



# THE SOUTH AUSTRALIAN DAIRY FARMERS' JOURNAL

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## INNOVATION

### WHAT EXACTLY IS IT?

When a young man's fancy turns to new things or when a young lady's concern is with new information on a problem the world of innovation is upon them!

Many people will tell you that innovation is new, fandangled things full of technology but in reality innovation is a learned human activity. Innovation is about making change - not about a new piece of technology. Innovation is taking a 'new' invention, a 'new' idea, a 'new' concept or a 'new' technique and making the 'new' work to improve circumstances

relative to what they were.

The 'new' does not have to be a recently created idea or item, but simply the application of an idea or item to a new situation. Innovation is creating an answer to a need or developing a need for a creation. Innovation is change or movement in a direction that results in the innovator being better off than before the innovation was applied. People who innovate are true entrepreneurs; they are innovators.

Entrepreneurship can be learnt. It involves risk taking, decision making and clear thinking. It results in applying 'new' ideas or items to commercial advantage or satisfying the achievement motive that drives many human beings.

We can all be innovators by being positive, by taking

risks that are not silly but based on careful consideration and evaluation; by being receptive to 'new' ideas and items; by constantly applying or trying to apply these 'new' ideas and items; and perhaps most importantly by accepting that change is a part of an exciting life.



*Terry Inglis  
Executive Officer*

### *in this issue*

- Fresh Directions - Dairying Towards 2000
- NEW regular feature
- Herd Average ABVs
- Land Tax and You



# PRESIDENT'S COMMUNIQUE



South Australia has eventually arrested the downward trend of production levels that have haunted us over the last 8 years.

Combined with a more positive approach to milk production in the last 12 months, the mild winter has triggered a dramatic increase in production, particularly in the central region.

To start the 91/92 financial year central region producers have increased July production over the same month last year as follows:

.....on a fat basis .....	18.5%
.....on a litre basis.....	21.6%
.....on a protein basis .....	24.4%

These figures vividly indicate the positive manner in which producers have responded to the changed payment system of 70% payment on a protein basis.

The south east region produced approximately 8% more in July following a June production of 14% greater than the same month last year.

However this South Australian recovery is long over due - since 1984 South Australian production has been in a regressive mode as the following chart shows.

Year	Production (million litres)	%
1984	382	6.45
1988	377	6.15
1989	370	5.88
1990	356	5.67
1991	360 (approx)	5.84

Although the long term viability of the Australian dairy industry balances on issues such as CER, EEC subsidies and the current Industry Commission Inquiry and domestic discipline in the market place, I believe South Australia's production base will strengthen to the extent of regaining its percentage share of Australia's total production similar to 1950 when SA produced 7.2% of Australia's total of 5,630 million litres.

Key factors that will influence this recovery are:

- Unity of farmers
- Legislative change incorporating Statewide Equity
- An aggressive industry approach to technology transfer
- A balance of differing agronomic regions
- Cheaper grain prices
- A strong domestic market base

## Public hearings of the Industry Commission Inquiry into the Australian Dairy Industry

On the 30th & 31st July Terry Inglis and I attended the hearings at the World Trade Centre in Melbourne. It was disappointing to see public discussion of the Draft Report turn into a battle of wits.

However, I believe the cohesive case put forward by ADIC, ADFF, ADPF and State affiliates reflected the professional and mature structure of the Australian Dairy Industry.

There is continuing concern with the IC's rejection of industries' views regarding the methods used by the IC in measuring rates of assistance to the Australian dairy industry.

It appears that the IC is prepared to accept that Australia is an efficient producer of milk compared to the rest of the world but the IC has great difficulty in assessing our relative efficiency to other industries in Australia. Terry and I spent some time arguing the case of the ultimate efficiency of the family operated farm and its undisputed dominance in the area of milk production.

Despite the excellent arguments forwarded by industry it is obvious that the recommendations of the IC will not support the continuation of an industry of our current size with the necessary disciplines to hold revenue at a sustainable level.

SADA will therefore continue to work with the national industry to develop strategic policy to ensure politicians fully understand the benefits and logic in retaining our current resources in dairying.

## Green Paper - SA Dairy Industry Review

I wish to congratulate the multitude of farmers at district level who contributed in such a positive manner in assisting Central Council delegates during the process of formulating the SADA response to the Green Paper.

The long term ramifications and effects on the continuing viability of the SA industry has been clearly recognized by the majority of producers. The opportunity to contribute to developing a totally new legislative structure to operate as a single Act across the whole State is rare in the history of the SA industry.

SADA members can feel proud that the Association's response is indeed a quality document in both content and presentation and equally proud that this response is the first formal document prepared by the new Statewide SADA.

The White Paper process will undoubtedly bring further challenges to SADA to test our strength and maturity.

Initial discussions with our Minister for Agriculture, Lynn Arnold, regarding the White Paper indicate ample opportunity for both discussion and interaction between government and industry in achieving goals

such as a Statewide equity scheme.

### **Application for Market Milk Price Increase**

Together with other sectors of industry, SADA has submitted an application for an increase in the Farmgate Price.

The last price increase was on December 16 1990. Consequently SADA is encouraging the MMB to accelerate the processing of last year's Cost Survey results with haste.

### **Equalized Farmgate Price in the Central Region**

Considering the fact that SADA is taking a pre-dominant role in the development of a Statewide equity scheme I do not wish to use this forum to publicly discuss the broad range of issues inherent to the introduction of a Statewide scheme.

However, it is fair to say that it is my personal belief that a new Statewide scheme must be in place and operating by the 1st July 1992.

Following the concerns and queries expressed to me during the past 2 weeks by fellow producers, I am committed to attempting to explain the dramatic change expressed on FUFL account sales for the month of July.

This change is not acceptable to the SADA for it is contrary to the current equalization agreement.

SADA has consequently discussed the issue with FUFL and reconfirmed action taken in previous years that the highest price offered as a base payment on all milk intake by either Company will be accepted as the price on which levies paid into equalization are calculated.

For further information on the Central Region (i.e. Metropolitan) Equalization agreement please contact me personally.

I am prepared to commit myself to ensuring that the concept of a higher price for levy purposes will be an issue high on the agenda in the development of a new equity agreement.

The relevant mechanism and principle involved is an extremely pertinent issue with respect to the ongoing challenge of supply management for milk used as market milk.

I have urged FUFL to work with SADA to ensure the agreement developed by the 1st July 1992 constitutes the ultimate in commercial efficiency of processing and premium distribution.

### **Co-operative role in research and technology transfer**

Following the request from Dr. Barbara Wilson that the SA dairy industry clearly identify the needs with respect to Department of Agriculture resources, the SA industry has been pro-active in developing the concept of a Research & Extension Action Corporation.

The principle established is to ensure that Department extension experts are locked in on a regional basis and formally assisted by industry, both farmers and processor field staff.

At a State level there would be an executive committee consisting of representatives of all players. With the assistance of a jointly funded action administrator (funded by the dairy industry and Department of Agriculture 50:50) the Executive Committee of the

Action Corporation would formally co-operate with the Flaxley Research Centre, Department staff and all other available resources and institutions to drive technology transfer packages and systems, and promote producer interaction.

I wish to sincerely thank all those participants who have committed the time, energy and thought which has been an integral part of reaching this current stage of development. The industry working party will be meeting again on Friday 6th September under the chairmanship of Ian Williams.

### **Amalgamation of Dairy Vale and Mt. Gambier Co-op**

Following the numerous phone discussions since July 15th it is rewarding to see the successful amalgamation of the 2 SA producer co-operatives.

Congratulations from SADA to Peter Fischer, Phillip Osborne and the Mt. Gambier Board Members and also Milton Baulderstone, Robin Steed and the Dairy Vale Board Members.

Within this State and nationally there is no doubt that the amalgamation is perceived as a very positive move and compliments the unity of farmers within SADA.

### **One dairy farmers' voice in South Australia**

I am constantly reminded that the political power of SA dairy farmers is still divided.

I believe we all know what we want! But how do we get there?

To quote Ron Messer from the Department of Primary Industry in Canberra - "You have taken a big step but you still have another to take."

I have already initiated some preparatory steps mostly under the heading of basic communications.

Action must be taken quickly for I believe that the Industry Commission has flushed out our achilles heel. The development of the current dairy industry policy to deal with national issues that will confront us in the next few months requires absolute cohesiveness and unanimity.

I have appreciated the concern, support and ideas suggested to quickly resolve this matter, but if any farmer has further concerns or bright ideas, please do not hesitate to contact me.

### **Fresh Directions Convention**

This convention was held in Queensland from the 8th - 12th July.

South Australia's participation was tremendous. There were numerous challenges highlighted that we will need to address in the future ranging from marketing to dairy cow nutrition.

The most benefit from the Convention came from the interaction between diverse people from all parts of Australia and overseas. e.g. there are very clear, fundamental principles established in USA that can be used in SA to resolve much of the problem of supply management of milk. Although operating under the Federal Quota Price as compared with our Gazetted Farmgate Price the mechanisms are compatible.

# FRESH DIRECTIONS

The Fresh Directions Convention was a great success and in the next few Journals articles will deliver, to those of you who were unable to attend, some of the mountain of information made available at Fresh Directions.

Before getting into the first of these articles Congratulations must be made, so.....

## Congratulations

\* To **ROGER KOWALD** from Mount Torrens. Roger's Essay won the State Section in the Fresh Directions Under 25 Essay Competition and came **THIRD** overall. The Essay topic was "Dairying Towards 2000 - The Competitive Challenge".

\* To the following farmers who were State winners in the Somatic Cell Count Competition:

G & A Mignanelli	Myponga	up to 80 cows
Cath & David Harvey	Narrung	81 to 150 cows
Phil Down	Meningie	151 to 300 cows and over 300 cows

**Runners-up were:**

PL & ME Nottle	Wirrabara	S & G Zarantonello	Jervois
Stewart Family	Woods Point	Forster Family	Jervois

\* To the winners of the National Dairy Shed Competition:

<b>SA Winner</b>		<b>Runner-up</b>	
Mr. & Mrs Kevin Zacher	Blyth	Jim Wilson & Co	Mt. Gambier

Our first feature from "Fresh Directions" has to be Roger Kowald's essay.

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# DAIRYING TOWARDS 2000 → THE COMPETITIVE CHALLENGE

BY:  
**DOGED KOWALD,  
MOUNT TORRENS**

The year 2000 is approaching fast, yet in dairying - as in any farming - costs are increasing constantly whilst our income is not. It is a question of survival for us all on the land. It is a challenge for everyone involved in the industry. Whilst many older folk are ready to hand over to the next generation or get out of farming, I believe there is still a lot of life left in the Industry and many incentives for the next generation.

Dairying is a huge commitment. No farmer will argue with that. It means getting up before sunrise and finishing after sunset, seven days a week, year in and year out. So why keep going?, you may ask. There must be an easier way! We have seen dairying come a long way - from hand milking a dozen cows to herds of up to 1,000 cows milked in rotaries with the latest technology. We've had out highs and lows, from pouring our milk down the drain, to factories paying incentives in low production times. It certainly hadn't been an easy slog, but the challenge is there to carry on.

If we are going to survive, it is a matter of becoming more efficient. I, for one, receive a lot of inspiration to carry on from the Americans and

Canadians. Although I've not had the chance to tour these countries, many of our neighbours have. From their reports and photos they are way in front of us with their production/litre from their cows. If their cows can produce 40 litres/day and ours are only averaging 20 litres, it can be seen that we are working twice as hard for the same results.

A local Friesian stud has the motto "Small Herd with Large Results". I remember a time when they were milking half the number of cows as we were in our commercial herd and getting roughly the same returns. Here was my first challenge. I am not implying that Registered cattle produce better than grade cattle, but being Registered with a Breed Society does have its advantages. It is like a tool of trade, and to the dairy farmer it is also a tool of management. Since purchasing a herd of Registered cattle from a local stud dispersal and heavy culling of our grade herd, we have seen an increase in production.

Another management tool to improve efficiency is herd recording. It must be hard to cull cattle on production if you don't have the true figures on paper. Some may argue at the cost, but the culling of one

passenger cow a month easily covers any fees. In these times who can afford to milk cows that are going to cost money because of low production? Yet there are people around still doing just that. I was encouraged to read in the local supplier newsletter about an incentive payment for herds being herd tested. If this is not a challenge, what is?

Another real challenge in dairying today is the use of Artificial Insemination bulls. Some might call it a nightmare with the number of bulls on the market, and now the influx of bulls from overseas. To pick which cow is going to what bull is a challenge, a challenge that is rewarded when you get a big healthy heifer calf from your top cow, from a top-rated bull.

Each decision made is based on striving towards the year 2000, whether culling, mating, buying or selling. Each calf born should in theory, with the correct management decisions, have improved genetic ability and work just that bit better than those you are already milking. This is one of the frustrating features of dairying - the results of decisions made today may not be seen for 2-3 years.

Mastitis has always been a problem. The factories imposed a licence-lost penalty system last year, so something positive had to be done to help in its control. Now all herds in the area are ranked 1-20 on a monthly mastitis report distributed to all farmers, which indicates where they stand in

the district, with all rankings anonymous. It also tells the district's average. This has provided a challenge to do something positive about the problem. It is most encouraging to see your progress on paper at the end of the month.

The introduction of discussion groups has brought local farmers together, talking out problems, swapping ideas and generally encouraging each other.

Awards and competitions such as "Dairy Farmer of the Year" and share farmer awards have been and are being run. For the entrants this can provide a challenge to strive that little further, which is often shown in entrants' production figures and general farm appearance. I, for one, enjoy following these

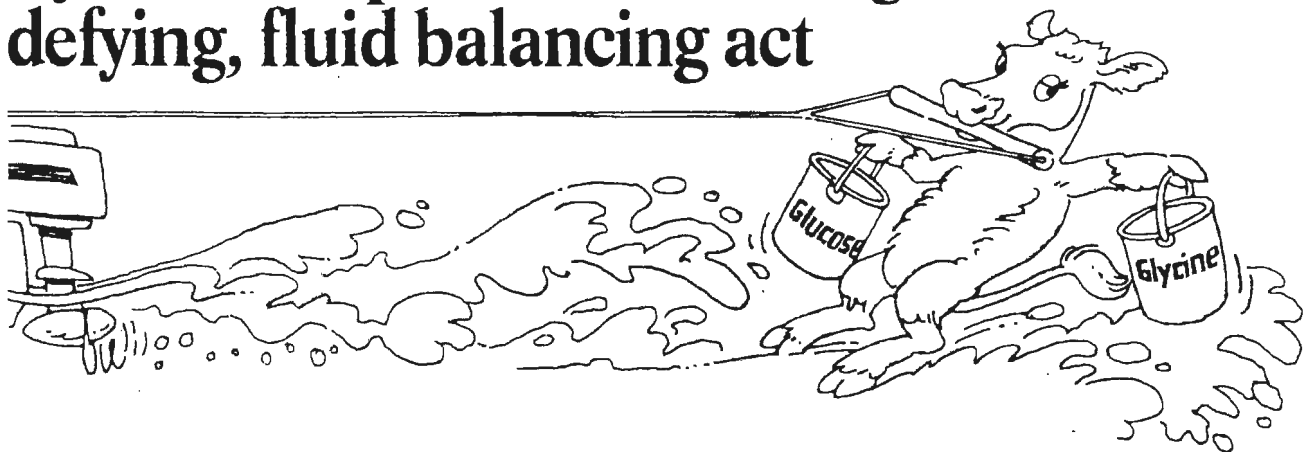
competitions to see how other farms meet the challenge of becoming more efficient in their work. The "Young Dairy Farmer of the Year", recently introduced, is particularly encouraging and challenging, and a way to keep young people interested in the Industry and provide incentive. I am particularly encouraged by sponsorship and support of these competitions by businesses who depend on the farmer for their own survival.

Perhaps one final vital factor to consider is marketing. Whilst we dairyfarmers are looking towards a decade filled with challenges, our future is really in consumers' hands. Therefore we need at our head wise marketing and promotion, in times when advertising is such a

crucial and influencing factor. In times when the market is filled with artificial products, the natural goodness of milk should be encouraged and promoted.

In concluding, the years leading up to 2000 will not be easy going for the Industry as we face uncertain times. The dairy farmer has available the latest in genetics, modern management tools such as computers and more efficient milking machine technology. He also has the support of the dairy factories, as well as other farmers. With these incentives, I feel dairying towards 2000 can be seen as a competitive challenge.

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# Australian Dairy



# Night



The delights of Australia's native flora combined with the excellence of Australia's dairy produce resulted in a very successful dairy night at the Royal Adelaide Show Dairy Pavilion on 22nd July. This was the third Dairy Trade Night held in Adelaide and to my mind our most successful.

With the botanical theme, we placed many potted plants and ferns around the hall and many of the manufacturers and distributors took a lot of time and care to use plants, flowers and leaves to enhance their displays.

The exhibitors showing their finest dairy products were:

- ☆ Socomin Fine Foods
- ☆ Capital Foods
- ☆ Dairy Vale
- ☆ Manassen Fine Foods
- ☆ Bonlac Foods
- ☆ Allowrie Foods/Farmers Union
- ☆ Royal Copenhagen
- ☆ Golden North
- ☆ Amarina Health Foods
- ☆ King Island
- ☆ Haberfields
- ☆ Lactos
- ☆ Cosmo Foods

The Australian Dairy Corporation

award this year was for "Most Innovative Presentation of Product". The award was won by Gourmets Choice, who are the South Australian agent for King Island and Gippsland products. They presented three excellent product innovations:

- ☆ A King Island Brie topped with fresh strawberries and a glaze.
- ☆ A King Island Brie topped with crushed walnuts and spices and then grilled.
- ☆ A horseradish dip made with King Island Tomme Fraiche and Creme Fraiche.

A wine tasting was conducted by Penfold Wines with a good selection of reds, whites and ports.

A cooking demonstration was also conducted. This was co-ordinated by Matthew Hatrick who is a Senior Lecturer at Adelaide TAFE in conjunction with 12 of his cooking students all dressed, rather impressively, in their chef uniforms. All the cooking was done with Australian dairy products and the finished items then presented on platters for sampling by the guests. The South Australian Gas Company supplied the demonstration bench, oven and preparation benches.

The dairy farmers sector was represented by the SADA Executive, Allan Manning, Terry Inglis, Don

Holly, Ray Heinrich, Colin Blacker, Eric Stewart and Roger Basham.

During the night we had a business card draw with the winner receiving a dinner for two to the value of \$100.

The attendance of over 400 people was very gratifying and probably a reflection on the standard of our previous Dairy Trade Nights and the standard of Australian dairy products. I believe next year's function will draw more attendance and be even a bigger success!

*Bob Snewin*  
*Regional Manager*  
*SA/WA/NT*

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# REMEMBER WHEN ?

## *20 Years Ago in 1971*

In the 1971 July/August Journal it is reported that

".....The Association held or participated in 94 meetings of its own committees or of various dairy industry and related bodies."

I did a rough count of the General President's meetings attended for 1990/91 and it cam to about 110! That does not take into account the time he spends preparing for meetings, reading, or on the phone. And then there's the travel.

AND THERE WERE OTHER MEETINGS HE COULD HAVE ATTENDED OR WHERE SADA WAS REPRESENTED BY OTHER PEOPLE!

*Any advance on 200?*

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### *50 Years Ago In 1941*

The Association was involved in discussing the formation of the Metropolitan Milk Board via the Milk Bill under discussion. (The same as our Green Paper process).

In the Minutes of the Executive Committee held on 25 August it is recorded:

“It was resolved that the Milk Board be an independent one.

As several of the Branches, and also members of the Committee thought it essential that the Bill should be some form of an equalisation, the matter was freely discussed, and finally the following clause was carried unanimously.

#### **9. Equalisation**

‘That all milk supplied by any dairy licensed under the Board and produced in the stipulated area shall be paid the same price for that proportion sold as whole milk in relation to the total production of the said dairies licenced under the board in the Metropolitan Milk Producing District.’ ”

The foresight of those decisions is being pulled apart now but it is pleasing to see that under the current review the principles of independence and equalization are integral parts of the dairy farmers’ views.

*Again history repeating itself!*

### *And 100 Years Ago in 1891*

Interesting to note that in 1891 two events occurred which are relevant in 1991, both occurred in New South Wales.

A certain Mr. Secomb planted paspalum in the Richmond Valley and caused many farmers there to turn to dairying to escape the drop in sugar prices.

In the same year Sir George Dibb’s Protectionist Party won the New South Wales election and introduced a money duty on specific items and an ad valorem duty on others.

*In 1991 I wonder what sugar and dairy farmers can turn to and whether the Protectionist Party might not win a few votes in any election?*

## MIEGEL BROS. SUPPLY NEW COST EFFECTIVE PRODUCTS TO THE DAIRY INDUSTRY

It is in these times of the 1990's when we should be making dairying more productive, by using grain, but for the least amount of dollars. Mr Allen Fiegert of Jervois has done just that. Three years ago Allen wanted to introduce milled grain feeding into his dairy to improve his milk production. The first hurdle to jump was what kind of storage? And how much is it going to cost me? That is when he came to Miegel Bros. of Coonalpyn, who helped him with all these mind boggling questions. Miegel Bros. construct fully galvanised silos ranging from 150 bags to 600 bags. And now also have a new range which caters from 15 tonne to 114 tonne. What ever capacity storage you require they can supply:

Allen along with his wife Norma and son David, milk on average 110 friesian cows. Allen himself has had 36 years experience in a dairy, but it was only in 1980 when his family moved to Jervois. So he has had many years experience and has seen many ideas. Over the past three years Allen has purchased several silos from Miegel Bros. and has set them up alongside his dairy. He has two 600 bag silos along side each other, and has installed an auguring system underneath the silos, which augers the grain into the mill. The milled grain is then augured up to another smaller silo, which is then fed into the dairy. At present Allen is feeding pure barley to his cows, and estimates each cow eats approx. 4kg of milled grain daily. He mills once a week, at the press of a button, and takes him approx. 50 minutes to mill 2 tonne.

After looking at different ideas and different silos Allen said that the 'Kotzur' silo the Miegel Bros. construct was still the winner as it was completely galvanised, fully self emptying, easy to adapt to any situation, and was price competitive. Also if required ducting can be fitted to silos 300 bags or less. Mr Allen Fiegert is also a remembered customer of Miegel Bros.. as he was the purchaser of the 100th Large Storage Silo (600 Bag). Over the past three years Allen has improved his milk production by 30 - 35%, making that extra dollar, but also making his work load easier, and his dairy more productive.



Mr Allen Fiegert (left) and Philip Miegel, standing by a 600 bag silo.

## "K-RAIL"

The 'K-Rail' which has been retailed by Miegel Bros. for the past 12 months has also been popular in the dairy. Mr Merv Stienert of Eden Valley who has a Friesian Stud, has made heifer yards and several sorting pens. Merv used 1.2mm 'K-Rail', and was impressed as the railing was galvanised (to prevent rust & no need to paint), and was easy to fix to either new or existing posts using tek screws. He also liked the 'K-Rail' as it is a visible rail that stock can see, therefore reduces stock injury. After the completion of the yards they were a very attractive, uniform, strong and impressive set of yards.

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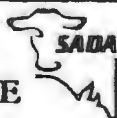
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The ADIC publish 2 regular features -

Dairy Action and Milk Matters. True to form, I believed you all received these publications. I have found out quite by accident that you don't. Now I feel guilty.

To rectify this matter we are commencing a new regular feature "ADIC ACTION MATTERS". I will endeavour to ensure that you get to see as much as possible of the material that relates

to you.



ED.

ADIC

# Action Matters

## CHAIRMAN MEETS WITH MINISTER

ADIC Chairman, Pat Rowley, and Chief Executive Michael Taylor, met with the Minister for Primary Industry and Energy, Simon Crean, on July 31, to discuss critical issues affecting the dairy industry. Mr. Rowley emphasized the industry's important role in the Australian economy, as both an agricultural and manufacturing industry, and asked for the Minister's support in ensuring that the dairy industry - Australia's leading value-added food export industry - will continue.

The critical issues discussed included the future of Commonwealth and State dairy marketing arrangements, developments in the international market place and the future role of the Australian Dairy Industry Council. Mr. Crean indicated his willingness to work with the industry in the development of future industry policy.

Minister Crean has made much of the need to increase Australia's value-added rural products exports since taking up the Primary Industries and Energy portfolio. The meeting gave Mr. Rowley the opportunity to highlight the dairy industry as an excellent example of a high value-added, labour-intensive, decentralized industry with considerable export earnings.

## NORCO SEEKS NEW FARMERS

Norco Co-operative in Lismore, northern NSW, has canvassed farmers within its region to enter the dairy industry as it is running short of milk to meet the demand for fresh milk and dairy products in the region.

Production from new farmers attracts the new milk bonus which means in their first year they could earn more than \$7/kg butter fat. Existing dairy farmers are also being encouraged to increase production with the new milk bonus and have access to free management and budgeting advice through Norco's farm development service.

After supplying milk for the Sydney milk market Norco is reported to have a shortfall of 40 million litres for manufacturing purposes and is buying milk, butter fat and cheese from other companies.

## INDUSTRY IDENTIFIES FLAW IN EXPORT PROPOSAL

A paper prepared for the Prime Minister's Science Council, identifying opportunities for the food processing industry to increase exports, has a major flaw in it in relation to the dairy industry, the Australian Dairy Corporation's role, and dairy exports.

The paper suggests there is scope to quadruple Australia's processed food exports, currently identified to be \$2.2 billion annually. A key recommendation to achieving this is through accelerated reform of statutory marketing arrangements which the report's authors believe will enable processors to access raw material at prices available to overseas buyers. The report fails to acknowledge that there are no import barriers on dairy inputs to the food processing industry, nor does it note that processed food products containing Australian dairy products get an industry funded export rebate.

The Industry Commission's draft report on the dairy industry has identified a reduction of 15% in milk production if its recommendations are adopted -which would be over half of the current export component of dairy processing exports. The Australian dairy industry earns some \$750 million from its exports.

The ADIC is preparing a paper for presentation to the Prime Minister's Science Council, alerting the Council to the opposite directions the two Government bodies are coming from.

## USA ON LOW CHOLESTEROL KICK

On his return from America recently, David Binks of Frigrite Refrigeration told Milk Matters that butter is scarce in American restaurants and hotels and he believes Americans are on a "low cholesterol kick". Mr. Binks said in the three weeks he was in the USA he can only recall one restaurant which had butter available. Margarine and a "whitish fluffy type of spread" which seemed to disappear when spread on the bread or toast, were provided instead of butter.

## COMPANIES JOIN FORCES

Atherton Tableland Co-operative, Unity Dairy Foods, Australian Co-operative Foods, South Coast and Warwick Co-operative Dairy and Dairy Vale Co-operative have joined forces to form Australian Premier Foods, a joint venture company to undertake dairy product exports.

## LOW FAT CHEESE

The Unilever company has moved into the cheese market with the launch of a reduced fat cheese under the Era label. The Era brand was launched in February 1989 with the introduction of Era reduced-fat table spread.

## QUOTE OF NOTE ~

*"No-one owes us a living and no one is going to give us one or will hold our hands in the future. We need to do it ourselves as a unique community, as a team and as an important national industry."*

**Frank Blake, President,  
NSW Dairy Farmers  
Association**

## NATIONAL FOOD AUTHORITY

The Chairperson and part-time members of the new National Food Authority (NFA) have been appointed and now begin the task of balancing the interests of the Australian food industry and consumers.

Gae Pincus, General Manager Corporate Relations with OTC, has been appointed to chair the NFA. Ms. Pincus has an extensive background in corporate affairs, public administration and the law.

Part-time Commissioners are Barbara Smith, co-director with the South Australian Health Development Foundation; Michael Jackson, Chief Food Scientist with the West Australian Health Department; Michael Rand, Professor of Pharmacology at the University of Melbourne, and Allan Rogers, Chief Executive Officer of the Kitchens of Sara Lee Australia.

The 1990 Special Premier's Conference agreed to prioritise reform of food regulations. The Authority's first task will be to review, over the next 18 months, all existing national food standards.

The development of food standards will in future involve public submissions and public hearings whereas in the past they were developed by scientists, industry and public servants. It is anticipated the development of a new standard will take 12 months.

## S.A. CURRENT PASTORAL AWARD WAGE RATES

**ADULT RATES** per 40 hour week without keep (\$):

Station Hand - less than 12 months experience	293.90
Station Hand - more than 12 months experience	298.60
General Station Hand	300.60

**JUVENILE RATES** per 40 hour week without keep (\$):

Age	Rate	Age	Rate	Age	Rate
15	132.25	17	161.65	19	220.45
16	146.95	18	191.05	20	264.50

### SUPERANNUATION

As of 1 July 1989 employers were obliged to pay into an approved superannuation fund 3% of their employees gross earnings at that time, (i.e. 3% calculated on the minimum award as above, not deducted.)

