as a United State, be prepared for the future, especially the potential outcomes from the replacement for the Kerin Plan.

Therefore, our catchcry should be -

EQUALITY - Equal dairyfarmers across the State

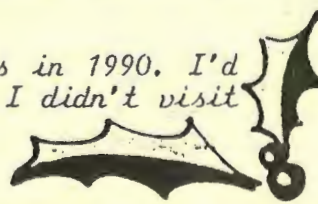
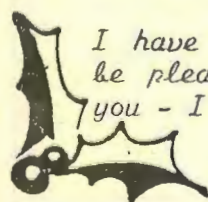
FRATERNITY - United dairyfarmers across the State

LIBERTY - The freedom equality and unity will create to enable this State to meet the external challenges.



On behalf of the staff in the SADA office, Jenny Harris, Sue Phillips and myself, I would like to extend to all members of SADA and to all readers of the Journal best wishes for Christmas and the New Year. We thank you for your interest in our industry and our publication. We look forward to your support in 1990.

On a purely personal level I would like to thank all who have helped me begin to learn about this great industry. I have made a lot of contacts in my first year at SADA but I realize there are a lot of members I have not met. I hope to visit more members' farms in 1990 and to listen to more and more perspectives on our industry.



I have told my family that weekends are for farm visits in 1990. I'd be pleased to have any invitations. If you would rather I didn't visit you - I'd be grateful for disinvitations as well!



TERRY INGLIS
Executive Officer



PRESIDENT'S COMMUNIQUE

It was devastating to hear from Pat Rowley, at the November ADFP meeting, of the power held by a few key people on the international dairy scene. Pat cited Mr. Jo de Jong, the persons responsible for administration of EC quotas and the development of EC policy on quotas. One stroke of his pen can put farmers across the world out of business. The role Pat Rowley, John Watson and John McQueen performed for Australia at the recent International Dairy Federation and other meetings in Brussels and Europe cannot be overstated. We need to voice our concerns at these crucial meetings where our fates are decided. It is imperative we support Pat in his role within ADIC and ADFP and that we support Australia being involved at the international level.

This visit to Brussels, by Pat Rowley, has made it obvious that the Australian industry needs a market support system into the future. To quote Pat from his ADFP President's Report.

"This industry cannot afford to operate post 1992 without a marketing plan to protect it from the political corruption of the world market."

What we need is a support plan that is flexible. This would enable the cost of it, to the dairy industry, to move up and down according to world prices. When world prices are low the support level may well need to be 45 cents per kilogram but when prices are high it should be reduced accordingly. The Kerin Levy needs to be reduced now, not in six months time.

* * * * *

The results of the Dairy Industry Think Tank have been most gratifying and hold great promise for the New Year. If we can achieve the goals set by the Think Tank with your support and encouragement we will have an exciting decade ahead.

Reflection on 1989 reminds me of what a hectic year it has been. We have not yet achieved an agreement on a payment system for 1990 but the Executive and Central Council have developed an exciting new proposal which encompasses the points of view of all sectors within this State and a national perspective. This proposal will be discussed with the Companies prior to Christmas enabling a concensus view in January that can be dovetailed into the ideals of the Think Tank.

I strongly believe that we have arrived at a threshold for our industry, where we have the chance to step into a new, united industry, or turn away from that option to presumed security within our current parochial regions. I trust we have the courage, commitment and confidence to take the right steps, based on our past experience, not controlled by it.

I feel it is timely to express my gratitude for the tremendous support the SADA Team has given me, and in particular acknowledge the effervescent enthusiasm of our capable pivot player, Terry Inglis.

To all Members, from Julie and myself, I extend the compliments of the Season, wishing you all a joyous Christmas and a Happy New Year. Let's hope 1990 is a year of prosperity for our industry.

ALLAN MANNING.

NEW SOUTH WALES DAIRY CO-OPERATIVES MERGE

One of the most ambitious rationalisation proposals that the Australian Dairy Industry has seen is now a reality. Three New South Wales Co-operatives, Dairy Farmers, Hunter Valley and Shoalhaven have now received the necessary approvals from their shareholders to merge.

The combined group will operate as Australian Cooperative Foods Ltd with responsibility for approximately \$180 million of assets and a \$400 million annual turnover.


The formation of A.C.F. will see the immediate implementation of a rationalisation programme aimed to reduce operating costs and boost profitability and returns to farmers. The new Chairman, Mr. Ian Langdon, indicated to shareholders that he and the Board of Directors would interpret their acceptance of the merger proposal as an acceptance of the rationalisation strategy which had already received wide publicity.

The management responsibility for achieving this objective will rest with Mr. Don Kinnersley who has been appointed Managing Director. The merger, according to Mr. Kinnersley, will result in several factory closures but in addition, increased attention to providing meaningful support to farmers to assist them to continue to improve farm level productivity.

A.C.F. will have a significant impact upon the future viability of the New South Wales dairy industry. Returns to farmers in New South Wales have been improving in recent months and future prospects are encouraging and will be further assisted by the projected rationalisation savings arising from the merger.

The financial base of A.C.F. is especially strong with less than 25% of its \$180 million of assets being funded by interest bearing debt and a significant proportion of the assets is in the form of modern, high technology factories that have been built within very recent years.

The Interim Board consists of the Chairman and Deputy Chairman of the three merging co-operatives, Mr. Langdon and Mr. Kinnersley plus two more directors to be elected.



STOP
PRESS



HOW MUCH FAT?

The following perceptions of fat content were discovered by the Decima Research Coy when they conducted a nation-wide survey in Canada for the Dairy Bureau of Canada:

Whole Milk	38%
Skimmer	18%
Skim Milk	13%
Butter	58%
Yoghurt	25%

I believe there has been a similar survey conducted in Australia recently which produced similar findings.

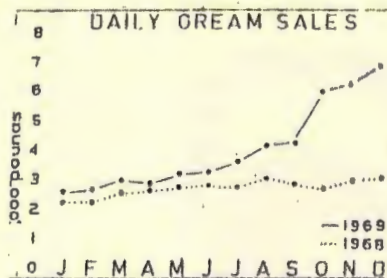
Just to test out the "market" place, why don't members conduct surveys within their family circle over the festive season. I would be delighted to receive your findings in the New Year.

What are the fat contents of your products?

REMEMBER WHEN ?

NOVEMBER/DECEMBER 1989

With reference to the 1969 Cream Promotion Campaign the Nov/Dec 1969 Journal said ".....the graph shown indicates that sales, since the Campaign began, have increased steadily, and are now running at more than twice the volume of a year ago.



This does not mean that we can now sit back. The Campaign has been, and will continue to be expensive, and most of the cost is being met by the producers. If the gains are going to be worthwhile and permanent sales volume must increase further. We have learned a lot; perhaps the most important lesson has been the strength of the opposition."

I wonder why we don't promote cream any more?

NOVEMBER/DECEMBER 1939

I noted with interest in the 1939 Minute Book the following entry in relation to milk prices.

"As it was apparent, after the President had given an outline of the position, that the Wholesalers were determined to lower the price, it was proposed that in that event the Central Council advise all Branches that it would be more profitable to separate the milk, forward cream to the Factory, and dispose of skim milk through pigs and calves."

1989 has seen a real reversal of the pigs and the people hasn't it?

1889

April 1889 saw the first anniversary of the Agricultural Bureau in South Australia.

1889 was the last year that the Australian Dairy Industry was purely domestic in its markets.

While the Agricultural Bureau will carry on I wonder if our overseas markets will post 1992?



'Tis the season to be jolly!



"I've done all I can to get your weight down . . . I suggest you just learn to be jolly!"

The cost/price squeeze faced by farmers has been more severe than previously acknowledged, and is set to accelerate.

Farm costs are \$5.1 billion higher and farm incomes are \$4.3 billion lower than previously thought over the last five years.

And the net value of farm production is set to drop 19% in real terms this financial year, while farmers' terms of trade are forecast to fall by 5%.

That position emerged from quarterly projections released in September by the Australian Bureau of Agricultural and Resource Economics.

ABARE and the Australian Bureau of Statistics have revised their historical calculation of farm costs in the light of new data.

As a result, the net value of farm production since 1984/85 has been slashed.

Farmers who've been puzzled by the discrepancy between their bank balance and the Government's analysis of their position now have an explanation.

ABARE's Agricultural Resources Quarterly (26/9) says:

"Both the historical situation and outlook for the net value of farm production have been revised significantly to reflect the recent availability of new data on the level of farm costs. Farm costs are now estimated to be higher than previously thought, resulting in downward revisions to the net value of rural production."

ABARE's new analysis reveals:

¶ in 1984/85, farm costs were \$13,125m rather than \$12,532m and the net value of farm production was \$2,411m instead of \$3,004m;

¶ in 1985/86, farm costs were \$14,499m rather than \$13,704m and the net value of farm production was \$992m instead of \$1,805m;

¶ In 1986/87, farm costs were \$15,585m rather than \$14,692m and the net value of farm production was \$1,736m instead of \$2,623m;

¶ in 1987/88, farm costs were \$16,882m rather than \$15,491m and the net value of farm production was \$3,307m instead of \$4,495m;

¶ in 1988/89, farm costs were \$18,550m rather than \$17,100m and the net value of farm production was \$3,746m instead of \$4,690m.

ABARE's estimate of farm costs for 1989/90 has been revised upwards from \$18,300m to \$19,850m and the net value of farm production has been revised down from \$4,820m to \$3,250m - over \$1.5 billion.

The net value of farm production is estimated to fall 13% this financial year and 19% when inflation is taken into account.

That position highlights the need for fair sharing of the adjustment burden within the Australian economy.

The farm sector and other exporters are bearing an inordinate share now.

We're being asked to prop up less efficient business, the most recent example of which is Kodak.

The costs of operating in Australia are making us less competitive on world markets.

That's bad news for us and the economy.

The Federal Government must change its policy mix.

Its reliance on tight monetary policy is no solution to the current account deficit.

High interest rates put upward pressure on the Australian dollar.

Imports become cheaper, and export income falls - exactly the opposite of what needs to happen.

The key to reducing the current account deficit is increased national savings.



HOW WELL ARE WE EDUCATED ABOUT PAYMENT FOR MILK?

I have an abiding fear that we have not done enough "finding out" about methods of paying for a most complex natural wonder. It is too glib to advance an argument that hinges on simplicity for simplicity's sake. Milk is not simple, the farmers who produce the product are not simple.

