



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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EFFICIENCY, EQUITY and THE ENVIRONMENT

Well, it's only been a matter of weeks in my new role as Executive Officer for the dairy farmers, but already the big issues are clear as the dairy industry heads through turbulent waters.

SADA has three fundamentals to manage:

EFFICIENCY

☆ to ensure that in a technical or production sense, dairy farming is as cost efficient as possible.

This incorporates the research and extension functions and the exciting proposal for READD and 4M captures the need for this process of improvement to be continual.

☆ to ensure that growth in the industry is based on fundamental market forces which allocate the right amount of economic resources to the dairy industry. The Industry Commission inquiry, legislative changes at the State and national levels and international economic forces all feed into the dairy farmers' world.

EQUITY

A subject certain to generate the most heat and least light! How well

all SADA members handle this issue will determine your future. Let's handle this subject professionally. SADA is in the process of preparing estimates of income based on seven broad options, as the result of feedback at the recent District meetings. Special thanks to Bronte Wilson for his help in the number crunching. Don't forget that changes in Federal and State legislation will influence our choices, so please remain patient for a little longer!

ENVIRONMENT

This subject will be huge and alone has the potential to soak up all of SADA's time and energy. Included under this banner is the Mt Lofty Ranges Draft Management Plan, the effluent code of practice and work on alternative refrigerants. SADA members deserve a "pat on the back" for their on-going work on the last two.

SADA needs to firm up its policy on all environmental matters and publicise the good work it is doing. After all, the environment has the status of a "religion" in many countries!

SADA is also preparing a response to the Mt Lofty Ranges Draft Management Plan based on two of the difficult issues: the unfairness in the treatment of farmers with contiguous titles compared with single

title holders and the impact of Transferable Title Rights (TTRs) on the future of the industry and the debt/equity position of dairy farmers.

In terms of "housekeeping", we might also need to make some changes to office administration and location, but more on this next issue.

So far, so good! Special thanks for all the hospitality extended to me at the district meetings and I look forward to getting to know you all on a more personal basis over time.

ADRIAN SCOTT
Executive Officer

in this issue

- \$1M BOOST TO WORLD CLASS MASTITIS CONTROL
- WOMEN IN COMPETITION
- FARM SAFETY
- MOUNT LOFTY PLAN



PRESIDENT'S COMMUNIQUE



WELCOME! ADRIAN SCOTT

I take this opportunity to formally welcome Adrian into the ranks of SADA as Executive Officer and Editor of this Journal. Many of our members have had the pleasure of meeting Adrian at the series of district meetings held during 11th - 15th February and I'm sure in their minds, and certainly in mine, there is no doubt that Adrian brings quality in all personal respects and tremendous depth of knowledge and understanding of all areas of policy and strategy planning.

He is an Honours Graduate in Economics from Flinders University and has held senior consultative and advisory positions within Federal and State Government specializing in strategy planning.

Adrian gained notoriety and respect for his ability and enthusiasm whilst Executive Director of the Green Triangle Council for Economic Development.

ADHIS

Following our discussions at district meetings regarding SA contribution to the National ADHIS Workshop, it was clear to me that something needs to be done to enhance the perception of Cow ABVs.

While cow ABVs have been a great success in relation to their main purpose, i.e. to identify bull mothers, there is great doubt about the validity of cow ABVs and production indexes, and also because of a tendency to overlook the reliability attached to cow ABVs.

This doubt is relatively unimportant in relation to genetic improvement, because the choice of cows to breed replacement heifers contributes only about 10% of the maximum possible genetic improvement.

However, this doubt is extremely important in relation to the acceptance of cow ABVs,

and in turn, the larger credibility of the entire ADHIS system.

We see a need for work to:

- 1. Raise dairy farmers' understanding of:
 - the differences between Pls and ABVs,
 - the main purpose of cow ABVs*
- 2. Implement ways in which cow ABV reliabilities can be raised, e.g. initiate a fast-track process for dairy farmers to provide more complete information on their cows, and, if possible, for ADHIS*

READD Development.....

Congratulations to all those members who have been elected to their District READD groups. The role of these farmers will be an integral part of future technology transfer and research programs in South Australia. There is no doubt that these participants will personally benefit from the interaction and stimulus that flows from this level of involvement.

As you all well know the 4M project is to be the 1st State-wide project for READD - the key to success will be the co-operative effort of farmers, Dept. of Agriculture and our milk processor field staff.

Ian Williams who has worked tirelessly on behalf of SADA deserves to be proud of what has been achieved since Friday 26th April 1991 when Dr. Barbara Wilson challenged the industry to respond to her question -: "What does the dairy industry want?"

The current Nutrition courses are another example of industry successfully working together. Congratulations Glen Aldridge (TAFE Victor Harbour) for your enthusiasm and effort - with over 230 registered participants - it must be considered a great success. The flow on benefits will

channel directly into the 4M project where the newly acquired knowledge will be invaluable in assisting a farmer to efficiently maximise the production potential of a herd.

National Marketing Arrangements.

Primary Industry and Energy Minister Simon Crean claims he is waiting for the dairy industry to supply specific proposals on guidelines he set out at the annual meeting of the Australian Dairy Industry Council late last year. In his address he called for a value adding strategy to boost export returns. I remember him saying he would like to see Australian dairy product sold in every corner store in Asia.

Simon Crean has stated that the industry is working against time with the Kerin Plan set to expire at the end of June.

What the Minister is really saying is that the enormous amount of work done from as far back as the Ballarat agreement and including the industry response to the IC and the subsequent "Dairy Australia - Strategy for the future," a document most recently prepared by industry - is inadequate.

At an urgent meeting called in Melbourne on Sunday 16 February - the Australian Dairy Farmers' Federation met to develop strategies to overcome - what might well be termed - this unreasonable pressure is to embark on an educational approach by Simon Crean.

We believe the key to defusing the current unreasonable pressure is to embark on an educational approach, promoting the performance of the industry since the All Milk Levy was introduced.

With currently 100,000 Australians benefiting from jobs resulting from the dairy industry in which over 55,000 people are directly employed on farms and value adding activities in factories.

We produce \$1.7 billion worth of milk and processors now add nearly \$3 billion of extra value. Exported dairy food products are worth more than \$700 million.

Despite this performance we all realise we

must still try and do it better, but Simon Crean must realise we are doing it better than any other agricultural industry.

We can only presume that we are expected to use some of the All Milk Levy to increase value adding. The danger of tampering with these current market support arrangements would be the collapse of underpinned domestic prices putting the whole production base at risk as a result of lost revenue for farmers.

As discussed at our District Meetings this subject, together with State Marketing Arrangements for Market Milk were discussed at Agricultural Council in Freemantle WA on Friday 14 February.

Although farmers must still keep the pressure applied to gain a fair deal both within the State and at Federal level, I believe a clear statement on the result of Ag Council will not be forthcoming until after Prime Minister Keating's economic statement.

Progress of Statewide Equity

As discussed at District Meetings SADA has responded to the Minister with respect to the White Paper.