### DAILY RATES:

The minimum rates to be paid to adult workers engaged by the day is \$69.04 per day.

The minimum rates to be paid to juvenile workers engaged by the day shall be one-fifth of the above weekly rates without keep.

These award rates are a minimum figure. As an employer, variations from them are at your discretion, but only in an upward manner.

Any member who is employing under the South Australian Pastoral Award who would like a complete copy of that award can obtain an up to date copy of the award from the Office at the reasonable rate of \$3.

## ☆☆☆☆ 1991 SADA CONFERENCE ☆☆☆☆

SADA would like to acknowledge once again the sponsors of our 1991 Conference without who's support the day could not have been as successful.

Major Sponsors: ☆ DAIRY INDUSTRY FUND                      ☆ FEDERATION INSURANCE

Minor Sponsors: ☆ AUSTRALIAN DAIRY CORP ☆ MOUNT GAMBIER CO-OP ☆ DAIRY VALE ☆ FARMERS UNION FOODS ☆ HENKEL	☆ MILLING INDUSTRIES ☆ ALFA LAVAL ☆ PENFOLD WINES ☆ MURRAY MILKING PLANT SERVICES
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# BLOAT CAPSULE TRIAL RESULTS

In 1988, the Flaxley Research Centre was contracted by the Elanco Products Company to determine the effects of the use of a new product to control bloat and improve milk production in dairy herds. In the past, bloat control has been achieved with varying degrees of success by pasture management and by the use of anti-foaming agents applied by drenching, pasture spraying, flank application, feeding during milking, treatment of drinking water or provision of licks. Some years ago, the antibiotic compound, monensin, was shown to be effective in reducing pasture bloat in cattle, but was not considered practical for bloat control until the recent development and modification of a slow-release monensin rumen capsule (Rumensin Anti-

Bloat Capsule) by the Elanco Products Company. Monensin has also been shown to improve the efficiency of feed use in lot fed beef cattle by altering rumen metabolism.

In the contract research at Flaxley, cows in early lactation were divided into 2 groups, with cows in one group each given an anti-bloat capsule designed to release about 300 mg of monensin daily into the rumen for 100 days. The other group of cows acted as controls. Both groups of cows were grazed as one herd on clover dominant spring pastures. Cows were observed daily for bloat. Milk production and composition were measured 3 times each week for 5 weeks. In the Flaxley trial no bloat was observed and there was no significant effect of the anti-bloat capsules on milk production and composition.

Recently, the results of similar trials carried out by other research groups in Australia and New Zealand have become available. Three trials were undertaken at the Ellinbank Dairy Research Institute

in Victoria and single trials at Elliott Research Station in Tasmania and Massey University in New Zealand. Bloat was evident in four of these trials. A significant reduction in bloat score was found in two trials, particularly on days where severe bloat occurred in control cows. Milk production and bloat scores recorded in the trials are shown in the table.

Over all the trials including the Flaxley trial, cows given the anti-bloat capsule produced on average an additional 1.1kg of milk and 0.3kg of protein. No additional milk fat was produced. Based upon a cost of \$9.50 each for anti-bloat capsules and a milk price of 30 cents per litre, the return above the cost of the capsules from the extra milk produced over 100 days would be \$23.50 (100 x 1.1 x 0.30 - 9.50). However, this return would be reduced by about 60% because of the extra feed costs associated with the higher milk production.

**Milk, Fat and Protein Yields (kg/cow/day) and Mean Daily Bloat Scores**

	Flaxley	Elliott	1	Ellinbank 2	3	Massey
<b>Bloat Score</b>						
Control	-	0.15	-	0.55	1.12	0.67
Capsule	-	0.08	-	0.24	0.33	0.58
<b>Milk Yield</b>						
Control	23.6	20.1	15.8	16.0	17.4	13.2
Capsule	24.5	22.5	16.5	16.7	18.4	14.3
<b>Fat Yield</b>						
Control	0.94	0.87	0.66	0.70	0.75	0.65
Capsule	0.94	0.90	0.67	0.70	0.75	0.64
<b>Protein Yield</b>						
Control	0.70	0.60	0.49	0.50	0.54	0.47
Capsule	0.72	0.66	0.51	0.52	0.57	0.51

# LAND TAX AND YOU



*Recently a member enquired about changes to land tax rulings by the State Government.*

*I contacted the State Taxation Office and in response to letters sent to The Treasurer and the Minister for Finance I received the following letter which we present in full.*

*Terry Inglis*



SOUTH AUSTRALIA

STATE TAXATION OFFICE

---

**LAND TAX**

Torrens Building  
Victoria Square East  
ADELAIDE SA 5000

Postal Address:  
Box 2250 G.P.O.  
ADELAIDE SA 5001

Our ref. :  
Your ref. :  
Telephone : (08) 226 3778  
Enquiries : Mr Sutton  
Facsimile : (08) 226 3788

8 August, 1991

Mr T W Inglis  
Executive Officer  
South Australian Dairy Farmers  
Association Incorporated  
Aston House  
13 Leigh Street  
ADELAIDE SA 5000

Dear Sir

In response to your letter of 1 August, 1991 concerning the criteria for exemption from land tax for land used for primary production I advise details as follows:

1. Land outside Metropolitan Adelaide  
(See below for definition of Metropolitan Adelaide)  
Land which is not less than 0.8 hectare in area and which the Commissioner of Land Tax is satisfied is used wholly or mainly for the business of primary production is exempt from land tax.  
(Where the Valuer-General has applied an eligible land use code to land which satisfies the above criteria it receives an automatic exemption from land tax).
2. Land within Metropolitan Adelaide  
Where land is located within Metropolitan Adelaide the following additional criteria must be satisfied before exemption is granted.

- (a) The principal business of the owner/s of the land must be primary production of the type for which the land is used and the land must be used to a significant extent for the purposes of that business

OR

- (b) The principal business of the owner/s of the land must be the business of processing or marketing primary produce and the land or produce of the land must be used to a significant extent for the purposes of that business.

Metropolitan Adelaide (referred to as a defined rural area in Section 12c of the Land Tax Act) covers the area from approximately Willunga south of Adelaide to Gawler north of Adelaide and from the coastline in the west to the inner Mt Lofty Ranges in the east. A copy of a map of the approximate area is attached for your information.

In addition portion of the Municipality of Mt Gambier is a defined rural area and the additional criteria which apply to Metropolitan Adelaide also apply to this area. A map of the area is not available.

Where land is located within Metropolitan Adelaide or in the Municipality of Mt Gambier it is necessary for the owner of the land to complete an application form for the exemption and to provide material to support the application e.g. copies of income tax returns, financial statements etc.

The following points should be noted.

- (a) Where land is in joint ownership all of the joint owners must satisfy the criteria for exemption.
- (b) Where the owner of the land leases out the land in return for rent the criteria for exemption is not satisfied even though the lessee may use the land for primary production.
- (c) Agistment of livestock on land is not the business of primary production.

Any land owners seeking information on the eligibility of their land for exemption, including whether or not they are within a defined rural area, should contact the Land Tax Office on either telephone number 226 3730 or 226 3746.

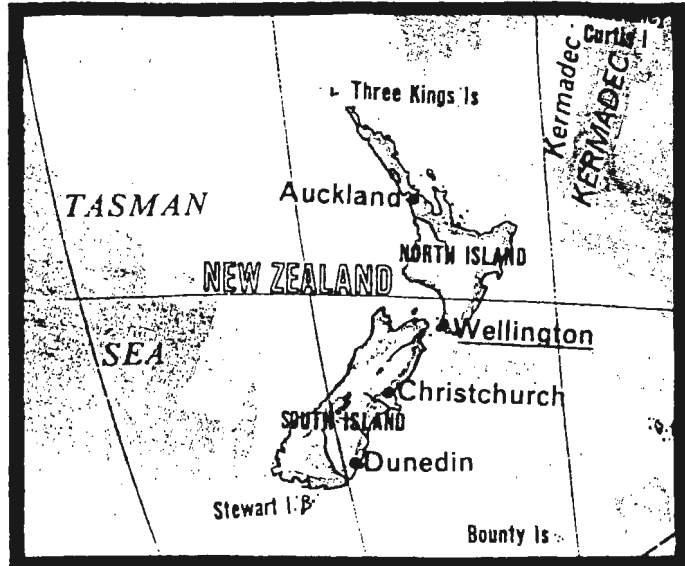
Should you require any explanations on the above or any additional information I will be glad to assist.

Yours faithfully



L L Sutton  
DEPUTY COMMISSIONER OF LAND TAX

# 1991 ADFP NEW ZEALAND STUDY TOUR



**Report by Ron Purvis, SA Representative**

To the organizers, both in Australia and New Zealand who planned the itinerary and all the other fine detail it takes to make a study tour successful. I wish to thank all involved for a professional job well done.

My trip started with a connecting flight from Mt. Gambier to link up with the Victorian group at the Melbourne International Airport. How was I to identify a group of people I hadn't met before? Contact was made when a group with elastic sided boots lightly coated with a touch of green on the soles were spotted cleaning the last of the Dry Cow Blue stain from their fingers.

Before meeting up with our host families on Sunday afternoon we were taken on a short tour around the Canterbury area with a lunch break in the small coastal town of Akaroa. Gorse bushes, which were introduced in the early days, grow out of control in the inaccessible areas, however to make the best of the nuisance plant, it is used as windbreaks along fence lines. However to keep it under control the law states they must be trimmed on the top and both sides. This is done by contract tree cutters using machines with large cutting blades. Pine trees are also hedged in a similar fashion with the end result being a countryside manicured with neat precision as far as the eye can see. The cost to trim the hedges for a farm of approximately 100-120 acres is around \$1000 per year.

My first hosts, unlike some other farmers in the area, milked all year round, to take advantage of town milk supply payments. A well kept property with pastures in excellent condition. The demand on pastures was kept at a minimum at this time of year by an impressive set up they have whereby they feed silage ad-lib from about 3.00 pm and again after milking. Their silage mix is made up of about 1/2 pasture and 1/2 maize to give the cows a balanced diet.

Irrigation is used quite extensively in the Canterbury region, with electricity being the cheapest form of power. It works out at about 1/2 the cost of using diesel.

When commenting on the growth of the pastures it was pointed out to me, in their opinion the grass growth during winter is even more prolific down south around the Invercargill region than it is around Christchurch.

We visited the DSIR (Department of Scientific and Industrial Research) farm where we were addressed on pasture research. As a result of their research they have identified a fungus named Endophyte (the principal cause of staggers) which is present in their rye grass varieties at different levels, from nil to medium and high.

Because of the presence of selective Argentine stem weevil, eradication of endophyte-infected grasses is not viable, even allowing

for the fact nil infected grasses produce 40% more growth in stock and lessen the risk of stagger related fatalities. The economics and practical difficulties of maintaining Argentine stem weevil-free pastures are prohibitive as the returns per hectare from grassland farming are small. Without insect protection, endophyte-free pastures become open and invaded by less desirable plant species in one to two years.

Later the same day we visited two dairy farms with opposing management practices. The first was a Friesian herd of 180 head on 500 acres, milked all year round and currently averaging 20 litres per cow. These were fed hay plus maize silage after the night milk with shedding available if required. A balanced diet was fed in the bails.

The pastures on this farm were in prime condition. The cows showed excellent condition and were grazed separately in various paddocks to prevent over-grazing. A question was asked as to the reason for a squirt of iodine at the top of the cows udders and it was said to be a belief that the iodine absorbed into the bloodstream helped to prevent foot rot.

The second farm ran a seasonally milked herd with farm and herd management taking a completely different line to that of the first farm. There was no feeding in the bails and silage was only fed during autumn. It was the 1991

winner of Dairy Farmer of the Year. There were 208 Jerseys milked, producing 38,000kg of butterfat giving 633kg b/f per hectare. 3.47 cows/Ha. It was also run in a very professional manner with excellent results, but would have obviously had a lower running cost than the first property.

This was a well organized day as it gave the group a chance to see two properties well managed but utilizing different management programmes.

On Wednesday morning, 5th June, we left the Canterbury region for Picton to catch the ferry to Wellington, leaving behind memories of a great start to the tour with the host families showing much enthusiasm in their efforts to make us welcome and to give us as much variety as possible during the time we spent with them.

The ferry journey was pleasant, and so it should have been. I was told that because of union control and demands it is cheaper to fly some goods from the South Island to the North Island via London than via the ferry.

The second host family with whom I stayed have been thinking about shifting from the Taranaki region (Nth. Is.) to Invercargill (Sth. Is.) and the cost to transport 30 head of cattle was going to cost \$9,000. The ferry union is the last the New Zealand Government has left to straighten out.

On Thursday 6th June, we had the opportunity to meet with representatives of the NZ Farmers Federation and NZ Dairy Board. Some points of interest from these discussions were:-

- \* 14,000 Dairy Farms in New Zealand.
- \* 400 NZ Farmers Federation branches.
- \* Sexed Embryos available soon.
- \* Continuing research for new consumer products.
- \* All manufacturing plants are co-operatives.
- \* All marketing is carried out by NZ Dairy Board who firstly negotiate sales and then approach the plants for manufacturing. They market under the Anchor brand.
- \* The New Zealand Dairy Board is also owned and controlled by farmers. The cost of running the

board is 33c/kg fat. There are 13 board members (2 Government and 11 co-operative elected).

- \* They set up companies in overseas countries so they are on their customer's own doorstep.
- \* They encourage countries to develop their commodities for export and trade dairy goods in return.
- \* New Zealand would need 15 million people to consume all their own dairy produce. There are now just over 3 million.
- \* \$1.20/litre milk at the shop with deregulation.

On Friday 7th June we met up with our second group of host families in the New Plymouth - Taranaki region. Once again the enthusiasm to show us as much as possible from daylight to dark was evident. Farm visits gave us information about the region, such as the Taranaki area produced milk equivalent to all of the South Island. Kg fat/Ha ranges from 350-750. Rainfall varies from 40" on the plains up to 120" as you get closer to Mt. Egmont.

The cost to lease land in the region is in the \$200-250 range acre per year, and agistment can cost to \$10 per head.

On the same day we visited various properties with rotary dairies, ranging from 16 cows to 61.

There was one Rota-flo which had the platform floating on water, however the tank was badly cracked and impossible to repair, so that design would be best to stay away from, especially in that particular area where earthquakes are common.

My host family used as a feed supplement a whey extract called Mother Liquor. They feed this ad-lib to their 208 cows, consuming 300,000 litres per year at a cost of \$750 for 10,000 litres.

The results from this herd using Mother Liquor against the region's herd average on their last herd test for the year was:

Ave. Litres 10.32 7.47 Daily fat .64 .47 Daily protein .48 .34 (herd average 39 herds)

Some of us staying in close proximity had the opportunity to be shown a unique watering system used for household and stock. Water was taken from a permanent

running creek above the highest property on Mt. Egmont where chlorine was first mixed with the water before travelling down hill towards the coast through a 12 inch polypipe buried underground. Because the fall was on average 50 feet per mile, there had to be at various locations pressure reducing valves to bring the pressure from around 160 P.S.I. to 60 P.S.I. suitable for domestic use. This scheme cost \$3 million to install and this cost was shared amongst 116 landholders as well as a subsidy from the Government.

We also visited the Waimate West demonstration farm owned by the South Taranaki council where they have 4 separate herds operating under varied conditions and are required to conduct 8 field trials per year for the farmers.

Nitrogen trials have shown a lift of 53kg fat/ha and 18kg protein/Ha which indicated to them that a minimum of \$4.00 per kg fat was needed to make nitrogen application pay.

We later visited the Taranaki Agricultural Research Station. Some of their research involved relationships between various fertiliser applications and production.

These trials showed that with zero fertiliser production was 560 kg fat per hectare and 410 protein per hectare. With 100 kg fertilizer per hectare, fat increased to 600 kg/Ha and protein increased to 430 Kg/Ha.

Also a trial with heifers showed if they were mixed with the herd prior to calving they suffered less weight loss after calving.

Not to be outdone by our hosts on the South Island, the Taranaki hosts took us to a restaurant high on Mt. Egmont where they treated us to a snow storm followed by an earthquake measuring 5.6.

On 11th June, we met with our host in the Waikato region, the major town being Te-Awamutu. My host was running 600 cows on one property and another 300 on another. He had two people working with him at home and 1 person was managing the other, which was a few miles away. The home dairy was 47 a side swing over. I thought this was large enough but was told there was another herringbone some distance away which was 101 a side.

Once again it was kg/ha and not kg/cow which was the main aim.

The cow average was only 140 kg/fat. Rainfall in the area is approximately 60".

Comparing this and the Taranaki region against the Canterbury region:

- ✗ No need for irrigation.
- ✗ Controlled grazing is practised.
- ✗ Production is measured per hectare not per cow.

This controlled grazing is so finely tuned, that if the herd breaks through the wire to tomorrow's ration, they may only receive some silage for the day but never more pasture. This method works fine, however if there was ever a drought, which I don't think there ever is, they would fall into a serious feed problem very quickly, because of the high stocking rate. If there are signs of a feed problem they cut back to 1 milking per day to ease the demand on pasture.

That is, they would be allocated less area for the day to give a longer rotation.

Some properties listed in the local paper for sale were 380 acres-500 cows, cost \$1.3 million, 160 acres - 25,000 kg \$380,000 and 250 acres, 55,000 kg, \$1.2 million.

We had the opportunity to visit the 43rd Ruakura Farms Conference near Hamilton where topics for the day were:

- ✗ What sort of milk do we need for the 1990's?
- ✗ Prospects for improved mastitis control.
- ✗ What problems does TB pose for the dairy industry?
- ✗ Beating Bloat - Progress in bloat research.
- ✗ Are we rearing our young stock well enough?
- ✗ AB in dairy heifers: Genetic Aspects.
- ✗ AB in dairy heifers: Management Aspects.
- ✗ Facts from Focal farms.
- ✗ The advantages of feeding cows well in winter and early spring.
- ✗ Does reducing stocking rate pay?
- ✗ Dairy pastures of the future.
- ✗ The importance of fertiliser for

milk production.

Detailed reports on all of these topics are available in a printed book which we purchased at the Conference.

The following day we visited the Mystery Creek field days which was an excellent exhibition of the latest technology in all facets of farming in New Zealand.

It was obvious from the field days, newspapers, and local school activities, how important agriculture is to people in New Zealand. Front page rural news is common. This is something we must see how change in Australia, where we may get a liftout - for rural eyes only - once a week if we are lucky.

Before driving to Auckland on 14th June, we had the opportunity to be shown through most of the Te Awamutu processing factory. This factory has a daily capacity of 2.8 million litres of milk. Milk is collected from surrounding farms with 26 tankers operating 24 hours per day. The Instant Whole Milk Powder plant with its modern technology is able to handle 50,000 litres milk per hour with 6.7 tonnes of powder produced per hour. This production is achieved from only 3 people operating the plant. They also manufacture butter, skim milk powder, anhydrous milk fat, and butter milk powder. These products are all marketed under the Anchor brand. They also have their own coal mine to produce their own power. Excess power sometimes supplies the town.

This factory visit was the last rural connection before driving to Auckland where it was a period of general relaxation and shopping on Saturday 15th before flying back to Australia on the 16th June.

Comparing New Zealand against Australian management practices, I feel that one could relate to the Canterbury region, however weather patterns in the North Island give the summer period an edge over us. Irrigation helps to overcome our dry spells but at a cost in both labour time and dollars. The New Zealand temperatures rarely exceed 30 degrees Centigrade, so sufficient moisture remains in the soil until follow up rains occur. Because of the vastness of our country and the variations in weather there would be some areas that could follow their

methods of farming, to a degree, but not others, of course, because of the lack of rain.

I feel their research and development is far superior to ours, in animal husbandry, marketing, and the communication gap between researchers and farmers seems to be less. It became obvious to me we can conserve far more fodder in the spring than we possibly do, and this alone would help combat lack of autumn feed.

Their high stocking rates have made it possible for many to employ extra labour which in turn gives them more time away from the milking shed for administration, pasture management, fodder conservation, and property maintenance. Australian farmers would also gain if this was possible, however we must research a variety of methods to stock heavier so the extra labour could be justified. To them the extra labour comes in the form of direct employment and share milker arrangements. Share milkers in New Zealand are a very active part of the industry but I think it is still only made possible by the fact that the total production per farm makes it viable for both parties.

Looking to the future it was conveyed to me by individual farmers it is their wish that Australia and New Zealand work together as one group to take on the world markets, however they add that we must first clean up our marketing system before any amalgamation would work.

We have been shown what is possible, let us not forget what we have seen, heard and read about, let us pass on to each other any new technology and aim for national unity.

My appreciation goes to John and Linda Watson for their guidance during the tour and to all the other members of the party whom it was a privilege to have had the opportunity to meet. Thank you John for grooming us all for future tour leaders!

I have taken a video of the tour which I shall be showing to various groups in my district and state, highlighting various aspects of the trip.

*Ron Purvis*  
*South East Branch*

A boundary rider was suing for damages for injuries he received when he was hit by a huge road train while crossing a bush track on his horse. "What injuries did you receive?", asked the barrister for the insurance company which was disputing the claim.

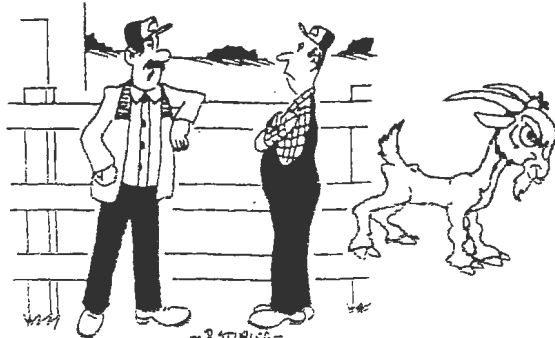
"Well I had two broken legs, a crushed pelvis, a fractured skull and a broken nose which caused me a fair amount of pain," the stockman replied.

"You received all those injuries?" inquired the barrister in a voice that suggested he was more than a little surprised. "Yair," replied the stockman.

"Well, please explain to the court why you told the police officer who attended the scene of the accident that you had never felt better in your life."

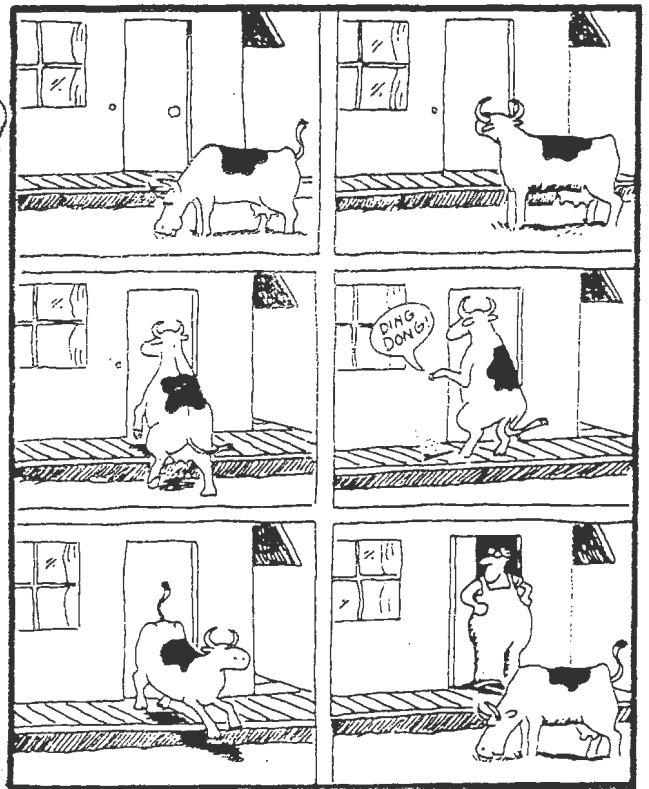
"Well, it was like this," explained the bushman. "The copper arrived on the scene, took one look at me 'orse which had a broken off foreleg, put a gun to its head and destroyed it. Then he went over to me faithful cattle dog, Bluey, and observing it had a broken back, put a gun to its head and shot it.

Then he came over to me and said, 'How are you?' I told him I had never felt better in my life."



"I'll be glad to pay you what you're worth. I wanted to cut down on expenses anyhow."

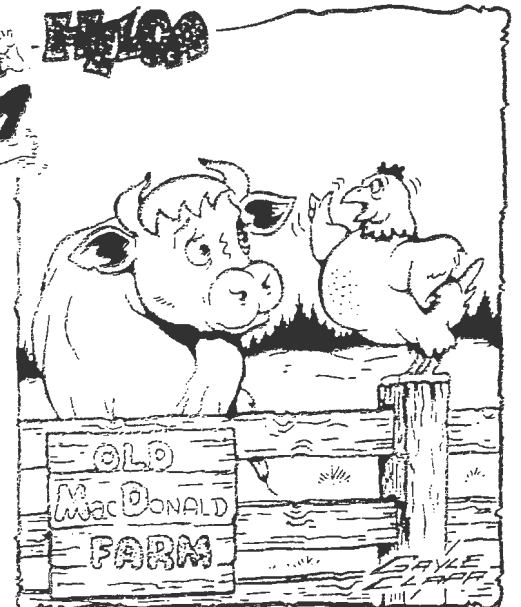
SOIL TESTING STATION



DEFINITION OF A MEETING

A collection of individuals who individually can do nothing but who get together and decide collectively that nothing can be done!

NFF President John Allwright drew a chuckle from Birdwood members when he told of the farmer summoned on Friday to see his bank manager the following Monday. When the farmer fronted up, he was told the banker had died suddenly over the weekend. The farmer went back to the bank again on Tuesday, to be told again that the manager had passed on to the great vault in the sky. On Wednesday, he was back again, and got the same message. Why did he keep turning up, he was asked. "I just like hearing good news," he replied.



"... SO WHEN I FOUND OUT HE HAD A LITTLE CHICK HERE, A LITTLE CHICK THERE AND A LITTLE CHICK EVERYWHERE, I JUST UP AND FLEW THE COOP."



# EC REPORT

## THE FUTURE OF THE COMMON AGRICUL- TURAL POLICY

The Commission of the European Communities on 9 July adopted proposals on the development and future of the Common Agricultural Policy (CAP) presented by Mr. Ray Mac Sharry, the Commissioner for Agriculture and Rural Development.

These proposals, which follow broadly the approach set out by the Commission in February in its Reflection Paper, represent the most fundamental reshaping of the CAP since its inception 30 years ago. They are to be introduced from 1993 and to be fully operational by 1996.

The Commission makes these proposals to help redress the problems of declining farm income, unstable markets, build up of surplus food stocks, increasing budgetary costs and damage to the environment caused by intensive production. They are presented also in the context of a wide measure of agreement that the status quo cannot continue.

The proposals will be of benefit to:

- Europe's farmers through greater stability of earnings

and competitiveness, more balanced markets domestically and internationally, and a more equitable distribution of support.

- Consumers, through reduced prices.
- The environment, by encouraging less intensive methods of production and better care of the countryside.
- The international trading environment.

The main features are:

- Major reductions in prices (cereals - 35%, milk - 10%, butter - 15% and skim milk powder 5%, beef - 15%). Prices for pigmeat, poultrymeat, eggs and of processed agricultural productions should experience corresponding reductions.
- Supply control measure (set-aside in cereals, lower milk quotas, tobacco quota, upper limits on sheep premia, calf disposal premium for beef).
- Substantial compensation for price reductions and supply control measures through payments to farmers of premia based on extensive farming in the case of cattle.
- Measures to better direct support towards small and medium sized farmers e.g. exemption of small cereal producers (20 ha)

from set-aside requirements and mechanism to allow milk producers (with less than 200,000 kg per year) to avoid quota cuts; also by limits on beef and sheep premia.

Accompanying measures covering:

- Special agri-environment programme linking premia to extensive production methods and programmes to reduce damage to the environment and to protect countryside, flora and fauna.
- An accelerated programme to encourage afforestation of agricultural land.
- New measures to facilitate early retirement.

### Cost of the Proposals

The cost of the reformed policy is estimated at 38,800 million European currency unit (MECU) in 1997 (1992) prices, representing an increase of 3,700 MECU or some 10% over the level of expenditure in 1992: of this increase 1,500 MECU is accounted for by the "accompanying measures". The cost of the new policy, when fully operational is compatible with the prolongation of the agricultural guideline for expenditure.