What we need is an honest method of payment that accurately conveys market signals to the farmgate. Anything other than that is dishonest, unjust and a charade.

So, my fear is reconfirmed as I read the most recent edition of the "Ontario Milk Producer". Below is an article that disturbed my fear and caused me to write to Mr. Lane.

What do you think about the content of this article?

Measuring your milk

By Wes Lane

Should multiple component pricing (MCP) be based just on butterfat and solids-not-fat? Or should it include protein and other components as well? How should these components be priced?

These are among the many details and questions that must be worked out before the Ontario Milk Marketing Board (OMMB) can implement MCP. So far the target date to get started remains Aug. 1, 1991.

Earlier this year, Dairy Farmers of Canada (DFC) adopted a policy statement encouraging all provinces to have MCP by Aug. 1, 1995. Some provinces, however, may be in a position to move to a system sooner.

Because Canada's dairy industry operates under a national policy, which includes a supply management program, a co-ordinated MCP approach by all provinces would work best. DFC will handle some of this co-ordination. As well, the OMMB is having initial discussions with Quebec, since officials there have begun to examine the issue and it produces more than half the nation's industrial milk.

New approach studied

Most of Ontario's efforts so far have concentrated on looking at a two-component approach, using butterfat and solids-not-fat (SNF). Producers will recall getting comparative information on this proposal and the present system during parallel runs in the 1986-87 and 1987-88 dairy years.

Now, however, consideration is being given to breaking the SNF into protein and other solids (lactose and minerals). This three-component

approach would identify butterfat, protein, and lactose and minerals, with protein carrying fairly significant weight in cheese classes.

A Laval University study in 1988 recommended this MCP system for Quebec. The dairy industry there has

not taken a firm position on it, but is considering the matter.

In Ontario, the OMMB's Project Team looking into MCP created a committee to zero in on which components to use and how to assign prices to them. As well as OMMB representatives, the committee includes members from processors and the provincial government. The committee is expected to make recommendations on pricing by the end of 1989.

Other committees, concentrating on specific tasks for the Project Team, include education, national liaison and Northern Ontario. As they become more active, producers will be informed of their findings.

No parallel run

Meanwhile, the Board decided against providing parallel-run information for the most recent dairy year. It is unclear right now whether a two or three-component approach will be used. To avoid undue confusion, board members decided not to provide individual producer information.

Instead, a future article will cover the concept of using three components and the mechanics of how it could work. Then producers can apply the figures to their own operations and make their own comparisons.

As soon as the Board decides which approach to use, further comparative information would likely be provided directly from the OMMB office. Producers will be informed of new developments as they occur. *W*



Both two and three-component approaches are being considered.

Wes Lane is Director of Planning
for the OMMB

R E L A T I V I T Y

I have been interested in the relative increases in costs and returns since I joined the industry late last year. Recently I acquired some indexed material on prices paid and received. This material is tricky to use because it does not relate to absolute costs to the percentage changes. Hence a 4% change may equal \$15,000 whereas a 9% change somewhere else may only equate to a \$500 change.

Another complication in using ABARE sourced data is the proven inaccuracy of their data. (Over the last 5 years costs to farmers have been under-valued by ABARE to the tune of \$5.1 billion across Australian agriculture. Returns were over-valued by some \$4.3 billion. Clearly the Governments of this nation have been fed enormous mistakes by their "trusty" source of information in relation to agriculture.)

With these devaluating factors in mind the table below is still sobering in the cool light of day.

INCREASES IN RETURNS AND COSTS IN SOUTH AUSTRALIA

<u>RETURNS</u>	<u>PERCENTAGE INCREASE</u>	
	<u>1986/87 to 1987/88</u>	<u>1987/88 to 1988/89</u>
City Milk	3%	5%
Manufacture Milk	6%	7%
TOTAL MILK RETURNS	5.3%	10.4%

<u>COSTS</u>	<u>PERCENTAGE INCREASE</u>	
	<u>1986/87 to 1987/88</u>	<u>1987/88 to 1988/89</u>
Fodder & Feedstuff	5.8%	14.1%
Fertilizer	-6.3%	12.6%
Chemicals and Medicine	6.2%	2.7%
Fuel and Lubricants	3.2%	-5.0%
Electricity	7.1%	9.5%
Machines and Vehicles	10.4%	4.2%
Maintenance of Machines and Vehicles	7.3%	5.8%
Hired Labour	4.5%	8.0%
Insurance	-21.3%	-6.3%
Rates and Taxes	9.5%	8.2%
Interest Paid	6.8%	6.9%
TOTAL PRICES PAID	4.7%	7.9%

The actual dollar amounts are crucial in this analysis but relative percentages give an indication or a guide to the trend and relative steepness of change.



FOCUS ON THE FUTURE



DAIRY INDUSTRY THINK TANK



A SUMMARY

WHO WAS THERE?

BABIDGE Geoff	Managing Director, Farmers Union Foods Ltd.	Tues
BASHAM Roger	Dairyfarmer, Mount Compass	Full
BAULDERSTONE Milton	Chairman of Board of Directors, Dairy Vale Co-operative Ltd.	Full
BEAUCHAMP Frank	Manager, HISCOL	Full
BUCKLEY Ken	Assistant General Manager, Mount Gambier Co-op.	Full
CONNOR Trevor	Director, Dairy Vale Co-operative Ltd.	Full
DOMAN Peter	Dairyfarmer, Mount Schank	Full
FITZGERALD Craig	Field Officer, HISCOL	Full
GALLUCCIO Rocco	Financial Controller, Farmers Union Foods	Full
GEMMELL Bill	Dairyfarmer, Narrung (UFS)	Full
GILMORE Byron	Dairyfarmer, Eight Mile Creek	Full
HANNAFORD Brian	Chairman, Metropolitan Milk Board	Full
HEINRICH Ray	Dairyfarmer, Mil Lel	Full
HOLLY Don	Dairyfarmer, Yundi	Full
INGLIS Terry	Executive Officer, SADA	Full
LITTLE Greg	Wholesale Milk Vendor, MRVA Member	Full
LONGMIRE Peter	Field Services Manager, Farmers Union Foods Ltd.	Full
MANNING Allan	Dairyfarmer, Birdwood	Full
McLELLAND Hugh	Director, Agriculture Development and Marketing, SAGRIC	Wed
NEWBERY Tim	Acting Principal Dairy Officer, SAGRIC	Full
PFEIFFER Joanne	Dairyfarmer, Murray Bridge	Full
RICE Steve	Project Officer, Animal Product Development, SAGRIC	Full
ROBERTSON Neil	Secretary/Manager, Master Retail Milk Vendors Association	Full
SEAGER Bill	Executive Officer, UFS Dairy Section	Full
SIMPSON Peter	Manager, Charterhouse Advertising and Marketing (S.A.) Pty. Ltd.	Full
STEED Robin	Managing Director, Dairy Vale Co-operative	Tues. p.m.
STRATFORD Noel	Field Officer, Kraft	Full
TEICHERT Ric	Secretary, Metropolitan Milk Board	Full
TRELOAR Stephen	Dairyfarmer, Meningie	Full
WEATHERALD Julie	Dairyfarmer, Delamere	Full
WESTOVER Tom	General Manager, Cheese & Icecream, Farmers Union Foods	Wed. a.m.
WILLIAMS Ian	Dairyfarmer, Parawa	Full
ZWECK Don	Vice Chairman, Barossa/Mid-north Co-operative	Full

RESOURCE PEOPLE

KRANZ David	Think Tank Facilitator, Quest Associates	Full
LANGDON Ian	Dean, Business Studies, Gold Coast C.A.E. Centre of Excellence for Rural Co-operatives	Tues & Wed a.m.
ROBINS Fred	Senior Lecturer, Graduate School of Management, Uni. of Adelaide.	Full
SANDERS Vicky	Think Tank Facilitator, Quest Associates	Full
SCOTT Adrian	Department of State Development	Full
SEATON John	Department of State Development	Full

WHAT WAS ACHIEVED?

SUMMARY OF THE INDUSTRY'S VISION FOR THE FUTURE

Things that were envisaged for the South Australian Dairy Industry by year 2000:-

- development of Industry voice to represent the State at national level - lobbying at Federal level
- a unified dairy farmers organization
- Statewide statutory body (with limited regulation) with representation from all elements of the Industry to:-
 - set quality standards (chemical, compositional, bacterial and contaminants)
 - have a licensing function
 - determine appropriate pricing of market milk
 - monitor vendor contracts
 - promote milk for the benefit of the Industry, labelled as quality product (S.A. Great)
 - resolve conflicts within the Industry
- on a Statewide basis, a market milk regulating system that is acceptable to all areas (starting point: three regions get together and appoint facilitator)
- competitive, viable vendor system (retail and wholesale) brought about by increased efficiency
- refrigeration from "tit to lip"
- processors will monitor quality standards
- integrated, syndicate farms to give greater flexibility, improved returns on investment, self esteem, improved lifestyle (standard and leisure) and easier entry for young farmers (Sharefarming profile raised and approaches to this are more professional)
- schemes to introduce young farmers to Industry
- 100% participation in herd recording, A.B. and progeny test
- automatic milking machines
- creation of "Milk Parks"
 - sharing of facilities
 - common collection points
 - reverse osmosis
- pharmaceutical income could be 30%
- stable Industry farming on swamps, upper and lower South East, Fleurieu and lakes (economic environment will decide actual locations) - provide direction into areas
- compositional payment system that rewards farmers for the product(s) they produce, at market prices that reflect market values
- regulation of farmgate price for market milk and complete deregulation of other prices
- improved communication between farmers, processors and vendors
- education at all levels of Industry
 - young farmers
 - government
 - new technology
 - SADA support

Summary of the Industry's Vision for the Future: continued

- supply budgeting
- common goals
- increased value added fresh milk products and export specialities
- rationalization of manufacturing plants
- products reflect consumer attitudes re low fat/cholesterol, no pesticides, low salt, high calcium, no heavy metals or antibiotics
- stable family farms with ability to employ
- increase herds to optimum level of cows/farm (150?); 400 litres
- increased production by 50% in year 2000
- aim of 6,000-10,000 litres p.a. (Ray)
- farmer manufacturing of boutique cheeses etc.
- improved packaging
- revolving Support fund (disputed)
- wealthy dairy farmers in plenty.