Equity in sharing the Market Milk premium across the state rests heavily on the outcome of Farm Gate Pricing within the parameters of the White Paper. SA Minister of Agriculture, Lynn Arnold will not be making any statements regarding Statewide legislation that affect Farm Gate Prices or the role of a Statewide Authority until Ag Council views are made available.

Ag Council is waiting for a firm response from Simon Crean regarding his views on Federal Legislation and as previously stated Simon Crean will not be responding until after the Prime Minister's statement.

Time is running out for everything. Both State and Federal must be in place by the end of June.

We need to be extremely well organised ensure a professional and speedy response. However, there is not full agreement of our industry with the necess



basic principles for rational sourcing and premium sharing. The industry is plagued with sectional interest groups all working in different directions.

- 1. The basic principles of equity are clearly recognised in the formula which applies to the current license fee paid by processors to augment the SE producers returns.*
- 2. The need for change is stimulated by the Government Legislative review process. (ie Review of Dairy Industry Act and*

Metropolitan Milk Supply Act) and that constant need to continually progress our industry through change, to be stronger and more viable in the long term.

SADA members have a rare opportunity to contribute in a positive manner to this major restructure of our industry.

Lets pull it together -- not pull it apart!

*Allan Manning,
General President*



MT LOFTY RANGES

DRAFT

MANAGEMENT PLAN

**Comment by Roger Basham,
SADA Senior Vice-President**

The release of the Mt Lofty Ranges Draft Management Plan has created considerable interest in the dairy industry. The aims of the Plan are desirable but the mechanisms are unsatisfactory.

Some aspects of the Plan will severely impact on dairyfarmers, for example:

- provisions regarding contiguous titles
- loss of value for some landowners
- restrictions on new dwellings
- effluent disposal
- planning restrictions
- watercourse management
- fertiliser use

I recommend that SADA members read the Plan. It is obtainable from the Department of Environment and Planning at 55 Grenfell Street Adelaide (08) 216 7561 at a cost of \$10.00.

An extract can be obtained from SADA Head Office.

Suggested actions for members include:

- phone enquiries to the Department on (08) 216 7561
- letters to Minister and Members of Parliament
- contact SADA office
- SADA is prepared to hold a meeting for members if required



Congratulations

MURRAY KLEMM Citizen of the Year

SADA would like to congratulate Murray on being awarded Citizen Of The Year by the District Council of Angaston at an Australia Day Breakfast held at Collingrove Homestead on January 26.

Murray was nominated for the award by the Angaston Agricultural Bureau for his well-known work in the Moculta and district community as well as the Barossa area and the Lower North and for his work in the dairy industry and other organizations.

He was awarded with a plaque from the District Council of Angaston's Council Chairman and a presentation from Australia Post.

Murray is Vice President of the Barossa Branch of SADA and a Proxy to Central Council, but that is not all. There is no doubt that Murray Klemm well deserves the award, as the following will evidence:

- Gruenberg Lutheran congregation - Chairman for 15 years until 89/90, secretary for three years, Treasurer for eight years, Choir Member, Youth Councilor, Sunday School Teacher, for past 19 years and Superintendent of same for past 19 years, current Committee Member.
- Moculta Lutheran Youth -

served as President for three years and Committee Member.

- Moculta School Council - Chairman for three years, current Vice Chairman and Committee Member.
- Moculta Soldier's Memorial Hall - President for eight years, current Committee and Social Committee Member.
- Moculta Tennis Club - member and player.
- Angaston Agricultural Bureau - joined November 1966 (now life member), served as President (four years), Vice-President (four years), Secretary (four years), Committee Member (21 years) and Convenor Angaston Town Day display.
- Light Pass-Strait Gate-Gruenberg congregation - Chairman for 13 years.
- Barossa Lutheran Youth Zone - President and Vice-President.
- Lutheran Youth of South Australia - served on State Executive for two years, State Treasurer for two years, State President for two years.
- Lutheran Youth of Australia Executive - served for two years.

■ Australian Youth Board - Member for 3 years.

■ Foundation Member of Barossa Rural Youth Club - Committee Member.

- Barossa Young Liberals - Member.
- Angaston-Moculta branch of the Liberal Party - current member.
- Nuriootpa High School Council - current Vice-President.
- Angaston Show - Steward for dairy cattle.
- Barossa Mid-North Co-operative - Chairman for 12 years and ice-Chairman for three years.
- Barossa Valley Drama Group - Member for five years.
- Angaston Carol Evenings - compere for many years.
- Bible Society Concerts - compere.
- Many other community affairs and functions.

On top of all this, Murray is the father of five school-aged children, runs his dairy farm - milking 90 to 100 cows - as well as running sheep and cropping with his brother Ray.





FAREWELL

FRIENDS....

I'm sure to many of you my three year stay at SADA would seem too short compared to the two men who preceded me. It seems that more has happened to change the dairy industry in those three years than in the previous 100 years.

I have left SADA, not because I did not like the industry or could not cope with the pressure, but because I have an opportunity to work on the national stage and to be involved in international affairs. I am an Australian who lives in South Australia and is proud of it. I believe in the equality of all Australians and that our nation to be great must work as one unit not six or seven.

This underlying philosophy of mine is clearly at odds with many individuals who believe that not only are Australians not equal but neither are South Australians. I cannot accept that a dairy farmer from 8 Mile Creek is less equal than a dairy farmer from Clare.

I guess my parting wish, if it could be heard, is that more of you get really involved in SADA

in a physical and tangible manner. It is easy to be an armchair critic, a fence-politician or an instant expert on matters such as international influences, Victorian conditions or the price of milk whilst you are in your own home or at a barbecue. What is needed right now - more than ever - is for all good women and men to come to the aid of their Association.

The interests of dairy farmers in South Australia will not be protected by a few individuals who are willing to sacrifice their time, their farm (in some cases) or their lifestyle.

They will not be saved by any new Messiah rising from the ashes of your hopes. You must, everyone of you, participate in decision making, in lobbying, in debating, in influencing or action needed to preserve your industry.

I must warn you that personal interests can cloud your representatives' thinking as much as can the weariness occasioned by stress.

To guard against personal views taking precedence over the members' views requires your active participation in SADA.

DO NOT GIVE UP UNITY - EVER! It is your only real strength in the final analysis. Sort out differences in-house not in front of other groups. All dairy farmers saying the same things can provide you with a future. Factions, or regions, who differ will crack the power. You cannot afford that disaster. Face up to the fraction of a cent per litre statewide equalization will cost (provided it is done correctly) for the sake of your family's future.

Be strong, not weak. Be resolute, not prevaricating. Be visionary, not short sighted. Be wise, not self-defeating.

I write this as Executive Officer of the Winemakers' Federation of Australia. The job here is challenging, daunting and complex. I have moved from one frying pan to a larger one - but then I love the kitchen.

I will remember my days at SADA, not because of the many things I believe we achieved, but because of the people I worked for - you, the members. You are too kind as a group and, as nice as that is, in the political world it

6.

means you are treated as a nice group of people who can be manipulated. The Department of Agriculture representative's failure to listen to dairy farmers' views and his disregard for the industry in the course of the Green/White Papers is the clearest example of that fact.