### Reform Proposals for Milk

There are 1.5m farmers in milk production in the Community with an average of 16 dairy cows per holding. Three-quarters of these produce less than 100,000 kg per annum while less than 15% produce over 200,000 kg but account for almost half of the Community's milk output.

The dairy market continues to be in surplus despite special internal disposal measures (costing some 2,000 MEC in 1991). The falling demand for butter is particularly serious. While the Community has maintained its share of the world market, this market is declining.

These factors have contributed to a build up of stocks now amounting to 900,000 tonnes.

## Proposals for Supply Control

1. Quotas will be reduced by 4%, with 1% being redistributed to special categories of dairy farmers (e.g. extensive holdings, small farmers, producers in less favoured areas etc). This gives a net overall reduction of 3%.
2. Member States will be required to set up a special voluntary cessation scheme to be financed by the Community at the rate of 17 European Currency Units/100 kg annually for a three year period. This will allow Member States to create a milk pool which should enable small and medium sized producers (less than 200,000 kg per year) to avoid compulsory quota cuts.
3. All farmers whose quotas are reduced will be fully compensated at the rate of 5 ECU/100 kg annually for a period of 10 years.
4. Member States may continue the buy-up scheme on a voluntary basis in order to allow milk reserves to be built up on an ongoing basis. Community would co-finance this scheme at a rate of 50%.

## Accompanying Measures

The market reforms outlined above should have an overall positive effect on rural areas. They are designed to ensure that economic and social cohesion is strengthened; they fully safeguard the position of the vast majority of farmers, and they encourage extensive farming, with resulting benefits to the environment.

While a thriving agricultural sector is an integral objective of rural development, the achievement of other objectives, in particular a re-orientation of rural communities towards new economic activities on and off the farm is also required. These issues will be addressed in the forthcoming mid-term review of the Community's structural and rural development policies.

The Commission confines itself at this stage to three key structural measures which directly complement the proposed changes in the market organisations, i.e. a specific environmental action programme, an enhanced programme for the afforestation of agricultural land and more attractive early retirement incentives. These measures will be implemented through multi-annual programmes negotiated between Member States and the Commission.

### 1. Agri-Environmental Action Programme

The farmers' role in the protection of the rural environment and management of the landscape should be more fully recognised and remunerated accordingly.

#### Proposals:

1. Aid to encourage farmers to use production methods with low risks of pollution and damage to the environment. Community co-financing will be up to 250 ECU/ha for arable crops and 210 per ECU/livestock unit.
2. Measures to promote environmentally friendly management of farm land in order to conserve or re-establish the diversity and quality of the national environment (scenery, flora, fauna), community co-financing up to 250 ECU/ha is provided.
3. Community co-financing up to 250 ECU/ha will be available for the environmental upkeep of abandoned land in rural areas.
4. Long-term (20 years) set-aside of agricultural land for environmental purposes will be aided up to 700 ECU/ha.

### 2. Afforestation of Agricultural Land:

The Community has a considerable deficit in wood and wood products; afforestation on a sound ecological base has an important impact on the environment, and provides an important source of diversified income. Experience has shown the existing premia to be insufficient to

generate substantial new investment in forestry.

#### Proposals:

1. Grants towards afforestation costs will be increased to a maximum of 2000 ECU/ha for conifers and 4,000 ECU/ha for broad-leaved trees.
2. Aid for the management of new plantations of 950 ECU/ha over 5 years (1,900 ECU/ha for broad-leaved trees).
3. Compensation for income foregone pending maturity of the trees will be increased to 600 ECU/ha and will be payable over 20 years.
4. A premium of 150 ECU/ha for 20 years will be payable to private individuals (non-farmers) who afforest agricultural land.

### 3. Early Retirement

If rural communities are to prosper, traditional attitudes must change and new opportunities be exploited. The above average age structure of the farming population poses special problems in this regard. Two million farmers are over 65 years of age and two and a half million are between 55 and 65 years of age; half of these farmers have no successors and two-thirds farm less than 5 hectares.

#### Proposals:

1. Full-time farmers aged 55 years or more will be eligible for a new early retirement scheme. The land released must be used by their successors or other farmers to improve production structures or used for non-agricultural purposes.
2. Community co-financing is available up to 10,000 ECU per annum: this consists of a fixed element of 4,000 ECU and a variable element of 250 ECU/ha.

# 'K-RAIL' YARD & FENCING SYSTEM



- "K-RAIL" - IS A HIGHLY VISIBLE RAIL, WITH SMOOTH ROLLED EDGES, WHICH IMPROVES STOCK HANDLING AND REDUCES INJURY.
- "K-RAIL" - IS PRODUCED FROM A HIGH TENSILE STEEL, AND IS AVAILABLE IN GALVANISED OR COLORBOND FINISHES.
- "K-RAIL" - IS AVAILABLE IN .6MM FOR SHEEP YARDS TO 1.6MM FOR CATTLE YARDS.
- "K-RAIL" - IS SUITABLE FOR DAIRIES, CATTLE YARDS, SHEEP YARDS, PIGGERIES, HOUSE AND FARM YARDS.
- "K-RAIL" - IS AVAILABLE IN STANDARD 6 METRE LENGTHS, AND IS 160MM OR APPROX. 6 1/2 INCHES WIDE.

## MIEGEL BROS

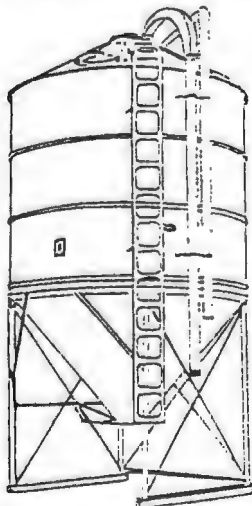
Box 248, Coonalpyn, SA 5265  
Ph (085) 71 1231 or (085) 71 1090

ENQUIRE NOW FOR ALL YOUR SILO STORAGE NEEDS

### SILO CAPACITIES AVAILABLE ARE:

- 57.5 M<sup>3</sup> 600 BAG.
- 29 M<sup>3</sup> 285 BAG.
- 21 M<sup>3</sup> (SEED/FEED SILO) 200 BAG.
- 15 M<sup>3</sup> (SEED/FEED SILO) 150 BAG.
- FIELD BIN 280 BAG.

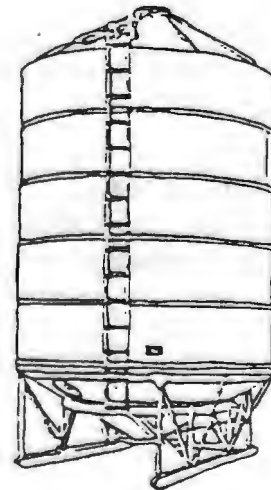
CAN BE FITTED WITH DUCTING (285 BAGS OR LESS ONLY)



21 M<sup>3</sup> - 200 BAG SILO  
FITTED WITH DUCTING

COMPETITIVE PRICES

FREE DELIVERY WITHIN  
50 KM OF COONALPYN.



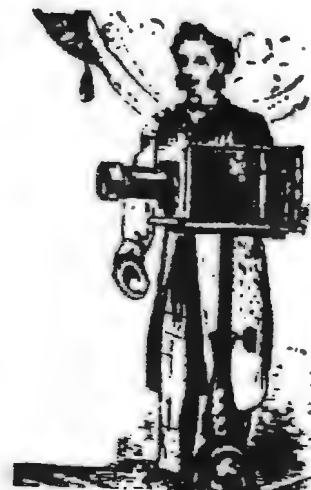
57.5 M<sup>3</sup> - 600 BAG SILO

### ALL SILOS ARE:

- CONSTRUCTED FROM GALVANISED MATERIAL.
- MOUNTED ON R.S.J. SKIDS FOR EASY MANOEUVRABILITY.
- COMPLETELY SELF EMPTYING.



Tim Carr presents General President Allan Manning with Federation Insurance Commission cheques in late July.



A happy group of South Australians at the 1991 Fresh Directions Convention held from 8 to 12 July.  
L to R - Amy Williams, Ian Williams, Ric Teichert and John Crompton

Yvonne Baulderstone looks on as husband Milton chats with Phillip Osborne at Fresh Directions. (The question is what were the Chairman of the Dairy Vale Board and the Mount Gambier Co-op General Manager chatting about - Speakers at the Convention or matters soon to emerge for the South?)



# BREEDING PRODUCTIVITY IMPROVEMENT

The Australian Dairy Herd Improvement Scheme is the organization responsible for ranking the genetic merit of dairy sires and cows in Australia. Funded and managed by dairyfarmers, this year marks the ninth year of the operation of the Scheme which has continued to identify the animals of highest genetic merit.

The majority of dairyfarmers use artificial insemination to breed their replacement stock. The Scheme identified the best breeding animals by applying sophisticated computing technology to national performance records to generate Australian Breeding Values (ABV's).

The annual ABV's for 1991 have just been released. Dairyfarmers around the country can maximize productivity by using the sires with the highest ABV's for Production traits. Farmers also pay attention to Worka-

bility and Conformation ABV's given for artificial breeding sires.

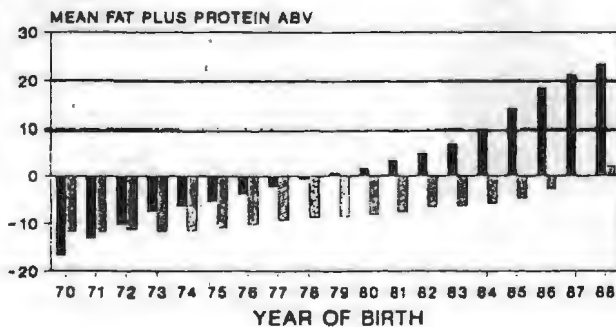
ABV's are the measure of the ability of an animal to pass on superior genetic merit to its offspring. The graphs below illustrate that by using artificial breeding sires with high ABV's, farmers on the average, are breeding replacements which are genetically superior than if they had used home-bred bulls.

When farmers breed young cows in their herds to AB sires, then the overall effect on the population average, as shown in these graphs, is that the next generation of young cows will have the breeding for even greater productivity improvement.

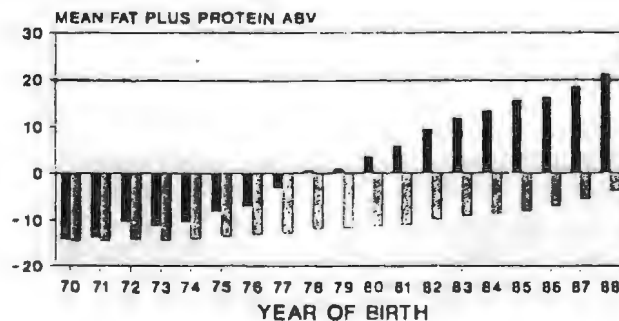
**Mark Jeffries**  
Executive Officer  
A.D.H.I.S.



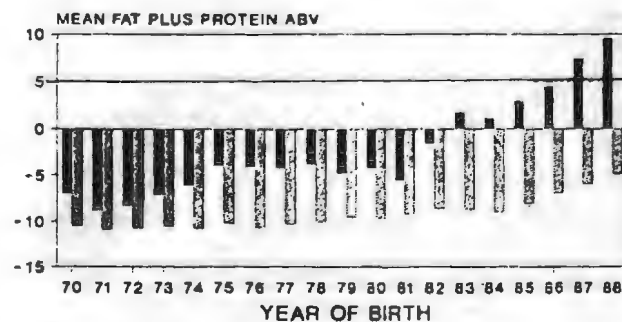
## GENETIC TREND OF AUSTRALIAN DAIRY COWS



▨ NAT-BRED FRIESIAN  
■ AB-BRED FRIESIAN



▨ NAT-BRED JERSEY  
■ AB-BRED JERSEY



▨ NAT-BRED RED BREEDS  
■ AB-BRED RED BREEDS

# HERD AVERAGE ABVs

At the request of the Industry, A.D.H.I.S. has compiled a table of the national distribution of herd average Fat Plus Protein ABVs. From this list farmers can identify where their Herd Average ABV stands in comparison with produc-

tion-recorded herds around the country.

These figures are based on all herds with greater than 40 Holstein-Friesian or 40 Jersey cows (greater than 20 cows in a herd for other breeds):

## NATIONAL DISTRIBUTION

No. of Herds Used	TOP	TOP	TOP	TOP	TOP	TOP	TOP	
	50%	40%	30%	20%	10%	5%	2%	
<b>HOLSTEIN-FRIESIAN</b>								
Herd Average Fat Plus Protein ABV (Rounded to Whole Number)	4,404	14	16	18	20	22	24	26
<b>JERSEY</b>								
Herd Average Fat Plus Protein ABV (Rounded to Whole Number)	1,048	9	13	16	19	23	25	29
<b>RED BREEDS</b>								
Herd Average Fat Plus Protein ABV (Rounded to Whole Number)	334	1	2	4	6	10	13	17
<b>GUERNSEY</b>								
Herd Average Fat Plus Protein ABV (Rounded to Whole Number)	89	2	3	6	10	13	17	19

NOTE: Red Breeds ABV is a single ABV for Illawarra, Ayrshire, Dairy Shorthorn, and Australian Red Breed. All other breeds have a breed specific ABV - an ABV for a Jersey animal cannot be compared with an ABV for a Guernsey, etc.

So if your Holstein-Friesian herd has an Average Fat Plus Protein ABV of 22 or better, your herd is among the Top 10% in Australia for Fat ABV. Likewise Guernsey herds with at least 20 cows of the Guernsey breed in that herd with an Average

Fat + Protein ABV of 6 are among the top 30% of all production recorded Guernsey herds receiving ABVs.



# Judith Wood

and

## "THE SURVEY"



Many members will have received a detailed questionnaire from Judith Wood. Judith is doing her Master of Arts degree in Economic Geography and her work is being funded by Cattle Compensation Funds at the recommendation of dairy farmers. Her results will help SADA in policy development and lobbying strength.

The work Judith is doing is aimed at providing us with the best picture possible of

future trends and production patterns. Without the data for forward planning will be very difficult.

SADA assures all members that the questionnaires are confidential. Judith will only be working with aggregate data. Her only means of identifying the questionnaire in the analysis phase is a postcode number and a number to enable follow up work.

Judith has worked very hard to develop her questionnaire, very hard to come to grips with the

industry and very hard to ensure SADA receives the best, most accurate answer to some very hard questions.

Please support yourselves by completing the questionnaire as soon as possible, no later than 20 September, and getting it back to Judith. She must generate a reasonable sample size to validate her finding. With that done SADA can use the results as ammunition to use to your advantage in any potential debates.

## ILLAWARRAS

### FOR PROTEIN PERFORMANCE

With excellent temperament, an average fat to protein ratio of 83% and medium sized cattle allowing higher stocking rates, the ILLAWARRA breed offers dairy farmers outstanding value.

#### NATIONAL BREED RECORD FOR PROTEIN

##### WHITE GATES KL STELLA

□300 Days □13,406 litres □457 kg Butterfat □472 kg Protein

One of the many medium sized Illawarra cows that produces more protein than fat.

#### TWO PROVEN BULLS AVAILABLE THROUGH AI

##### RIVER OAKS JUSTIN

###### ABV

+846 MILK + 38 FAT + 21 PROTEIN

Used as a sire for young AI bulls and has top producing daughters throughout Aus.

##### JONDENE SPOTLIGHT

###### ABV

+508 MILK + 21 FAT + 14 PROTEIN

A young sire proving very successful with daughters producing to 35lts as heifers.

*For further information from the*

#### ILLAWARRA CATTLE SOCIETY IN SA

Contact:-

I. MUELLER  
(085) 321 489

G. ELLIOT  
(085) 354 103

## FROM THE DAIRY ..... TO THE TABLE



### TWO RECIPES FOR MILK ICE CREAM

The strong message emerging is that it's the beating that improves this ice cream.

**Ingredients:** 1 pint fresh milk, 1/2 tin sweetened condensed milk, 4 heaped tbsps full cream powdered milk, 1 tspn gelatine dissolved in 1 tbspn hot water, 1 tspn vanilla flavouring.

**Method:** Warm the fresh milk, add condensed milk and sprinkle in powdered milk, whisking until dissolved. When cold, add dissolved gelatine and beat for 10 minutes. Put in trays and freeze for 1/2-hour ( or a little longer). Pour back into basin and beat for five minutes. Again, put back in fridge and freeze another 1/2 hour. Then stir again and beat for five minutes, adding vanilla. Return to trays and freeze.

#### RECIPE No. Two

**Ingredients:** 2 tspns gelatine dissolved in 2 tbsps hot water, 1 junket tablet dissolved in 1 tbspn cold water, 450ml fresh milk, 3 tbsps whole milk powder, 1/2 cup condensed milk, 1 dstspn sugar, pinch of salt, vanilla essence.

**Method:** Warm the fresh milk, place half in a basin and add powdered milk to it. Beat until dissolved. Add condensed milk, sugar and salt to balance of milk in basin. Stir in the dissolved gelatine a little at a time, and dissolved junket tablet. Place in tray and leave until thickening. Place in refrigerator for about an hour. Remove and beat thoroughly until the mixture increases in quantity. Add vanilla essence, replace in tray and finish freezing.



#### BERRY ICE CREAM CHEESECAKE

**Ingredients:** 2 cups plain sweet biscuits, crushed 170g AUSTRALIAN Butter, melted 375g AUSTRALIAN Neufchatel Cheese softened 3/4 cup castor sugar 200g fresh or frozen berries 1 litre AUSTRALIAN Vanilla Ice cream

**Method:** Combine biscuit crumbs and butter in a bowl and mix well. Press mixture over base and sides of a 20cm springform pan and refrigerate until firm. Beat cheese and sugar together in a bowl until the mixture is smooth. Blend or process berries until smooth, then add them to the cheese mixture. Chop up the ice cream, add to the cheese mixture and beat until smooth. Pour filling into crust and freeze for several hours or until firm. Decorate with whipped cream and fresh berries. Serves 8-10.

God gives every bird its food, but does not throw it into the nest.

**SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION Inc**



**General President**  
Allan Manning  
Telephone (085) 685 268

**Executive Officer**  
Terry Inglis  
Telephone (08) 231 3752

### Association Goods

- M5 Non-Chlorinated Alkaline Cleaner
- D588 Formulated Acidic Cleaner
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- Non-Iodine Heavy Duty Sanitiser
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- Glycerine
- Stock-On-Road signs

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- 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!!)

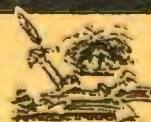
**1st Floor Aston House, 13 Leigh Street,  
Adelaide, S.A. 5000  
Telephone: (08) 231 3752**



THE SOUTH AUSTRALIAN DAIRY FARMERS'

**JOURNAL**

The Official Publication of the South Australian Dairyfarmers' Association Inc



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Terry Inglis

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Fax: (08) 231 9799

**Published by:**

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1st Floor Aston House, 13 Leigh Street, Adelaide, S.A. 5000**

*Dairying - efficient, clever, innovative and sustainable.*



# THE SOUTH AUSTRALIAN DAIRY FARMERS' JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

ISSN 0049 VOL. 34 NO. 2 SEPTEMBER/OCTOBER 1991

## THE FUTURE IS IN GOOD HANDS



I was distinctly privileged to be invited to act as a judge in the recent Dairy Vale sponsored Champion Young Farmer Competition State final. The importance of the process involved will become realized in the future and for that Dairy Vale deserves our congratulations.

The Future needs good young people, like the 10 finalists who are featured in SADA-CAM in this edition.

The process of learning is never ending and I must admit that I learnt a great deal from the two days of judging the 10 young dairy farmers sent forward by the regional judges.

It is about what I learnt from these 10 young men that I wish to dedicate this

article. But before I do I would like to pass on a small anecdote that involves Mr. Bunny Basham the senior regional judge and Richard Fewster who was, along with Ian Williams and Dr. Barbara Wilson, one of the four finalist judges.

Richard asked Bunny to give an indication of who he thought might be the eventual winner, Bunny just laughed. After the judging we all knew why. Selecting the winner and runner-up was as difficult a task as I have ever faced. I know all judges involved were greatly impressed by all contestants. The quality of our young dairy farmers, if measurable by the 43 contestants, is exceptional.

That's why I have penned the headline for this arti-

cle. I was greatly impressed with the enthusiasm, the drive, the vision, the technical expertise, the desire to learn, the faith in the industry, the pragmatic approach, the degree of technological modernism, the concern for the environment, the genuine love for the animals, the communication skills, the sense of ordered priorities and the dedication to the industry that effused from each of the ten finalists.

I could not help but think as we interviewed each finalist how proud their parents, their spouses (where appropriate), their families as a whole, must

### in this issue -

- Fresh Directions - The Challenge Ahead
- Good Advice on An Expensive Nuisance
- A New Fate For Calves?
- More From Canada

be of each and every one of these young men.

They are all a credit to themselves, their families and to the industry.

The responsibility that falls to them is the future of the industry. With their outstanding qualities they can only improve as they all gather more experience.

I could not help but reflect upon the collective power the ten finalists represented in terms of intellectual capability and leadership

potential. They have, as a united group, the potential to take our industry to great heights.

As a group they have benefited from the interaction generated by the competition and the increased awareness given to them because of the demands of the process.

It remains our duty as an industry to ensure such good young people are kept in our industry and therefore we need to sup-

port them in as many ways as we can.

In conclusion I would thank each of the finalists for their contribution to my education and the tremendous fillip their performances have given to our industry.



**TERRY INGLIS**  
*Executive Officer*

*Dignity does not consist in possessing honours, but in deserving them.*  
*Aristotle (B.C. 384 - 322)*

## CHAMPION YOUNG DAIRYFARMER COMPETITION FINALISTS

Left to Right Back Row: Andrew Koch, Darren Arthur, Tom Paltridge, Anthony Matthews, Rob Edwards, Gary Zweck

Left to Right Front Row: Michael Erickson (Runner-Up), Chris Rowntree (Winner), Rodney Meissner, Andrew Kuchel



**THE FUTURE REALLY IS IN  
GOOD HANDS!**



# PRESIDENT'S COMMUNIQUE



*Spring rainfall!*

*We have always known the importance of those finishing spring rains.*

*My sympathy is with those farmers within areas that were expecting a finish to the season better than we have seen for a long time -: Better luck next year!*

*I predict that potential dry matter yields from rain-fed pasture in some areas was as high as 10,000 kgms per hectare, but resulting from lack of rain have been reduced to 7,000 kgms per hectare.*

*Congratulations to all the finalists in the young farmer competition and on behalf of industry I wish to express both gratitude and commendation to Dairy Vale for their initiative and dedicated process of screening.*

*Special congratulations to winner Chris Rowntree and runner up Michael Erickson.*

*Best of luck with your trip to USA Chris!*

*I wish to publicly thank Dr. Stuart Pell for his contribution to the SA Dairy industry. Stuart has acted as a facilitator of excellent communications between Dairy industry and the Dept of Agriculture mainly on the topic of research. I worked with Stuart when he chaired the Flaxley Research Centre Development Committee and many other research forums. Stuart has been an inspiration to me with respect to my special involvement in Dairy research in SA and at national level.*

*Best of luck Stuart as you leave the Dept of Ag, on 8 November 1991 -: Many thanks!*

*KRAFT being prepared to invest \$100 million in new plant and equipment in Victoria is positive news for Kraft suppliers in SA. It is obvious that Kraft is totally committed to dairying in Australia thereby endorsing the companies earlier comments regarding their long term commitment to the SE of SA.*

*Effluent: There has been concern from farmers concerning the development of a Code of Practice for the disposal of dairy effluent in the Mount Lofty Ranges.*

*This Code of Practice is being developed to promote environmentally sustainable disposal of milking shed effluent and management of intensive stock use areas on dairy farms in the Mt. Lofty Ranges Watershed.*

*It is intended that similar Codes of Practice will be developed for River Murray and South-East dairy farms. Some of the requirements and other information contained in the Code of Practice may be applicable in these other areas. However, due to the nature of traditional farm management practices, physical conditions and water resources in these other areas, there will be some significant differences between the various milking shed effluent Codes of Practice which are eventually prepared for different parts of the State.*

*Rest assured that farmer inputs at meetings so far has been top class and their viewpoint is being heard.*

*Congratulations to F.U.F.L. - National Foods Ltd for the thought and planning and colorful results of the design of their new milk cartons. The clear and concise range of 4 milks - 1. Family Choice, 2. Light Choice, 3. Calcium Choice, 4. Skim Choice eliminate the confusion of consumers relating to the complex range of white milk on sale in Australia.*

*However, the launch of National Foods Ltd national range of Classic U.H.T. flavoured milks has triggered massive concerns in the Australian dairy industry. This concern is based around the threat that the Classic range poses to the regulated price for flavoured milks in other states. S.A. as you well know does not have a regulated price for milk used in flavoured milk. Any time in the last 10 years could have been the right time to regulate the input price, but there has never been a better time than now!*

*With the current degree of economic pressure applied to dairy farmers Australia wide, and the lack of any obvious signs of improvement in the next 3 years, we cannot stand by and watch the destruction of regulated prices for liquid milk products in our neighboring states which in turn has the potential to destroy the whole structure of farm gate premiums throughout Australia but especially in South Australia.*

*South Australian farmers cannot allow the breaking down of regulated prices for liquid milk. S.A.D.A. has seen the threat of this type of marketing exercise and the lack of state wide controls.*

*S.A.D.A. has instigated major statewide changes within our industry by facilitating the November 1989 Think Tank, in complete co-operation with the Minister of Agriculture the Honorable Lyn Arnold who had likewise instigated the Green paper Review.*

*New legislation has not yet been achieved, further progress is locked into the White Paper process. There will be formal industry discussions with the Minister and his Department late in November.*

*In the meantime, National Foods Ltd had been formed and a national brand has been developed. Classic U.H.T. flavoured sourced from S.A. at a non regulated milk price is being sold along the eastern seaboard in competition with local flavoured milks which are sourced from milk paid for at the farm gate price - that is F.G.P. for 90% of actual flavoured litres sold.*

*With S.A. Nippys U.H.T. flavoured also being sourced at an undisclosed price, certainly not a regulated price, little imagination is needed to see that lack of regulation in S.A. is just about to destroy regulated prices for milk used in flavoured milk right across Australia.*

*Any hope of discipline of U.H.T. white milk sales rests precariously on the brink of collapse. The irony of S.A. creating this crisis situation defies all logic when already the loss of Market Milk premium revenue resulting from U.H.T. sales in the Adelaide market alone has exceeded \$4 million in just the last 2 years. Unless N.Z. forces us to sell U.H.T. for less, our goal must be to receive the full F.G.P.*

*S.A.D.A. is totally committed to the discipline of the Ballarat Agreement as you would well know. The future of revenue from market milk hinges on successful implementation.*

*Following such an intense lobby to the Review team and our Minister of Agriculture, a most severe blow was dealt to S.A.D.A. by the S.A. Government at the recent IC hearing in Melbourne where it was stated that the S.A. government does not support Section 38 type legislation to control the price of market milk sold in other states but sourced out of S.A.*

*Since the time of the IC hearing Terry and I have again spoken with our Minister of Agriculture and reconfirmed the necessity to provide stability in the market milk industry.*

*S.A.D.A. supports a national scheme that ensures all milk sourced within South Australia and used for market milk is treated equally in terms of pricing, quality and usage regardless of its final point of sale throughout Australia.*

*Our negotiation for a statewide equity scheme to operate across all dairying regions in S.A. has progressed to the stage of identifying 3 alternative options as a means of progressing broader industry discussion. Following further discussions with each of the Dairy Companies, S.A.D.A. will then proceed with regional farmer meetings.*

*Don't be complacent about achieving a FGP across the State that can be shared by all farmers (ie extension of the Metropolitan Milk Supply Act).*

*There are commercial barriers to break down and legislation to be passed through both houses of Parliament.*

*Remember the Farm Gate Price benefits farmers only!*

*Currently on average 60% of our income is derived from 36% of our milk. Together with the disciplines of the Ballarat Agreement - Market Milk is our life line.*

*There is no compromise.*

*The current regulations and equalisation scheme did not just happen. Equalisation was achieved some 55 years ago as a result of radical and extremely disruptive public actions by dairy farmers. Milk was tipped off trains and that milk which eventually reached Adelaide was contaminated.*

*Times have changed and so have our methods of political lobby and communication. I will continue to fight for market milk discipline and a statewide equity scheme but I need the continued support of ALL South Australian dairy farmers.*

**ALLAN MANNING - General President**

## SADA STAFF PROFILE NO. 2



**Sue Phillips**



Sue is the computer expert in the SADA office. (Sue is shown right about to persuade the computer to behave itself)

Sue has a natural talent for presenting things in a very professional and at times amusing fashion.

