

Members Newsletter

July 2024



From the President

Robert Brokenshire

While there are significant headwinds facing SA dairy farmers, including milk price cuts, additional fodder costs caused by seasonal pressure, rising interest rates and late processor payments for some, SA Dairyfarmers' Association president Robert Brokenshire says positive long-term prospects should give farmers reason to hang tough.

Concerns about the state of the industry, as it battles these hurdles have been voiced recently, including by suppliers of Beston Global Food Company, who say

late milk payments have been heaping additional financial pressure on farmers in an already tough time. Trading in the company's securities has been suspended as it negotiates funding to refinance debt. SADA is doing all it can to support the company and its farmer suppliers, given it is such a big player in SA, but late payments are concerning. Bestons are an important part of the industry in SA, last year taking nearly a third of the milk.

The silver lining on dairy's cloud of challenges, is the projected growth in dairy demand both nationally and globally. Milk

processors have told SADA they have a thirst for 700 million litres of SA milk a year from 2024 to 2029, a significant increase from the current level of 500m litres. A template for growth was outlined in the industry's five-year action plan, released in April.

All mid to long-term indicators show the prospects for the dairy industry were strong. Recent nutritional advice has also backed in the industry, recommending people - particularly children and the older population - have three serves of dairy a day.

"There's a lot of positive signs and if you stick with dairy year-in, year-out, it's a strong sector to be in."



Join us for the Gala Dinner. This is an important event for the South Australian Dairy Industry and continues to strengthen our relationship across the supply chain. While we enjoy some of the finest local produce and network with industry peers and friends we encourage all farmers to look at the dairy industry as a source of inspiration as we develop SA to rank amongst the world's finest.



CONSUMER CHOICE AWARD

South Australian support is very important to our state's food and beverage manufacturers and producers, making the **Consumer Choice Award**, sponsored by *Foodland Supermarkets*, one of the most hotly contested categories in the

[South Australian Premier's Food and Beverage Industry Awards](#)

All Australians are eligible to vote for their favourite South Australian food or beverage brand/business from 22 July to 20 September 2024, via the online voting platform. The Consumer Choice Award operates through a single round of online voting, with the winners determined by the number of public votes received.

Voting closes Friday 20 September at 5.00pm.

VOTE FOR YOUR FAVOURITE BRAND HERE



Agri career opportunities offered with opening of applications for 2025 Rabobank Australia graduate program

University graduates passionate about agriculture are being offered the opportunity to commence their careers with Rabobank, with the opening of applications for the specialist agribusiness bank's 2025 graduate program.

Since commencing its formal graduate program in 2023, the bank has launched the careers of a range of university graduates across the country, in locations spanning from Sydney to Geraldton in regional Western Australia.

Rabobank is now offering places for graduates from around Australia to join the bank early next year, beginning with a formal 18-month graduate program, which kicks off in February 2025. The world's leading specialist food and agribusiness bank, Rabobank is one of Australia's largest agricultural lenders and a major provider of business and corporate banking services to the country's food and agribusiness sector.

Rabobank Group Executive, Chief HR Officer Belinda Webber said the program offered graduates the opportunity to pursue meaningful careers with a global agricultural leader. "Program participants have the opportunity to gain skills, knowledge, and experience while working across one of Australia's leading agricultural and financial institutions," she said.

[RABOBANK AUSTRALIAN GRADUATE PROGRAM](#)



Ag Trade Apprenticeship

A career in agriculture, such as in livestock farming, crop production or land management, offers individuals the opportunity to become skilled in aspects of agronomy, animal science, digital technologies, mechanical operations, supply chains, logistics, and business management. It also allows them to have a profound impact on the broader community by contributing to the food security of Australia and being at the forefront of climate-smart solutions and practices. Improving the visibility of career pathways and enhancing the attractiveness of a career in agriculture are crucial steps in addressing the current workforce challenges faced by this industry, particularly when it comes to attracting new entrants. [Visit Project Page](#)

Rural Operations Project

Certificate II level qualifications can provide an important pathway into work for many learners, equipping them with the skills to enter the workforce or higher-level qualifications. [Visit Project Page](#)

Livestock Operations Project

Skills in handling and caring for livestock are crucial to Australia's food production system. Livestock units are used across many qualifications, including the certificates of agriculture, to provide training to work with a range of animals in an agricultural setting, including sheep, cattle, alpacas, pigs, poultry, goats and bees. [Visit Project Page](#)