DO NOT let anyone decide what is best for you but yourselves. Fight for your rights, fight for your lifestyle, and fight for what you know to be right. Don't turn your backs, don't leave it to someone else and don't think it's all too hard or

complex - because it isn't - it's just clouded with bullshit.

This is my farewell speech, it seems, as well as my last article. I hope I have made some of you think about issues over the past three years and that I have helped you understand **YOUR** industry better.

To my successor, Adrian Scott, goes my best wishes. I hope Adrian is as fortunate as I was in his relationships with you. Adrian will be different to me - "Thank God" you say - but I felt that the time was right for the antagonist to move on so that SADA could

forge new relationships, new links and new policies for the future.

I cannot depart without thanking Jenny and Sue for 3 very interesting years of toiling together as a team. Their support, friendship and loyalty has been a special feature of working life at SADA for me. Thanks Jenny and thanks to Suzanne, the pocket rocket.

Farewell friends, may your future be yours.

*Terry Inglis,
EX-Executive
Officer*

Without ambition one starts nothing. Without work one finishes nothing. The prize will not be sent to you. You have to win it. The man who knows how will always have a job. The man who also knows why will always be his boss. As to methods there may be a million and then some, but principles are few. The man who grasps principles can successfully select his own methods. The man who tries methods, ignoring principles, is sure to have trouble.

Emerson (1803-1882)



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FAREWELL TERRY



A Buffet Dinner will be held on Friday evening March 27 at 7.00 p.m. to say our "Goodbyes" to Terry Inglis and his wife Sue.

The Venue is the HAHNDORF OLD MILL, 98 Main Street, HAHNDORF and we would like to see you here. The cost is \$23.90 per head (not including drinks), so please join us.

To reserve your place, please complete the attached slip and return to SADA Office with your cheque by March 19.



South Australian Dairyfarmers' Association Inc.

Aston House, 13 Leigh St,

ADELAIDE. 5000.

Name

No. Attending

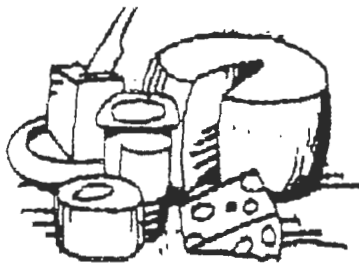
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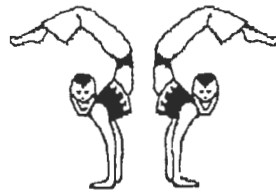
DESSERT? CHEESE IT!

There's nothing like sinking your teeth into a tasty piece of cheese. But did you know that cheese can help prevent cavities? Cheese can counteract the harmful effects of acids on the surface of your teeth.



Most cheeses, and especially firm cheeses like cheddar, swiss and gouda help restore the mineral loss caused by these acids. Not only that, the fat in cheese contains an effective anti-bacterial agent which actually prevents tooth decay.

The French have known for years that cheese is the best dessert there is. Studies have shown that to maximize these benefits, it's best to eat cheese, unaccompanied, at the end of the meal.



DON'T LOSE YOUR BALANCE

Unfortunately, there is no one miracle food that provides us with all our dietary needs. In removing certain foods from our diets, we may also be increasing our risk of dietary deficiencies.

This is one of the conclusions from a study conducted by the USDA (United States Department of Agriculture) which looked at the diets of women who were trying to decrease their fat consumption.

In reducing their consumption of dairy products, they were also seriously reducing essential vitamins and minerals found in these foods such as zinc, iron, vitamin B6 and magnesium.

Every food group has a role to play in a well-balanced diet. For example, a glass of whole milk contains 308mg of calcium but only 2mg of Vitamin C, while a glass of reconstituted frozen orange juice has 90mg of Vitamin C but only 21mg of calcium.

Health and well-being are achieved through a healthy lifestyle which gives an important place to regular physical exercise. A diversified, balanced diet, not only meets our caloric and nutritional needs, but also provides an ever changing gastronomic delight.

WHERE'S THE BAD, WHERE'S THE GOOD?

Fat is often considered to be the villain in our diet. The truth is, fat provides and carries vitamins A, D, E and K and helps the body absorb them. It also lends flavour and tenderness to food, prolongs the sensation of being full, and is our only source of essential fatty acids.

You often hear about good fats and bad fats, those that lower blood cholesterol and those that increase it. Vegetable fats have been labelled as the good guys and animal fats as the bad guys. But it's not that simple.

Recent studies by Dr. Scott M. Grundy, published in the Journal of the American Medical Association, indicate that all saturated fats do not raise blood cholesterol, nor do all unsaturated fats lower it. And, as the table below demonstrates, any one food can contain both fats.

On-going research continues to show that balance and moderation in what we eat is our best bet for good overall health.

PERCEPTION	
Saturated Fats	Unsaturated Fats
Foods of Animal Origin	Foods of Vegetable Origin
REALITY	
All food contains both fats.	
Example: Beef Sirloin*	
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Saturates	Unsaturates
*Source Health and Welfare Canada	

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* Maffra Ryegrass Evaluation Trial ALP 89015 which compared Yatsyn 1 with Vic. Perennial and others. More trial results are available.

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A NEW LOOK AND A VIEW FROM THE HILL

A New Look and a View From The Hill

Tandou Dairy in Broken Hill, N.S.W. owned by Tandou Limited has taken on a look and an attitude of a true Dairy Feedlot operation.

In June 1991; I, Neil Hoffman, was contacted by Tandou and asked if I was interested in coming to Australia to upgrade the management practices at their dairy.

I had just sold my cows in Buckeye, Arizona, U S A in March of that year and leased out my 550 milking cow dairy, so I was available to consider the opportunity.

I am second generation dairy feedlot operator. My father started his first dairy in Southern California in 1934. I moved to Arizona in 1961 and reside there now.

Tandou Dairy in the true sense of the description, is a complete feedlot dairy. From day old calves to maturity, they are all kept in lots or pens

and fed a total dry ration as per their individual group requirements. To determine this, feed analysis were performed and the needs of each production group and dry groups were formulated.

Mastitis control is very important to assist in attaining optimum production levels. We changed the milking procedures and are evaluating the milking equipment. Monitoring the milking process and evaluating the results is ongoing by testing individual cows for Somatic Cell and Staph.

A very strict fertility program is in place to get the calving intervals to an acceptable level. This is accomplished by frequent palpation exercises and oestrus monitoring.

The most important thing that had to happen was to install an attitude of unity, accomplishment, and pride among the staff. That change has been very noticeable.

The results of all these changes is the Tandou Dairy now is establishing a solid foundation on which to perform and exist.

As a management advisor my responsibility is to put responsible and capable management and a dairy oriented staff in place, which has been accomplished. I will be monitoring the progress of the dairy for some time to come.

During my stay in Australia, it has been interesting to note that there is significant interest in the future of feedlot dairying. This method of dairying is the only way to insure a reasonably consistent supply of the quality quantity of milk which the processors are looking for in the future if not today.