This Journal is, artistically, all Sue's work and she deserves all credit for its revitalization over the past three years.

Bob Snewin eventually arrived at a tag for Sue - The Pocket Rocket - which gives a fairly accurate picture of Sue's energy level.

Known to call spades, spades, Sue does not suffer too many fools too kindly.

When Jenny is away, Sue assumes more control of the office than usual - if controlling the office is possible.

One of the two people who make the office work. Please feel free to compliment Sue on her work if you get the chance.

**TERRY INGLIS, Executive Officer**



# PELLETS versus MEAL (OR GRAIN)

## *ENERGY NOT THE ONLY CRITERIA*

In a trial conducted by Queensland Department of Primary Industries on behalf of QCMA Toowoomba, a milk yield response of 1.3kg per cow per day was recorded to feeding a pelleted ration compared with the ordinary meal (or grain) fed as a supplement at 5kg per day.

QCMA wanted to evaluate and compare their product lines of a commercial dairy ration. The three processes of preparing the ration were the traditional cracked grain meal, a pellet and a steam flaked pellet. The same basic ingredients of grain, protein and minerals were used in each processing technique. The following tables summarize the results of the trial.

**TABLE 1**

**MILK YIELD AND COMPOSITION OF ALL COWS FED SUPPLEMENTS PROCESSED BY 3 DIFFERENT METHODS**

TREATMENT	LEVEL KG/DAY	MILK YIELD KG/DAY	FAT CORRECTED MILK YIELD	MILK FAT %	PROT %	LACTOSE %	DIFFERENCE IN YIELD KG/DAY
Meal	5	17.0	15.63	3.50	3.21	4.88	-
Pellet	5	18.3	16.56	3.40	3.19	4.90	1.32
Steam Flaked Pellet	5	18.35	16.65	3.41	3.22	4.87	1.34
Pellet	8	19.17	17.24	3.37	3.27	4.90	21.6
SE Difference		0.31	0.32	0.07	0.02	0.02	

The above table highlights the 1.3kg/cow/day to 5 kg of feeding between pellets and meal.

The following table highlights that the differences between pellets and meal was 2.2kg/cow/day for early lactating cows.

**TABLE 2**

**A COMPARISON OF MILK YIELD AND COMPOSITION OF EARLY AND LATE LACTATION COWS FED 3 DIFFERENT PROCESSED SUPPLEMENTS**

TREATMENT	LEVEL (KG/DAY)	STAGE OF LACTATION	MILK YIELD (KG/DAY)	MILKFAT	PROTEIN	LACTOSE
Meal	5	Early	18.89	3.39	3.09	4.91
		Late	16.09	3.56	3.26	4.87
Pellet	5	Early	21.09	3.26	3.06	4.96
		Late	16.95	3.47	3.25	4.86
Steam Flaked Pellet	5	Early	21.03	3.24	3.10	4.90
		Late	17.02	3.49	3.28	4.85
Steam Flaked Pellet	8	Early	21.92	3.22	3.18	4.95
		Late	17.79	3.45	3.31	4.88
SE Difference		Early	0.60	0.116	0.037	0.040
		Late	0.69	0.023	0.009	0.006

It is suggested that there was better utilization of the starch in the pelleted rations with much lower faecal starch compared with cows fed the meal (Table 3). The difference of 16% starch would account for most of the difference in milk production. It is also possible the heat treatment in the pelleting process increased the protection of proteins from rumen degradation and stimulated extra intake of pasture.

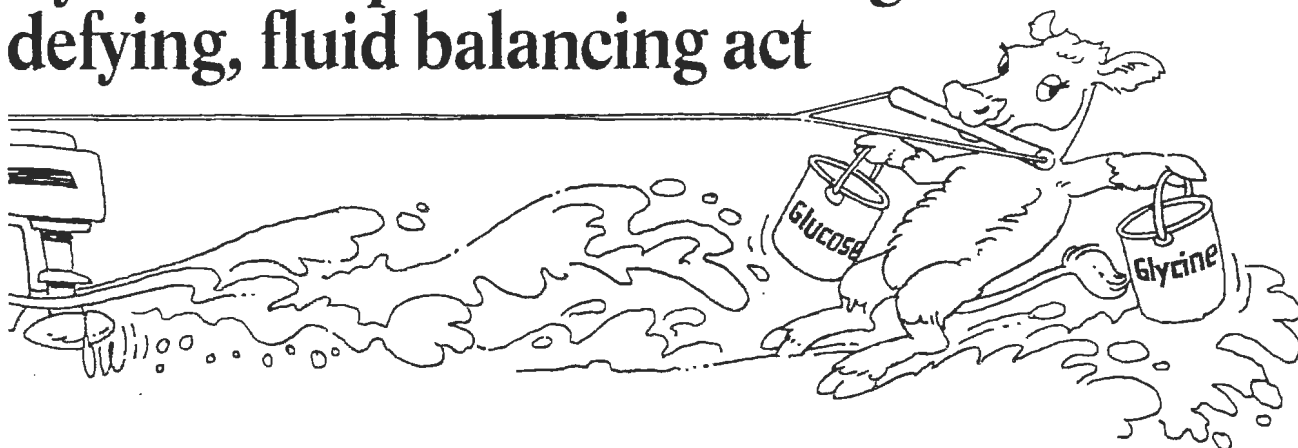
**TABLE 3**

**CONCENTRATION OF STARCH IN FAECES FROM COWS FED DIFFERENT FORMS OF PROCESSED SUPPLEMENTS**

TREATMENT	QUANTITY (KG/DAY)	FAECAL STARCH % DM
Meal	5	18.36
Pellet	5	2.75
Steam Flaked Pellet	5	4.02
Steam Flaked Pellet	8	3.94

The above trial was conducted by Tom Davison and Wayne Ehrlich at Mutdapilly Research Station. They concluded that the increase in milk yield due to pelleting was most likely due to better utilization of starch and possibly due to a stimulation in the intake of pasture. Copies of the full trial are available from Milling Industries Stockfeeds at Murray Bridge. Contact: Mike Jones on (085) 322 422.

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## THE CHALLENGE AHEAD:



## LEARNING TO CREATE FRESH DIRECTIONS

### ◆ SUMMARY

There are four major strategies for dealing with the future: waiting, speculating, extrapolating and creating. The first three of these have tended to be the conventional approaches in Australian agriculture; the fourth demands new ways of thinking as well as new thoughts. New ways of planning as well as new plans. In this paper, the authors address the critical need for all those involved with agriculture industries and enterprises in this country, to create new ways of creating new futures.

Once the argument has been made, the rest of the paper addresses some issues born of learning theories as well as particular experiences with the dairy industry, with respect to better decision making for more desirable futures.

### ◆ INTRODUCTION

It seems almost trite to suggest to this Conference, that the future of dairying in Australia will bring significant changes to the way things are currently done.

There are few industries which have lived through such dynamic times over the past two decades and made such major structural adaptations as the Australian dairy industry. Statistics are all too familiar: a 40% decline in total cow numbers; a 70% drop nationally in the number of dairy farms; a rise in the average number of cows per farm of more than 40%; a 20% reduction in total milk production; a 60% increase in annual milk production per cow; and only a steady level of total liquid milk consumption (Greenwood and Weinstein 1990).

The message of the past two decades has been "get bigger, get better or get out". The question now arises - what happens

next? What will the future bring? Or better put, what can we bring to the future? What will tomorrow be like?

- ◆ Tomorrow, more people than ever before will need to be fed.
- ◆ Tomorrow, farmers will need to gain increasing benefit from their activities if they are to stay in business.
- ◆ Tomorrow, farmers are going to have a host of powerful new technologies at their disposal for further dramatic gains in productivity.
- ◆ Tomorrow, policymakers will need to concern themselves with the purpose and sustainability of Australian agriculture and of the people who contribute to it.
- ◆ Tomorrow, everyone involved in agriculture is going to need to be a more effective learner and a more efficient manager of change.
- ◆ Today, most people need to change their way of thinking about tomorrow!

### ◆ PATHWAYS TO THE FUTURE

The Australian Dairy Industry stands at a crossroads where we submit, there are four avenues for approaching the way it deals with its future.

It Can:

**AWAIT** tomorrow, responding to new challenges only as they emerge

**SPECULATE** about the needs of tomorrow's consumers and attempt to cover the major possibilities with a flexible pattern of guesses.

**EXTRAPOLATE** from current trends to arrive at predictions about probable futures;

or

**CREATE** its own desirable

futures.

We will argue here that the fourth strategy is the most sensible to pursue, whilst recognising that it will be a difficult path to follow as it will involve significant changes to prevailing cultures.

### ◆ WAITING

The strategy of waiting for something to happen as a trigger for the necessity for change, litters our history. It can be strongly argued that most of the problematic situations of today's agriculture are a heritage of this past attitude to the future. Time and again the mismatch between consumers needs and producers responses have led to cyclic repetition of the boom/bust syndrome. Waiting to detect changes in consumption patterns before changing one's production processes cannot lead to a sustainable healthy or wealthy dairy industry.

The persistence of the declining terms of trade has clearly emphasised the need for farmers to constantly review the way they do things and to reassess their needs for resources to carry them out. To merely await new economic pressure before attempting to adjust one's behaviour is courting disaster.

The problem with the strategy of management by waiting, is that like so many diseases, chronic management inefficiencies or structural deficiencies can suddenly turn acute under the influence of unpredicted events. The "she'll be right" adjustment process turns out to be "no she won't".

Suddenly the enterprise that was sub-optimal becomes non-viable, and soon after that, a downright liability.

They who wait to change, become the victims of those changes. In 1965 Alvin Toffler coined the term "future shock" to

describe the shattering stress and disorientation that can be induced in people by subjecting them to too much change in too short a time. There is no way that tomorrow's needs can be met if Australian farmers suffer the syndrome of future shock. We are led to suggest that there are early signs that the syndrome has already arrived.

From the above we have to conclude that the **WAITING** pathway cannot be recommended as a desirable strategy for coping with the challenge ahead.

## ▶ **SPECULATING**

The basic constraint to the adoption of a speculative orientation to the future, is its range of infinite possibilities. Literally anything can go, and although the exercise might be fun, it should not be regarded as anything more than a flight of fantasy.

We could speculate that dramatic changes in climate occur associated with a build-up of carbon dioxide in the atmosphere and with half the world's dairy herds drowned in the floods from the melting polar ice caps, Australia would regain a comparative advantage. A pandemic of the scale of the Black Death of the 17th century might erupt and dislocate the dairy herds of the entire northern hemisphere. Cheese might be discovered to contain the magic elixir of perpetual youth, or the cure for AIDS or Alzheimer's disease. Genetic engineering may enable the productivity of contemporary farming practices to be increased by such quantum leaps that Australia's milk demand might be met by 10 herds or super cows. Robots might render the concept of all farm work quite obsolete. And pigs might fly?

There are a number of examples one can quote about speculative enterprises and their implications. In a production oriented agriculture we can finish up with gigantic stores of surplus produce very easily. "Mountains" of butter and cheese and "lakes" of liquid milk have become common features in all those countries with technology-intensive dairy farming systems. The science of production has well outstripped the demand capacity of the population.

Much of the adjusting strategies of the past two decades it could be argued, was born of previous strategies of speculation about the way things would be rather than of plans about how things could be. The seeds for this were set much more than twenty years ago however.

"With the failure of the selection acts of the 1860s to create a prosperous wheat-growing yeomanry and the gradual realisation of the importance of mixed farming, the Governments of the colonies began to see in dairying a further opportunity to foster small farmers and intensive agriculture" (Peel 1973).

And whilst reflecting on history we might like to remind ourselves that one hundred years ago, just as Hawkesbury Agricultural College was being founded, this country was in the midst of a massive recession.

Speculation in land by those with wealth generated earlier on the goldfields was meeting its spectacular fate and with banks foreclosing and building societies collapsing. International commodity markets were also collapsing, the drought was worsening and the only thing on the up was the rabbit population. Deja vu?

So yet again we are bound to conclude that to take decisions today based on **SPECULATION** about tomorrow, has as many disadvantages inherent in it as its **AWAITING** predecessor.

## ▶ **EXTRAPOLATION**

If awaiting the future and speculating about it were popular pathways of viewing the future in the past, **EXTRAPOLATION** is the happy hunting ground of so many of today's strategists especially economists! As a result of this situation it is extremely difficult to say anything startlingly new about what could constitute tomorrow's agriculture; the challenges it will present and the responses it will dictate.

One of the major deficiencies of the extrapolation approach is that for every prediction for the future based on existing trends, a reverse prediction is possible from existing counter-trends. The bloom of the optimists can simply be foreshadowing the gloom of the pessimists, and the fact of

the matter is that most professional forecasters have lousy records, even about events only a few months ahead. Just look at the weather, or the stock market or the way your kids turned out!

Who would have thought that the Berlin Wall would have fallen the way it did? Or that the rejection of communism in eastern Europe and Russia would have occurred with such rapidity and intensity? Who would have predicted the Gulf War? And so on.

Following what we do know now, many have made predictions about tomorrow, in that research initiatives already in train, would probably result in:

- ▶ the increased ability of irrigated land to sustain multiple cropping activities.
- ▶ much more effective and efficient use of irrigation water
- ▶ more accurate weather forecasting
- ▶ more effective and efficient use of nutrients wither fixed biologically or applied as fertilisers
- ▶ vastly improved crop husbandry practices based on conservation or minimum-tillage strategies
- ▶ new crops and perhaps even livestock species
- ▶ greatly improved disease control in animals through the use of genetically engineered vaccines
- ▶ significantly improved reproductive, growth and lactation rates in farm animals including dairy cows
- ▶ greatly expanded use of robotics to perform major mechanised tasks
- ▶ ever increasing application of computers as modes for accessing information, record maintenance systems, budget calculating machines, monitoring devices for a wide range of mechanised operations and access to electronic marketing systems
- ▶ electronic media revolutionising the flow of information through farmer networks
- ▶ a greatly expanding need for information on sustainable or regenerative forms of farming using fewer synthetic inputs and reflecting a greater ecolo-

gical awareness

- ♦ extension operating much more as a helping relationship than as an information transmission, but in any event it will increasingly become privatized

As the relationships between the use of land and the quality and quantity of environmental amenities becomes clear, there could be a growing demand for policies that restrict more narrowly the private property rights exercised by farmers. The relationships between land use and environmental quality and increases in land prices, suggest major changes in policies associated with the way that farmers will hold land. The most critical features of agriculture and food policy of the 21st century will probably include:

- ♦ established goals and purposes for agricultural and rural communities
- ♦ identification of potential conflicts in policy goals within agriculture and between agriculture and other sectors
- ♦ increased recognition of the interdependence between

agriculture and national and international economies

Extrapolation of such present trends implies that our future are pre-determined by our pasts and presents: Indeed if we are to become seduced by our **EXTRAPOLATIONS** we become slaves of a future we deserve rather than one we desire!

### ♦ CREATION

And so we are led inexorably to our fourth and final option for deciding how we wish to approach the agriculture of tomorrow - we can create it.

Our work at Hawkesbury over the past decade with a significant number of producers from a wide variety of agricultural industries, has reinforced for us, three main beliefs about creating desirable futures:

- ♦ it is a complex often paradoxical activity
- ♦ it must be a participative activity
- ♦ it demands new ways of learning

It is on these three issues that we

shall concentrate for the rest of the paper.

### i) Complexity and Paradox

There was a time when dairy farming seemed such a straightforward activity. It was a matter of feeding and breeding, nurturing and milking. Well do we remember, in the depths of European winters, the warmth of the byre, the comforting smell of the hay and the turnips, and the rhythmic sound of the stream of milk hitting the sides of the pail. And then the morning trip down to the village with churns stacked up on the horse-drawn cart. No memories from then of antibiotic contamination of milk, of international trade wars in subsidised dairy products; no sensitivity then to the relative competitiveness of dairy farmers in France, or the USA or Australia or New Zealand; no worries then about the intergenerational transfer of the farm or the ability to service the loans or over-production of global warming!

The complexity that we recognise

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today was always there of course: It just wasn't too obvious. Now, all of the above factors and more contribute to a veritable galaxy of concerns being expressed across the whole industry. In a recent review of the perceptions of dairy producers on the north coast of NSW, a research team from Hawkesbury (Woog et al 1990) identified three major areas of concern being expressed by those who were interviewed:

- ‡ Socio-economic issues
- ‡ Industry issues
- ‡ Personal issues

The overall sense that emerged was one of "widespread dissatisfaction and almost a feeling of powerlessness" in dealing with a whole spectrum of issues from closer economic relationships with New Zealand to Government policies and controls. Many farmers expressed concern at the erosion of their life-styles, at their low economic returns from very significant investments of capital and time, and at the diminishing level of support services to the industry.

The study revealed an awkward paradox where: "producers are indirectly stating that industry complexity is obscuring or hindering the adoption of technology; (whilst) extension believes that technology will provide the solution to complexity and eventually lead to its management". Neither "side" doubted the issue of complexity; they just differed in their approach to handling it. Both "sides" too gave the impression that they were far more concerned with dealing with the alligators in the swamp than with draining the swamp in the first place! The study revealed much more reactive responding than proactive planning.

## ii) Participative Planning

Another paradox which bedevils agricultural reform - for it is this that we refer to whenever we speak of "challenges ahead" - is that which faces individual producers as they face up to industry problems. Stating it bluntly, 50,000 producers in 1969 contributed to the development of an industry which supports only 17,000 producers today.

What is good for the industry may

not be in the best interests of specific individuals - and vice versa. So what does constitute an improvement? At what level of involvement should desirable futures be designed? And who should be involved in the process of design?

In contemporary business theory, the creation of desirable futures starts with the process of "strategic planning" - "linking the forward direction of your organisation with the movement of historical forces in the environment", as George Keller (1983) described it. This process must include all of the participants in the organization - whether that be at the level of the family farm, the local co-operative or the entire national dairy industry. "Strategy making is a blend of rational and economic analyses, political maneuvering and psychological interplay. It is therefore participatory and highly tolerant of controversy" (Keller 1983).

"You wish" as our kids say! We suggest that the reason for the low incidence of strategic planning in agriculture is a reflection of the generally poor recognition given to the needs for new ways of thinking about the future as a basis for new designs for its creation.

## iii) Thinking, acting and learning differently

It's twenty years or so ago since Edward de Bono introduced the notion of lateral thinking: "it has to do with new ways of looking at things and new ideas of every sort" (de Bono 1967): in addition to being concerned with novel ways of solving problems.

A lateral thinker would see a dairy farmer, who sees himself as being in the farming business, as being in the food industry. Another "lateralist" might see the same farmer not as a producer but as a businessman. A third might view milk not as a drink but as a vital body fluid - a source of enzymes perhaps or hormones or plastics. A lateral thinker would look at cow dung and not see a waste product but a valuable resource - a source of biogas for instance. And so on.

To us at Hawkesbury, what we call a systemic thinker would think of all of these options and others; yet, more importantly, he

or she would also see connections between all of the options. A systemic thinker looks for and at, inter-relationships - at technology/environment interactions; at individual/group interactions; at producer/consumer interactions, and so on.

We are confident that systemic thinking is a process crucial to designing and creating futures, and we are experienced in facilitating the process by which people learn how to become systemic thinkers. Groups of systemic thinkers - we might call them learning communities - can generate new strategic ideas about complex issues like total catchment management, organisational development, industry transformations, international marketing, and so on.

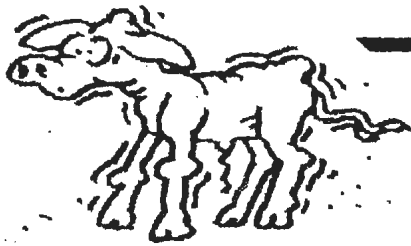
The major difficulty that we face is convincing other people of the usefulness of systems approaches in this context. Ways of thinking are deeply protected by our cultural heritage (as is our style and sense of humour): Challenging our ways of thinking is therefore equivalent to re-appraising our self-beliefs, and there is not a lot of evidence that we are keen on doing this.

The future of agriculture, of specific industries within it, like dairying, of specific farm families and of particular individual farmers lies with the abilities to think differently.

We can create productive new futures which are socially desirable, environmentally aesthetic, culturally feasible and ethically defensible: Indeed we must. The first step is to design and create, critical learning communities where the members are prepared to explore new ways of learning and thinking. For as Albert Einstein is reputed to have stated, "The thinking that has brought us to this stage, cannot take us beyond it!"

## ‡ CONCLUSION

Those who comprise the Australian dairy industry need to strategically plan for the creation of more desirable futures for all concerned. Central to this process must be the realisation that an industry is not an abstract notion but an inter-connected collection of people: People who have visions, feelings, needs and



# OPPORTUNITIES FOR CALVES

The fate of bobby calves is a perennial issue that has seen SADA endorse competition in order to help members.

However the vagaries of the market place mean that there can be no certainty about the returns from calves. Indeed calf returns are analogous with company bonuses - something you do not take into account in your budget!

Are there any solutions?

Senior Vice-President Roger Basham recently drew my attention to an article in the Australian Holstein-Friesian Dairyman entitled "OPPORTUNITIES FOR HOLSTEIN STEERS" (September 1991 Edition pp 4-7). He also told me of an enterprise which capitalized on beef calves by fattening them on a property in the upper south-east. The integration of a dairy farm with a serious beef production property seems an eminently sensible operation provided there is a market. The article cited would in-

dicating there is a potential market for dairy beef.

This article reminded me of the work drawn to my attention by Murray Hird done by the Department of Agriculture at Struan. This work cited Charolais-Jersey crosses as the best marbling beef to suit the Japanese market.

The potential is there for dairy farmers to grow out their calves and reap premium rewards. What is required is some entrepreneurial agents to open up the market and coordinate a stable secure industry. There may be opportunities for specialist operations who buy the calves and fatten them for this special, high-return market.

SADA would endorse a long term development in this area that enabled you to increase your return if that is what you want. SADA will not be involved in the setting up of such a scheme in the same way it did not set up a calf run but endorsed the competition pro-

vided by VicStock.

The operation of VicStock calf runs is a matter of private enterprise with individual operators dealing directly with Tim Gore to establish rounds as they wish, SADA's only role is to support competition because it brings benefits to members.

There have been some reports of disappointment over the operation of calf runs in the Hills. SADA understands that some operations have decided to cease their involvement. That is a shame but they obviously have sound reasons for their decisions. However it does provide the opportunity for other operators to enter the market place be they in association with VicStock or some other agencies.

SADA is a champion of competition in this and most matters.

*Terry Inglis*

rights: People who should have the opportunity to participate in debates about the constitution of improvements.

We make the observation that new ways of thinking and learning will be needed if the dairy industry is to face a more promising future.

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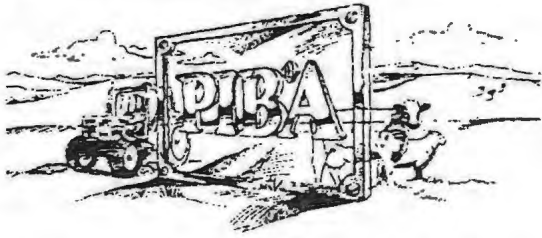
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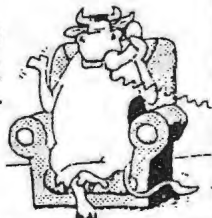
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**EC REPORT**  
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**URUGUAY ROUND**

"The construction of the European Community has not been without difficulties and strains of adjustment. For the proud and sovereign nations of Europe, the discipline of working together, trading together, deciding together has meant many changes and even sacrifices....But the European integration process has certainly been positive, with sustained growth and stability in the EC economy which in turn has benefited international trade", said Ove Juul Jorgensen, Head of the EC Delegation to Australia and New Zealand, during a speech at the National Press Club in Canberra.

Mr. Jorgensen stressed that the EC was not pre-occupied with Europe or

about to turn inward looking. "We also have a crucial part to play in multilateral relations and particularly those in GATT for the strengthening of the open world trading system", he said.

It was a matter of regret, he said, that the Uruguay Round negotiations had not yet concluded but encouraging signs of progress were emerging. He reminded his audience that agriculture was not the only - nor necessarily the the most important - matter for negotiation. "Market access, trade-in-services, intellectual property rights, trade related investment measures are all very important areas where the volume of trade and investment actually or potentially involved is greater than in agriculture....the main challenge in the Uruguay Round is to reconcile the differing interests of all participants. There will have to be a balanced package in which all areas are

covered and with which everyone can live", he said.

Mr. Jorgensen also outlined the current and continuing reforms to the common agricultural policy (CAP) where measures of support will in future be directed away from production to direct income support. "We are doing (this) because it is now widely accepted in Europe that the CAP, in its present form, does not satisfactorily meet our aims". While stressing that these changes were being made for principally domestic reasons, they would "have important consequences in our external relations". He warned, however, that bringing the Round to a successful conclusion was not a matter for the Community alone but all GATT members. "It must be our profound hope that reason, rather than rhetoric, will prevail in the end", he said.



**EC CHEF PAYS COMPLIMENT**

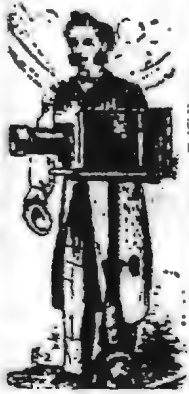
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Cows slipping over in the dairy?



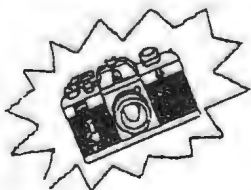
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↑ The Group involved in negotiating equity at a meeting in Keith in late 1990.  
 Left to Right: Murray Klemm, Ric Teichert, Ray Heinrich, Terry Inglis, Peter Doman, Don Holly, Roger Basham and Allan Manning



Barry and Joanne Pfeiffer enjoy the events of Fresh Directions 1991 →

# Action Matters

## MINISTER ADDRESSES PRESS



"Our farmers and miners have been doing everything right. They are efficient, competitive, environmentally clean and produce quality products. They are heavily exposed to international markets and the challenge we face in the Uruguay Round is to achieve an outcome that will permit them to compete fairly on the basis of their comparative advantage," Minister for Primary Industries and Energy, Simon Crean, told the National Press Club this month.

Mr. Crean explained the problem that restrictions on access and subsidies meant efficient Australian producers cannot get their product in to various markets. He said Australia must get the message through to those countries that it is economically inefficient to pay such subsidies.

In respect to the Uruguay Round Mr. Crean said the last thing Australia should do is to give the game away now. "We have to give it our best shot because it really is our only hope. We have to have faith and persist," Mr. Crean said.

Mr. Crean is keen to see additional processing of agricultural commodities prior to export and believes such manufacturing plants should be in regional areas near the source of the product. This is a situation which already exists with the dairy indus-

## REDUCED FAT ICE CREAM



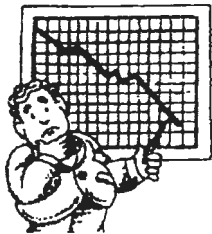
A reduced fat ice cream has been launched by Streets, under its Blue Ribbon label, following categorisation under the Food Standards Code for a reduced fat ice cream category. Ice cream must contain a minimum of 10% milk fat. Products with less than 10% fat have previously been made with non dairy fat and are classified as iced confection. Reduced fat ice cream has 4.5 - 6.5% fat and Streets hopes it will bring many consumers back to ice cream consumption.

try and one the ADIC will continue to promote in its discussions regarding future national marketing arrangements.

Mr. Crean said he will seek the following outcomes:

- "better returns to the nation and farmers from the primary sector, especially by reducing the costs to producers and forging stronger links with the manufacturing and service sectors,
- better management of our natural resources, including our soils, water and forests,
- to provide, on the basis of real need, for the special circumstances of our rural producers during the present rural crisis, and
- finally, to win better access to overseas markets for both basic commodities and value-added goods and services."

## ABARE REPORT NOT SUPPORTED BY EVIDENCE



A recently released Australian Bureau of Agricultural and Resource Economics (ABARE) report on current dairy marketing arrangements and implications under free trade with New Zealand, indicates the removal of the Kerin Plan would see a reduction of \$40 million in farmer revenue but consumer gains of some \$130 million through lower prices. ABARE's analysis is that a dramatic fall in farmgate prices would give consumers similar reduction in prices on the retail shelf.