8 IMMEDIATE OBJECTIVES

- a) Industry to contribute to the Green Paper (Terry Inglis now included in Green Paper Working Group)
- b) Establishment of a South Australian Dairy Industry Body (Interim March 1990)
- c) State-wide Equality of Dairyfarmers (Appointment of Facilitator is imminent)
- d) Dairyfarmer Unity (discussions under way)
- e) National Farmgate Price (Terry Inglis to prepare SADA submission to Minister of Agriculture)
- f) Compositional Payment (discussions on-going)
- g) Efficient Profitable Vendor System (plan under way)
- h) Improved Communication (Strategies devised for 1990)

THE FUTURE IS IN OUR HANDS

MILK - THE GOODNESS YOU CAN'T SEE

Apart from its major minerals and vitamins, milk and milk products have a lot more going for them in the form of essential trace elements vital for good health.

According to UK nutritionist/researcher Professor M.I. Gurr, milk is a source of four of the 15 essential trace elements - zinc, chromium, cobalt and nickel. Although present in very small amounts, these elements all have special roles to play in health and body maintenance.

Zinc is used in energy, hormone and amino acid metabolism, for tissue repair and in the sense of taste: cobalt is needed in the synthesis of vitamin B12: chromium plays a role in glucose tolerance and nickel is important for the maintenance of membrane structure.

Professor Gurr recently compiled a report for the UK's Milk Marketing Board on the nutritional significance of essential trace elements in dairy foods.

Demands for zinc, he said are particularly high during rapid tissue growth and repair. "Suspensions are growing that deficiencies of zinc, selenium and copper may decrease resistance to some infections."

"Some concern is being expressed by health professionals that in apparently well-fed countries, there may be deficiencies of a number of trace elements due to poor diet selections. For example, in the UK intakes of iron, zinc and copper may be marginal"

Professor Gurr says poorly planned vegetarian diets can lead to deficiencies in zinc and cobalt, especially in pregnancy and lactation, either because of the low content in the food or the poor availability in plant foods.

He says it is often difficult to detect trace element deficiencies or imbalances. The growth of the infant or adolescent can be affected by a zinc shortage before tell-tale skin changes appear.

Professor Gurr believes milk is a good source of zinc not only because of its reasonably high zinc content and percentage contribution to the diet but because the zinc in milk is readily metabolised.

Milk could be regarded as a significant source of cobalt and iodine, with chromium and nickel on the borderline, he says. "Cobalt is an important constituent of vitamin B12, an essential nutrient found only in animal foods. Although its concentration in milk is low, the dietary requirement is so small that milk can be considered as a significant source".

"With a growing trend towards high fibre intakes and the associated increases in phytic acid consumption (phytic acid prevents proper absorption of trace elements and is found in branny layers of wheat) the case for including milk in the diet is increasing," Professor Gurr says.

The major vitamins found in cow's milk are retinol (vitamin A); vitamins D, E and K; thiamine, riboflavin and niacin (B group) and ascorbic acid (vitamin C). Milk's major minerals are potassium, chlorine, calcium, phosphorous, sodium, sulphur and magnesium - all provided in a palate-pleasing readily available, easily digestible form.

600ml of whole or regular milk (one medium carton) provides around 20g protein, 23g fat, 28g carbohydrate, 700mg calcium and 590mg phosphorous.

FROM... Dairy Foods Advisory Bureau



"PUBLIC LIABILITY" INSURANCE.....
.....IT'S NOT DIFFICULT TO UNDERSTAND

Recently during discussions with Mr. Phil Taylor, Operations Manager for our recommended Insurer the FEDERATION Insurance, it was realised that we all may have misconceptions towards Public Liability (Public Risk) Insurance and more importantly, why claims may or may not be denied.

The emphasis, as explained by Mr. Taylor, is on the correct titling of the Insurance contract, namely LEGAL Liability with the emphasis on "Legal" and to a lesser degree, Liability.

How many times have we heard of or even been involved in instances where a damage occurs and results in property or personal loss to fellow farmers for whom you may be working with or alongside, loaned machinery, etc. and what about the travelling public on your neighbouring roads? I would assume in most instances we assume that "she'll be right. I've got Public Risk, it's covered. The Insurance Company will fix it up".

NOT CORRECT! Unless you or your employees were working in a negligent manner, there is every possibility you have no liability and the Insurer, in accordance with his Policy wording, may deny the proposed claim. In further explaining this point, Mr. Taylor referred to a common incident which relates to livestock owners which you may have even experienced.

You own a farm and upon retiring for the evening you had previously checked the paddock where your livestock were fenced. The gates were soundly closed, fences are in good order and your stock all accounted for. During the course of the evening there is an almighty accident on the road bordering your property and upon investigation a vehicle had collided with your stock.

Further investigation reveals your gates (which were locked) have been found open, tyre marks are apparent. Someone has entered your property illegally or not to your knowledge.

Why should you be held responsible?

Your Policy is there to protect you in the event that an individual/group/body may wish to recover from you their claimed loss. If there is indecision and uncertainty to the negligence/non-negligence apparent in the incident, legal opinion and action may occur. This usual costly opinion is met by the Policy you have in force. Subsequently, if liability is proven, then the Policy will indemnify the effected individual/group or body.

Now seriously consider the ramifications if your cover is inadequate or at worse, you are not insured at all.

Incidences in the past may have realised members admitting their liability, not appreciating the ramifications of such an admittance. It is conditional of Legal Liability Insurance that members do not admit to any liability and refer such occurrences to their Insurers immediately.

Legal Liability is a vital commodity in today's industrial world and I would suggest that if members are underinsured or have no such protection, that they effect cover at their next opportunity.

It would be remiss of me not to advise members to contact our Insurers - The FEDERATION Insurance on (08) 212 4541 or any of their Country Offices or Area Managers.

DID YOU SAVE

\$ 600

ON YOUR INSURANCE PREMIUM?

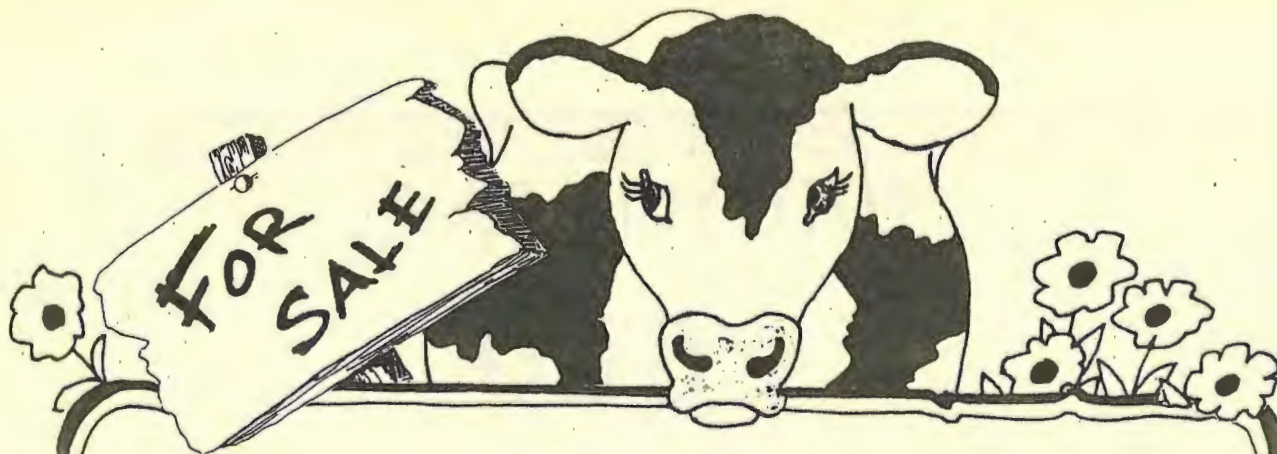
- SOME OF OUR CLIENTS DID

DON'T MISS OUT - RING NOW

FEDERATION
INSURANCE

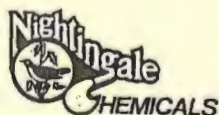
COVERS THE COUNTRY

ADELAIDE	(08) 212 4541
BERRI	(085) 82 2552
BORDERTOWN	(087) 52 1664
CLARE	(088) 42 3717
CLEVE	(086) 28 2108
MOUNT GAMBIER	(087) 25 1546
MURRAY BRIDGE	(085) 32 1224
TANUNDA	(085) 63 3466



BULK GLYCERINE

Use your own containers for cheaper glycerine



Dairy chemicals such as sulphate acids and cleansers.

IAN WHITE - LAURA - (086) 632 581

"PEOPLE, PLACES AND CHEESE IN SOUTH AUSTRALIA 1842 - 1984"
By Gordon Pickhaver



\$8.00 per copy
 (+ \$5.00 for postage & Packaging)

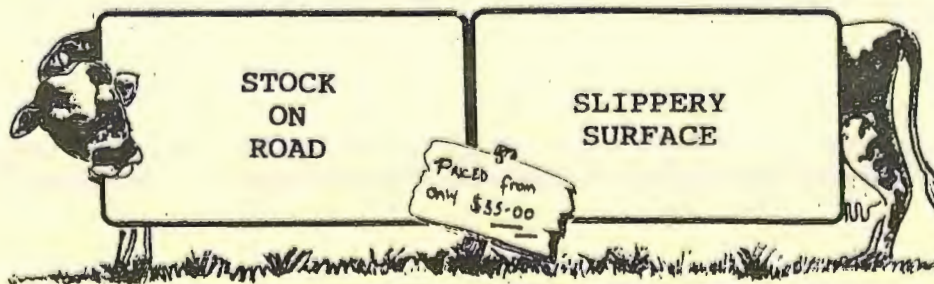
Great Gift Idea!

Available from SADA Head Office
 (08) 231 3752

signs

CHOOSE FROM A VARIETY OF SIGNS,
 WITH OR WITHOUT STURDY FRAMES.

AVAILABLE FROM SADA HEAD OFFICE.
 (Orders filled as required)





FROM NEW ZEALAND

NUTRITION AND REPRODUCTION

Evidence suggests that excessive protein intake in early lactation may be detrimental to post-partum fertility. Protein solubility and degradability are also important. Energy restriction in high-producing cows may be detrimental to fertility via effects on hypothalamic and ovarian function. Borderline intakes of vitamins and minerals may also affect fertility.

WATERLESS MILKING CUTS MASTITIS

Researchers believe that mastitis and a number of other dairy farm problems can be controlled by not washing the cows prior to milking. Studies have shown that this reduces the incidence of mastitis and also avoids the environmental problems of waste water. Washing is used only if teats are grossly dirty, otherwise the udder is brushed, and teats are dipped in antiseptic and dried with paper towels before and after milking. The programme has produced very good results in terms of milk quality on the Mahoning Experimental farm, which is using NZ-style dairy management, including waterless milking.