If there is any interest in feedlot dairying practices, I can be contacted at Tandou Dairy.

TANDOU DAIRY

PO Box 390
Broken Hill NSW 2880

Ph: (080) 885980
Fax: (080) 876199





WOMEN'S ROLE

A FEATURE OF CHAMPION DAIRY FARMER COMPETITION

The role and contribution of women in the running and management of South Australian dairy farms will be included in the judging criteria for the expanded 1992 Dairy Vale champion dairy farmer competition.

Following the success of the 1991 champion young farmer competition, prizes worth more than \$20,000 are being offered to find South Australia's champion dairy farming family.

The competition, which will commence early in the new year, is open to all dairy farmers throughout the State and will culminate at the Royal Adelaide Show in September, when the overall winner will be announced.

The winner will be selected from 10 finalists who will be announced periodically during the lead-up to the show.

Organised by Dairy Vale Co-op Ltd, the competition has been expanded to take in the role of women and family members in the management and running of dairy farms.

In addition to the criteria established for previous competitions, judges will be asked to allocate about 20 p.c. of their points when assessing the contribution made by women and the family team.

To reflect this change the President of the Country Women's Association and well-known dairy operator in and breeder of Holstein Friesians, Mrs Lorna Adams will be on the judging panel.

"The role of women and the family team has been included in the judging criteria for the

1992 competition in recognition of the contribution they make in the day-to-day running of many of South Australia's dairy farms, "chairman of the judging panel Mr. Ia Williams said today.

"In many cases the overall efficiency and viability of dairy farms is totally dependent on the contribution made by members of the families involved."

This is supported by a recent survey in Victoria where 30 years ago only 10pc of farmers were women. Now the figure has passed the 30pc mark and is climbing.

In this survey it was also recorded that farm women were more receptive to farm innovation than their partners - with 75pc of improved farming practices being adapted on family farms as a result of the woman's initial interest or insistence.

The main judging criteria for the competition will cover:

- * Pastures and feeding management
- * Animal husbandry and herd improvement
- * Farm appearance and maintenance
- * Farm hygiene and milk quality
- * Financial results

During the competition Dairy Vale will publicise details of all finalists' properties and their dairying operations.

"This format worked extremely well with previous competitions and has been of

significant benefit to other dairy farmers, who have been able to pick up ideas and innovations and apply them on their own properties," Mr. Williams said.

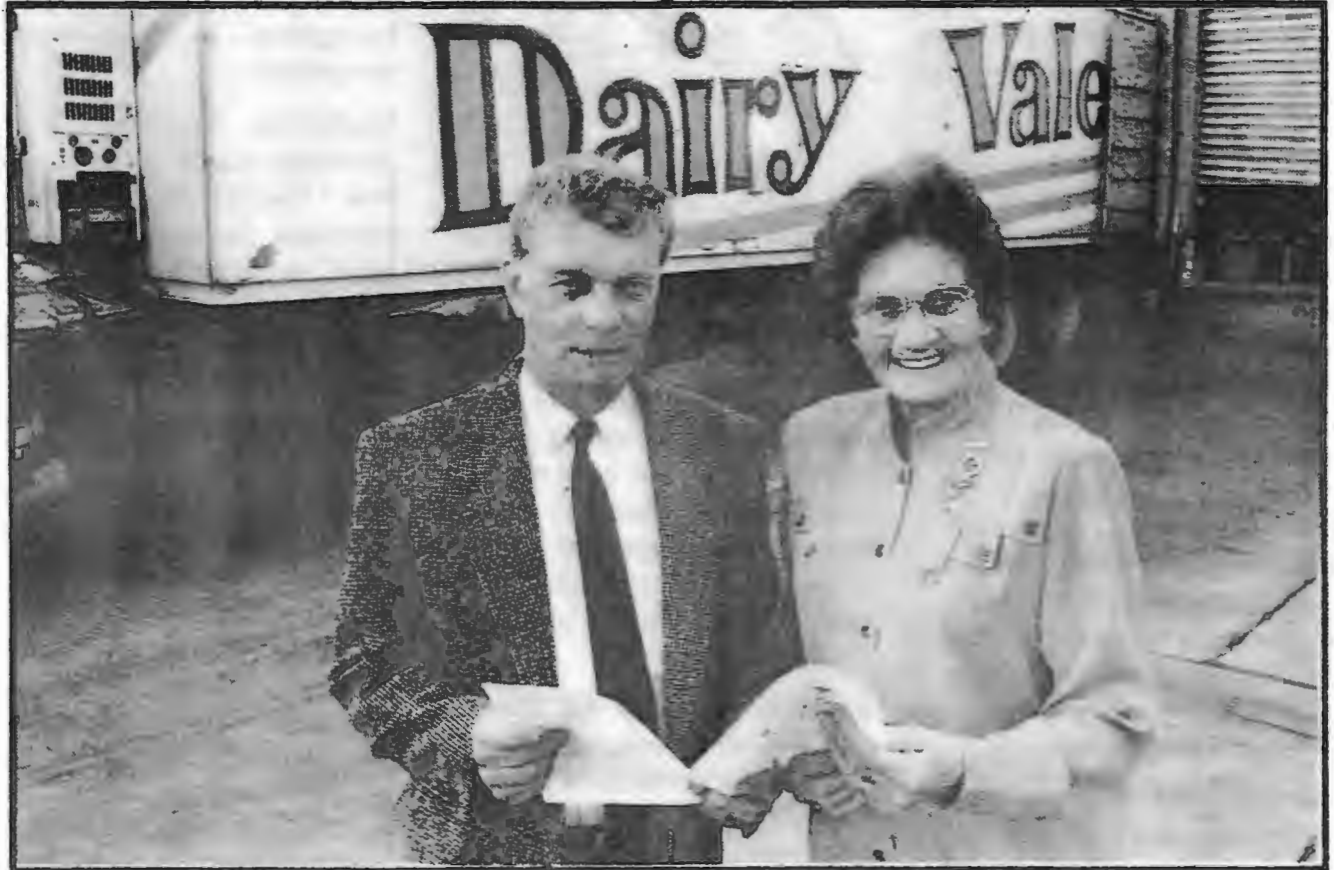
He said that the main prize for the 1992 competition would be a holiday for two or a computer and management package.

The 10 finalists would each receive nearly

products, it is important for companies like Dairy Vale to have suppliers who meet high standards in these areas.

"We also believe it is our duty to encourage dairy farmers to pursue farming practices which will not only ensure their future, but the future of farmers who follow them.

"Efficiency and other factors like the quality



CHAIRMAN OF THE JUDGING PANEL, MR IAN WILLIAMS, DISCUSSING THE ROLE OF WOMEN IN THE DAIRY VALE FAMILY FARMING COMPETITION WITH THE PRESIDENT OF THE COUNTRY WOMEN'S ASSOCIATION, MRS. LORNA ADAMS.

\$1,000 worth of goods and services from major rural suppliers who had agreed to sponsor the competition.

Mr. Williams said that environmental issues, dairy hygiene and overall efficiency would receive close attention from the competition judges.