In response to these claims the ADIC has written to the Minister for Primary Industries and Energy, Mr. Crean, advising him that ABARE's claims are not supported by recent evidence, i.e. while prices to farmers for manufacturing milk declined by some 20% over the last two years there has been no commensurate fall in the prices that consumers pay for dairy products.

## FOOD PROCESSING CENTRE OPENS

The Food Processing Centre at the Food Research Institute, Werribee, Victoria, was opened by the Victorian Minister for Agriculture, Ian Baker, last month.

The Centre includes a full scale pilot plant for testing new products or processes on a commercial scale. Other features include:

- ⊗ 24 hour, seven days per week availability
- ⊗ processing areas to code of practice standard to allow direct market testing of products
- ⊗ 400 square meters of processing floor area
- ⊗ testing laboratory facilities
- ⊗ office with IBM computer access.

## ADFF CHANGES

The Australian Dairy Farmers' Federation (ADFF) has resolved to disband its Market Milk Producers Council (MMPC) at the MMPC's annual meeting in May 1992.

The MMPC deals with market milk issues at the national producers level but as the ADFF also deals with market milk and manufacturing milk issues rationalisation was considered appropriate at this time.

It was agreed at the August annual meeting of the ADFF that following the wind up of the MMPC the MMPC position on the ADFF Council will be filled by the United Dairyfarmers of Victoria (UDV). The change will give the UDV five seats on the ADFF, in recognition of Victoria being the major dairy State, while Queensland, NSW, Tasmania, South Australia and Western Australia have two delegates each.



## NATIONAL SOFTWARE

State herd recording organizations have discussed the co-operative development of software for herd recording organizations.

Golda Munro, Assistant Principal Officer, Division of Animal Production, NSW Department of Agriculture, has been seconded to write the specifications for the new software. She will begin by consulting industry organizations throughout Australia to ensure all requirements are considered.

The development of a national system will save considerable investment in all States and the escalation of costs to farmer end users in the future. As substantial costs are incurred by each State in maintaining and refining software the common system will reduce resources required in this area and free personnel and resources to work in other areas e.g. research and development.

# 'K-RAIL' YARD & FENCING SYSTEM



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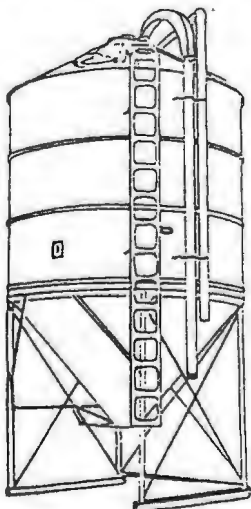
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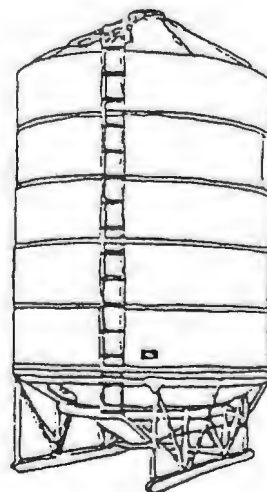
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21 M<sup>3</sup> - 200 BAG SILO  
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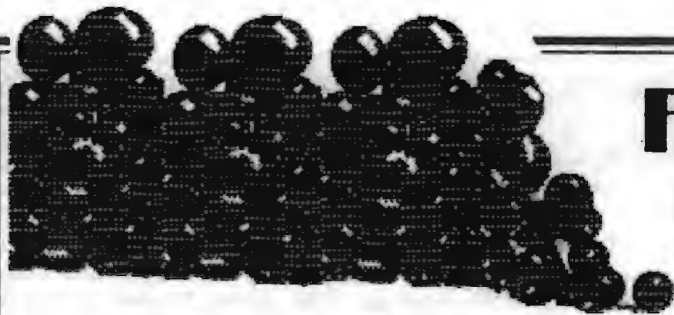
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# FROTHY MILK

## AN EXPENSIVE NUISANCE

### I ABSOLUTE RUBBISH!

"Good milk froths better than bad milk, so lots of froth on top of the vat is a good thing."

If you make milkshakes out of two different lots of milk, chances are the frothiest will be the best so drink it immediately and enjoy it. If all milk was drunk as soon as it was frothed we would be happy and I would not be writing these notes.

### II FACT.

Frothy milk is damaged milk. Whipping air into cream is the first stage of buttermaking. The same applies to frothy milk. Long before lumps of "butter" appear the process of lipolysis, leading to fat spoilage and stale or rancid flavours is already under way.

### III "PLEASE CONSIDER"

*(apologies to Mitsubishi)*

- Frothing causes milk quality problems, which cost the industry and all involved.
  - a) Lipolysis - see above.
  - b) High Total Plate Counts. Froth acts as an insulator, keeping trapped bacteria nice and warm so they multiply rapidly. Froth on top also indicates a greater oxygen content in the milk, which is likely to speed up bacterial growth.
- Frothing indicates milking machine problems.
- Frothing causes problems with some releasers, pumps and vacuum systems.
- Froth is a nuisance to tanker drivers. It makes plate count sampling and vat rinsing much more difficult. It is bad

PR.

- Froth left in the vat is a loss to the farmer. Tanker drivers should not make any effort to pump this out.
- Froth effectively reduces vat capacity. Air in the milk increases its liquid volume, and froth on top prevents vat filling or results in messy and costly overflows.
- Froth in full vats adds to cleaning time and effort by getting up in areas not normally contacted by milk.

### IV COW FEEDING

One leading milking machine manufacturer has advocated changing rations as a means of combating froth problems. Whilst this may work it is worth remembering that cow feeding programmes are designed to meet more important criteria than non frothing.

### V MILKING MACHINE

The same milking machine manufacturer is promoting an improved system which in a glossy brochure appears almost too good to be true. "Please consider" this or any other means of reducing aeration of milk. Seek independent help in assessing what is available.

### VI HIP POCKET NERVE STIMULUS

No penalties are imposed for lipolytic milk. Nobody wants penalties. However, relatively simple screening tests are available and, if all else fails to overcome present problems, penalties may have to be considered.

*Jim Marshall, Dept of Agriculture*

# RAISING THE STANDARDS - 1991 ABVs

Bulls resulting from the selection of the first cow ABVs and Bull ABVs in 1984 have produced the goods.

More than ever before, the Australian AB Industry is demonstrating the advantages of breeding bulls in this country. The 1991 ABVs released in the second week of July have shown a number of young Australian bulls which have performed as well or better than their overseas sire.

The first Cow ABVs in 1984 assisted the Australian AB centres to locate elite female genetics. 1991 is the first year that farmers have had the opportunity to use top proven sires which resulted from the mating of the top ABV cows of the day.

As a result of the continuing trend for bull ABVs to go higher and higher each year as new genetics become available, farmers may consider applying higher standards to the Production ABVs for bulls to use in their herd this year.

For example, the Top 50th Holstein-Friesian bull last year had a Fat Plus Protein ABV of +60. In 1991, the 50th Bull has +65 F+P ABV. A similar F + P ABV increase is also seen for bulls ranked 100th from last year to this year. Generally speaking then, farmers could lift their cut-off criteria from 1st year by at least five kgs F+P ABV in their 1991 list of proven bulls they may select for use over their herd.

The tables below illustrate how the standards for bull and cow genetics continue to increase.

Another feature of the 1991 ABVs is the first Red Breeds ABV results. Illawarra, Ayrshire, Dairy Shorthorn, and Australian Red Breeds have been analysed in a single ABV Analysis. This allows farmers to compare all animals across these four breeds. Referring to ABV lists, farmers will see that there are bulls from all four breeds in the Top 10 listings.

## For the Red Breeds:

Top 30th Bull for Fat Plus Protein ABV : +32  
Cows included in the Top 2%: +34

## For the Guernsey Breed:

Top 30th bull for Fat Plus Protein ABV : +20  
Cows included in the Top 2%: +39

ABV Booklets are now available. For a book containing the full listing of all bulls reaching the minimum reliability and age criteria for publication please write to ADHIS Pty Ltd, First Floor, 1601 Malvern Road, Glen Iris, Victoria, 3146 enclosing a cheque for \$20 which includes postage. Please note that the Cow ABV reports for your herd are distributed by the state herd improvement organizations and will be available in the near future.

The Production ABV Booklet includes Workability ABV, Survival ABV, and Calving Ease ABV results. Type ABV booklets will be available for \$20.00 as will listings of the Top 2000 ABV Cows at \$20.00 for Friesian, Jersey and Red Breeds and \$10.00 for the Guernsey breed.

## FAT PLUS PROTEIN ABVs

### (F + P ABV RANKING FOR COWS STARTED 1990)

TABLE ONE:  
HOLSTEIN-  
FRIESIAN

	BULL ABV'S			COW ABV'S		HERDS	
	BREED AVERAGE	TOP 50 *	TOP 100 *	BREED AVERAGE	TOP 2%	BREED AVERAGE	TOP 2%
1991	+1	+65	+56	+14	+49	+14	+26
1990	-2	+60	+52	+11	+45	+11	+23
1989	-5	+52	+43	+4	n/a	n/a	n/a
1988	-9	+39	+35	-1	n/a	n/a	n/a
1987	-10	+32	+24	-6	n/a	n/a	n/a

\* - Top 50 and Top 100 figures for bulls as per Production ABV Booklet

TABLE TWO:  
JERSEY

	BULL ABV'S			COW ABV'S		HERDS	
	BREED AVERAGE	TOP 50 *	TOP 100 *	BREED AVERAGE	TOP 2%	BREED AVERAGE	TOP 2%
1991	-8	+49	+32	+9	+44	+9	+29
1990	-9	+43	+30	+7	+41	+7	+27
1989	-10	+33	+22	+3	n/a	n/a	n/a
1988	-12	+29	+20	-1	n/a	n/a	n/a
1987	-12	+20	+11	-6	n/a	n/a	n/a

\* - Top 50 and Top 100 figures for bulls as per Production ABV Booklet.

# STRATEGIES FOR REPEAT BREEDERS GET CLOSE LOOK

**Therapeutic treatments could help producers keep top cows off culling lists because of poor reproductive performance.**

Cows that require repeated inseminations to become pregnant tend to cause producers some anxiety, especially if they are among the better animals in the herd and are unlikely candidates for culling. These cows are often categorized as repeat breeders.

Cows that return for a second service are more than likely normal animals since a cow is not usually placed into the repeat breeder category until she has been bred for a third time. Even then, it must be realized that a large proportion of repeat breeders will be normal, fertile animals. They simply have not conceived for a variety of minor reasons.

However, there will be an increased proportion of animals within this group that do have fertility problems. It has also been suggested that cows returning to heat at radically different intervals from the usual three-week period should be included in this repeat-breeder group.

In dealing with these animals, producers essentially have two options: to put them on the culling list; or, to try a procedure that may help establish pregnancy. While there are many aspects about repeat breeders to consider,

this article highlights some of the ongoing work, at the University of Guelph, concentrating on therapeutic approaches.

A magic solution is unlikely, and other management aspects should also be considered, particularly the feeding program during the dry period and first three months of lactation.

### Professional Help

An information base is needed when a course of action for repeat breeder cows is determined. A veterinarian should evaluate these animals to establish whether they have normal reproductive tracts. Any cows that show evidence of clinical abnormalities, such as uterine inflammation, follicular cysts or anatomical abnormalities, should be treated as a separate group under the practitioner's continued guidance. There will be a large proportion of animals that appear normal on palpation and still fail to conceive.

It is becoming increasingly apparent that veterinarians have difficulty in determining a cow's reproductive state with a single palpation of the ovarian structures. If unusual ovarian structures are the only

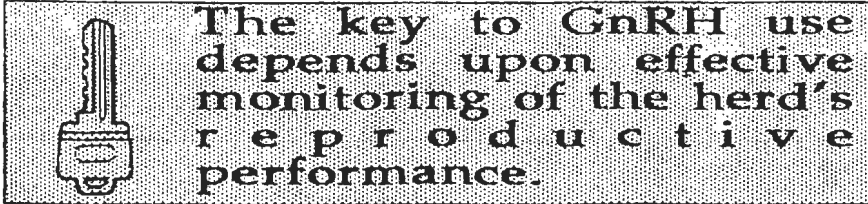
abnormality they can identify, the additional expense of a milk progesterone test may be warranted to help segregate repeat breeders.

Even after cows with abnormal ovarian functions are identified, there is still a group of apparently normal cows that fail to establish pregnancies. The two most likely reasons are related to fertilization failure or early embryonic mortality. Consequently, most therapeutic measures have concentrated on treatments given at the time of breeding and subsequent treatments that might help the cows support development of the pregnancy.

### Treatments at Breeding

A lot of information suggests that administering gonadotrophin-releasing hormone (GnRH) at breeding time will improve pregnancy rates in repeat breeder cows. A number of early studies have failed to show any benefits when GnRH is applied at service to all cows in the herd indiscriminately. Benefits are consistently realized only when cows that return for three or more services are treated.

This is not too surprising. The treatment attempts to induce a surge of



luteinizing hormone (LH) from the pituitary gland to ensure that ovulation occurs close to breeding time. We know, however, that normally a surge of LH is released about five to six hours after the onset of heat; this causes ovulation to occur almost exactly 24 hours later. An artificial insemination (AI) technician is usually called in to inseminate a cow after its natural LH surge has occurred, when the pituitary gland is almost completely resistant to stimulation from an external GnRH application.

The only cows that presumably might respond appropriately to GnRH treatment have a disturbed relationship between estrus behaviour and ovulation. For example, without GnRH therapy, such a cow may have become cystic and retained an ovarian follicle, rather than ovulated at the expected time.

A recently completed field trial studied the effect of GnRH, administered at breeding, on pregnancy rates in 93 Ontario dairy herds. GnRH-treated cows showed no reproductive performance improvement over control animals when all services in all herds were evaluated. Also, there were no differences among three different GnRH products evaluated.

However, the pregnancy rate did improve for cows receiving GnRH at their third or greater service. This supports earlier work.

The new information from this study relates to the difference in effectiveness of the GnRH treatment between herds. In herds experiencing less than optimal productive performance (less than 60 per cent

overall pregnancy rate), GnRH resulted in a significant improvement in pregnancy rate irrespective of service number. For herds with better than average performance (greater than or equal to 60 per cent overall pregnancy rate), GnRH use at insemination actually decreased pregnancy rates. Further analysis of these data will be needed to explain the results more fully.

There is potential for the use of GnRH at breeding on a whole herd basis to have a positive economic benefit on reproductive performance, but only in herds having problems with pregnancy rates. The key to GnRH use depends upon effective monitoring of the herd's reproductive performance. This can be done using simple monitoring charts, such as the one distributed by United Breeders, or available herd management computer programs.

Even for those herds with poor fertility, a relatively small proportion of additional cows will conceive as a result of GnRH treatment. The expected improvement in pregnancy rates is in the range of 10 to 15 per cent. Thus, the economics of treatment should be carefully considered. For an individual cow, the odds of the treatment having an effect are from one in five to one in 10, although these odds may improve if the cow has a history of follicular dysfunction.

## Treatments to Support Early Pregnancy

Soon after ovulation, a corpus luteum forms on one ovary. It

produces the hormone progesterone, which is responsible for maintaining pregnancy. On

the understanding that pregnancy cannot persist without progesterone, there is persuasive logic to suggest that if a little progesterone is good, then more will be better. As a consequence, there are a number of treatments aimed at supporting early pregnancy with a progesterone supplement.

One common route to supplementation is to inject progesterone.

While injectable preparations are supposedly effective in supporting early pregnancy, we find that all progesterone from an injection is cleared from the cow's circulation by the next day. Since the need for progesterone is continuous, injectable preparations would have to be administered daily to be useful.

In light of these findings, we felt that progesterone supplementation would have to be long term, and, therefore, we evaluated the usefulness of progesterone-releasing intravaginal devices (PRID). Placing these devices in the cow's vagina increases progesterone concentrations by about 20 per cent. When the device was in place, between five and 17 days after breeding, there was a significant increase in pregnancy rates. These results have been subsequently reinforced by similar work in Israel and New Zealand.

Thus it would seem that supplementing progesterone soon after breeding is important, at least for some cows and some herds, in establishing early pregnancy. As in the GnRH example, This will not be true for all cows. However, at least some animals may respond. The major problem

with this approach is that the intravaginal devices are unavailable to Canadian dairy farmers, and, even if they were, they are rather expensive.

As a result, we have been investigating other techniques for increasing progesterone levels. The search has been for a method to get the cow herself to generate additional progesterone levels. The search has been for a method to get the cow herself to generate additional progesterone. As a result of our previous studies, we chose to investigate the administration of an LH-like substance called human chorionic gonadotrophin (hCG), at a level of 1,500 international units, on day five, post breeding.

The result of this single injection is that the cow forms additional corpora lutea because of the ovulation or luteinization of large follicles which are present at this time. Within a few days, these extra corpora lutea produce progesterone, and circulating progesterone concentrations are

elevated by 20 to 25 per cent over cows with a single corpus luteum.

If the cow fails to conceive, this injection does not interfere with the normal return to service 21 days after breeding. However, in the pregnant animal, it would appear that the extra corpora lutea are maintained throughout gestation, as are the increased progesterone concentrations.

In relatively small-scale experiments, we have been unable to show any significant effects of this treatment on pregnancy rates. We do feel, however, that this is a promising approach. A single, inexpensive treatment effectively induces a prolonged increase in progesterone concentration. We are, therefore, conducting a large-scale trial at the Elora Dairy Research Centre to evaluate it.

The results of this and other experiments to follow will tell us if these effects will help prevent early embryonic mortality. The role of this treatment on a herd basis will

require even further investigation.

Even if we can demonstrate an effect on pregnancy rates, as with GnRH for an individual cow, we likely have to face those long odds - 1:5, 1:10 - of successful intervention. Feeling lucky? Well, that will depend on the cow and on your current level of herd management.

Thinking of improving the odds by giving both GnRH and hCG to the same cow? We haven't tried this approach, but have no reason to believe that the situation would be made any worse. Equally, the odds may not change, or even lengthen, and the stakes will have been raised.

By.....

*J.S. Walton (Dept. of Animal and Poultry Science) and K.E. Leslie and D.F. Kelton (Dept. of Population Medicine, Ontario Veterinary College, University of Guelph)*

## *The Canadian Way*

## RETURNS

### CLEAR UP FALSE MCP IMPRESSIONS

Ontario Milk producers should concentrate on yields of both protein and butterfat when multiple component pricing (MCP) is implemented on Aug. 1, the beginning of the new dairy year. This advice comes from top experts in the province's dairy industry.

Nevertheless, producers have been buried under an avalanche of anti-butterfat articles in the popular and farm press. These articles would lead them to believe, quite wrongly, that they should abandon practices that economically enhance butterfat production and concentrate strictly on protein.

That avalanche amounts to something of a snow job. True, Canadian

butterfat consumption has been declining. Even so, market sharing quota (MSQ) is issued on the basis of butterfat and will

continue to be for the next several years, forecasts indicate.

Producers had to take two MSQ cuts of three per cent in 1990 that have lowered overall production this dairy year. Yet Canada will still export thousands of tonnes of surplus protein in 1991, contained in skim milk powder.

The best studies now available estimate that butterfat and protein demand eventually will be in balance, probably in the latter half of the 1990s. Any changes to issuing MSQ will be considered then.

So, given this scenario, what should producers do to maximize returns on their individual operations? A good

starting point would be to review the story, "Best Bets for Top MCP Returns"\* in the January issue of the Ontario Milk Producer. In it we present the thinking of some of the best minds in dairy genetics and nutrition. Their job is to help make shipping milk profitable for producers.

In a nutshell, they recommend feeding balanced rations and basing breeding management on the new Lifetime Profit Index. The object is to get the optimum yield of components - butterfat, protein and other solids - from each cow in the herd to maximize profitability.

Producers should remember to read critically and listen critically when MCP is discussed. Applying the wrong management techniques in the barn, based on false impressions, could greatly reduce net returns.

\*Reproduced in the January/February SADA Journal

# REMEMBER WHEN ?

## *20 Years Ago In 1971*

In the September/October Journal of 1991 the lead story concerned Unity or the decision not to amalgamate with the then United Farmers and Graziers Association.

The Central Council resolution was reported as:

“That this Association believes that one voice to speak for the whole dairy industry in this State is desirable, and will consider any proposal which would achieve this result whilst preserving the full effectiveness of the present organisation.”

### *What has changed?*

*Unity with the South Eastern Dairyfarmers' Association has been an enormous step forward. So will statewide equity and one, true voice for all dairy farmers.*

## *50 Years Ago In 1941*

At a meeting held in the ANA Hall Flinders Street Adelaide the notion of equalization was debated at length in order to develop a milk marketing plan. Such matters as the City Milk Bonus and who should receive it, inclusion of the rate and amount of the City Milk Bonus to be shown on Account Sales and the transfer of suppliers from one wholesale firm to another.

The last issue was resolved in the context of petrol rationing although Service Test Quality or weights were legitimate grounds for change regardless of notice times.

*Again these issues are on the table as a new market milk plan is being devised.*

## *100 Years Ago In 1891*

Here are some rules adopted by the American Association of Medical Milk Commissions.

### **"Things to be Avoided by Milkers -**

While engaged about the dairy or in handling the milk employees shall not use tobacco nor intoxicating liquors. They shall keep their fingers away from their nose and mouth, and no milker shall permit his hands, fingers, lips, or tongue to come in contact with milk intended for sale.

During milking the milkers shall be careful not to touch anything but the clean top of the milking stool, the milk pail, and the cow's teats.

Milkers are forbidden to spit upon the walls or floors of stables, or upon the walls or floors of milk houses, or into the water used for cooling the milk or washing the utensils."

*I should think so!*

## MILKY WAY

Each week a youngster would bring home from Sunday School an illustrated card that dramatised one of the Ten Commandments. The first week the card depicted people worshipping at a Church. Another week to illustrate the precept "Thou shalt not kill", the picture showed Cain the act of slaying Abel.

"I waited with considerable alarm for the seventh week," reports the child's father. But fortunately tact and delicacy prevailed. Under the caption 'Thou shalt not commit adultery' was a picture of a dairyman leering villainously as he poured a huge bucket of water into a can of milk!"

- "Reader's Digest"

Published in the SA Dairymens Journal July-August 1973 (*sic*)



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## Environment Management Division

Issue No. 1 (October 1991)

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24 OCT 1991

### OZONE PROTECTION NOTES

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## REFRIGERATED MILK VATS AND OZONE PROTECTION IN SOUTH AUSTRALIA

### Introduction

Most refrigerated milk vats currently use refrigerant R12 (CFC12) which is an ozone depleting substance. The use of R12 in refrigeration systems is now controlled in South Australia and systems containing more than 3 Kg of R12 must be exempted for use.

In Australia the production and import of R12 is being progressively phased out over the next few years until 31st December, 1997, when the production and import of R12 will be banned.

### New Refrigerated Milk Vats

The use of R12 is not permitted in any new milk vats.

Manufacturers of milk vats are currently using R22. It is anticipated that R22 will be available until at least 2030.

### Existing R12 Vats

Existing R12 vats may be repaired and re-gassed. They may also be relocated to other premises belonging to the holder of the exemption for use, providing that the Department of Environment and Planning is advised.

### Transfer of Ownership of Existing R12 Vats

Existing R12 vats may only be transferred to holders of exemption to use and are subject to the following restrictions:-

Before secondhand R12 vats are sold or transferred to new owners an application must be made to the Department of Environment and Planning.


Generally, transfer of R12 vats will be permitted on condition that the new owner has an exemption and the refrigeration contractor installs the refrigeration system in accordance with the Code of Practice for commercial/industrial refrigeration equipment. The new owner should be aware that the future availability of R12 cannot be guaranteed and that the cost of R12 can be expected to increase rapidly as supplies diminish.

### The Future


Refrigerant suppliers have indicated that they may have acceptable replacement refrigerants and the technology for their use in existing R12 vats available in Australia by late 1992. If field performance is satisfactory, use of this refrigerant could extend the life of existing R12 milk vats.

**WORK  
WANTED**

**WILLIAM HANNAFORD - GENERAL FARM WORK - RESUME AVAILABLE  
FROM SADA HEAD OFFICE.**



**"Before you borrow  
money from a friend,  
decide which you need  
more."**



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"Agnesi ll's that heavy, chewing sound agaln!"

A bank manager travelled to the remote highlands of Tasmania to serve an eviction notice on a small farmer. Seeking to soften the blow and noticing hordes of yelling ankle-biters surrounding the small homestead shack, he said, "I see you have a nice bunch of children, Mr. Jones. It must be something to do with this invigorating mountain air.

"My wife and I haven't been able to have children, do you think if I brought her up here it would do the trick?"

The farmer sucked reflectively on his pipe and said, "Yeah probably. You could drop her off on Friday night and pick her up on Monday".

Dressed in flamboyant sport shirt and loud-checked slacks, the university student, home for vacation, was met by his somewhat old-fashioned father, who eyed his attire and then said, "Son, quite frankly you look like a damn fool." On the way home they met an old family friend who greeted both cordially and said to the young man, "John you're getting to look more like your father." "Yes", said John, "So Dad was telling me."

Sitting behind a large desk, the consultant held forth for an hour, giving a farmer far-ranging advice in authoritative tones. There was a moment of silence as the farmer gently fingered the brim of his sweat-stained hat. "How much are you charging for this advice?" he finally asked.

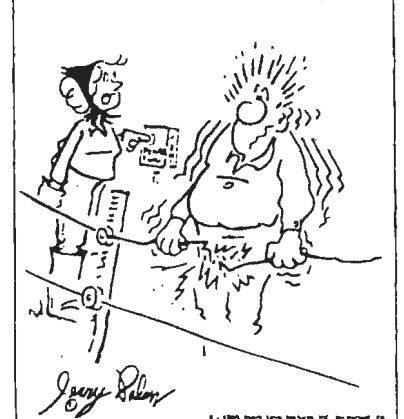
"That'll be \$100," said the consultant. "thank you, but I don't think I'll take it."

**Bonnie**



"Worst case of milk fever I have ever seen. She's giving pasteurized milk!"

**STAMPEDE** By Jerry Palen

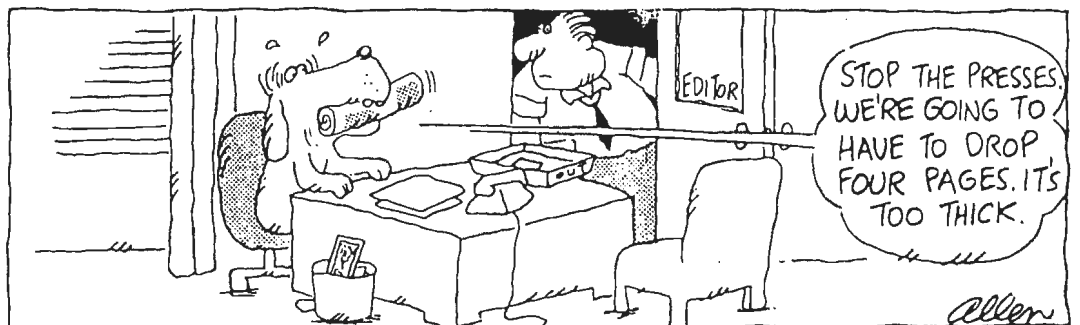


"On or off! Make up your dang mind!"