EFFECTS OF SOURCE AND LEVEL OF DIETARY CRUDE PROTEIN ON MILK PRODUCTION AND RUMEN FERMENTATION IN HOLSTEIN COWS

This experiment studied the influence of 2 protein sources fed at different dietary levels on milk production and rumen fermentation. Similar milk yield was obtained in diets containing 13.8, 16.1 and 16.4% crude protein, and this was significantly higher than that obtained on a 12.3% crude protein diet. Intake of rumen undegradable protein (UDP) seems a more important determinant of milk production than does crude protein percentage in the diet.

SIX CRITICAL HOURS FOR CALVES

It is vital that calves receive sufficient colostrum and this usually means 3-4 feeds as soon as possible after birth. MAF veterinarian Roger Ellison says the first 6 hours are critical as the gut is able to absorb colostrum, and frequently farmers overlook this. Scours is another area where some basics are frequently overlooked. It is important to know what is causing the scours and treat it appropriately. Management is all important and calves must be watched closely for signs of dullness and not drinking. Good shelter is critical as a calf that gets chilled in the first few days of life is very vulnerable to scours.

LAND VALUATION & RATES

The following item is reproduced from the minutes of the Executive Committee meeting held on 15 November 1989.

Members are advised that if they have a specific problem with Land Valuations they should pursue the matter to the best of their ability with the Valuers Generals Department.

If you believed that you are being wronged please advise SADA via your District Representatives, Executive Members or ring the office.

If the problem is due to an excessive rate set by your Local Council pin down you Local Councillor. Do not give up until you are satisfied justice has been done.

" Land Values

At 2.30 Mr. Clem Backen Acting Valuer-General attended the meeting to discuss the matters relating to Central Council's expressed concern about consistent valuations within an area.

Mr. Backen made a number of points concerning procedures relating to valuations and their setting. He acknowledged there would be inevitable conflict because valuations were an opinion.

If there was perceived problems there are 4 areas of redress:

- 1) Discuss the matter with the localized valuer. Reasonable explanations should lead to a local investigation.
- 2) If 1) fails then it is possible to lodge a formal objection at the Valuer-General's office stating the grounds for the objection.
- 3) Once 2) has occurred an independent valuer is appointed at a cost of \$26.50. If the independent valuer found there was a difference greater than 10%, between the original valuation and his, the \$26.50 is refunded and an adjustment made.
- 4) If none of the above satisfy the complainant appeal to the Supreme Court is an option.

Mr. Backen made the point that the Valuers had no ability to alter the basic criteria of valuation, which is "best" value - being the highest value and best use potential. The question of legitimate primary production land being over valued was dependent on observable use, size and historical factors. There are some 626,00 properties in South Australia. With a maximum of 65 valuers (62 currently) it was a goal to inspect properties once every 3 years.

It is possible to see individual valuations in the valuer General's Offices for free at any time. (can be any property). It is also possible to purchase valuations on microfiche. "



Merry Xmas
and a
Happy New Year

FROM THE DAIRY... ..TO THE TABLE

CHEESE - POTATOES

Ingredients:
250 g Quark
500 g Potatoes
100 g Flour
2 Eggs
Salt and Nutmeg
100 g grated Cheese,
to sprinkle on top
Fat for baking



Boil potatoes the day before. Put cold potatoes through mincer. Mix thoroughly with quark, flour, beaten eggs and spices. With the help of two teaspoons form almond shaped balls and cook (swimming) in hot fat until golden brown. Sprinkle with grated cheese and serve hot with green salad.

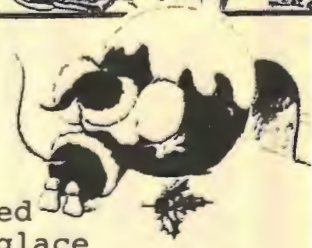
APRICOT & NUT DIP

Ingredients: 250 gm. pkt. cream cheese - softened to room temperature, 30 gm. (1 oz.) dried apricots - chopped, 1 cup crushed pineapple - drained, 1 cup natural yoghurt, 1 tspn. vanilla essence, 30 gm. (1 oz.) walnuts - chopped, 30 gm. (1 oz.) almonds - ground.

Method: Beat cream cheese until smooth. Add remaining ingredients and mix well.

ICECREAM PUDDING (12 serves)

- $\frac{1}{2}$ cup currants
- $\frac{1}{2}$ cup sultanas
- $\frac{1}{2}$ cup raisins, chopped
- $\frac{1}{4}$ cup maraschino or glace cherries, chopped
- $\frac{1}{4}$ cup chopped mixed peel
- $\frac{1}{4}$ cup chopped glace fruit - apricots, peaches, pineapple
- $\frac{1}{4}$ cup brandy, rum or fruit juice
- 1 litre chocolate ice cream, softened
- $\frac{1}{2}$ cup blanched almonds, toasted and chopped
- $\frac{1}{2}$ cup cream
- Strawberries to decorate



Apricot-Cream-Desert

Ingredients:
500 g Quark
250 g Apricots (fresh or cooked)
 $\frac{1}{2}$ l sweet Cream
6 tspns. of Gelatine
125 g Sugar
 $\frac{1}{2}$ tspn. Vanilla essence.



Cut apricots in half and remove stones. Stir half the cream and quark evenly. Dissolve gelatine in water, whip cream stiffly and mix with gelatine, sugar, and vanilla and add to quark and cream mixture. Put apricot halves into glass dish and top with quarkcream. Serve.....

1. Combine raisins, sultanas, currants, cherries, peel and glacefruit, add the brandy, rum or fruit juice and let soak overnight.

2. Mix together the soaked fruits, icecream, almonds and cream, pour into a 5-cup pudding basin, put into freezer and freeze overnight, or until firm.

3. Immerse basin in hot water for a few seconds, drop on to a wooden board to unmould and transfer to a serving plate. Decorate with strawberries and serve cut into wedges.



ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Sanitiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by
THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000



General President
Allan Manning
Telephone (085) 685 268

Executive Officer
Terry Inglis
Telephone (08) 231 3752

THE SOUTH AUSTRALIAN DAIRY FARMERS

JOURNAL

The Official Publication of the South Australian Dairyfarmers Association Inc.



IN THIS ISSUE: RESEARCH NEWS
RYE GRASS TRIALS
NEW REGULAR FEATURES

Founded
1935

ISSN 0049-1446

VOL. 30 NOs. 3&4

NOVEMBER - FEBRUARY 1989

A NEW PERSPECTIVE ON THE FUTURE

The future for the dairy industry in South Australia will be the product of the efforts of the dairy industry. The same is true of the national industry. There is no simple solution, or set of solutions, that will solve the array of problems confronting the industry. There is only one certainty about the dairy industry, given the prevailing attitudes of politicians and bureaucrats, and that is ONLY the dairy industry will solve its problems.

How can it be done?

The sense of pessimism that I have felt in dairyfarmers since I joined the industry on November 14 1988 is laced with tired emotions, a sense of *deja vous* and resignation.

It need not be so.

Indeed, it MUST NOT be so.

As a unit the dairyfarmers in this State need to get their house in order as an urgent prime priority. Having unified as a group, with clearly established goals, we need to assert ourselves in the industry.

This can only be achieved if dairyfarmers shake off the rumours, resist the mystic fears and to a person get a true grasp of reality - that is to clearly understand where the industry is, at present. Having done this "stocktake" the question must be asked - AND ANSWERED - Where do we as dairyfarmers want to go? We will then have our goals and we can then set out to achieve them.

Let us use our potential to form the industry we want. Let us frankly, forcefully put our views to all beyond the farmgate suffering no delaying tactics and no dismissal. Determination, unity and participation are key ingredients to success.

It is our industry, let's control it. Governments want industries such as ours to look after ourselves. Why not grasp the opportunity?

What Are Some Of The Problems?

As the newcomer to the SADA fold I see several key issues that are hindering your profitability, indeed very existence.

The basic milk price paid in South Australia is the lowest in Australia - in terms of an initial payment for milk. If Governments want national uniformity in pricing our basic milk price should equate with other States as should our market milk price.

It is interesting that milk must be at a premium freshness for its tremendous food qualities to be maximized. It must be fresh to have all the attributes that make it a staple food. There is no substitute for milk. Milk is a premium, ultra fresh food. It deserves to command a premium price.

Interest rates are another problem - indeed they are a national scandal preventing young people from becoming farmers.

Currently financial institutions and governments preach one thing and practice the opposite. They talk of free trade as if it is a panacea. Yet no other country on Earth is willing to sacrifice internal life-styles for the international market place. If free trade was practiced on a global scale (or even within Australia) geographic locality would win out over efficient production centres purely on the basis of transport costs. And in the face of free trade they refuse to have free trade in labour or housing or basic food stuffs which they incorporate into CPI.

Regulations were introduced for very good reasons. One of the major reasons was to establish stability of price and supply of basic commodities for the benefit of consumers. It would appear that there are an increasing number of people wanting to forego these benefits, for what would be short term advantage.

One Last Bit

I leave you with a few questions you might like to take up - with your neighbour, your local member or some bright spark you may come across.

- Were the people who created regulated marketing schemes all ignorant buffoons?
- What will happen to the economic, social and political infrastructures of this State when ALL industries are deregulated?
- When will the labour market be deregulated?
- What will become of Australia when the last farmer cedes his farm to the financiers?
- Who will provide the basis for our economy, our life-style, our very existence?

Conclusion

There are problems - let us see them as challenges.

There will be trials - let us treat them as tests.

There will be a dairy industry in South Australia in the future - let us all work towards that goal with a positive, assertive and unified attitude.

Terry Inglis

THE GENERAL PRESIDENT'S PAGE.....

Greetings,

Many of our members utilized the opportunity to show their appreciation to David Higbed for 30 years of dedicated service to the South Australian Dairyfarmers' Association at a dinner held in his honour at the Captain Hahn's Restaurant in Hahndorf on the eve of his retirement.

Other people closely associated with the industry in this State such as management and staff of both Dairy Vale Co-operative Ltd and Southern Farmers Co-operative (now Farmers Union Foods Limited), the Department of Agriculture, the Metropolitan Milk Board, and members of both the Commonwealth and State Parliaments, together with past General President Mr Norm Green, his wife Vera, and the wife of former President (the late Mr. Ivan Elliott) Mrs Elliott and her son Dean, and the President of the Australian Dairy Farmers Federation, Mr Pat Rowley (CMG) also paid tribute to David.