"As a major processor and marketer of dairy

of our milking herds are of little relevance if we don't protect and ensure the future of our soils and environment" Mr. Williams said.

Entry forms are available from Dairy Vale's head office; merchandise stores at Myponga, Mt. Compass, Mt. Gambier and Jervois; or field staff.

TEAT WIPES FROM SMITHKLINE BEECHAM

SmithKline Beecham have announced the release of anti-septic teat wipes for cleansing cows' teats before using dry cow intramammary treatment.

"We see it as an effective, simple step towards improved mastitis control" said Mr Courtney Pern, Dairy Product Manager for SmithKline Beecham. "As manufacturers of Australia's leading dry cow intramammary product, we are very much aware of the effect that poor hygiene can have on dry cow treatment." "Dry Cow therapy is never 100% effective", he said, "But the chances of an excellent result can be increased simply by reducing the chances of contamination of teats at drying off. Orbenin Teat Wipes can help achieve this."

The old adage of "Prevention is better than cure" remains highly relevant in the treatment of Mastitis. Most experts agree that treatment at drying off is a more effective strategy than waiting to treat cases of clinical Mastitis during the lactating period.

Technical Services Manager for SmithKline Beecham, Dr Joanne Sillince, gave a Vet's viewpoint. "In Dry Cow therapy, hygiene is everything. Disinfecting teats is



often the secret to success, and we have found that it is often not being done. An effective way to disinfect prior to infusing the dry cow antibiotic is to use a fresh antiseptic wipe for each teat. The wiping action tends to remove gross contaminants, and a film of disinfectant remains on the teat skin, which should be allowed to dry before infusion."

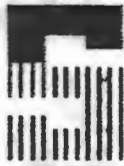
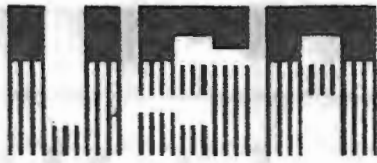
Dr. Sillince points out that teat spraying or dipping at this point can lead to problems if not done correctly. "A droplet containing contaminated material can remain at the teat orifice and be forced up the streak canal by the action of the syringe.

Orbenin Teat Wipes are available from veterinarians in dispenser packs of 100 wipes. To ensure the most effective Mastitis control programme is undertaken for individual herd situations it is strongly recommended that Dairy farmers contact their local

Veterinarian for the best advice on which Mastitis products to incorporate in their treatment programme.

SmithKline Beecham are also providing copies of the informative "Mastitis Management and recording booklet" which contains an outline of the recommended procedure for using dry cow treatment. The booklet was produced by NSW Agriculture and is available free from veterinarians.

SmithKline Beecham Animal Health have been actively involved for a number of years promoting improved milk quality through sponsorship of the Orbenin Bulk Milk Cell Count Competition. The company also sponsors a number of other Dairy Health initiatives including United Dairy Farmers Victoria, "Dairy Farmer of the Year" in Tasmania, and support of all major Dairy Field Days and regional shows. "As an Australian manufacturer of quality products for Dairy Herd Health we are committed to continuing our sponsorship of these initiatives to assist the Australian dairy farmer". Courtney Pern said.



REPORT

UNSAFE MANURE STORAGE COULD BE DEADLY

Safety and management practices did not get high grades on a report card of Pennsylvania manure storage systems. This report card contains the result of a year-long study of 99 systems. Purpose of the study was to determine the performance of manure storage designs related to environmental protection and daily operation.

According to R.E. Graves, Penn State Agricultural engineering specialist, design and construction practices passed with flying colors. Less than 8 per cent of storages and structural problems. However, of the storages studied:

- 34 per cent were routinely filled above design depth.
- 22 per cent had overtopped at least once.
- 40 per cent had inadequate or no safety fences to keep children or other people away.
- 51 per cent had no safety gate or stop to prevent a tractor from falling over the push-off lip.
- None had a depth staff or marker to indicate depth of fill.
- 33 per cent with outside lots did not include provision for controlling barnyard runoff.
- 36 per cent of farms that had reception pits had people in the pits at least once without breathing apparatus. (In 1989, seven people died in two separate incidents in the midwest as a result of this practice.)
- 51 per cent had never taken a nutrient sample of their manure.

Manure can be a liability to you, or your family, visitors or workers on your farm and the water quality around your farm. As a farmer, you have a unique opportunity and obligation to protect the well-being of human life and the environment.



MILKING SYSTEM CUTS ENERGY IN HALF

A new milking system with adjustable speed drive and feedback control on the vacuum pump can slash energy use in half.

To reduce the energy consumption of milking systems, Cornell researchers coupled an adjustable speed drive to a standard 5-horsepower motor so it could run at a much lower constant speed than conventional systems, yet increase speed when needed during an air disturbance.

They also installed a high vacuum reservoir tank between the milking system and the vacuum pump/motor. When a disturbance occurs, the surge of air entering the system can be sucked out and stored temporarily in the reservoir.

The conventional regulator was replaced with a dual vacuum controller which maintains the low vacuum level on the milk side, even if a unit falls off. During a disturbance, a sensor in the high-vacuum tank sends a signal to an electronic feed-back control circuit which increases the motor/pump speed to pump extra air out of the reserve tank. As the desired vacuum level is re-established, speed is reduced so the air pumped matches the air needed.

PROMOTION DOLLARS SHOW A 12.8 PER CENT RETURN

A 12.8 per cent return on investment is what Louisiana State University economists figure their state dairy farmers obtain on their 15-cent generic advertising dollars. Wayne Gauthier and Robert Boucher report in the August 1991 issue of Louisiana Rural Economist that the net return is calculated as the difference between the per cent of net gains in sales, 4.4 per cent, and the per cent rise required to break even, 3.9 per cent, times the Class I differential (US\$3.85).

Though Louisiana milk-use records do not show an increase in sales, the authors assume that declines in sales in the state would have been that much greater had it not been for the promotion programs. "In this instance, minimizing the loss carries the same rate of return as does an increase in sales," they conclude.

\$1M BOOST FOR SA DAIRY INDUSTRY



Savings and production increases worth nearly \$1m a year have resulted from a mastitis control programme instituted by SA's dairy industry.

According to SA Department of Agriculture veterinary research scientist, Dr Greg Stevens, there has been a dramatic drop in mastitis since a reform program was first tested in the mid-north in April 1990; extended to the metropolitan milk board area in July 1990 and which now also covers south-east dairy herds.

"The average white blood cell count from samples from 700 suppliers in the Metropolitan Milk Board area in July 1990 was 478,000 per sample", Greg said.

"In October 1991, it was 270,000.

"Generally on a herd basis, the higher the cell count, the higher is the number of cows infected in that herd."

Greg is executive officer to the SA Mastitis Action Group an 11 member team of farmers and representatives from milk factories, the Metropolitan Milk Board, Hiscol, Department of Agriculture and private veterinarians.

They have set themselves the job of reducing losses caused by mastitis which is ranked as the most important health problem of dairy cattle.