**BORE:** a man who deprives you of solitude without providing you with company

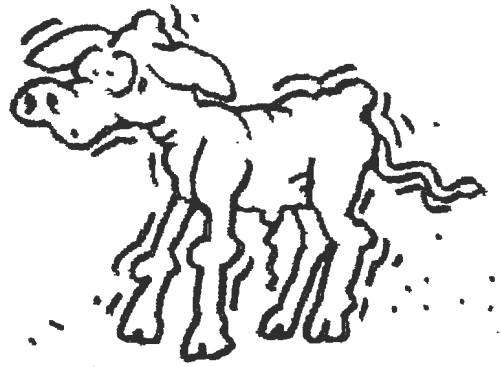
☛ Gian Vincenzo Gravine (1664-1718)

\* A nice thing about smiles is one size fits all



*The*

# *CALF PATH*



*One day, through the primeval wood,  
A calf walked home, as good calves should;  
But made a trail all bent askew,  
A crooked trail as all calves do.  
Since then two hundred years have fled,  
And, I infer, the calf is dead.  
But still he left behind his trail,  
And thereby hangs my moral tale.*

*The trail was taken up next day  
By a lone dog that passed that way;  
And then a wise bell-wether sheep  
Pursued the trail o'er vale and steep,  
And drew the flock behind him too,  
As good bell-wethers always do.*

*And from, that day o'er hill and glade,  
Through those old woods a path was made;  
And many men wound in and out,  
And dodged and turned and bent about  
And uttered words of righteous wrath  
Because 'twas such a crooked path.  
But still they followed - do not laugh -  
The first migrations of that calf,  
And through this winding wood-way stal-  
ked,  
Because he wobbled when he walked.*

*This forest path became a lane,  
That bent and turned and turned again,  
This crooked land became a road,  
Where many a poor horse with his load  
Toiled on beneath the burning sun,  
And travelled some three miles in one,  
And thus a century and a half  
They trod the footsteps of that calf.*

*The years passed on in swiftness fleet,  
The road became a village street;  
And this before men were aware,*

*A city's crowded thoroughfare,  
And soon the central street was this  
Of a renowned metropolis;  
And men two centuries and a half  
Trod in the footsteps of that calf.*

*Each day a hundred thousand rout,  
Followed this zig-zag calf about;  
And o'er crooked journey went  
The traffic of a continent.*

*A hundred thousand men were led  
By one calf near three centuries dead,  
They followed still his crooked way,  
And lost one hundred years a day;  
For thus such reverence is lent  
To well-established precedent.*

*A moral lesson this might teach,  
Were I ordained and called to preach;  
For men are prone to go it blind  
Along the calf-paths of the mind,  
And work away from sun to sun,  
To do what other men have done.*

*They follow in the beaten track,  
And out and in, and forth and back,  
And still their devious course pursue,  
To keep the path that others do,  
They keep the path a sacred groove,  
Along which all their lives they move.*

*And how the wise old wood-gods laugh,  
Who saw the first primeval calf;  
Ah! many things this tale might teach  
But I am not ordained to preach.*

*Sam Walker Foss 1895*



## THE HEALTHY PINTA

**Drinking milk could well reduce your chances of heart disease according to the results of a study backed by the Medical Research Council.**

THIS welcome news for consumers has caused considerable media interest and upset a number of existing theories about the harmful effects of too much fat in the diet. Even more revolutionary is the finding that the many nutrients in milk actually protect the arteries against the accumulation of atheroma, the thickening of the inner coat. The more milk you drink, it seems, the greater your protection!

The study responsible for producing these findings - one of the largest on heart disease ever undertaken in Britain - was carried out by the Epidemiology Unit in Llandough Hospital, Penarth over a period of 10 years. Over 4,000 middle-aged men in Bristol and Caerphilly were surveyed on their individual life styles and their intake of 20 different foods including carrots, fruit juices and alcohol, fish and baked beans. It was the connection between milk drinkers and the incidence of heart disease, however, which provided the most striking results and gave evidence of a trend.

Nearly 10 per cent of those who drank no milk went on to have

heart attacks, compared with 6.3 per cent who drank half a pint daily and 5.8 per cent who drank between half a pint and a pint. Those drinking more than a daily pint had even fewer heart attacks: only 1.2 per cent of those surveyed. Nor, according to the report, did skimmed and semi-skimmed milk figure in the findings. At the time of setting up the survey, low-fat milk was not widely available and responses were based on consumption of ordinary whole milk. "IHD (Ischaemic Heart Disease) incidence decreased strongly as the daily milk consumption increased" said the report.

Butter was also given a more positive image by the study. The odds on getting heart disease was put at 1.0 for those using butter against 1.80 for those using polyunsaturated margarine and 1.4 for those using other 'soft' margarines. Butter, along with milk and the baked beans (rich in soluble fibre) were, in fact, the three foods which the survey concluded gave "somewhat unexpected" results in terms of their positive benefits to consumers.

## AI - IMPROVING SEMEN HANDLING TECHNIQUES

**Research into the techniques of handling semen between processing and insemination is leading to improved conception rates throughout the**

**Scottish Milk Marketing Board area with the non-return rate (NRR) already increasing by 3 per cent.**

THE research and development programme carried out at Newlands Cattle Breeding Centre initially focused on the potential of damage to semen during transfers, thawing and the loading of guns. Also investigated was the individual inseminator's technique from tank to cow. As a result of the research, all of the Livestock Division's inseminators have been trained in new semen thawing techniques and supplied with a 'new magic box' which can be transported in a car.

The success of AI can only be measured by the NRR over large numbers. Since the introduction of the new semen handling techniques the NRR increase of 3 per cent ties in closely with the conception rate results on farms where only AI is used with no bulls present. The improved insemination results have been noted in the Livestock Division's monthly analysis and also by many farmers.

At Sandieston, Lochwinnoch where there has been only one bull on the farm in the last 40 years, the good conception rate has been made even better with the magic box.

Alistair Kerr, Camiscan, Craigie was 'delighted with the service' and said 'the new technology certainly gets my cows in calf'.

Research and Development into better conception performance is continuing with Livestock Division field trials in an attempt to improve NRRs and subsequent financial losses due to extended calving intervals and semen costs. There is, however, much that can be done by the individual stockman to help get good results.

Stress around the time of insemination, for example, can lead to lower conception rates. And good facilities for handling and holding cows for AI can improve results. Farms with purpose-built AI stalls have found them an excellent investment in reducing stress. A recent survey also found that about 5 per cent of cows presented for insemination were not in season - a factor which could be solved with aids to heat detection.

## FROM THE DAIRY.....

## TO THE TABLE



### COUNTRY RICE PUDDING

**Ingredients:** 3 cups water, 3/4 cup long-grain rice, rinsed 3 1/2 cups hot milk 1/3 cup granulated sugar 1/4 cup golden seedless raisins 1/4 cup sultana raisins 1 egg 2 egg yolks 1/4 heavy cream pinch salt grated rind 1 orange grated rind 1 lemon

**Method:** Preheat oven to 180 degreesC. Butter 8 cup souffle mold and sprinkle sides and bottom with brown sugar; set aside.

Bring water with pinch of salt to boil in saucepan over high heat. Add rice, stir to loosen and cook, covered, 10 minutes over medium heat.

Drain well and set rice aside to cool.

Mix hot milk with sugar. Stir in rice, raisins and fruit rinds. Pour into prepared mold and bake 1 hour.

Mix all eggs with cream in a bowl. Remove souffle mold from oven and incorporate egg mixture to pudding.

Return to oven and resume cooking 15 minutes.

### ● PLUM FLAN

#### *Pastry*

1/3 cups wholemeal flour 100g butter 1 egg yolk a little milk

Rub butter into flour, add egg yolk and enough milk to form firm dough. Roll out and line 20 cm flan dish. Prick base a few times with fork.

#### *Filling*

3 egg yolks 1/4 cup honey 300 mL plain yoghurt 1/2 teaspoon powdered cinnamon 500g small plums, halved land stoned 1/2 cup blanched almonds 1 tablespoon brown sugar

Beat yolks with honey, yoghurt and cinnamon. Pour into pastry case.

Arrange plums, cut side down in yoghurt mixture. Bake at 200 degreesC (400F) for 35-40 minutes, until custard is set. Sprinkle with nuts and brown sugar and brown under hot grill.

Serves 6.

### PASSIONFRUIT CHEESECAKE

**Ingredients:** 250g Granita biscuits, crushed 125g butter or margarine, melted 400g Peach & Passionfruit Frúche 1 egg white, stiffly beaten 2 passionfruit juice and rind of 1/2 lemon 1 rounded dessertspoon gelatine 1/4 cup water

**Method:** Mix together crushed biscuits and melted butter or margarine. Press into a springform tin, pressing it up the sides. Refrigerate to firm. Fold stiffly beaten egg white into the Frúche; stir in passionfruit pulp, lemon juice and rind. Soften the gelatine in the water. Warm in microwave or over a saucepan of simmering water. Stir until dissolved. Stir into Frúche mixture. Pour into prepared shell. Refrigerate to set.

If desired sprinkle the top with toasted nuts or toasted coconut or decorate with unbulled strawberries.

Note: for a low fat dessert, omit the crumb crust and set in individual dishes.



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THE SOUTH AUSTRALIAN DAIRY FARMERS'

**JOURNAL**

The Official Publication of the South Australian Dairyfarmers Association Inc



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## CHALLENGES FOR THE NEW YEAR.....

# PLANNING & EQUALIZATION

### PLANNING

The Mount Lofty Ranges No. 2 Supplementary Development Plan has expired as of 7 November. In its place the Minister for Environment and Planning has imaginatively put the Adelaide Hills/Fleurieu Peninsula Supplementary Development Plan for a period of twelve months.

This "new" plan basically retains the restrictions of the previous "temporary" plan.

Perhaps it is pertinent to publish the recommendations from the report of the Advisory Committee on Planning:

### RECOMMENDATIONS

(1) The Mount Lofty Ranges No.2 SDP be authorized in its current form, but be replaced by the regional SDP within twelve months of the authorization of this Plan. The new SDP, to be prepared as a matter of priority, should address the following issues:

- (a) the concept of Transfer of Development Rights and Transfer of Titles, as a means of managing development in the Ranges.
- (b) Abandonment of the four hectare limit as a basis for development control.
- (c) Creation of a single Water Catchment Zone.
- (d) Division of the Ranges into three areas, namely Barossa, Central Hills and the Southern Fleurieu as a basis for policies.
- (e) Detailed amendments relating to the following:
- Areas subject to operation of the SDP
  - Wording of prohibitions
  - List of prohibited uses
- (These matters are addressed in detail in submissions number 5, 47, 69, 71, 90 and 92). Submission 69 is SADA's.
- (2) In regard to existing development in the ranges, the Mount Lofty Ranges Management Plan should address the following issues related to the Watershed.
- (a) The upgrading of existing outdated septic systems.
- (b) The upgrading and maintenance of E&WS systems.

### in this issue

- Fresh Directions - The Challenge Ahead
- Travel & Education Opportunities
- Cost of Production Survey Results
- Future Strategy

- (c) Ensuring up-to-date technology is used in agriculture.

In the new temporary plan Attachments A & C, paragraphs 42 and 43, and 28 and 29 respectively, state -

42/28 Development within the Adelaide Hills/Fleurieu Peninsula area should be compatible with its use as a water catchment and storage area, and with its values as an area of agricultural production and scenic quality.

43/29 Development should primarily be limited to that which is essential for the maintenance of sustainable grazing, commercial forestry and mixed agricultural activities.

The question that must occur to SADA members is HOW are these noble objectives to be achieved in a fair manner?

Take Recommendation (2) (c) of the Advisory Committee's report: How can that be achieved? If it can be there is no need for any extension services or education of farmers about new methods.

How can there be sustainable agriculture without family farms that will require new houses, extra houses built on contiguous titles?

Are families to be split up in the name of clean agriculture?

The evidence linking dairy-

ing to water pollution is yet to be established and presented to the industry. How can an industry that has reduced its total herd size dramatically contribute an increasing amount of pollution?

There are a number of very sensible measures hinted at and which dairy farmers could well benefit from in the future. Septic systems is one case in point.

I would urge all members in the Mount Lofty Ranges to obtain a copy of the "new" SDP and consider it thoroughly. Help SADA develop its response and policy on these issues.

### A WORD ON EQUALIZATION

There is much conjecture about statewide equalization and its likely impact on income. The system used, production patterns, seasonal factors, gazetted farmgate price and a range of other factors will influence each individual impact. The likely impact for central region farmers is a hypothetical guess by any one who wants to do so. Members need to be confident that SADA is working to get the best possible arrangement for all members whether they live in the Mid-North or the South East or the Central Region. Unity is not a strength you should ever cede nor fail to use to its maximum extent.

I would urge all members to keep in mind the power of commercial forces in shaping the destiny of the industry. The national

dairy game will be played with an increasing disregard for regional groups and introverted parochial interests.

What is essential is strong management to ensure South Australia as a state has a base upon which to keep a dairy industry, from grass to product consumption, alive and well.

### AN OBSERVATION ON BOTH OF THESE ISSUES

With planning restrictions, effluent control and water management costs impinging on dairy farmers in the Hills the value of a statewide equalization system should be apparent. Every member of SADA should be able to maximize their income without having trade barriers holding them back. We have a chance to create opportunities before the impact of adverse laws lock people into loss situations.

### SEASONS GREETINGS

At this time of the year it behoves me on behalf of Jenny, Sue and myself to wish all members a happy Christmas season tinged with a restful soak of rain. We thank you for your support and friendship over the past year.

1992 will be a year of changes for us all!

*Terry Inglis  
Executive  
Officer*





# PRESIDENT'S COMMUNIQUE



Good news at Christmas is a criteria I have tried to meet with this communique. Subsequently the first part of my article will list some of the positive things that are happening.

**INTERNATIONAL PRICES FOR DAIRY PRODUCT** have firmed significantly since July this year. Favourable currency movements and policy management decisions in the EC are the main contributors for the market turn around.

Only last week I was still receiving positive vibes regarding the demand for cheese on the world market.

However, while current higher prices are likely to be maintained at least up to the end of March 1992, major market uncertainties still persist. Seasonal increases in production in the Northern Hemisphere during the middle of next year could put pressure back on the world price.

At the Annual Meeting of ADIC on December 4th, Dr. Neal Blewett gave us some hope of improvement in the future although his description of progress in reform of GATT was in using the words "a tentative momentum to alter the massive distortion to agricultural trade". Dr. Blewett also indicated that at the moment it is the first time in 40 years that the GATT round is based around agriculture. He further indicated that it was better to continue negotiations even if we are not successful in the short term - for while agriculture is the main issue there is still hope if pressure is continued.

The good news is the fact that Dr. Blewett believes Australia's economy will depend more and more on agricultural and mineral trade in the future.

**ADHIS** - Ray Heinrich and I will be attending a workshop in Melbourne in February 1992 to focus on future directions for ADHIS. It is important that members who have individual ideas and points of view regarding Australian breed values and other alternatives should contact Ray or I during January. ADHIS has an excellent record of success to date - perhaps we can even make it better?

**REPRODUCTIVE SURVEY** - The work that has been recently completed by Dr. Douglas Wilson will soon be circulated to farmers in a user friendly document. Hopefully this information will help individual farmers as well as make a positive contribution to a national reproduction workshop planned by the DRDC to be held early in 1992.

**EFFLUENT CODE OF PRACTICE FOR THE MOUNT LOFTY RANGES** - Phil Hazel from the E&WS is to be commended for his effort in preparing the last two drafts. However there will be more drafts to come as the dairy farmers and other members of the working party grapple with the issues.

There is still a problem in deciding what is the optimum way of managing effluent in the hills and having made that decision the next process is to decide who bears the cost. I believe there will be come cost benefit to the farmer through utilization

of the nutrients where practicable - and there will be a cost benefit to society through better water quality in the catchment systems.

We must ensure that there is a proper cost analysis carried out to ensure the cost of worthwhile benefits are shared equitably.

More good news - **THE IDF 78TH ANNUAL SESSIONS** will definitely be held in Adelaide in 1994 - something to plan for and look forward to. The International Dairy Congress will be held in Melbourne immediately following the annual sessions.

**MBA** - Congratulations Terry Inglis for your excellent effort in completing all of your subjects and your project as fulfillment of your Master of Business Administration Degree.

Some time in the future members will have the opportunity to read the complex document titled "Managing Diffusion in the South Australian Dairy Industry".

Well done Terry!

**IC** - From an Australia wide industry point of view we would like to just note the content of the IC Report and put it behind us.

To achieve a positive approach for the future, industry has developed a blue print - consisting of 12 key points critical to the future function of the Australian dairy industry. A brief outline is included in the centre of this Journal.

These 12 points were conveyed to Simon Crean at the recent ADC Annual Meeting. A lot of work still needs to be done at national level to ensure sensible legislation is drafted by May next year - we will keep you informed.

**STATEWIDE EQUITY** is the big issue facing farmers in South Australia and the following position paper which I have prepared will help to bring you up to date.

## POSITION PAPER Re STATEWIDE EQUITY

**PROGRESS DEVELOPED WITH THE ASSISTANCE OF RIC TEICHERT PRIOR TO THE GREEN PAPER PROCESS.**

1. Farmer agreement in all 3 regions based on premium share on % basis using a more accurate base price.
2. This sharing was conditional on a transport adjustment on SE region payment at a rate compatible to the formula currently applied with the license fee. (This condition was agreed to reluctantly by the SE region in the spirit of compromise to ensure an end result.)
3. For the reason that the northern area does not currently have a manufactured milk price the north was included in, and intended to be treated the same as, the Central Region.

4. *One Act - one Farm Gate Price across the State would mean changes to the level of price paid for market milk in the North and SE region.*

*It was agreed that levy rebates could be utilised to phase in the upgrading processor payments over a period of 3-5 years in those regions.*

5. *It was agreed in principle to use a Highest Predicted price to ensure that a more accurate base price was used to calculate the premium payment to be paid into the Equity Pool.*

6. *The question of including flavoured milks in the gazetted Farm Gate Price was at that time a grey area. The SE arrangement of processors paying 81%-82% of the Farm Gate Price was noted.*

7. *It was noted that physical transfer of milk for market milk applied in the SE and in Victoria for the reason that market milk processors in both instances did not have any suppliers.*

*Rational sourcing of milk for market milk purposes was considered best for the state of South Australia, ie milk for market milk would be drawn in the first instance from those regions closest to the processing plants, ie Adelaide, Port Pirie and Mt. Gambier respectively. Transport operators were considered to be the only benefactors of trucking liquid milk across the state - hence the logic of the transport differential ie. Central Region & Northern farmers pocket the money that would have been spent trucking the milk from the SE region.*

8. *It was considered necessary that the new State-wide Act would include parallel legislation to facilitate the continuation of an industry operated Equity Scheme.*

9. *With general agreement on the preceding 8 issues it was decided to meet with the companies to develop a common point of view. On the 7 May 1990 at 10.00 a.m. a meeting was convened at the Metropolitan Milk Board premises in Hutt Street. The meeting was attended by representatives of SADA, SEDA, Barossa Mid/North Co-op, Metropolitan Milk Board, Farmers Union Foods Ltd, Dairy Vale Co-op, Kraft Foods and Mt. Gambier Co-op.*

*Following a brief update on the farmer point of view regarding statewide equity, it was soon discovered that the processor points of view were far apart. Furthermore the discussions exposed a lack of consensus of farmer views.*

*It was considered futile to continue the meeting with such disagreement between the processors.*

*The processor representatives present at the meeting undertook to meet and resolve their differences.*

*Throughout the whole process the figures produced by Ric Teichert were used as a basis of comprehension of the status quo and the changes in revenue base of farmers and processors.*

#### **POSITION CHANGES DURING THE GREEN PAPER PROCESS.**

*Subsequent to the Green Paper being released SADA has documented South Australian farmers viewpoints regarding new statewide legislation.*

*This response must be taken into account when assessing the current "Position".*

*Other factors relevant to the current position are:-*

1. *"A united farmer organisation". The amalgamation of SADA and SEDA was a result of agreement on a number of principles including the commitment to achieve statewide equity as soon as possible and coinciding with new statewide legislation.*

2. *"The Ballarat Agreement" This agreement, to which SADA is committed is totally compatible with the aims of new statewide legislation.*

*The principle aims of the agreement are:-*

(a) *A regulated Farm Gate Price for Market Milk as defined at that time in the NSW - Victoria market milk definition.*

(b) *The continuation of the All Milk Levy at a level necessary to achieve the maintenance of manufactured product price comparable to a NZ landed price.*

(c) *Agreement to (a) and (b) was contingent on the implementation of legislation with a similar effect to Section 38 in Victoria to ensure a Farm Gate Price is paid for all milk sourcing liquid products as defined in the NSW - Victorian definition that are sold in other States. (it is intended that this discipline would replace the Comfort Clause.)*

3. *The IC Inquiry" The Industry Commission Inquiry has focused on relevant industry disciplines relative to statewide equity.*

*It must be noted that although the IC have been unreasonably critical of the Australian dairy industry it appears to support the regulated Farm Gate Price. Temporarily it is fair to say the politicians view points appear to be sympathetic to the dairy industry points of view (however - only time will tell.)*

*Subsequent to the IC Inquiry the Ballarat Agreement has been strengthened with the development of a Blue Print for the future of dairying in Australia. (again - precisely compatible with the goals of new statewide legislation in SA).*

4. *It should be noted that the concept of a Highest Predicted Price - (to reflect a more accurate base from which to calculate the premium to paid into the pool) has been discussed.*

*The principle of the Highest Predicted Price was used in the FUFL account sales for milk produced in July 1991. The concept was referred to as using a type of historical price.*

5. *Following the lack of recognition that statewide equity received in the SA Dairy Industry Green Paper, SADA approached Minister Lynn Arnold for the part-time release of Metropolitan Milk Board secretary, Ric Teichert - the valued services of Ric Teichert have since been made available to work with SADA in an attempt to achieve a common industry view point concerning management of a statewide equity scheme.*

*The logic of this commitment is to ensure a positive contribution can be made to aid the Minister in drafting the necessary legislative components to achieve not only a statewide Farm Gate Price but also parallel legislation to facilitate industry management of the new statewide equity scheme.*

6. *In recent weeks the subject of flavoured milk*

pricing (or lack of) in SA has developed as an urgent matter to be resolved.

The risk of UHT milk products destroying the revenue base for farmers in Australia through pressure on regulated Farm Gate Price has been staring industry in the face for some years.

All processors of flavoured milk along the eastern seaboard pay a regulated price for milk used in flavoured milk at a price equivalent to 90% of the gazetted Farm Gate Price paid on the number of litres of actual flavoured milk sold.

Following discussions with farmers in other states it was decided to request a regulated Farm Gate Price for milk used in UHT and fresh flavoured milk processed in SA.

A price equivalent to 75% of the Farm Gate Price was considered adequate.

This disciplined price at 75% meets with the broad principle of the Ballarat Agreement and is considered competitive against NZ landed UHT products that may be marketed in Australia in the future.

SADA has written to the Metropolitan Milk Board requesting that a price equivalent to 75% of Farm Gate Price be regulated for UHT and fresh flavoured milk.

Following previous consultation on the matter - copies of the letter were sent to the Minister of Agriculture, Farmers Union Foods Ltd and Dairy Vale Co-op.

On Wednesday November 20 an industry meeting was called by Brian Hannaford.

Mr. Hannaford informed the meeting that his Board were prepared to recommend to the Minister the inclusion of UHT, and fresh flavoured milk at 75%. In response to a letter from Farmers Union Foods Ltd to the Board he explained the Board was not prepared to gazette one without the other (apparently the FUFZ request was for UHT only).

All industry participants including vendors at the meeting except representatives of Farmers Union Foods Ltd were supportive of the Board's recommendation. (Dairy Vale Co-op were prepared to sign a statutory declaration with regard to milk supplied to Nippys who process outside of the area defined under the Metropolitan Milk Supply Act.)

The pricing of these UHT and flavoured milk products can be addressed by alterations to the Regulations of the Metropolitan Milk Supply Act.

This matter remains critical to resolving the threat to destroy regulated prices for flavoured and UHT along the eastern seaboard and is also critical to bring SA in line with the Ballarat Agreement.

Furthermore it should be noted that the matter is far too urgent to be catered for within the new Act or the White Paper process. However achieved discipline of this nature could be used as a springboard for new legislation.

7. All of the factors raised in this paper, . Prior to Green Paper 1 - 9. Subsequent to Green Paper 1 - 6, are relevant to the current status regarding the progression of Statewide Equity.

In an effort to include all of these factors and known processor points of view:- Ric Teichert, Terry Inglis, Roger Basham and I have discussed 3 options.

**OPTION (a) - % share - similar to the current Metropolitan Equalisation Scheme with one major change - ie. the market milk base price on which the pool premiums are based would be far more accurate with respect to the final price paid for manufactured products.**

The concept could be referred to as a Highest Predicted Final Price, ie. the formula for calculation would be the final (or estimated final) price for the previous year plus or minus the trend of the opening price. It would be monitored monthly to accommodate changes to the opening price.

This system would operate under similar rules that apply under the current Metropolitan Milk Equalization Agreement which operates in the Central Region.

A similar system to this option currently operates in Tasmania.

Management of supply of milk to the processor is covered in the current rules by "Accommodation Milk" being made available by other companies when the processor company has used all of its own supply.

**OPTION (b) - % share - similar to (a) with proportional (to sales) allocation of entitlements to transferable milk as a predetermined premium over and above the price paid for manufactured milk. This system is best described by focusing on the system used in USA.**

Where a processor purchasing milk from another processor is obliged to pay a pre-determined premium, adopted across all states, of \$3.00 per cwt of milk at a standard fat and protein test.

The USA price currently paid by a processor to the farmer is approximately \$11.00 - \$12.00 per cwt.

Hence the processor premium paid to acquire extra milk is approximately 25% - 27% above the farmers' price (e.g. manufacture price = 20 cents; then inter-company price = 25.4 cents approximately).

The major difference to the USA example is that all SA companies would be obliged to make their proportional allocations available on request.

In the USA companies wanting to purchase milk from another company or state must gamble on the availability and subsequently tailor their farmer payments against the estimated costs of paying for and carting milk from wherever it may be available. (in some cases travelling across 2 or 3 state borders).

\* A detailed explanation of this system is being prepared by Terry Inglis.

**OPTION (c) - Full Farm Gate Price paid for % of sales against volume of intake calculated on a monthly basis. ie. A farmer would receive say 36% paid for at the Farm Gate Price and 64% paid for at manufactured price.**

This system is simple except for the complexity of compulsory Physical Transfer of milk proportional to the volume of sales of market milk.

The market milk processing sector has been

developed and maintained under a % system with a commercial base and to change to a totally different system would require a close study of future ramifications.

8. Above all the farmer point of view must ensure the SA industry is strengthened to the extent of increasing the demand for all milk for this demand in turn affects the competitiveness of price. (W.A. is a good example).

**WHITE PAPER** - I am writing this Communique only hours before meeting with our Minister of Agriculture, the Honourable Lynn Arnold, to hopefully discuss the content of the White Paper.

There is no doubt that new legislation evolving from this process will bring about major change to our dairy industry in South Australia.

There are several ways that change can happen - the best way is to create the change yourself!

This philosophy was paramount when SADA facilitated the November 1989 Think Tank at a time that coincided with the impending Legislation Review.

There is no doubt that this initiative was commendable - but the momentum of farmers driving change **MUST BE MAINTAINED.**

The process thus far has clearly indicated that farmers are virtually on their own with respect to some of the key issues being addressed.

Equalization of market milk premiums is a critical

issue. This is the only medium available to South Australian farmers to ensure that the farmer revenue base is maintained, consistent with the Ballarat Agreement. It is fair to warn members that this traditional system of premium share is seriously threatened.

As the year is almost complete our minds tend to reflect back on the last 12 months - it has certainly been a busy year.

**A Green Paper - White Paper - Industry Commission Inquiry** - a fall in world prices - and above all a recession! - while these were progressing we have also managed to achieve a new approach to Technology Transfer i.e. a mechanism to achieve co-operative management of research priorities and extension programmes.

Undoubtedly the strong support and dedication of the Executive Committee and our entrepreneurial staff (thank you Terry, Jenny and Sue) has been a key factor in our achievements.

Central Council delegates have made an extremely professional contribution to the success of SADA and must be commended for their diligence and support.

To all members of SADA and readers of our Journal, I wish you a joyous Christmas and a happy and prosperous New Year.

**ALLAN MANNING,**  
General President

## CHEMICAL INDUSTRIES

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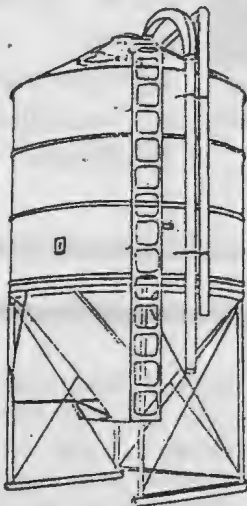
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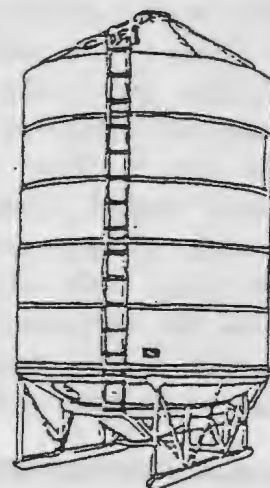
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# ADC PROMOTES HEALTH AND NUTRITION IN SCHOOL



On 30 October the Australian Dairy Corporation and other members of the food industry held a Health and Nutrition Luncheon at Walford Girl's School in Unley, with the emphasis on educating the girls in the "positives" of healthy food and in the prevention of osteoporosis.