It is regrettable that there was insufficient room to accommodate all those that had hoped to attend (souvenir cassettes will be available on request to this office) but we are grateful to the Management of the restaurant for squeezing in thirty-six more than normal seating capacity. The venue, the food, the service and the eight chosen speakers contributed to a most memorable occasion.

Reece Butler (State Manager, Federation Insurance) presented David with a gift from Federation Insurance (our accredited insurers), Pat Rowley presented David with an air ticket as part of a package from the Australian Dairy Farmers Federation to attend the Market Milk Producers Council's pre-conference tour of Tasmania in April and a dinner where David's Service to the National Dairy Industry would be acknowledged.

Naturally the highlight of the evening was David's speech, which followed a presentation of a computer work station from our Association, which will be a constant reminder to David of the esteem in which our members hold him.

David's speech highlighted some very significant events that will have an impact on our future.

David referred to the Outlook Conference where the predictions were reasonably bright for dairyfarmers, based on world demand for dairy products, with the usual precautionary "provided that".

It was these "provided thats" that were the subject of the workshop held by the ADFP in Canberra following the Outlook Conference which was attended by 54 dairyfarmers and executive officers representing each State in Australia.

Mr Malcolm Vawser (former Chairman of the Australian Dairy Corporation) highlighted the many threats to the industry eg. value of Aust. Dollar and its comparative value to the NZ\$, size of EEC Production, CER, interstate trade in market milk, but the most significant point, in my opinion, was the Government's hidden agenda i.e. to provide cheap food to the masses.

The workshop divided into groups whose first task was to identify the most important issues facing the dairy industry in Australia. Not surprisingly, the first item on every group's list was the need to drive and protect industry revenue.

The first day was frustrating as participants seemed to be focusing on protecting and enhancing their own State industries. Gradually the real issues came to the fore and a more sincere effort was made by all to come up with practical solutions. There were some very interesting proposals suggested in the final session, all of which will need careful consideration by the ADFP as to the practical implications and the reality of their implementation. However, I do share Mr Higbed's confidence that the Australian Dairy Farmers will in the future take a more realistic approach to maintaining an appropriate revenue base for all dairy farmers. This view is shared by our 2 Vice Presidents, Allan Manning and Ken Smith, and our Executive Officer, Terry Inglis, who also participated in the workshop.

** ** ** **

There are many things that must be achieved on the local scene if we are to sustain a viable industry in this State. The first and most important objective is therefore, again, to improve the economic performance at farm level.

Mr Higbed has now completed a discussion paper for the industry, examining possible changes to the method of calculating payments to dairyfarmers. When this paper is further refined it will be presented to a wider industry group for discussion and then to all dairyfarmers. Essentially, the paper strongly urges the move away from payment for butterfat alone, towards components that link milk with consumer needs (demand). The move, in my opinion, is essential for the future competitiveness of our State industry.

It is interesting to note that if all milk purchased by one company tested 3.8% instead of 4.2%, they could increase their payments by at least 20 cents per kg brought about by the low value of excess fat i.e. that fat not required in production. The true value for butterfat alone is less than \$2. Payment by protein would encourage dairy farmers to both feed and breed to increase their returns in response to the needs of the market place. (As an example, a member of this organisation changed his management marginally, resulting in an increase in milk yield by 12.7% - at a time when milk yield normally drops). Protein increased by 19.7% and yet total butterfat increased by only 4.8%. This dairyfarmers produced what the factory required, but under the current system of payment he is given little encouragement to produce the right product.

** ** ** **

Recently, one supplier's milk was inadequately cooled and subsequently a much larger quantity of milk was contaminated. This resulted in a loss to every dairyfarmer and I must urge all dairyfarmers to reconsider their practices responsibly to ensure that "mistakes" do not occur - again, protecting our income and to safeguard the reputation of our product.

** ** ** **

In talking to dairyfarmers, I often wonder whether the need for cheaper unit production costs tend to distract them from the real positive approach to improving returns. I am sure that there are many applications, where, if a little more money were invested, far more money can be earned and unit cost of production further reduced. The members of our discussion group have proven this and are now just starting to realise the potential on their main asset, the Murray Swamps.

Now that Terry Inglis has assumed full responsibility for the position of the Association's Executive Officer, you will observe a change in style as noted by the issue of this Journal. Terry has my full confidence and support. I do not, however, expect the Association to change its objectives to pursue better conditions for the dairyfarmers of this State. Indeed there is much hard work to be done by the Association and we look forward to your continued support and constructive ideas to help us achieve our goals.

Sincerely yours,

AUB KRETSCHMER, General President.

FROM THE NEW EDITOR.....

This Journal has been used for dissemination of information since 1963. It is my intention to ensure it continues to bring news to you, but I want it to reflect the issues that concern you.

To this end I am seeking input from you by way of letters to the Editor, points of view, new approaches to old problems, discoveries or inventions you've made, jokes, reports on local meetings - in short anything you think your dairying neighbour would enjoy, find interesting or even controversial.

Perhaps some of the women readers would like to develop a women's page - "Her Side Of The Fence" or some other suitably named column. Send in your ideas.

This is not to be taken as a guarantee to publish all material submitted. It is an editor's job to edit - therefore I will use the role to ensure the aims and objectives of the Association are not compromised.

The Journal must be your vehicle. You can involve yourself in the politics of your industry, you can use your knowledge, your voice, your feelings and your collective character to state your case as an industry.

Make the Journal work for you by contributing to future editions

Terry Inglis

* * * * * VISIT OF LEADING UK DAIRY PERSONALITY * * * * *

April 17 & 18 are the scheduled dates for a series of farmer meetings jointly run by the Department of Agriculture and SADA where Professor David Leaver of the Wye University in England will speak on "FEEDING and MANAGEMENT SYSTEMS for DAIRY COWS"

Professor Leaver is a practising dairyfarmer who has a reputation for being a very good communicator. A tentative programme will see him speak at Nuriootpa, Echunga, Hindmarsh Valley and Murray Bridge.

Further notice of precise locations and times will be made via the various media available to us, when his Australian programme is confirmed.

* * * * *

SADA PROFILE.....

Terry Inglis, Executive Officer

Terry Inglis comes to the Association as the new Executive Officer with a broad experience in administration and a keen desire to help the dairy industry.

Terry is married to Sue and they have two children. Theshaine, aged 12, has just begun her secondary schooling at Morphett Vale Christian Community School and is keen to own a cow. Daniel, aged 10, is the younger lad of the family.

Terry has an Honours degree in Geography, a major in history and a Diploma of Education. Currently he is studying for his Master of Business Administration at Adelaide University's Graduate School of Management.

For the previous five years Terry lived and worked at Prince Alfred College as a teacher, a coach, and the School Relations Manager for the years 1987-1988. He had a short period at Pulteney Grammar School.

In 1982 and early 1983, Terry was Grain Section Executive Officer at UF&S. Terry has fond memories of his work with grain farmers in those days and some insights into the mechanics of a multi-commodity organization. Not all of them are positive.

Prior to his time at UF&S he spent four years as an officer in the Australian Regular Army, teaching soldiers in Puckapunyal and then officer cadets at Portsea. Terry credits the Army with helping him to grow up and to institute a fair degree of self-discipline in his lifestyle.

Terry joined the Army from Whyalla where he was a teacher at Whyalla High School.

His only close link with the dairy industry prior to taking over from David Higbed, was living at Bullaparinga (near Delamere) between the dairyfarms of Murray Putland and John Morris. Walking to and from the Delamere Primary School implanted many fond memories, smells and scenes.

"The generosity of the dairyfarmers is an attribute I fondly recall", says Terry, "but I believe their generosity at an industry level has disadvantaged them significantly. I hope the farmers can develop a clear vision of their future as they want it and then we can pursue that goal together.

"South Australia needs dairyfarmers - without them the total social fabric will be weaker and milk sold will suffer a credibility problem.

"If only the powers-that-be could accept that farmers bear the burden of interest like no other businessman and that they compete in a corrupted, non-perfect market place, perhaps a fair go could be realized."

Terry said that he has an ambition to 'dream-up' a new (high premium) use for milk. His time at SADA now has him setting goals, such as the one he says is most likely to help most dairyfarmers, "I need to become the best advocate in the country".

COW SIZE - IMPLICATIONS ON FARM PRODUCTIVITY

S. C. Valentine, Dept. of Agriculture.

In recent years the introduction of semen from Canadian and North American Holstein bulls through A.I. centres has seen a tendency towards the development of larger cows capable of high levels of milk production. However, are these larger cows necessarily the most efficient and most suitable for Australian dairy farming conditions?

Although large cows produce more milk they do so less efficiently than small cows. However, high milk yield is associated with high efficiency. American researchers have found that on the basis of total lactations, cows bred for small size (455 kg) were 2.8% more efficient than those bred for large size (505 kg). Further research has shown that in a Holstein herd in which half the cows were bred to bulls of large size and half to small size, a 50 kg difference in liveweight between the two groups of cows resulted in the small cows eating less than the large cows but producing as much milk and achieving a 4% higher feed conversion efficiency. This suggests that with increased emphasis on efficiency of production, selection schemes should perhaps be based on breeding small, high producing cows.

On a world basis, two extremes in dairy management systems are evident, namely the U.S.A. feed-lot system and the New Zealand pasture-based system. Both these countries have had advanced herd improvement programs in recent decades and it is interesting to note the effect that selection has had on cow size within the one breed, namely the Holstein/Friesian. The U.S.A. system has seen the development of a 600-700 kg cow, capable of high levels of production/cow to maximize profits from a capital intensive feed-lot system. Under the New Zealand low cost pasture system, a 400-450 kg cow with a high fat test has developed, not necessarily to maximize production/cow but to maximize production/hectare. Most Australian feeding systems tend to fit somewhere between these two extremes. Preliminary data from an experiment comparing the production of daughters from top Canadian and New Zealand sires reared in both Canada and New Zealand, suggests different rankings for Canadian bulls in the two countries. It appears that daughters from North American bulls may perform relatively better on high concentrate diets than on pasture-based diets. Perhaps we need to consider the effect of using these extreme Holstein/Friesian types on the profitability of our dairy industry.

Implications of large or small cows on farm productivity should include some assessment of factors apart from production or production efficiency which are related to economic efficiency or profitability. In this respect, American research has shown that costs associated with health care are greater in large (514 kg) compared to small (464 kg) Holsteins.