Greg said the \$1m gain was calculated on increased production from

lower mastitis levels; less milk being discarded; fewer stock being culled; less expenditure on drugs and the higher quality of milk produced.

Under the program, about 900 milk samples from the bulk milk tank of every dairy in SA are collected monthly by factory personnel and tested by the milk board.

Results are then given to Greg who produces a herd summary and advice which is sent with milk cheques to each SA dairy farmer.

The service is most comprehensive with for example, AA and BB Friesian of Milang being told that:

- Their latest bulk milk cell count was 390,000 and out of 22 herds in

SA Mastitis Control Program - most comprehensive in Australia and "undoubtedly world class".

their district, they ranked 16th.

- The average of their last six counts was 652,000 and the mastitis level in the herd was "high". "Your cows could produce an extra \$258 a month if you had an average cell count of 500,000".

In the advice sent to dairy farmers there is also a graph showing how the herd's mastitis levels over 18 months compare with the average of the top 10pc of the herds in the State.

Contact numbers and names are also given for officers who can help the farmer cut losses from mastitis.

Greg Stevens said the program, which is financially assisted by the SA Cattle

Compensation fund, was the most comprehensive in Australia and "undoubtedly world class."

"I think the reasons why good results have been achieved so quickly is that the reports given to dairy farmers have created an awareness of the problem," he said.

"The ranking we give a herd in a district provides a natural instinct to compete and as well there is a penalty for cell counts of over 750,000.

"The penalty is the loss of a city milk licence for seven days.

"There used to be six to eight farmers with this penalty - now its none or one or two."

Before the new system

was instituted, mastitis assessments were carried out in "independent areas" but there was little feedback for producers nor did they get a ranking in their district or details of the financial implications of correcting the problem.

Greg said there were techniques which dairyfarmers could institute to cut mastitis infections.

These included teat disinfection at the end of milking; regular milking machine maintenance to ensure damage was not caused to the teats and drug treatment of infected cows at the end of each lactation.

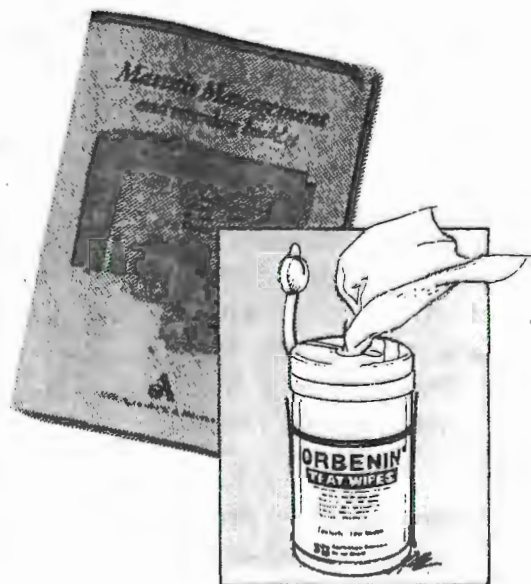
Beat the Mastitis Menace

Your Vet has Australia's leading mastitis treatment, plus new antiseptic teat wipes, and free Mastitis Management and recording booklets.¹

In a recent Government study Australia's most trusted Dry Cow Mastitis treatment proved it retains all its effectiveness when tested against the most common mastitis strains.²

Now the sponsors of the Orbenin Bulk Milk Cell Count Competition introduce the convenient safeguard of antiseptic, pre-treatment Teat Wipes, to help eliminate contamination at drying-off.

So see your vet soon, because the "Mastitis Menace" is the most serious income threat facing dairy farmers.



BEAT THE MASTITIS MENACE

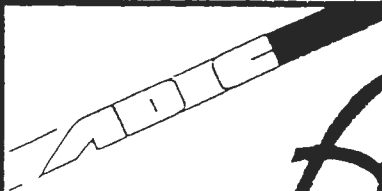
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¹ Produced by NSW Agriculture and sponsored by SmithKline Beecham Animal Health ² Data from Elizabeth Macarthur Agricultural Institute Oct 1991

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Action Matters



DRIVER

TRAINING

By having its tanker drivers retrained at the Driver Education Centre of Australia, at Shepparton, Sandhurst Dairies reduced its fuel bill by a quarter!

VALUE ADDED COSTS



Bob Campbell, General Manager, United Milk Tasmania, in addressing the Outlook Dairy Session, said that if the pure dictionary definition of value added was taken "one could arrive at the premise that any value added is of benefit and it appears many people including some of our politicians support this theory".

"Most businessmen will not agree because they know that if value added does not exceed the cost added you are making a loss on that stage of production.

"Kindergarten stuff; however, I suggest to you that when people talk glibly about value added you always ask what cost was added," Mr. Campbell stressed.

ABARE PREDICTIONS



Based on low manufacturing milk prices and poor seasonal conditions the Australian Bureau of Agricultural and Resource Economics (ABARE) has predicted a 2.4% decline in milk production to 6,250 million litres in 1991/92.

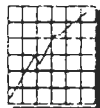
Commenting on ABARE's predictions, ADIC Chairman, Pat Rowley, said he believes ABARE's Outlook for dairying is out of date.

"ABARE forecast a decline of "just over 1 per cent" in manufacturing milk prices for 1991/92 yet most dairy companies are now paying in excess of 1990/91 prices for manufacturing milk and 1991/92 milk production is expected to be closer to 6,400m litres than 6,200m," Mr. Rowley said.

SA FARMERS PUSH PRODUCTION

A survey of 59 South Australian farms, conducted by the Metropolitan Milk Board shows that in 1990/91 average per cow production rose by 89 litres; gross income per hectare was up 7.8%; per cow 8.1%, and on a per \$100 cash cost basis 7.7%. Net income increased by \$100 per cow or 17.5%.

TRENDS



Australian market milk sales for the first four months of 1991/92 were 4.4% ahead of the 1990/91 year-to-date figures. Yogurt is the real bolter with production in the first three months of 1991/92 15.4% above the same period last year.

MAJOR EXPORTER

Bonlac Foods Ltd. is Australia's number one exporter of processed foods and exports to more than 40 countries.



REMEMBER WHEN?

20 Years Ago

The January/February 1972 edition of the Journal carried a lead article about the creation of a South Australian Statutory Dairy Authority under a legislative review of the national industry.

Ironically the question has arisen yet again. Dairy farmers are told to unite while governments may divide their dairy industry controlling agencies.

(Rationalization is a process that is a matter of perspective rather than a function of reality....Ed)

50 Years Ago

At the January 19, 1942 meeting of the Executive Committee the following motion was passed in relation to the SA Dairy Produce Board and low grade butter.

“That the General Secretary interview the Premier with regard to the above matter”.

(As we manage all the changes brought upon us, lobbying efforts will, again, be intense....Ed)

100 Years Ago

I Couldn't resist this little gem from the Dairy Vale history from the early 1890s.