Worker Safety Induction Pilot

Across the agricultural value chain, safety is a key concern. It is important that everyone has access to a safe work environment and the skills to keep themselves and others safe. These skills are critical in environments where machinery is used, animals are involved, or work takes place in isolated or remote locations. [Visit Project Page](#)

Essential Meat Processing Skills Project

Australian meat is highly regarded in both local and global markets for being top quality, wholesome and safe. The Australian Meat Processing (AMP) Training Package includes coverage of all the skilled job functions of the industry, including the essential foundation skills that are used daily. It is important the training package supports the workforce to learn skills and carry out work efficiently and safely. This will help Australian meat products live up to their strong reputation, operating to the current standards in food safety, quality control and compliance requirements. [Visit Project Page](#)



WFI SADA Partnership:
If you take out a policy with WFI, SADA receives a commission from WFI of 7.5% of the policy premium.

Make sure when your next speaking with WFI that you mention your a SADA Member to get the discounts.



SMART FARMING

New PastureSmarts tool aims to help dairy Farmers lift profitability

Farm data coupled with the latest technology can assist farm managers in [making better on-farm decisions](#) in real time leading to more profit.

We often hear about large data sets referred to as 'big data'. Big data can be simply defined as a data set that is too large and cumbersome to be stored and analyzed on an Excel spreadsheet. That said, big sets of data, such as data from our dairy farms gathered over numerous seasons, can be useful for more informed decisions, especially in times of lower milk prices and weather extremes.

Having robust farm data that can be aggregated for industry use also assists when our industry needs to provide evidence-based data to support our social license to operate or to direct resources to priority areas when they are needed most.

Three buckets of data What are the types of farm data that can be collected? Generally, we can group farm data into three buckets.

Bucket 1. Herd and animal data - often collected using numerous herd or livestock software programs plus processor milk production platforms.

Bucket 2. Financial data - collected using a large range of financial/accounting software programs plus Dairy Australia programs such as Dairy Farm Monitor, Farm Business Snapshot etc.

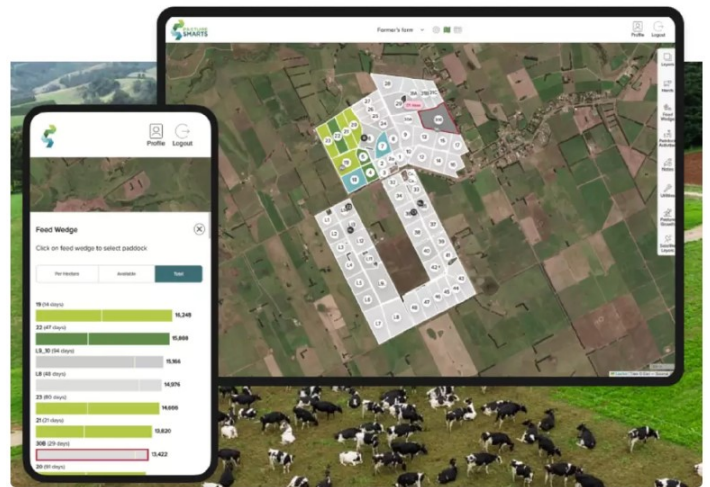
Bucket 3. Farm physical data - such as paddock activities, grazing records, pasture growth, feeding and other farm physical data. Numerous options, however, few platforms perform all of the required functions.

New web application tool developed

The good news is that as an industry we now have a platform that will collect all the information required for our Bucket 3 and will also provide real-time information regarding pasture covers, growth rates etc.

Dairy Australia, Agriculture Victoria and Gardiner Foundation jointly funded the **DairyFeedbase research program**. One outcome from this program was a collection of technologies to accurately estimate pasture covers using modelling and satellite data. Funding from Agriculture Victoria then incorporated these technologies into a new web application tool - [PastureSmarts](#).

PastureSmarts is a personalised web application tool that helps farmers manage pasture across their farm by centralising grazing records and estimating their current pasture availability. It can be used on a phone, tablet or desktop computer.



VIRTUAL DISCUSSION

GROUPS



Exciting news!

We've launched new discussion groups on the SADA Discussion Forum, and we invite you to join the conversation.