Although the relationship between cow size and biological and economic efficiency is complex and needs research, it appears that selection goals placing emphasis on body size may not be economically justified. It is important that any assessment of the implications of cow size on productivity should include measurement of production per cow and per hectare.

HOW CAN SMALL COMMUNITIES (INDUSTRIES) SURVIVE?

Tim Scholz has recently been appointed Rural Counsellor on Eyre Peninsula. A farmer himself, Tim spent some time in USA in 1988 looking into the ways that had enabled US farmers to survive crises as communities.

As I listened to him speak at a recent Rural Media address, I felt that much of what he had to say was directly relevant to the dairy industry in this State.

7 POINTS FOR HEALTHY SURVIVAL

1. Acceptance that controversy is NORMAL - free debate is accepted as a necessary part of life.
2. Importance of EDUCATION - the future depends on it.
3. Willingness to invest in local initiative and enterprise.
4. Willingness to embrace the wider community - a positive approach rather than insularity.
5. Flexibility and diversity in leadership.
6. Shift in focus. From short term objectives to future goals in order to ensure there is farming available for future generations.
7. Shared spirit of SUPPORT. Government and people involved in consultation and joint planning.

Tim added that the attitude of a group is important and any group that would survive pressures and difficulties would be in charge of its own destiny.

His message to you was be positive and assertive. If dairyfarmers do stick together they will control their destiny.

~ ~ ~ ~ ~
~
~ *NOW, ABOUT THOSE RUMOURS - from Aub Kretschmer* ~
~
~ *Following a short stay in hospital I have needed to reassess my future as a dairyfarmer. I have decided that it would now be opportune for me to seek a less physically demanding lifestyle and have consequently placed our farm on the market.* ~
~
~ *The decision is one based on personal needs and family aspirations and NOT related to industry.* ~
~
~ *It would be my hope that I can continue to assist dairyfarmers in another way should that opportunity arise. In the meantime I shall continue to serve as General President until the Annual General Meeting of this Association.* ~
~
~ ~ ~ ~ ~

REMEMBER WHEN:

JAN/FEB 1969

The Central Council sent a letter to the Minister of Agriculture requesting

"the establishing of a Dairy Research Station in a typical dairying area in the Adelaide Hills and the transfer to such station of the dairy husbandry research now being carried out or planned at Northfield".

who says Governments are slow?

AND WHEN IN 1939

For much of the early part of the year, debate raged in the South Australian community over the need to institute uniform control of milk supplies in order to ensure supplies and give dairyfarmers a "fair" return for their labour.

Times have changed haven't they?

AND FOR THOSE WITH VERY GOOD MEMORIES -

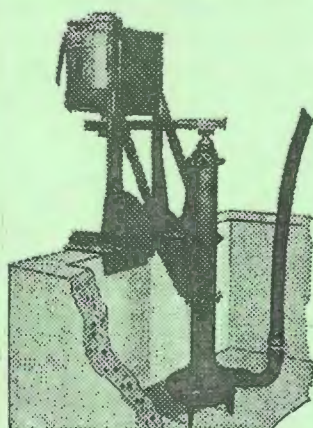
WHEN IN 1889

James Rankin opened a cheese factory on Hindmarsh Island, employing 14 people (including natives) and South Australia's first butter factory was established in Gumeracha.

Boutique factories?

Jan/Feb, 1969

THE SOUTH AUSTRALIAN
DAIRYMEN'S JOURNAL



**Easy to instal --
efficient operation**

**The IBC DUMAC filter
cut liquid manure pump**

**Designed for dairies
and piggeries this versatile
pump saves you money.**

Simply mount the pumps (as illustrated) over the edge of a small pit, e.g., a round or rectangular pit 2—6 feet deep. There's no priming required as the pump is immersed in the liquid.

**BY COUPLING THE IBC-DUMAC
FILTER CUT PUMP WITH THE
"DISPERSA" LIQUID MANURE**

**SPRINKLER, EVEN DISTRIBUTION
OF EFFLUENT IS ASSURED
OVER LARGE AREAS OF
PASTURE.**

Spare parts are inexpensive —
easy to get — easy to instal.

Get more details on the
IBC-Dumac Filter — Cut Liquid
Manure pump now!

DID YOU

BUY ONE?

BRIGHTER PROSPECTS FOR A POST-KERIN FUTURE

The Canberra Workshop Faces Up To Reality

A willingness to co-operate, compromise and concede by the Victorian and New South Wales participants at the recent "Dairy Industry Workshop" in Canberra, holds promise for a stable Australian dairy industry after 1992.

A National Plan For Market Milk

The "workshop", when first mooted in May 1988, had originally been intended to discuss "interstate market milk issues", a title which is dairy industry shorthand for "the right of the Victorian industry to share in the milk markets in other States," but it had become obvious, well before the "workshop" was convened, that a far more important principle was the retention of the market milk premium. It was obviously going to be pointless discussing "equitable sharing" when there was nothing to share.

Fortunately the sixty-seven participants at the "workshop" immediately grasped that fundamental and were able, during two days intensive discussion, to ensure that the subjects of preserving and increasing the market milk premium were not overshadowed by the question of more equitable sharing.

Justification for the existence of premium prices for market milk and related products such as flavoured milks, table cream, and, possibly, such other "short shelf life" dairy products as yoghurt, dairy desserts and cottage cheese, was regarded as being based primarily on the need for "freshness", requiring round-the-year production, frequent pick-up, highly efficient refrigeration, handling and storage, and, secondarily, on the fact that these products are neither exported nor imported, so countering any genuine arguments about "consumer transfers".

It would have been too much to expect so many participants, over such a short period, to have created a total plan, complete with detail, but a high degree of consensus was reached on the objectives at which the industry must aim.

Heading that consensus was agreement on the need for a move towards a "national market milk industry" (from which Western Australia and Far North Queensland might be excluded), to be achieved by a gradual move towards "rational sourcing", i.e. supplying milk market requirements at any time, from the nearest available milk source, thereby minimising cartage costs, and enabling the retention of a satisfactory farmgate price with a reasonable retail price.

There was, however, less agreement on the pathway by which the goal of a "national market milk industry" could be reached and whether, for example, Victorian participation in supplying market milk to other States (which is not necessarily the same as "rational sourcing") should be conditional on the purchase of NSW milk quotas.

Similarly there were marked differences of opinion about the need for Federal legislation to create, and administer, a "national market milk industry", and for a corresponding relegation of State legislation.

But these subjects must be resolved by the industry itself, (and a very close parallel can be seen in situation in the South Australian dairy industry in 1936, when the necessary tough decisions were made, to the eventual benefit of all), in the realisation that if we cannot agree on how the milk market is to be shared there will be no milk market to share.

First, we must realise that the political environment is not conducive to the passing of further supportive legislation, particularly legislation of a type intended to protect and maintain what is seen by some, including the Industries Assistance Commission, as an excessively high price for market milk.

John Kerin is on record as claiming that,

"....(although) the 1986 marketing reforms were a big step in reshaping the manufacturing side of the industry more needs to be done.

"The market milk sector is propped up by inherently unstable and inflexible State legislation, and while this situation exists the whole industry is in a vulnerable position".

It would be comforting, but suicidal, to believe that John Kerin would agree to replace this "inherently unstable and inflexible State legislation" with Federal legislation designed to remove that instability as such action would be contrary to his belief that "milk is milk".

The industry must realise that "rational sourcing" does not mean, or require, "proportionate sharing" - perhaps "logical sourcing" might better explain that the goal is to service the market from the nearest available supply.

Inevitably the scheme, whether it is totally national or merely "Eastern Seaboard", (i.e. NSW, Vic, Tas, Qld & SA) will have, as its goal, the equitable sharing of the net premium from the total milk market which it covers.

Matters such as quota purchase, diminished throughput for factories, or any of the other objections, real or imagined, that may be raised, are, by comparison with the industry's survival, mere bagatelles.

The issue is clear - the survival of the Australian dairy industry depends on the retention of the market milk premium. Without an acceptable sharing of that premium there will be no industry.

David J Higbed, B.Ec.

RYE GRASS TRIAL RESULTS

There has been some publicity recently on the results from the first two years of this five year programme. This report is to give more detail and, in particular, to give names of the cultivars used.

With over 150 short rotation and 250 perennial rye grasses listed on what is commonly called the OECD list, there are obviously many strains and cultivars, as they are called, being sown around the world. There are about 10 rye grasses used in Australia and the aim of this trial, funded by the Dairy Research Council is to see whether there is superior genetic material available overseas.

Since 1986 I have made three annual sowings, each of 20 short rotation and 40 perennial rye grasses. So the last sowing in 1988 meant there were up to 60 short rotation and 120 perennial rye grasses being assessed.

The short rotation types are being cut for two years and the perennials for three years. At the end of each of these periods we will be able to release results.

The current results are for the 1986 sown short rotation rye grasses over two seasons.

Rye Grass Types

Rye grass is the most developed grass as far as plant breeding is concerned. There are a number of distinct types that have been bred for specific purposes. In the short rotation types there are those that are almost strictly annual, in other words only last over 1 year. Some of you will have heard the name Westerwolds and these types tend to be the strict annuals. They produce feed early in the season, grown rapidly, but fade out later on.

In their search to extend the growing season, plant breeders used genetic material to extend the life of those short rotation types, so that now some of them will produce for up to three years. Some of those were known as Italian Rye Grass and some hybrids and crosses between short rotation and perennial types were bred. The distinct group names for those interested are:

Lolium multiflorum which includes the Westerwolds types and are the commonly called short rotation rye grasses. Tama, Moata and Tetila are examples.

Lolium x Boucheanum which are between short rotation and perennials. Sabrina, Ariki and Manawa are examples.

Lolium perenne which are the true perennials of which Nui, Ellett and Victorian are well known.

WANTED WANTED WANTED WANTED WANTED WANTED WANTED WANTED WANTED

FOR DISPLAY: If anyone has an old separator, an old butter churn, an old milk can or a milking stool they are willing to give the Association for display purposes, please bring it into the office in Leigh Street or ring Executive Officer, Terry Inglis.

Any old milk shed equipment that would help build an interesting display would be appreciated.