The luncheon offered a grained bread cheese and salad sandwich, a hard boiled egg, a 'Lite n Fruity' yogurt, a low fat milk, an apple and an orange. ADC also took the opportunity to include a brochure on osteoporosis with

each meal.

The school's Canteen Committee helped prepare the meals and a charge of \$2 per order was used to purchase a

microwave oven for the canteen.

Bob Snewin, ADC Regional Manager SA/WA/NT, said the willingness of Apple and Pear Growers, Citrus Board, Baker Boy, Dairy Vale, Egg Board and Bonlac foods to be involved in this function with ADC helped to make it a huge success educationally for health and nutrition as well as financially for the school.

ADC will continue with its 'Good Food, Good Health' promotions and will approach other schools to co-ordinate further luncheons.



HAPPY, HEALTHY SMILES FROM A GROUP OF WALFORD SCHOOL GIRLS.

## LONG HOT SUMMER

Whilst most areas of the State enjoyed good early rains, the lack of cool damp weather has meant that grass and undergrowth is beginning

to dry in most areas.

The risk of fire looms ominous again this season.



To take advantage of the Benefits and the Security of insurance, why not ring your nearest Federation Office, or Adelaide on (08) 272 5100:

**YOU CAN RELY ON FEDERATION INSURANCE**

# REMEMBER WHEN ?

## *20 Years Ago*

The November/December 1971 edition of the Journal was dedicated totally to espousing the Association's view on the ADIC Long Term Plan and the Two Price Quota Scheme. Page after page of justification for protection and regulation.

The irony, 20 years on, is that we are currently going through the same cycle. Included as a pull-out centrepiece in this Journal is the ADIC strategy to take the Australian dairy industry through the rest of this decade. Much of it predicated on reduced regulation - much reduced.

*This indicates that the industry is more robust now and willing to meet fair competition.*

## *50 Years Ago*

There was a meeting of the Executive Committee on 8 December 1941. Whilst Pearl Harbour was not mentioned the following resolution was put:

“That the General Secretary obtain a stationery electric fan for use in the typiste's office and an oscillating electric fan for the Secretary's office.” (sic)

and carried.

*Air conditioning has arrived at SADA!*

## *100 Years Ago*

In the USA 100 years ago.....

“Among the patrons of every cheese factory and creamery in the land, you will find a few who are making double the profit on their cows that others are. What causes the difference? Simply the exercise of better thought, better knowledge and more energy. Too many refuse to believe that this business requires intelligence. They are being severely punished year after year for their skepticism.”

*W.D. Hoard, Founder Hoard's Dairyman*

*Has anything changed?*

# ARRESTS, GATES & ANIMALS



Below are extracts from the Summary Offences Act reproduced for members' information.

The first deals with citizens' arrests, the second with gate related offences and the third with animal disturbance.

## ARREST BY OWNER OF PROPERTY OR BY SERVANT OR AGENT OF OWNER

**76.** (1) If the owner of any property, or the servant or agent of the owner of any property, finds a person committing an offence on, or with respect to, that property, the owner, or the servant or agent, may apprehend the offender and deliver the offender forthwith into the custody of a member of the police force to be dealt with according to law.

(2) In this section -  
"owner", in relation to property consisting of

land, a building or other premises, includes occupier of, and a person-resident on or in, the land, building or premises.

## INTERFERENCE WITH GATES

**17b** (1) A person who, without the authority of the occupier of land on which animals are kept in the course of primary production -

- (a) opens and leaves open a gate on or leading to the land;
  - (b) unfastens and leaves unfastened a gate on or leading to the land;
- or
- (c) on finding a gate on or leading to the land open, closes it and leaves it closed,

is guilty of an offence.

Penalty: Division 9 fine.

(2) It is a defence to a charge of an offence against subsection (1) to prove that the defendant's act was not intended to cause loss, annoyance or

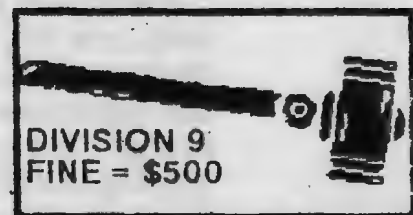
inconvenience and was not done with reckless indifference to the interests of the owner of the animals.

## DISTURBANCE OF FARM ANIMALS

**17c** (1) A person who, while trespassing on land on which animals are kept in the course of primary production, disturbs any animal and thus causes harm to the animal or loss or inconvenience to the owner of the animals is guilty of an offence.

Penalty: Division 9 fine.

(2) It is a defence to a charge of an offence against subsection (1) to prove that the disturbance was not intentional and did not arise from recklessness on the part of the defendant.



FRESH  
↓

DIRECTIONS →



# DAIRY FARMING: THE CHALLENGE AHEAD



**DONALD L. BATH** - Extension Dairy  
Nutritionalist, Department of Animal Science,  
University of California

## SUMMARY

Dairy farming in the future will require increasing business acumen on the part of dairy farmers. Recent trends to larger herds and high average milk yields may cause a decrease in the use of pasture as the major forage source for some Australian dairy cows. More supplemental feeds, both forages and concentrates, will be necessary to fulfill nutrient requirements of genetically superior dairy cows. Higher energy and protein levels will be necessary to obtain full benefits from emerging products of biotechnology such as bovine somatotropin. Computer software will be a major tool of dairy farmers in determining strategies for breeding, health, and feeding programs that optimize productivity and profitability of the dairy enterprise.

## INTRODUCTION

When looking ahead, it is wise also to look back at where we have been to see if it provides any clues as to where we are going. Recent trends in the Australian dairy industry are similar to those experienced in my home state of California in the 1950's and 1960's. Those data are shown in Tables 1 and 2.

Numbers of dairy farms in both California and Australia have been declining steadily while numbers of milk cows per farm have increased. Average number of milk cows in California increased from 84 in 1960 to 460 cows per farm in 1989. In Australia, the increase between 1970 to 1985 was from 75 to 100 cows per farm. Although the rate of increase in Australia was much smaller, the direction was the same.

Average milk yields also show the same trends. Annual milk yields in California increased from 4,311 kg per cow in 1960 to 7,957 kg per cow in 1989. In Australia, the data in Table 2 indicate an increase from 2,814 liters in 1970 to 3,287 liters per cow in 1985. Again, the increase in average milk yield is evident in both areas.

## HERD SIZE

Larger herds and increased average milk yields bring unique opportunities as well as potential problems.

Larger herds and higher yields make it possible to spread overhead costs over a larger base, justifying the purchase of more specialized facilities and equipment. One example of this in the U.S. is the trend to

on-the-farm mixing of total mixed rations. Hay, silage, grains, by-products, and mineral-vitamin supplements are blended in mixer wagons or trucks and delivered to cows in large feedlot dairies (Coppock et al. 1981). This has proven to be the best method for assuring optimum nutrition to genetically superior cows. It also allows utilization of many by-product feeds in dairy rations. Many of these by-products are excellent sources of nutrients for ruminants but are useless as nutrient sources in human diets. In fact, many would be potential sources of solid waste pollution if not consumed by dairy cows and other ruminants.

## PASTURE

On the negative side is the fact that pasture does not work well as the primary feed source for large herds with high-yielding cows. Pasture was a major part of the diet of many California dairy cows prior to the 1970's but has declined steadily as herd sizes and milk yields have increased.

The amount of land required to pasture large herds, the logistics of moving large numbers of cows, the seasonal variability in forage quality and quantity, and the wasted forage

**Table 1. California Dairy Statistics, 1960-89.**

<u>Year</u>	<u>Dairy Farms</u> (number)	<u>Milk Cows</u> (thousands)	<u>Cows per Farm</u> (number)	<u>Milk per Cow</u> (kg)
1960	9,764	824	84	4,311
1965	6,183	783	127	4,831
1970	4,473	755	169	5,615
1975	3,402	800	235	6,099
1980	2,873	896	312	6,843
1985	2,778	1,004	361	7,547
1989	2,401	1,104	460	7,957

Source: California Agricultural Statistics Service, 1990.

**Table 2. Australian Dairy Statistics, 1970-85.**

<u>Year</u>	<u>Dairy Farms</u> (number)	<u>Milk Cows</u> (thousands)	<u>Cows per Farm</u> (number)	<u>Milk per Cow</u> (kg)
1970	35,691	2,673	75	2,814
1975	27,980	2,355	84	2,759
1980	20,685	1,869	90	2,888
1985	17,916	1,795	100	3,287

Source: Johns and Bull 1985, as cited by Lean 1987.

from trampling and defecation by cows all mitigated against the continued use of pasture by large dairy herds. Today, use of pasture for lactating cows in California is restricted to a very few smaller herds located in the extreme northwest part of the state where climate and topography are similar to the dairy areas of New Zealand. However, most of the rest of the state has extended periods of dry, warm weather with no rainfall expected from May to November. All crops, including pasture, must be irrigated regularly during this period. Under these conditions, use of land for growing alfalfa (lucerne) for hay or haylage, or corn (maize) for silage, results in more forage and milk per hectare, and greater milk yields per cow than from irrigated permanent pasture. Use of stored feeds, such as hay, haylage, and silage, supplemented with liberal amounts of grain-concentrates, results in maximum milk

yields and profits under California conditions. However, it should be noted that the system would not be profitable under New Zealand conditions where milk prices are much lower and grain-concentrate prices are much higher than in the U.S. On the other hand, there are areas of Australia where climatic and economic conditions are more similar to the U.S. than New Zealand, and where feeding and management practices that have proven to be successful in the U.S. may be adaptable to parts of the Australian dairy industry.

## **MILK YIELD - PROFIT RELATIONSHIP**

Documentation of the economic advantage of high milk production comes from a survey of Minnesota dairy farms in 1982 (Steuernagel

1983). Herds were categorized into four groups according to Dairy Herd Improvement Association (DHIA) herd averages (Table 3.) Herds in the low-production group (4,990 to 5,443 kg/cow) were fed the least amount of grain-concentrates, had the lowest feed cost per cow, and has the lowest income over feed cost (IOFC) per cow. The group that returned the greatest IOFC had the highest milk production (above 9,072 kg/cow), the highest grain-concentrates, and the highest feed cost per cow. Although feed costs have a significant effect on profitability of a dairy enterprise, minimizing feed costs does not necessarily increase profitability. Of more importance is maximization of IOFC, which is the money the dairy producer has left from the milk check after paying feed bills. Because IOFC is a function of both milk income and feed costs, minimizing the cost of a ration that provides adequate nutrients for a

Table 3. Minnesota Dairy Herd Improvement Association (DHIA) Survey - 1982.

Milk/cow, kg	4,990-5,443	6,350-6,804	7,711-8,165	Above 9,072
Concentrates, kg/d	7.7	8.2	9.1	10.4
Feed cost/cow/yr	\$650	\$697	\$759	\$827
IOFC <sup>1</sup> /cow/yr	\$875	\$1,242	\$1,530	\$1,887

<sup>1</sup>Income over feed cost.

cow to express her genetic potential for milk production should be the ideal for which to strive.

## BUSINESS MANAGEMENT

Larger herds with higher-yielding cows are more likely to benefit from many of the new technologies that are emerging. Products of biotechnology, such as bovine somatotropin, will be used more successfully in well-fed and well-managed herds. In general, larger herds are better-managed than smaller herds because of the specialization that is possible. On larger dairy farms, there are hired milkers and feeders, thus allowing

the owner or manager to handle the planning, analysis, and business aspects of the dairy farm. This type of manager is more likely to be aware of emerging technologies and have the time and ability to implement new ideas for the betterment of the dairy enterprise.

## COMPUTER TECHNOLOGY

The dairy industry will continue to increase the use of computer technology in all phases of herd management. The superior genetics of modern dairy breeds is largely due to the ability to collect and analyze by computer voluminous milk yield data

for identification of superior sires. Computer programs for development of on-farm health and reproduction reports are extremely useful in managing a dairy herd. Diet formulation and analysis programs take advantage of the computer's ability to test all combinations of available feed ingredients and select the combination that will result in optimum nutrition and profitability from a cow or group of cows (Bath et al. 1990). Use of information generated by computer software will help dairymen to manage their herds for optimum productivity and profitability in the future.

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## PURCHASING NEW BULK MILK VATS OR SILOS? PLEASE CONSIDER THE TANKER DRIVER!

Before you buy a new milk vat or silo, especially if it is very large or different in design from conventional ones, please think about more than just your own needs. Don't forget the poor old tanker driver.

... or another, the tanker driver must grade the SIGHT and SMELL OR TASTE. He or she is not able to take an aseptic and representative plate count testing. These operations must not only when the vat or silo is full but, are not considered at all, at all other levels

down to a few hundred litres.

Please, before you make such a major purchase, consider these points as well as what may seem the more important ones. Ask for expert advice; you could do a lot worse than starting with your friendly tanker driver. Definitely talk to company staff as well.



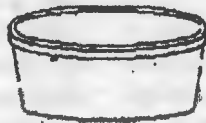
Jim Marshall,  
Department of Agriculture

# New Products...



Congratulations to Farmers' Union for its fine Club Cheese. It is a very nice cheese. So much so I understand the cheesemakers like to keep it a secret.

It is a premium product and must have the potential to add to FUFL suppliers returns as it gains market share.



Congratulations to Dairy Vale on its new flavoured milk range. The cartons are quite stunning, the product is great tasting and the new 500ml carton is a great innovation. Not only has it reduced the price to consumers but should expand the market to capture those who feel a 600ml carton is a little bit too much to cope with.

*Well Done to both companies for their continued innovation in product development.*

*"Failures are divided into two classes-  
those who thought and never did,  
and those who did and never thought."*

*John Charles Salak*

*"The man who wins may have been counted  
out several times, but he didn't hear the  
referee."*

*H. E. Jansen*

# DAIRY AUSTRALIA:

## Strategy for the Future

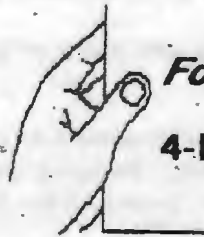
*Overview*

December 4, 1991

The Australian dairy industry has a clear vision for its future as a vital part of Australia's economy.

Long-term strategic planning over the past two years has focussed on issues that are critical to ensuring that the dairy industry continues to grow as Australia's largest agriculturally-based value-adding industry.

This document summarises the industry's goals, outlines its strategies and highlights its achievements. It is not an exhaustive account of the many issues that are being addressed. Rather, it provides an overview of the plan that will, with the support of government, make the industry's vision a reality that benefits all Australians.



*For Your Information....*

**4-PAGE LIFT OUT**

## DAIRY AUSTRALIA: Goals

Dairy Australia is the dairy industry's plan for ensuring the development of a vital Australian industry.

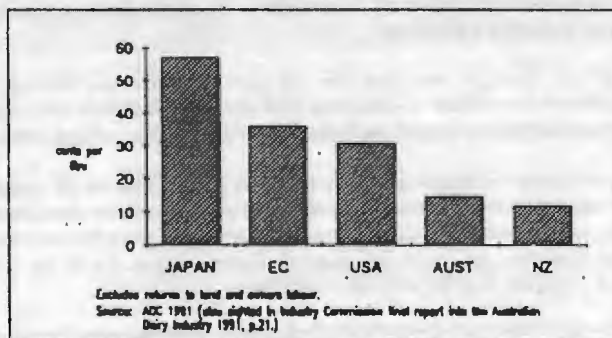
Over the next five years, the dairy industry will make changes to keep it at the cutting edge of international competitiveness.

In the process, the industry will capitalise on changes already implemented, continue to enhance productivity, and will obtain substantial returns on its large investment in research development.

The dairy industry will:

- progressively manage change at both farm and manufacturing levels;
- build on its domestic market strength and focus on developing new and profitable value-added exports through differentiated and branded products;
- be a significant international producer of environmentally sound dairy products;
- expand, develop and capitalise on markets for Australian value-added dairy products and technology;
- focus on further developing the industry's fast growing Pacific Basin markets through market research, promotion and infrastructure development;
- provide a high level of employment for Australians, particularly in regional areas; and
- be a strong, internationally competitive low cost producer of dairy products.

Costs of Milk Production



Over the next five years, the dairy industry is committed to:

- investing more than \$1200 million in improvements to on-farm technology;
- investing in excess of \$500 million in manufacturing and processing development through new technologies and equipment; and
- providing more than \$100 million for research and development to improve on-farm manufacturing activity, through initiatives by the Dairy Research and Development Corporation and private groups, to achieve increased productivity, technical innovation and product and marketing development.

To enable the industry to achieve these goals to make the long term investment required, to manage change effectively, a more predictable business environment is required. The industry strategy is directed to this matter.

## DAIRY AUSTRALIA: Strategy

There are 12 key elements critical to the dairy industry remaining one of Australia's world class industries:

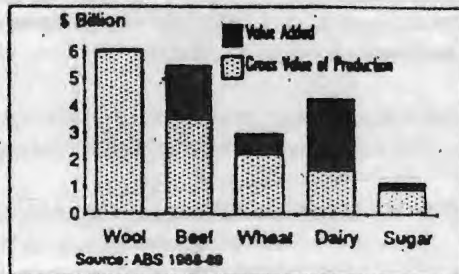
1. **Microeconomic Reform:** Implementing genuine improvements to the economic operating environment within Australia, including the establishment of a national cooperatives code.
2. **International Trade:** Negotiating and implementing genuine improvements to both multilateral and bilateral trade agreements, and achieving improved market access for Australian dairy products.
3. **Anti-dumping:** Implementing genuine and effective changes to Australia's "dumping" legislation, including significant changes to the interpretation of "material injury".
4. **Harmonisation of Laws:** Negotiating and implementing genuine and effective changes to harmonise relevant law within Australia, and between Australia and New Zealand, particularly in the area of trade practices, taxation and pricing arrangements.
5. **Industry Funded Market Support:** Until substantial improvements are achieved by Australia in economics, trade (see 1, 2 and 3 above) and relevant law (4), continue the industry funded milk levy/market support payment system for exports. Export market support payments to be based on the price of fair-traded New Zealand imports (NZ domestic price plus freight, etc).
6. **Cheese Tariff Quota:** Maintaining the cheese tariff quota to control dumping by the EC and other European nations - until they have reformed their trade practices for export dairy products (2), or effective anti-dumping/countervailing measures have been implemented and are operating in Australia (3).
7. **Underwriting:** Underwriting provisions to assist both the industry and government to cope with international price collapse caused by sudden increases in European Community export subsidies are required - while such subsidy practices prevail (2).
8. **Statutory Marketing:** The Australian Dairy Corporation to provide an effective and responsive statutory marketing/commercial arm for the dairy industry. Its role and functions to evolve in the light of changing domestic and international conditions, in line with agreed government and industry policy.
9. **Industry Policy Council:** The Australian Dairy Industry Council to provide a forum for industry policy development. The ADIC is funded from assets built from past industry initiatives, and is the source of industry advice to government on policy matters. It is independent of government in terms of appointments, staffing, work undertaken and reports released.
10. **Milk Marketing:** Progressive reform to state liquid milk arrangements, on a state by state basis, whilst maintaining farm price stability. This phased approach to change will ensure each state government is able to establish procedures which maintain year-round continuity of supply of quality milk, despite seasonal variations in production.
11. **Research and Marketing:** Increasing the industry's commitment and emphasis on improved farm and manufacturing productivity, and market orientated profitable value-added production through a strong co-ordinated commitment to research, development and implementation of new products, technologies and skills.
12. **Dairy Manufacturing Research:** Focussing and co-ordinating state and commonwealth (CSIRO) food and dairy manufacturing research initiatives at Werribee, in line with Victorian government and industry proposals.

## DAIRY AUSTRALIA: Achievements

The dairy industry has demonstrated its ability to achieve. Since 1986, the dairy industry has reduced its reliance on government assistance, invested heavily in new technology, achieved significant productivity gains, increased its market orientation, and undergone extensive farm and factory adjustment at a faster rate than the rest of the economy.

### Profitable Value-Adding:

- dairy farmers produce milk worth \$1.7 billion
- dairy manufacturers and processors add nearly \$3 billion of extra value
- the wholesale value of dairy foods is more than \$4 billion
- exports of processed dairy food products are worth more than \$700 million
- value-added products include butter, cheese, milk powders, yoghurt, ice cream and an increasingly wide range of other specialised products



The dairy industry is Australia's largest agriculturally-based value-adding industry.

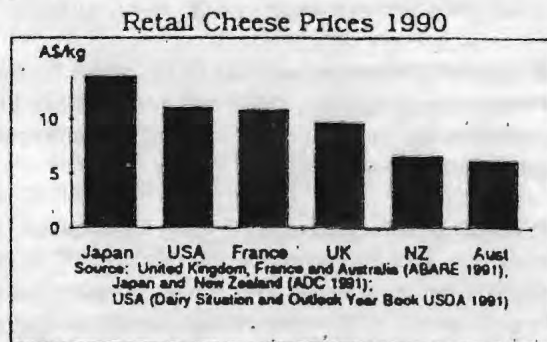
### Creating Jobs:

- more than 100,000 Australians have jobs thanks to the dairy industry
- 55,000 people are directly employed on farms, in factories, and in activities related to handling dairy inputs and products
- importantly, at a time of difficulties in rural Australia, most of these jobs are in rural areas.

The dairy industry will strengthen its position and grow.

### Providing Low Cost Products:

- Australian dairy farmers, by meeting best international practices, produce milk at low cost by world standards
- the dairy industry is a leader in industry efficiency, with farm productivity improving by 5% annually for the past decade.

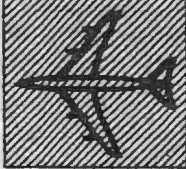


Australian consumers benefit from a wide range of dairy products at prices equal to the lowest in the world.

For more details contact:

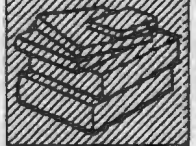
Australian Dairy Industry Council, 1st Floor, 1601 Malvern Road, Glen Iris, Victoria, 3146.  
Telephone: (03) 885-9782 Fax: (03) 885 1526

TRAVEL



# OPPORTUNITIES FOR DAIRY FARMERS

EDUCATION



## 1. ADFE NEW ZEALAND STUDY TOUR

The 1992 ADFE Study Tour to New Zealand needs a South Australian dairy farmer to go. SADA has the task of nominating the farmer who will go. In previous years this has been alternated between SADA and SEDA. This time, in order to select a farmer on a statewide basis Central Council has decided that SADA should call for applications from interested members. The applications will be considered by a panel of farmers who have been on previous tours. The 1992 panel is Allan Manning, Roger Basham and Ray Heinrich.

If you are interested in an expenses paid (airfare/accommodation/most meals) study tour to New Zealand in early June 1992 you are invited to send a written application to the Convenor of the Selection Panel, 1992 ADFE Study Tour to New Zealand, C/- SADA, 1st Floor Aston House, 13 Leigh Street, Adelaide SA 5000.

Applicants should provide basic data on their farming operation and include a one page statement (maximum) of the reasons they would like to undertake the Tour.

One of the conditions of the Tour is that participants write a report about the tour and are willing to address SADA meetings either regionally or the Annual Conference.

So whilst it is a free study tour there are some "hidden" costs - writing and speaking.

Applications close on 20 March 1992. The Winner will be

announced in the March/April edition of the Journal.

Regardless of age/sex/ownership status - have a go!

Spouses may accompany tour participants at their personal cost.

## 2. JACK GREEN CHURCHILL FELLOWSHIP

There are two aspects of the Jack Green Churchill Fellowship that are worth considering; contributing and applying.

The Fellowship is a tribute to Jack Green and is aimed at broadening Australian dairy farmer perspectives. The appeal run by Neville Miles, Arthur Stubbs and Don Harris is on target to establish a capital base of \$175,000. Donations are still being received so if you have considered making a contribution please do so. The benefits to dairy farmers are immeasurable. Any person who has travelled understands the benefits gained from new insights and angles.

The 1991 and 1992 winners have been Victorians. I wonder how many South Australians have applied. If there is some aspect or strategy you would like to study on this 3 month overseas study trip why not put pen to paper and apply?

Churchill fellowships are available to all Australians regardless of academic or other qualifications. The Fellowship is worth around \$12,000. A living allowance, fares and fees are paid.

To apply, send a self-addressed, stamped envelope 24cm x 12cm to:

The Winston Churchill Memorial Trust (Jack Green)

218 Northbourne Avenue  
BRADDON ACT 2601

Applications close on 28 February 1992.

You have to be in it to win it - good luck!

## 3. 1992 NATIONAL CONVENTION

The UDV are hosting the first ADFE National Dairy Convention in February/March 1992.

Part of the Convention is a pre-Convention Tour centred on Gippsland. The tour is two days - Thursday 27 February and Friday 28 February.

Visits will be made to Associated Dairies, Rowville; the Farm Shed, Tynong; Boniac, Longwarry; Warragul; Ellinbank Research Farm; and finally Cowes on Phillip Island.

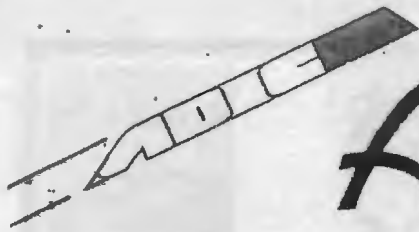
The Convention is on Saturday 29 and Sunday 1 March.

There will be a spouse programme organized for those who do not want to attend the Convention.

All dairy farmers are welcome.

If you are interested please let the office know so that we can advise UDV of likely numbers. Costs are not known at this time and will depend on numbers.

As a final word - New Zealand will be represented at the Convention and hopefully on the tour as well. Give it some thought - but not for too long.

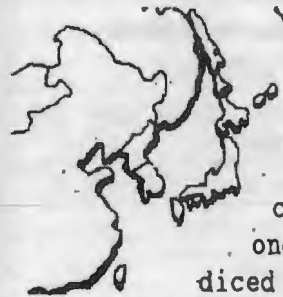


# Action Matters

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## JAPAN MISSION AN EDUCATION

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Living in your own backyard can give one a jaundiced view of the world or at least a blinkered view. It was therefore a great education process this month for some 22 dairy industry leaders who were members of an Australian Dairy Corporation Mission to meet with Japanese government and industry officials.

Tied to the office or farm in Australia we don't often stop to consider how much milk other countries produce. Did you know, for example, that Japan produces more milk than Australia?

The mission visited two farms - the Hokkaido farm milked 80 head with a total of 150 animals on 29ha, the Kobe farm milked 58 cows on 89ha. Many of the larger farms feed their cows by computer analysis i.e. a computerised tag around the cow's neck identifies the cow and how much feed she is allowed per day. Whenever she pokes her head

through a feed bale a given amount of feed is released according to her total allocation and the amount she has already consumed that day.

On the marketing side packaging was the feature. The emphasis is on quality of packaging material and printing. Packaging shape is also an eye-catching sales point. There are no laws in Japan regarding package size, and the Australians were surprised to find some packages containing no more than 50ml of product.

The Japanese market tends to be very subject to "flavour of the month" and there is subsequently a high turnover in products - it is said that every six months some 1,500 new products are launched and another 1,500 disappear from the shelves. The current flavour of the month is mascarpone cheese which is selling at around \$80/kg.

The predominant requirements for dairy products suitable for the Japanese market are those which have a creamy texture, a bland taste (processed cheese, with a growing demand for

camembert), and an ascetic acid rather than a lactic acid taste (subsequently their yogurt is blander than in Australia).

There is a feeling that, not unlike the growth in the Australian cheese market in recent years, there is a move to stronger tastes.

Another major learning experience was that Japanese generally shop on a daily basis. Very few would drive to a supermarket, therefore all goods purchased have to be carried home on public transport. Home storage space is not large and refrigerators are generally small.

The prospect of liberalised market access to Japan could offer Australia a tremendous marketing opportunity but, as the mission learned, marketing in Japan is vastly different to that in Australia.

The important factors with business in Japan are quality of product, consistency of product and supply, and a trusted relationship built up over a period of time. The most critical factor is, in fact, access to distribution channels.

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# DAIRY INDUSTRY WELCOMES GOVERNMENT CHALLENGE

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The chairman of the Australian Dairy Industry Council, Mr. Pat Rowley, has welcomed the challenge laid down by the Minister for Primary Industries, Mr. Simon Crean, for the industry to work with Government to develop an integrated strategy for the industry's future.

Mr. Rowley said Mr. Crean's proposals were broadly in line with those of the industry.

Mr. Crean acknowledged that the Australian dairy industry already had a significant sense of where it lies.

Speaking at the ADIC's annual general meeting in Melbourne on 4 December, Mr. Crean highlighted the industry's low cost of production, high productivity gains and substantial vertical integration through its co-operative marketing structure.