A settler of German origin commenting on the danger of women being freed from the duties of making butter and cheese, by the development of co-operatives, is reputed to have said:

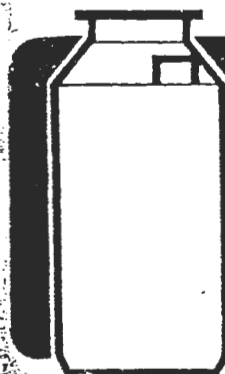
"...und der vives, dey find out dere vos not so much vork for dem mit der milk, und dey meet us midt schwiles ven ve coom back from dot dairy, und I suppose dot if ve want to do away midt dot dairy it makes some revolutions in der house, und der vives und daughters go out on strikes, yoost like dem fellows at Port Adelaide."

(Sounds like women's liberation was a big item in the 1890 period and so were reluctant magpies!....Ed)

THE SOUTH
AUSTRALIAN
DAIRYMEN'S
JOURNAL,
JAN.-FEB., 1965



DON'T LET THE HEAT DELAY MILKING



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YOU
WANT TO



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Why lose butterfat from warm milk separation with inevitable loss of profits when you can milk any time of the day and store it in a refrigerated milk cooler. Regardless the heat of the day, your product is assured of top quality.



WHO'S LOOKING AFTER THE CHILDREN?

One of the many tragedies in farming is the extent to which children are the victims of accidents.

The NSW State Farmsafe Committee had not been operating too long before it realised that the losses to children and the community as a result of their accidents in rural areas warranted more serious attention. It has almost completed a workbook that provides a very comprehensive account of the problem, reports on and analyses the known data, proposes strategies for reducing risk and suggests further research. It will be worth obtaining a copy.

The sites around the farm where children are most vulnerable are

- ❖ near operating machines
- ❖ around water collection areas (dams, swimming pools, tanks)
- ❖ near storage bins and confined spaces (silos, disused refrigerators in the garage, cess pits, etc)
- ❖ where chemicals are stored or being used
- ❖ the misuse (or use without training and/or supervision) of agbikes and firearms
- ❖ unsupervised horse riding

It is all the more tragic because in nearly all reported cases, accidents involving children could have been avoided if there had been adult supervision and/or more train-

ing. Just because children grow up on farms does not make them immune. Indeed it tends to make them more careless because of familiarity.

LIFTING: CARE OF BACKS

Moving, lifting, pushing, carrying, bending and loading are some of the many manual handling tasks that are conducted daily on farms.

Their regularity does not mean that they should not be performed carefully. The simple activity of bending and lifting is potentially dangerous. Even the fittest and strongest are not immune from serious injury if the manual handling of drums, machinery, animals, sacks, timber and many other loads is not done correctly.

The most common result of incorrect lifting is back pain, but those not careful enough could bring onto themselves hernia, muscle strain, heart strain, fractured or maimed limbs.

Reduce this danger by:

- a. planning what you intend doing; clear the route; avoid double handling, minimise bending, twisting or reaching movements; check the items to be handled for sharp edges, weight, unbalanced loads.
- b. reduce the weight by dividing loads into smaller parts, using mechanical aids or half-filling containers;
- c. use appropriate equipment - keep tools within reach, use benches that are waist height, wear protective clothing;
- d. guard against strain by warming up first, taking frequent breaks, changing tasks regularly;

When lifting -

- a. use your leg muscles; bend the knees
- b. keep a straight back
- c. support the load with the weight of your body
- d. do not lift and twist in the same movement

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DAIRY BUREAU OF CANADA NEWS

Claude Chevalier, President

CHOLESTEROL: MARKETING FEAR



We see it everywhere, on every label and every type of product: "No cholesterol," "50% less cholesterol," "Less cholesterol." Cholesterol, or should we say its absence, has become a key selling argument for manufacturers and an important reason to purchase for consumers.

To understand the nature of this collective hysteria, one has to understand a simple, but powerful, truth: fear pays. And it pays especially well for those who sell alleged antidotes and other remedies.

Backtracking just a bit, we discover that in 1988 the American Medical Association, together with a pharmaceutical company and two food manufacturers, united forces to launch a massive anti-cholesterol campaign⁽¹⁾. Officially it was labelled as a public service to inform the population of the risks and dangers associated with elevated levels of cholesterol in the blood. In reality this big budget, multimedia marketing operation was a ploy to generate huge profits for the sponsors.

By creating a lot of commotion on television and in magazines, unveiling cholesterol as one of the major causes of cardiovascular disease, (not "the" major cause, because that would

be too "blatant" an untruth) these master manipulators were able to create a false problem and then profitably market a host of false solutions.

Today we know, and medical authorities⁽²⁾ confirm, that "Nothing proves that we reduce the risk of cardiovascular disease by reducing the level of cholesterol in the blood." But for more than three years, groups capitalized on this myth and lined their pockets while others, like the milk producers, were unjustly victimized.

NUTRITION CAMPAIGN

Because of the persistent efforts of the Dairy Bureau, the winds of change are shifting in our favour and the current campaign should help us gain more ground. The importance of dairy products, as part of a daily, balanced diet, is being reinforced in advertising throughout the country. The campaign launched this

month includes double-page spreads in Canadian Living, Homemakers, TV Guide, Western Living, Vancouver Magazine, Select Homes and Food, Equinox, Harrowsmith, Images, and HealthWatch.

To curb cholesterol phobia and re-establish the facts, "It's Your Health" capsules have been sponsored on radio and "It's Your Health" advertisements have been placed in the magazines listed above. Sheila Murphy, a leading, well respected dietitian, is the spokesperson.

DAIRY PRODUCTS: HONEST GOODNESS!

In the absence of other risk factors like smoking, high blood pressure or heredity, eating foods containing cholesterol has absolutely no effect on the risk of premature heart attacks. Foods like whole milk are essential to the growth and development of children and cutting them out can do a lot more harm than good.

We at the Dairy Bureau think it's time, more than ever, to unite our forces within the dairy industry. It's time to show a balanced, true image of dairy products. This message must be heard across the country: Balance is necessary for good health, and milk products have always been an excellent source of balance!

(1) Reference: Thomas J. Moore, HEART FAILURE, Random House, 1989, p. 67.

(2) Reference: Elliott Corday, Doctor of Clinical Medicine at the University of California.

UNIFIED FARM VOICE SENDS CLEAR MESSAGE

An old joke suggests that farmers asked to form a firing squad would stand in a circle. This quip could have applied all too often to agricultural policy debates over the years in Ontario and across Canada as farm groups bickered and squabbled among themselves.

Now, with world trade negotiations at a crucial point, Ontario farmers appear to have set their sights in the same unified direction.

Unity in the agricultural community has never been needed more. Grain and oilseed growers are reeling from depression-level prices while red meat producers are faring little better. Dairy and poultry farmers may currently be earning fair returns for their commodities but US trade proposals have cast a cloud over the future of their supply management marketing systems.

A favorable outcome to the General Agreement on Tariffs and Trade (GATT) negotiations would represent no panacea for solving all of Canadian farming's woes. Nevertheless, it would represent a glimmer of hope for restoring a measure of health to financially ailing commodities and keeping reasonable prosperity in supply managed sectors.

Ottawa's current negotiating position deserves the widespread support that most major farm commodity groups have given it.