Results

Dry Matter Yield (tonnes per hectare)

	Murray Bridge		Mt. Gambier	
	1986-7	1987-8	1986-7	1987-8
Tama	10.2	2.2	8.5	0.1
Prego	11.5	8.9	9.2	4.8
Deltex	12.6	7.4	9.3	5.0
Urbana	12.7	9.0	9.5	6.1
Tarquin	12.9	8.9	8.5	5.1
Tetrene	13.0	9.0	9.0	5.8
ZLM12	13.5	9.8	9.1	6.0
Wilo	13.7	10.0	9.0	6.1
Moata	13.7	9.5	8.7	6.2
Liberta	14.0	10.2	9.1	6.9
Ninak	14.3	9.8	8.7	6.1
Terli	14.7	7.8	8.9	5.2
Gordo	14.9	11.1	9.5	4.8
Delecta	15.8	9.9	8.6	4.6
Tribune	16.5	12.3	8.1	5.2

Looking at the results, you will see there is little difference between the cultivars sown at Mt. Gambier, so most of these results are not significant. What I suspect is happening, because under the less intensive treatment at the non-irrigated Mt. Gambier site top yield is only 9.5 tonne compared with over 16 tonne at Murray Bridge, the genetic potential is not being achieved.

Even at Murray Bridge we could get greater yields if we were able to sow the short rotation types in late February rather than April when the perennials were sown.

Seed availability rests with various importers. The advent of Plant Variety Rights (PVR) has made it easier for us to get seed. However until these can be bred here all seed sown will have to be imported and that raises costs. On top of that the size of the market is important as far as the importing agents are concerned. On that score, South Australia is a small market and so carries less weight. Of course, the more people ask for something, the greater the chance of getting it.

Summary

From our trials so far, there are overseas short rotation rye grasses that out-perform Tama and Moata under intensive treatment. Seed could be available next year for commercial sowing of the most promising lines.

Tim Newbery

WANTED WANTED WANTED WANTED WANTED WANTED WANTED WANTED WANTED WANTED

TO LEASE: 80-100 acres on Fleurieu Peninsula. Willing to pay good rates for 5-year lease. Will accept "option to purchase" in lease agreement. If you have some land you would like to make good money from with no work, please ring Terry Inglis either at SADA office (08) 231 3752 or at his home (08) 384 1061.

R E S E A R C H N E W S

(Extracts from 'Dairy Briefs' published by ADIC, Jan 1989)

AUSTRALIAN DAIRY RESEARCH

What will the Australian Dairy Industry be like in 10 or 15 years time? The answer depends very much on the extent to which the Industry invests in an innovative research and development programme.

The need to invest in a strong research base and to provide a skilled work force has never been greater.

Until recently, Dairy Industry expenditure on research and development through the Dairy Research Council has, in real terms, been steadily declining. While the Dairy Research Council is not the sole source of funds for dairy research the decline in the Industry's expenditure on R & D, through the Council, probably closely parallels total Industry expenditure in this area.

The increase in the Research Levy from 0.45 cents per kg butter fat to 0.68 cents implemented on November 1, 1987 and the planned increase to 1.3 cents on July 1, 1989, have in part reversed the downward trend in real research expenditure. However, expenditure on R & D as a percentage of the gross value of production is much less than all other major rural industries.

Industry	Research Funds (\$ million)	% of Gross Value of Production
Tobacco	28.3	1.9
Wool	28.0	0.87
Meat	16.6	0.48
Wheat	15.0	0.63
Barley	2.8	0.63
Pigs	2.6	0.58
Oilseeds	1.2	0.50
Dairy	2.4	0.18

RETURNS ON INVESTMENTS

It is impossible to precisely quantify the benefits of investment in research. Inevitably some research is unsuccessful but on the other hand some research results in spectacular benefits. The immediate relevance of some basic research is not always apparent. For example, research aimed at achieving a better understanding of the physical or chemical properties of micro constituents of milk may not appear to be of practical value but it is only through a better understanding of milk that new, and perhaps as yet unthought of uses for dairy products can be developed.

Certainly past research expenditure has yielded good returns. For example:

Mastitis - costs Australian dairy farmers up to \$100 million a year with about 10% of a typical herd being affected at any one time.

R & D, supported in part by Dairy Industry funds, has resulted in the development of a vaccine specifically designed for staphylococcal mastitis. This vaccine will have world wide interest and great benefits for the Australian Dairy Industry.

Calf Scours - Scouring calves are a real concern to dairy farmers. Dairy Industry funds have helped develop an oral remedy. The benefits to the Industry in terms of calves saved, could be enormous.

Australian Dairy Herd Improvement Scheme - was set up with Dairy Industry funds. It has designed and is implementing a national scheme of genetic improvement. This means farmers are mating superior genetic bulls to superior genetic cows, producing off-spring which are even more genetically superior for production traits.

Accelerated Cheese Ripening - Dairy Industry funds have helped develop cheddar cheese ripening techniques capable of cutting the maturation time by more than 50%. This will enable the Industry to reduce cheddar maturing costs, which are estimated at \$40 per tonne per month and also help to spread the seasonal peak of production.

Factory Derived Starter System - Dairy Industry funds are enabling phage resistant starter cultures to be selected at cheese factories, almost eliminating the problem of failed vats and saving the Industry millions of dollars over the years.

RESEARCH INPUT NEEDED

Dairy research funds are spread thinly and many projects with potential for great returns to the Industry cannot be funded.

With the Australian Dairy Industry facing challenges such as those that will result from the Closer Economic Relations Agreement, much more emphasis must be placed on R & D.

Areas needing research and input are:

Farm Research and Development - Increased funding will be essential to at least maintain the current level of research previously funded directly by Commonwealth and State research institutions. These institutions have had their budgets severely tightened.

Manufacturing R & D - To ensure that dairy products/components are competitively placed in the food industry.

Economics and Marketing Research - To fine tune industry funded promotion programmes. To collect and disseminate strategic economic information. To develop a small well targeted, human nutrition and medical research programme aimed at obtaining a better understanding of the role and implications of dairy foods for general human health.

Education - To develop and improve human skills. Attracting top performers to work in the Dairy Industry and in research institutions is vital for the continued economic success of the Industry. Once in the Industry, well defined career pathways must also be available to keep people in the Industry.

THE FIRST STEPS

The Australian Dairy Industry has taken the first steps towards punting on tomorrow.

The Incorporation of the Dairy Research Council will enable the Industry to focus its R & D efforts. By increasing the Research Levy from 0.68 cents per kg butter fat to 1.3 cents per kg butter fat, Industry is providing the new body with the means to direct the R & D efforts to those projects that will influence the Industry's future.

However, no one has a crystal ball that will tell us the exact needs of the Industry, 10, 20 or 50 years from now. The Industry must maintain a core research ability that provides basic research. Often the relevance of this basic research is difficult to see today, but becomes only too obvious 5 or 10 years down the track - too late to start doing the research then.

By increasing R & D expenditure the Dairy Industry will lay the foundation for long term viability.

The Dairy Industry will not play the leading role if it is not committed to funding R & D. Food fabricators will not come to the Dairy Industry if it simply offers traditional dairy products on a take it or leave it basis. Success will only be achieved by understanding the scientific/technical and marketing requirements of each sector of the food industry.

F E D E R A T I O N N E W S



In December our President, Aub Kretschmer, received a cheque from Federation Insurance State Manager, Reece Butler.

The income received from Federation benefits the Association and enables the membership fee to be kept to a minimum.

It is to your benefit if you utilize Federation's service. If you are not already dealing with Federation and would like to support the insurer that supports us, you can call Federation directly on (08) 212 4541 or speak to SADA Executive Officer Terry Inglis (08) 231 3752.

John Hall, Area Manager with Federation, celebrated 30 years with the company in December 1988. From SADA, which values long service, our congratulations are extended to John on reaching this milestone in his career.

BOVINE SPONGIFORM ENCEPHALOPATHY (BSE)

(Adapted From Exotic Diseases Bulletin No. 19 Dec. 1988)

In volume 29 No. 2 (Sep-Oct 1987) of this Journal, on page 5 mention was made of a mystery brain disease that was just beginning to surface in English herds. Now known as bovine spongiform encephalopathy (BSE), is a terminal disease occurring only in animals over 2 years of age. It has been detected mainly in Holstein-Friesian breeds in the South of England. It appears to be linked with meat and bone meal incorporated in proprietary cattle feeds.

The symptoms include behavioural disorders, gait and postural abnormalities, paresis and loss of body weight. The history usually begins with altered behaviour and temperament including apprehension, anxiety and fear. Behavioural changes vary from case to case - some cows may paw the ground or continuously lick their nostrils; commonly there is increased reaction to stimuli such as sound and touch; some animals become aggressive. A swaying gait, sometimes with high stepping, may occur; kicking and falling are also common. Progressive deterioration occurs with reduced milk yield, loss of condition and weakness. Slaughter of affected animals frequently becomes necessary because of unmanageable behaviour, trauma from repeated falling and prolonged recumbency.