"Your producers are dedicated to the industry's future and many work longer and harder than many other workers in Australia," he said. "Your industry structure is stable and provides a range of benefits."

In his first address to the dairy industry since the Industry Commission report on the industry was released, Mr. Crean said he did not consider the IC report as the benchmark for Government response.

Mr. Rowley and Mr. Crean agreed that the next few months would be critical in the industry's development. "I want to use that time," Mr. Crean said, to develop with you a comprehensive industry-driven (as distinct from a bureaucratically or theoretic economics-driven) strategy for the industry. A strategy which will result in a more productive, internationally competitive and net export focused sector."

Mr. Rowley, in his address to the meeting, presented the industry's 12-point strategy for the future.

"The key elements of the strategy, which involves a partnership between Government and industry, are critical to the industry remaining one of Australia's world-class industries," Mr. Rowley said.

The strategy covers the need for Government to provide micro-economic reform, an improved international trading environment, improved anti-dumping legislation and harmonisation of laws within Australia and between Australia

and New Zealand. It asks for the continuation of industry-funded marketing arrangements and the cheese tariff quota.

Mr. Rowley said the industry wanted to work with Government on research and development and on marketing issues.

He endorsed Mr. Crean's comments that developing strategic marketing alliances, innovation and industry growth strategies represent the real challenge for the Australian dairy industry.

Mr. Rowley welcomed Mr. Crean's announcement that the Cabinet this week had supported changes to the anti-dumping provision which will strengthen their value.

Both the Minister and Mr. Rowley highlighted the opportunities to promote the Australian dairy industry as efficiently producing fresh, innovative products in one of the cleanest environments in the world.

Mr. Rowley said the industry looked forward to working with Mr. Crean and other members of the Government to develop a framework which will ensure the dairy industry's continuing role as one of Australia's most productive and efficient industries.

# THE TRACTOR, SHE'S BROKE



Dear Terry,

Enclosed is a copy of a series of letters (fictitious of course) that first appeared in Power Farming Magazine back in 1945.

They were republished again in the early 1970's from which this copy is taken. Although somewhat dated, the underlying message is still just as valid today as when first written.

Geoff Walker, South Coast Branch

Farm Number K609,  
LITTLE ITALY.

Dear Mister,

My tractor she broke the big cog this morning and please I want new one quick. The cog which is broke is the big back one. She has 45 teeth and the hole is big on one side and bigger on the other just like the hole in a pick.

The little side of the big hole just take a chooks egg and she measure half my axe handle and a thumb long on the tooth.

Three teeth are busted and she just go bang and stop.

Please send it quick as I got a lot of ploughing to do and if she's not fixed by Monday I got to get Mick Angelos horses and plough.

JOE ROCCO.

Bestrac Ltd.,  
15/1/45.

Mr. J. Rocco,  
Farm K609,  
LITTLE ITALY.

Dear Mr. Rocco,

We were sorry indeed to hear of the misfortune you had in breaking one of the cogs or, shall we say gears, in your tractor, but unfortunately we cannot accede to your request for immediate action as, whilst the description you give indicates to us that your machine is a model X, and that the broken gear is a bull wheel, there are three different types.

Our finding in respect to the above is based on the assumption that the egg you used to measure the small end of the tapered bore was a hen's egg and not a pullet's, and that your axe is a full axe and not a half axe or tomahawk.

To enable us to decide which type will suit your machine, it will be

necessary for us to know the serial number. This is readily available to us where the user is an original owner, but as your name does not appear on our list, we presume that you purchased the machine second-hand.

In view of the foregoing, would you please let us know the serial number of your machine. It would also be as well for your to describe it in case our assumption that it is a Model X is incorrect.

Again regretting that we are unable to give you the immediate action you request.

We are,

Yours faithfully,  
Bestrac Ltd.,  
J. SMITH.  
(Spare Parts and Service  
Manager).

Farm Number K609,  
LITTLE ITALY.

Dear Mister,

What's the matter with you blokes. I say my cog broke you say she's a gear and then call him a bull wheel. It's a cog that's broke I tell you and its got 45 teeth.

She's got four wheels two little ones on the front and two big ones on the back what she runs on the ground with but they not broke. One got flat tyre because she stands in sun where she was when cog broke.

I been using Mick Angelos horses and plough two days now and I just about dead beat. Too much work to walk all day and feed horses three times.

My tractor she got number X.240. My brother Charley who don't live here anymore bought him at a sale.

Please send cog quick. I use

hens egg to fit hole and not one with two yokes or pullets. She's got you name on the place where the water gets hot and my axe she's a mans size and not a womans or boys. What you think I am?

Please send the cog quick pay when she comes. I got plenty money to pay.

JOE ROCCO.

BESTRAC LTD.,  
21/1/45.

Mr. J. Rocco,  
Farm K609,  
LITTLE ITALY.

Dear Mr. Rocco,

Your letter (undated) in reply to ours of the 15th inst, came to hand this morning and, whilst the information you give definitely indicates that your machine is a Model X, we regret to advise that the number you give is the part number of the radiator, and not the serial number.

We are perhaps as much to blame as you for this mistake, as we should have told you that the serial number is to be found on the name plate affixed to rear end of the right hand mudguard.

Regretting this oversight on our part and awaiting the favour of your reply.

Yours faithfully,  
Bestrac Ltd.,  
J. SMITH,  
(Spare Parts and Service  
Manager).

Farm Number K609,  
LITTLE ITALY.

Dear Mister,

Every day now my boy Tony go to the station and say any cogs for Rocco, but she no come now your letter say wrong number. What's the matter. Don't I tell you I wants a cog with 45 teeth with a big hole which she bigger at one end half my mans axe handle high when she stands up and the teeth she long like my thumb and the hens egg she just fit in the hole.

Every day now for two weeks I get up and chase Mick Angelos horses which break the fence. Mick say I no feed them enough.

Every day my wife she gets more cross. She say I get like Mick Angelos which got no tractor, so only work, eat and sleep and feed the horses.

Now mister when I tell you what, don't get may she got no

number where you say only four little holes. My boy Tony he tell me that the man who fixed the bearings took it and make what you call shimys.

Please what can I tell you more to get cog quick.

JOE ROCCO.

on my foot. My wife leave me and to to she's sister and say I come back when cog come.

Don't send bull wheel send cog 45 tooth and what I tells you before about half mans axe handle and hens egg.

JOE ROCCO.

to make shimys fix it in the box.

Everything okey doke now. The tractor she work and my wife come back.

Thank you, mister shes a cog all right, not a bull wheel, like you say.

JOE ROCCO.

*Bestrac Ltd.,  
28/1/45*

Mr. J. Rocco,  
Farm K609,  
LITTLE ITALY.

Dear Mr. Rocco,

It is indeed unfortunate that the specification plate has been removed from your tractor. Had we foreseen such an unusual happening, we would have asked you to let us know the serial number of the engine. This will be found stamped into the flange of the crankcase under the carburetor. A smooth spot on the flange will indicate the exact position, and if indistinct first clean over with chalk. Then after wiping off the surplus chalk, the number will stand out clearly.

Again regretting the delay and awaiting the favour of your reply.

*Yours faithfully,  
Bestrac Ltd.,  
J. SMITH.*

*(Spare Parts and Service  
Manager).*

Farm Number K609,  
LITTLE ITALY.

Dear Mister

How many more numbers has she got. This time I tell you straight shes 6254 under the carby which is what I calls it.

Please send my cog quick, pay when she come. I don't say no more or I tell you where to get on. Today Mick Angeles big mare stood

*Bestrac Ltd.,  
3/2/45*

Mr. J. Rocco,  
Farm K609,  
LITTLE ITALY.

Dear Mr. Rocco,

Please be advised that we have despatched to you today per passenger train COD one only 2354 bull wheel or cog, and we have no doubt you will find this to be what you require.

The engine number you gave establishes the fact that the serial number of your tract is 5942. Our records show that this machine was originally owned by Mr. T. Logan of Westley. However, your name has been recorded as the present owner, so when ordering parts in the future, please endeavour to first identify them, using the illustrated parts list we are enclosing, and always quote the serial number as stated above.

Assuring you of our best attention to your wishes and in your interests at all times.

*Yours faithfully,  
Bestrac Ltd.,  
J. SMITH.*

*(Spare Parts and Service  
Manager).*

Farm Number K609,  
LITTLE ITALY.

Dear Mister,

The cog she come yesterday and the man what take the number

*Bestrac Ltd.,  
General Manager's Office,  
9/2/45.*

Memo: J. Smith  
Spare Parts and Service Dept.

One of our field men reports that a Mr. Joseph Rocco, of Farm No. K609, Little Italy, applied to your department on January 14 for a bull wheel for his Model X, and despite the fact that we have ample supplies of these parts in stock he was kept waiting almost a month before it was railed to him.

It should be unnecessary to point out to any spare parts and service manager worthy of the name that gross delays of this nature not only hold work in an essential national industry at a time of intense emergency, but reflect very seriously on the reputation of the company.

Kindly see that there is no repetition of this neglect and delay other wise you will have no opportunity to make a third failure of this or any other type for this company. If you cannot organise your department to ensure prompt response to all calls for spare parts from our customer, when all necessary details are given, as I am assured they were in this case - you had better find some other post more suited to your particular talents.

J. BROWN,  
General Manager.



**NOTE THIS QUOTE....**

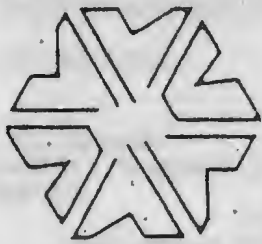
The key to cutting costs and improving income is not going to be sitting out in our front yard. It's going to be in places like the back corner of the barn where a calving pen needs to be cleaned or in the milk house where we can lower bacteria count.

Jim Kortz, Dairy Farmer, Kaukauna,  
Wis., U.S.A.

**A FUNNY BIT**

If a bomb landed in a field and a bull ate it, would it be abominable?





# 34th FARM COST OF PRODUCTION SURVEY - YEAR TO JUNE 1991

The survey is used by the Metropolitan Milk Board when determining the farmgate price of milk to be paid to producers. In return for their participation farmers receive a detailed breakdown of costs incurred on their own farm together with averages for their region and the overall survey. This enables participants to make comparisons both with their own costs from previous years and with other farms.

For many farmers the survey constitutes the only formal assessment of their on-farm costs and for this reason the results are made available to participants as soon as possible after the end of the survey year.

This survey collected data from fifty-nine farms within the board's area all of which volunteered to participate in return for this free service. Six farms participated for the first time.

## THE RESULTS

Annual *production* on the average survey farm *increased* this year by 1.9%.

While average survey *herd size remained unchanged* at 104 cows over the year, *per cow production* of litres and kilograms of fat and protein all *increased*. (Table 1.)

YEAR TO:	LITRES	KGS B/FAT	KGS PROTEIN
JANUARY 1987	4,317	188.9	NA
JANUARY 1988	4,311	188.3	NA
JANUARY 1989	4,336	187.0	NA
JANUARY 1990	4,422	191.1	NA
JUNE 1990	4,520	195.7	146.9
JUNE 1991	4,597	197.8	148.9

*Total cents per litre costs decreased* marginally this year by 0.06c/l to 39.37c/l. (Table 2)

	THIS YEAR	LAST YEAR	CHANGE %	C/L
CASH COSTS	15.15	15.42	-1.8	-0.27
DEPRECIATION	1.61	1.61	1.9	0.03
INTEREST ON CAPITAL	10.37	10.43	-0.6	-0.06
LABOUR ALLOWANCE	12.21	11.97	2.0	0.24
TOTALS	39.37	39.43	-0.2	-0.06

Of the four categories *labour* costs showed the largest *increase* of *0.24c/l* as a result of changes in the Pastoral Industry Award.

A decrease in the interest rate coupled with the increase in litres produced saw cents per litre *interest on capital decrease* slightly this year by *0.06c/l*.

There was a minor *increase* of *0.03c/l* in *depreciation* over the year.

*Cash costs*, which recorded a *decrease* of *0.27c/l*, are further detailed in Table 3.

	THIS YEAR	LAST YEAR	%	CHANGE C/L
RATES & TAXES	0.78	0.88	-11.4	-0.10
FERTILIZER & SEEDS	1.81	1.84	-1.6	-0.03
FODDER & CONCENTRATES	5.71	5.55	2.9	0.16
REPAIRS & MAINTENANCE	1.86	1.58	-15.2	-0.24
INSURANCE	0.47	0.43	9.3	0.04
TRACTOR & MOTOR VEHICLE	1.94	1.89	-5.3	-0.10
LIGHT & POWER	1.26	1.27	-0.8	-0.01
HERD TESTING	0.25	0.22	13.6	0.03
VETERINARY	0.54	0.46	17.4	0.08
ARTIFICIAL BREEDING	0.47	0.52	-9.6	-0.05
OTHER EXPENSES	0.73	0.78	-6.4	-0.05
TOTALS	15.45	15.42	-1.8	-0.27

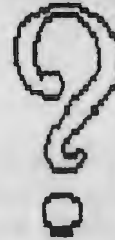
Table 3 shows the *largest increase* in cash costs was *0.16c/l* in *fodder & concentrates*. The change during the year to compositional payment for milk probably contributed to the increase in feed costs as farmers attempted to produce more protein through feeding concentrates. Farmers may also have taken advantage of the generally lower grain costs over the year to replenish on-farm stocks depleted during previous adverse years.

*Repairs and maintenance (0.24c/l)*, *rates and taxes (0.10c/l)* and *tractor and motor vehicle (0.10c/l)* all recorded significant *decreases* during the year.

While cents per litre costs decreased *all income indicators increased* over the year (Table 4).

	THIS YEAR	LAST YEAR	%	CHANGE UNITS
GROSS INCOME				
CENTS PER LITRE	29.74	28.06	6.0	1.68
CENTS PER KG B/FAT	692.85	648.05	6.9	44.80
CENTS PER KG PROTEIN	911.06	863.66	5.5	47.40
\$s PER HECTARE	\$923	\$856	7.8	\$67
\$s PER COW	\$1,191	\$1,268	8.1	\$103
\$s PER \$100 CASH COSTS	\$196	\$182	7.7	\$14
NET INCOME				
\$s PER COW	\$672	\$572	17.5	\$100

# WHAT'S WRONG WITH U.S. SYSTEM



Canada's dairy producers have often heard leaders of their organizations extol the virtues of supply management, and even claim that the system is the envy of many producers elsewhere in the world.

Hearing a similar message voiced by another source, especially an American one, reinforces the point. Hoard's Dairyman, the leading U.S. dairy magazine, editorialized recently on what was wrong with the American system and what should be done about it. Here is that editorial:

"Car sales dropped 20 per cent in December, thanks to fuel prices and economic uncertainty.

"What did automakers do? Did they roll out more cars to make up for slimmer margins? No, they cut production. General Motors, for example, closed four obsolete factories and temporarily shut down 19 of 29 plants.

"About the time this crossed our desks, we had contact with a veteran of the cranberry industry. He explained how one co-op, Ocean Spray, controls 90 per cent of production in the nation and, each year, is able to tell its member-growers what their price will be six months before harvest. The catch is that growers have strict limits on the amount of berries they can ship. But, you hear no complaints from them.

"What do cars and cranberries have in common with cows? Well, production controls inherent in those industries should not be lost on those in dairying. We've been hit with painful price cuts, but milk production goes merrily on its way. We're tapping 21st Century technology while handicapped with a 1930's approach to marketing.

"By late summer, United States Department of Agriculture is to recommend to Congress some solution to the

dairy problem. This gives us another chance for tough soul-searching about our industry's future.

"Unless we, as a unified dairy industry, get our act together, we will continue to wallow in weak prices and frustration. We need to establish ourselves as an organized industry that consistently can get fair prices for our milk and provide dairy products of reasonable value. Cars, cranberries or cows.....controlling production is the only way to do that".

Canadian dairy industry leaders have been saying much the same thing about supply management for more than two decades. And, in Canada, the industry has been fortunate to have a government that agrees. We wish our American friends well on their quest.

*Bill Dimmick*  
Editor  
*"Ontario Milk Producer"*

# TAKING STOCK OF THE GST'S IMPACT

The federal Goods and Services Tax has had an impact on day-to-day Ontario Milk Marketing Board operations and in turn on individual producers.

As the nation continues to adjust to the federal Goods and Services Tax (GST), milk producers should ensure that they have registered their operations with Revenue Canada. Registration lets producers collect refunds of the GST paid on business expenses.

A major point for milk producers is that quotas for all supply managed commodities do not attract GST.

Although buying and selling milk doesn't attract GST either, the new tax has affected Ontario Milk Marketing Board (OMMB) operations, and the Board's Finance Division had a game plan ready for January 1 1991. Here are some of those effects:

## Producer Cheques

The basic price of milk has been zero-rated and does not attract GST. This includes the following sections of producer cheques:

- ▲ Total value of milk
- ▲ Levies
- ▲ Transportation (basic within-pool, extra out-of-pool and everyday pickup

charge)

- ▲ Ontario DHI levy
- ▲ Administration licence fee
- ▲ Promotion licence fee
- ▲ Penalties

The following service charges are taxable. GST has to be added to each producer cheque on which one or more of the charges has been incurred:

- ▲ Assignment service fee - ongoing monthly fee
- ▲ Fee for changing or implementing an assignment
- ▲ Fee for bidding on quota exchange
- ▲ Lien service fees
- ▲ Thermometer and dipper sales
- ▲ Charges for litre charts
- ▲ Charges for statement copies
- ▲ Charges for records searches
- ▲ Courier costs
- ▲ Udder health program service fees

BY:

*John Laurie  
Controller, Ontario Milk  
Marketing Board*

- ▲ Calibration service charges

## Board Sales

The Board's sales of promotional items by the Board Industry Relations and Product Promotion Divisions attract GST.

## County Milk Committees

It might be advantageous for county and district milk committees to register for GST, even though they are not obligated because of annual sales or revenue less than \$30,000. The basic benefit to registering is that all GST costs can be passed on.

## Effect on Board Cashflow

The Board will collect little GST because milk is zero rated, but it does have to pay GST on most of its purchases, with the major costs being for advertising and transportation. Each month the Accounting Department will add up GST payments and collections. Since payments will always exceed collections, the Board will file a monthly refund claim to Revenue Canada for the difference, netting a refund on all GST paid.

The monthly claim is estimated at about \$400,000. Because of the time needed to assemble and file the claim and await the refund, the Board will have two months' payments outstanding at all times, creating a permanent cash flow charge of \$800,000.

As well as these points, the Board also has dealt with GST as it affects transporter payments and processor invoices.

# NEW TECHNOLOGIES: FERTILIZER OR FACT?

Breeding

Scientists have made some amazing animal breeding breakthroughs but dairy producers still wait for on-farm applications. Here's why and what you should look for in the future.

Scientists have made some amazing animal breeding breakthroughs but dairy producers still wait for on-farm applications. Here's why and what you should look for in the future.

I recently had an enlightening conversation with a close friend in the industry. "You know Bob," he said, "I keep hearing about all these breakthroughs occurring in animal breeding and how they're going to improve farming for us, but nothing ever seems to happen. The fuse is lit but I never hear the bang".

While his statement surprised me at first, after consideration I could see why it was made. Promotion of these new technologies could be considered as fertilizer. Commercial interests, over-zealous reporting or just plain lack of information have supplied this fertilizer. It has not been followed with substance, or facts that animal breeders can understand and use. Furthermore, when a new technology has been presented to producers, their expectations often doom the procedure before it has a chance to prove itself.

Success or failure for cattle breeders is measured by a combination of both the procedure's efficiency (calves produced at what cost) and how successfully it can be applied in breeding strategies. While production costs are a major concern in applying any new technology, the intent of this article is to examine "the state of the art" in cattle breeding and what must occur before these technologies are ready for farm use.

I have selected three new breeding techniques, oocyte recovery,

in vitro fertilization and nuclear transfer. You may or may not already be familiar with these procedures. I selected them over others - embryo sexing, for example - in the hope that you will see how these three are closely related, and the flexibility their combined application could give your breeding program. Let's review them separately.

A cow's reproductive system releases a mature oocyte, or egg, when a follicle ovulates at the time of estrus. The oocyte is considered to be mature. Once it is transported into the oviduct, it is ready to be fertilized and develop into an embryo. This follicle is, in fact, only one of several that are growing on the ovary, but it dominates its sister follicles to such an extent that it suppresses their growth so that the ovary absorbs them.

This wave of follicular growth and regression can occur several times during the inter-estrus period with some cows being two, three or even four "wavers". These waves are the basis of superovulation.

When we administer super-stimulatory hormones to embryo donors, we are trying to encourage growth of follicles that normally would be absorbed. These waves begin soon after calving and continue for at least the first 70 days of pregnancy.

The recent success of in vitro (outside the body) fertilization has stimulated interest in developing methods of recovering these oocytes that would normally be lost from the ovaries. Two methods now available are laparoscopy (fibre optic light) and

ultrasonography (sound waves converted into a visual image). In both cases, a needle is used to puncture the growing follicle and recover the oocyte.

While calves have been produced through this approach, it is still in the experimental stage. How many oocytes we are capable of recovering and what, if any, residual effect this procedure may have on the donor are unknown. However, the ability to recover large numbers of oocyte from yearling, or younger, heifers has geneticists excited. It has the potential to decrease the generation interval and increase sibling information.

A technical problem with the procedure is that the recovered oocyte is immature since the cow is not in estrus. Therefore, the oocyte is incapable of normal fertilization and development. The egg must be matured, fertilized and incubated for one week in an in vitro culture system. Several thousand calves produced around the world attest to this procedure's success.

Is there room for improvement? Most definitely. For example, there is strong evidence indicating that significant bull-to-bull variation can occur when their semen is used for in vitro fertilization. Because sperm capacitation and egg penetration occur outside the body (as opposed to inside the cow), we can easily study these events and ultimately improve them.

The major drawback in the application of in vitro fertilization to date has been that virtually all calves born from this procedure originate from eggs recovered

from cattle after slaughter. Certainly this would not be a breeder's first choice for producing embryos from genetically superior heifers. Also, identification of embryos produced from slaughter-house ovaries is hard to get, so the calf's pedigree is unknown.

While in vitro fertilization produces calves of varied genetic makeup, nuclear transfer produces calves that are essentially identical genetically. Nuclear transfer, as applied to cattle breeding, refers to the cloning or duplication of an embryo.

Another type of embryo duplication, embryo splitting, is more familiar. It splits an embryo, usually into halves, and identical calves are produced. In this procedure, the split embryo continues its biological development.

In nuclear transfer, the embryonic cell is tricked into turning back its biological clock to the first day of development. In addition, this cell must be inserted into a mature, unfertilized oocyte that will support its early development.

The global interest in cattle cloning comes from the tremendous number of embryos that could be potentially produced. One 32-cell

embryo, for example, could produce 32 cloned embryos, one from each cell. Each of these could result in another 32 embryos in a procedure called serial cloning or clonal generations. After a few generations, several thousand genetically identical embryos could be produced.

While calves have been born from first-generation cloned embryos, few have been produced from serial cloning. In addition, the procedure is not equally successful with all embryos. This is primarily due to difficulties in synchronizing cells in the embryo so they are at the optimum point in their cycle for cloning. Also, there are problems in conditioning the oocyte to sustain the cell's development.

Initial successes in cloning were based upon the use of mature, unfertilized oocytes recovered from superovulated donors. Making nuclear transfer highly expensive are the unpredictable nature of superovulation and the cost of maintaining cattle as oocyte donors, in combination with the wide variation in overall success. The ability to mature oocytes in vitro and control embryonic development in culture, while not yet perfected, will greatly improve

nuclear transfer success.

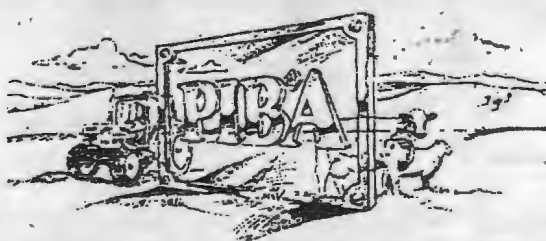
I have tried to explain the inherent strengths and limitations of three animal breeding techniques that have attracted worldwide attention. Whilst it is apparent why each technique, when applied separately, fails to meet expectations, it is also clear how they collectively complement each other.

One can easily envisage, for example, the recovery of an oocyte from a heifer, its maturation and fertilization culture, with cloning of the resulting embryo. Other scenarios are possible, depending on the breeding strategies of the dairy producer.

While their application may not be for everyone, the new dimension that these technologies will give to animal breeding is undeniable. How and where they will be used will depend on the end consumer - you, the producer.

*Robert B. Stubbings  
Department of Animal and  
Poultry Science  
University of Guelph*

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"And I've only one thing to say about all these complaints I've been hearing about . . . venison!"

The Secretary always knew her boss was a quick-thinking, go-getting salesman. But she never knew how quick-thinking and go-getting until the other day when the telephone rang in their real estate office and a soft female voice asked "Do you sell maternity clothes?"

"No, madam," the boss replied, "but could we interest you in a larger house?"

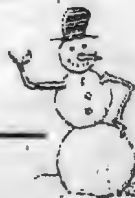


Bonnie

### Udder Nonsense



"You said it would pay for itself. Now you want ME to pay for it!"



"You aren't taking much time off from the farm these days, are you?"

The captain was instructing the new parachute trooper. Said he: "This plane will take you up to 10,000 feet. When the pilot tells you to jump, you jump! Since this is your first trip you have both your regular chute and an emergency chute. Count five as soon as you leave the plane, then pull the rip-cord on your right shoulder. If the chute fails to open, you then pull the rip-cord on your left shoulder. We've calculated the wind and know just where you'll land. There'll be a truck there to pick you up and bring you back to camp. Good luck!"

Up went the plane. In due time the rookie jumped. He pulled the right cord - nothing happened. He pulled the left cord - nothing happened!

"Damn!" said he. "I'll bet that truck won't be there either!"





*FROM THE DAIRY . . . . TO THE TABLE  
WITH OUR COMPLIMENTS OF THE SEASON*

*There's no more popular pudding at Christmas than the boiled pudding - rich, moist and spicily fragrant. Whichever recipe you use, this is how to cook the pudding so that it will turn out perfectly on Christmas Day.*

**XMAS PUDDING**



Ingredients:

4 ozs. Plain Flour, 1 tblsp. S.R. Flour (rounded), 1/4 teasp. Allspice, 1/4 teasp. Salt, 1/4 teasp. Nutmeg, 3 ozs. Suet, 2 ozs. Butter, 6 ozs. Brown Sugar, 3 Eggs, 4 1/2 tblsp. Milk, 1 tblsp. Brandy, 8 ozs. Fresh Breadcrumbs, 6 ozs. Currants, 6 ozs. Sultanas, 6 ozs. Raisins, 2 ozs. Almonds, 1/4 teasp. Carb Soda, 1 teasp. Boiling Water, 1 Dessp. treacle.

Method:

Rub suet into flour and spices. Cream Butter & Sugar, add eggs one at a time, beat well and then add everything. Boil 3 - 4 hrs. Boil 2 hrs. on Xmas Day.

Cooking Your Pudding:

Tie firmly with string about 2.5cm (1in) above top of pudding mixture: this allows room for expansion during cooking. Twist string round cloth about 10 times to give good, firm seal. Make handle from string ends to lift out pudding easily when cooked.

Have ready a large boiler three-quarters full of boiling water, there must be enough rapidly boiling water to float pudding. Lower pudding into water, put on lid immediately, boil rapidly for time specified in recipe. Replenish with more boiling water about every 20 minutes as water evaporates; water must never go off boil.

At end of cooking time, lift pudding from water, suspend from handle of cupboard door or legs of an upturned stool; pudding must be able to swing freely, without touching anything. Tie ends of wet cloth together so that they do not touch pudding. Leave hang overnight. In hot Christmas weather it is better to store pudding in refrigerator until needed. On day of serving reboil for time specified in recipe.

**BRANDY SAUCE**

1 Pkt Vanilla Instant  
Pudding (White Wings)

2 Cups Milk

1 Cup Cream

1 tblsp Caster Sugar

1/4 Cup Brandy

Mix the 5 ingredients together and then add 1 Eggwhite that has been whisked, fold it in gently. Make this the day before and refrigerate (I make double). Heat gently on the day.



**HONEY BUBBLE  
CRUNCH**

125 gms Butter

1 Cup Coconut

1/2 Cup Sugar

2 Tbs. Honey

4 Cups Rice Bubbles.

Boil Butter, Sugar, Honey for 3 mins.

Add Cereal and Coconut.

Press into greased tin and set.

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