Power Policy Group: Dive into discussions about the latest policies shaping our industry and how they impact our work. Share your insights, ask questions, and stay informed about the power sector's policy landscape.

Workforce Group: Connect with fellow professionals to exchange ideas, strategies, and best practices for building a skilled and resilient workforce.

Participating in these groups is a fantastic way to engage with peers, gain valuable knowledge, and contribute to our community's growth and development.

To join these groups and start participating in the discussions, simply log in to the [SADA Discussion Forum](#) and navigate to the Groups section. If you haven't registered yet, now is the perfect time to join our community!

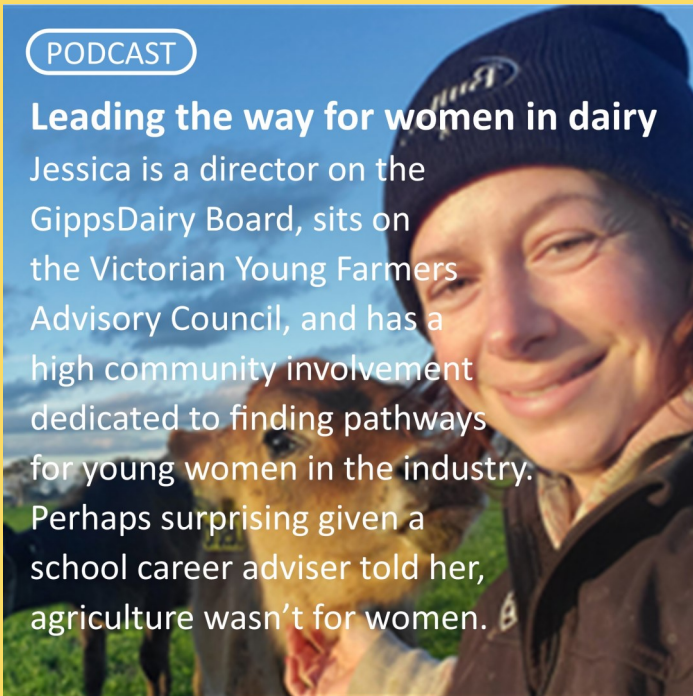
We invite you to scan the QR code above or click [here](#) to join.

SNAPSHOTS in DAIRY

PODCAST

Leading the way for women in dairy

Jessica is a director on the GippsDairy Board, sits on the Victorian Young Farmers Advisory Council, and has a high community involvement dedicated to finding pathways for young women in the industry. Perhaps surprising given a school career adviser told her, agriculture wasn't for women.



Dairy exports soar as key partnership extended



As South Australian exports reach near-record highs with the Chinese export market hitting \$4 billion for the first time, one sector in particular has seen significant increases, with dairy exports growing by 23 per cent year-on-year, now valued at more than \$150 million per year.



sada.asn.au

WHAT TO KNOW: AVIAN INFLUENZA (AKA BIRD FLU)



Avian flu is a disease caused by influenza viruses. It affects domestic poultry and wild birds, but can also infect humans and other mammals.



Source: Maine CDC

Federation University, Australia are seeking support in an online survey as part of a Ph.D. research project on increasing value addition to Australian agricultural products.

The aim is to understand the farmers' perception of adding value to their agricultural products, which will provide opportunities for farm diversification, employment, and increasing income in the regional areas. Your role as a farmer is crucial in this research, and your insights will significantly contribute to the success of this project.



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Dairy Industry Committee of Enquiry February 1961

The secretary tabled an extract from the report of the Dairy Industry Committee of Enquiry, saying that as the Industry had already been accused by the Committee of lacking in unity, we should consider carefully whether we ought to take any action

other than support the ADFF in its stand on the subject. The Report was a handbook and a guide of tremendous importance but the ADFF intended to see that the Federal Government did not ride rough-shod over us and implement the recommendations.

The Chairman said he could not see any solution to the present problems than the continuance of Subsidy, the credit squeeze was hitting the farmers very hard, despite Federal protestations that it was not intended to apply to primary production, and the resultant position was a forecast of what we could expect if the recommendations of the Committee were carried out.

Mr. Turvey commented that the Committee had been particularly vicious about the whole milk trade and said the leaders of the dairying industry had not sought the enquiry; it had been convened by the Federal Government for the sole purpose of getting rid of the subsidy; and we should get hold of our Federal Members, not only as an Association but also as individuals, and tell them what we consider to be the facts of the case.