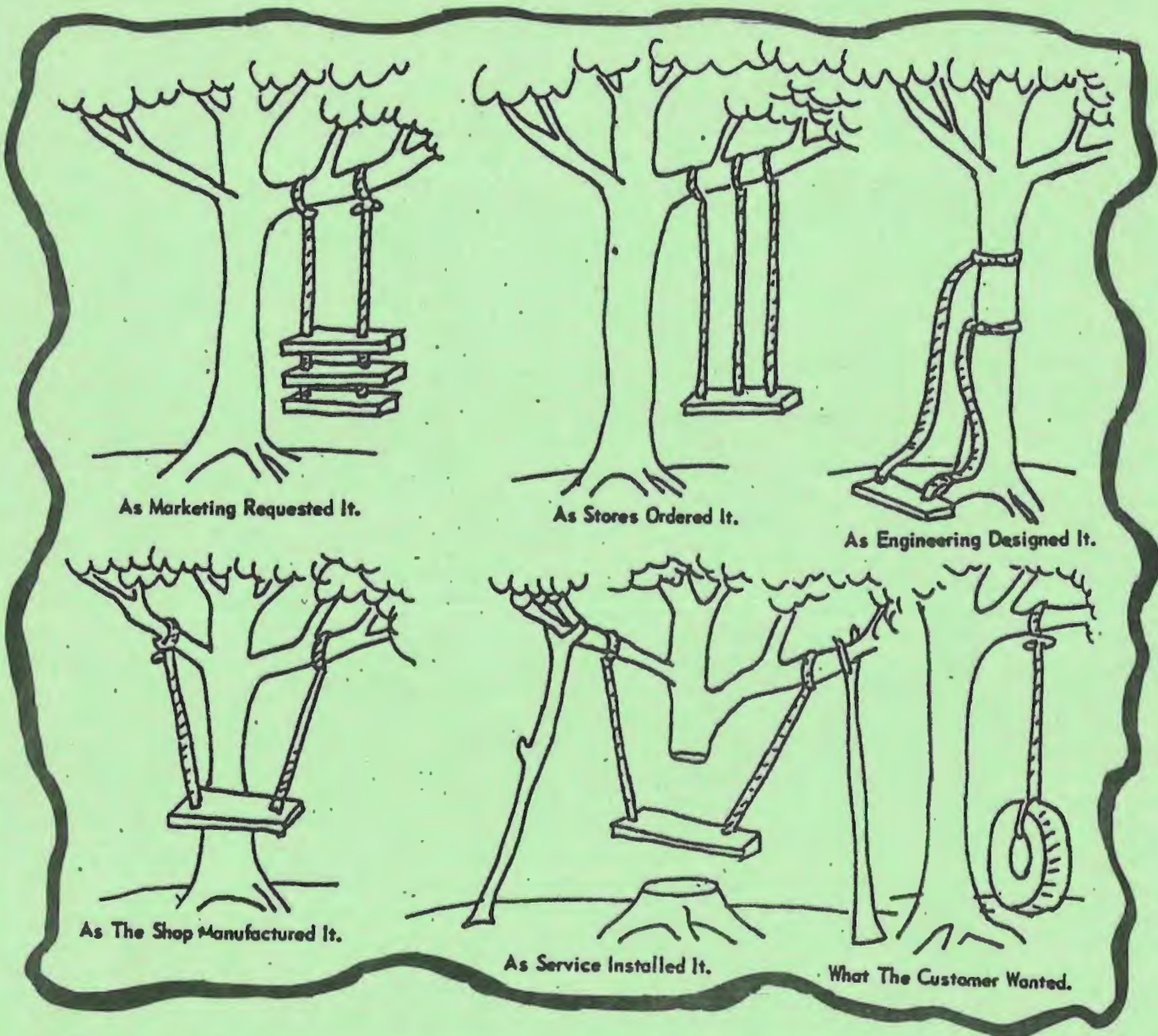
Body temperature remains normal. The initial clinical signs are suggestive of hypomagnesaemia or nervous ketosis but the insidious onset, lack of response to treatment and the chronic nature distinguish BSE from these two conditions. The slow progression of clinical signs contrasts with the symptoms of more acute nervous disorders such as listeriosis. Confirmation of the disease can only be made by histopathological examination of the brain. Bilaterally symmetrical degenerative changes are seen in certain brain stem grey matter locations. Fibrils, known as scrapie associated fibrils (SAFs), have been found in brain extracts from affected but not from normal cattle. Molecular studies of these fibrils and production of clinical signs in laboratory mice during transmission tests support the view that BSE is a form of scrapie which has entered the cattle population through the feeding of rations containing offal and carcass material from infected sheep.

In 1988 the English Ministry of Agriculture declared BSE a notifiable disease and suspended use of rations containing ruminant animal protein.

The danger with BSE is that it has a long incubation period of two or more years. Illegal imports could see this disease enter Australia.

This discovery shows clearly the need for the rigid maintenance of Australia's quarantine standards and regulations. It also reminds us how fragile our knowledge is and how precarious our industry is without controls of all types.

a matter of amusement.....



R E S P O N S I B I L I T Y

THIS IS A STORY ABOUT FOUR PEOPLE NAMED EVERYBODY, SOMEBODY, ANYBODY AND NOBODY.

THERE WAS AN IMPORTANT JOB TO BE DONE AND EVERYBODY WAS TOLD ABOUT IT. EVERYBODY WAS SURE THAT SOMEBODY WOULD DO IT. ANYBODY COULD HAVE DONE IT, BUT NOBODY DID IT.

SOMEBODY WAS CROSS ABOUT THAT, BECAUSE EVERYBODY KNEW ABOUT THE JOB. EVERYBODY THOUGHT ANYBODY COULD DO IT AND KNEW THAT SOMEBODY WOULD BUT NOBODY REALISED THAT EVERYBODY WOULDN'T DO IT, AND THOUGHT SOMEBODY SHOULD HAVE DONE IT.

IN THE END EVERYBODY BLAMED SOMEBODY, ALTHOUGH NOBODY ACCUSED ANYBODY, WHEN REALLY EVERYBODY COULD HAVE DONE SOMETHING AND SOMEBODY COULD HAVE DONE EVERYTHING IF ANYBODY REALISED NOBODY WAS INVOLVED

THE PEOPLE WHO THINK THEY CAN

IF YOU THINK YOU'RE BEATEN, YOU ARE.
IF YOU THINK YOU DARE NOT, YOU DON'T.
IF YOU'D LIKE TO SUCCEED, BUT THINK YOU CAN'T,
IT'S ALMOST CERTAIN THAT YOU WON'T.
IF YOU THINK YOU'LL LOSE, YOU'VE LOST.
'CAUSE OUT IN THIS WORLD YOU'LL FIND,
THAT SUCCESS BEGINS WITH A PEOPLE'S WILLS,
IT'S ALL IN THEIR STATE OF MIND.

NOW LIFE'S VICTORIES DON'T ALWAYS GO
TO THE STRONGEST AND FASTEST ONE,
BUT MORE OFTEN THAN NOT, THE ONE WHO SUCCEEDS
IS THE ONE WHO BELIEVES IT CAN BE DONE!

IT CAN BE DONE . . .
AND WE WILL DO IT!!!

*And finally, for all those long suffering
dairyfarmers who are women -*

WOMEN HAVE MANY FAULTS,
MEN HAVE ONLY TWO,
EVERYTHING THEY SAY,
AND EVERYTHING THEY DO.

* * * B R I E F S * * *

The trend to put on great displays continues.

In Britain from 4-7 May 1989 there will be the greatest event scheduled for Hyde Park this century - the Ministry of Agriculture, Fisheries & Food are staging a four-day Festival of Food and Farming.

The continual promotion of the goodness of farm produce is essential in creating warm images that cause purchases. Good positive images are essential.

* * *

The Ag-xpo' 90 to be staged in March 1990 at the Wayville Showgrounds is another chance for agriculture to put itself on display to its customers. The value of hands-on, shoulder-to-shoulder contact between the urban customers and the rural producers is essential in the maintenance and development of beneficial warm images. This type of display can do much to remove the ignorance that causes problems.

* * *

New Zealand will continue to have access to UK market but at reducing levels over the next four years.

1989	64,500 tonnes (butter or equivalent)
1990	61,340
1991	58,170
1992	55,000

Access has been at the 70,000 tonne level.

* * *

1992 looms as a significant year for the Australian dairy industry. Consider the impact of -

- CER in full flight as of 1 July 1992
- Kerin Plan ceases 30 June 1992
- EC quota system ends March 1992

* * *

Polden Products in England have developed an improved mastitis detector.

The detector comprises of a transparent chamber and separate screen, both easily cleaned. The milk flows into the large transparent chamber, where velocity is reduced, allowing a slow passage through the shaped stainless-steel screen. This provides a large filter area, with the screen collecting milk clots in the narrow area opposite the milk inlet, as well as separating hair, straw and other extraneous matter.

* * *

The same company has developed the 'Filter Master' a filter designed to make cleaning easier and the flow-through faster.

* * *

Crown Veterinary Pharmaceuticals in Suffolk have launched an alternative treatment for milk fever - Maxacol. Maxacol contains magnesium - an element commonly found at low levels in the blood of cows suffering milk fever. The drug is administered subcutaneously or intravenously, to cows suffering from milk fever or to those showing signs of developing the condition.

MARKET SIGNALS

It is interesting to note that in the most recent Australian Dairy Corporation circular (A3/89) problems have arisen on the world market. Included in the analysis of the dropping or plateauing of world prices is the following comment concerning skim milk powder:

"Despite earlier expectations, the market for SMP has steadied during the last month and there has been a weakening in powder prices on export markets. There are a number of factors affecting the current market situation for SMP. Firstly there has been a weakening in EEC prices due to a fall off in domestic demand from key industrial users such as the calf-feeder industry."

Apart from the circular indicating the outlook view of buoyant prices perhaps being over optimistic, this reference to the decline in use of powder brings me to the use of powder in our local calf rearing situation.

How many of you have ceased using powder or do not use powder feeds?
How many of you take whole milk from your vat to feed your calves?

The impact on milk supply to the factories could be quite interesting. I wonder if you received more for your basic milk price if you would consider buying powder?

*

*

*

It has been said recently that the factories could have as much milk as they want if they paid a higher basic milk price. It may also keep beef prices up if they did just that and stopped dairy herds becoming beef herds.

SUPPORT THE S.A.D.A. CALF PICK-UP SCHEME



TUNE IN TO
MONDAY'S A.B.C.
COUNTRY HOUR FOR
THE LATEST CHANGES IN
TIME TABLES AND CALF PRICES

Hams Bacon Smallgoods Fresh Meat Products

Australian Bacon Limited

TELEPHONE

Dandy Meats (Australia)

(08) 3911711

**CURRENT MARKET PRICES PAID FOR CALVES
WEEKLY PICK-UP SERVICES - AS SCHEDULED**

FACTORY-DOOR PURCHASING AT OUR MOUNT BARKER PLANT



ASSOCIATION GOODS

- °M5 Non-Chlorinated Alkaline Cleaner
- °D588 Formulated Acidic Cleaner
- °Iodine Cleaner/Sanitiser
- °Non-Iodine Heavy Duty Santiser
- °Sulphamic Acid
- °Glycerine
- °Molasses
- °Stock-On-Road signs

ASSOCIATION SERVICES

- °Legal Service
- °Industrial Matters - Wages, Work Conditions
Sharefarming Agreements
- °Lobbying
- °Representation On Concerns
- °Information
- °Watchdog Role
- °Sounding Board
- °Friendly Stop In The Big City
(with conveniences!!)

South Australian Dairyfarmers' Association Incorporated
1st Floor Aston House, 13 Leigh Street, Adelaide
Telephone (08) 231 3752 AH (08) 384 1061

THE SOUTH AUSTRALIAN DAIRYFARMERS JOURNAL

Published by

THE SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED
Aston House, 13 Leigh Street, Adelaide. S.A. 5000

General President
A.G. KRETSCHMER, Esq.
Telephone: (085) 72 3231



Executive Officer
T.W. INGLIS
Telephone (08) 231 3752