This position calls for an end to damaging export subsidies that have steadily pushed down returns to Canadian farmers dependent on export grains and oilseeds. It seeks to have fair trading rules applied to all nations, which is not the case now. Most important to the dairy and poultry sectors, the federal government has stated clearly that it wants to strengthen and clarify Article XI, which allows supply management to function.

In Ontario, dairy and poultry producers, representing six different commodities and some 20,000 farm families, united in a lobbying campaign to reinforce the federal government's GATT position. Moreover, the 20,000-plus-member Ontario Federation of Agriculture, the province's largest general farm organization, has added its considerable support. Similar endorsements have been voiced across the country.

When that many farmers speak with one voice, Ottawa has to listen. It must tell Canadian negotiators to sign a GATT deal Canadian farmers can support.

Bill Dimmick, Editor "Ontario Milk Producer"



INTERNATIONAL FARMING SCHOLARSHIPS

The Australian Nuffield Farming Scholars Association is offering two or three 1993 Scholarships to residents of South Australia, Northern Territory and Western Australia.

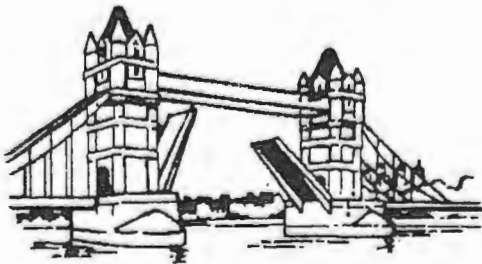
The objective is to increase practical farming knowledge and management skills and techniques generally, by enabling the scholars to study farming practices and conditions in agriculture, in the United Kingdom and internationally, at the same time promoting a closer understanding between the farmers of both countries.

Although the emphasis of the scholarship is to practice in the United Kingdom, permission will be granted after orientation in the United Kingdom and Europe to complete the study tour in the country best suited to each scholar's pursuits.

Qantas Airways Limited are again the major National Sponsor and provide return air fares to the United Kingdom.

The Scholarships are open to persons who are citizens of Australia, who are now engaged in farming of any kind in their own right or managing full time a commercial farming property and intend in the future to engage in farming in Australia, and who are persons likely to be able to spread their fresh knowledge and experience upon their return to Australia.

Applications for Scholarships for 1993 awards should be submitted no later than Friday 29 May, 1992. A more detailed brochure outlining the Conditions of Award is available from the SADA Head Office.



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FIRE AND LIVESTOCK

When one considers that on two days alone, February 12th 1977 and February 16th 1983, almost 1,000,000 sheep and over 15,000 cattle were destroyed by fire, one would realise the financial disaster faced by those farmers involved who had not availed themselves of adequate insurance protection.

A dairy farmer's livestock is his livelihood and therefore his most valuable asset, yet it is surprising the number of dairy-farmers who insured their

house, machinery sheds and hay sheds against fire but not their livestock.

To insure your livestock against fire simply assess the value of your herd based on today's market prices and make an allowance for any natural increases in numbers.

Fire - Livestock Policy offered by your Association's recommended insurer, Federation Insurance, can also be extended to include cost of temporary agistment

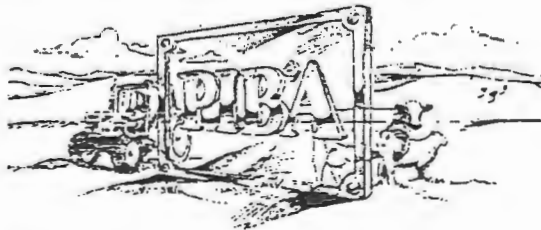
should the pastures normally grazed by your livestock be destroyed by fire. Under Federation's Fire - Livestock Policy the sum insured can be adjusted at any time throughout the year depending on the increase or decrease in numbers or market price.

For an obligation free quotation for Fire Insurance on your livestock, contact your nearest Federation Insurance Office, or Adelaide (08) 272 5100.

**REMEMBER - YOUR LIVESTOCK IS YOUR LIVELIHOOD,
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AND then there was the Irish surgeon who was the first medical man in history to separate a siamese cat.....



Udder Nonsense



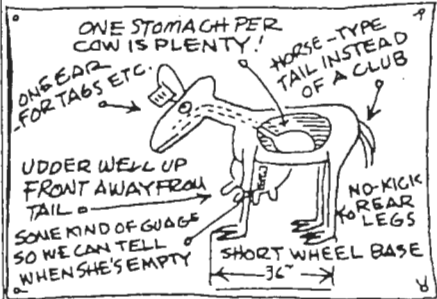
A VEGETARIAN in a restaurant indignantly refused the special for the day, beef tongue.

"I'm not eating that," he protested. "That's disgusting! It comes from an animal's mouth!"

"Well, then," said the waitress - "how about an egg?"

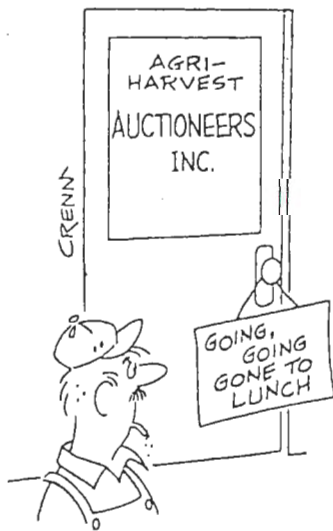
21ST CENTURY COW

IMPATIENT WITH THEIR SLOW PROGRESS, OLAF BERGE WENT TO ONE OF THOSE GENETIC ENGINEERING LABS AND LAID IT ALL OUT FOR 'EM. HE SKETCHED OUT A MODEL SO THEY'LL HAVE SOMETHING TO SHOOT FOR.....



"THAT'S JUST A START, BUT WE'D BETTER GET STARTED OR THE JAPANESE WILL SWAMP US WITH HIGH-TECH COWS, AND WE'LL RIDE IN THE BACK SEAT!"

THE FUTURE



MORSAEHWQZXDENXNFIJYUSJNPMOR
 DENXNFIJYUSJNPMOR
 THEN there was this bloke who'd been out of work for months and was getting really desperate. Eventually, having tried everywhere else in town, he fronted up at the local church and asked the vicar for a job. "I'll do anything," said the bloke. "I'll dig graves, carry coffins, you name it." The vicar thought for a moment. "Tell you what," he said, "you can have a job as a bellringer if you like." "Beauty!" said the bloke. So the vicar took him into the church tower and showed him the ropes. The bloke soon found out it was pretty hard work, and after a while it was obvious he needed an offsider. He mentioned this to the vicar, and the vicar asked if he had anybody in mind. "Well, come to think of it," said the bloke, "why don't I get my twin brother to help?" So the bloke's twin brother was sent for, and the two of them got to work, and didn't they make those bells ring! Then, one Sunday morning, one of the clappers got stuck, so the two brothers climbed to the top of the tower to fix it. But it was a tricky job, and as one of the brothers reached out to grab the clapper, he slipped. His twin tried to grab him and they both fell, tumbling from the top of the high tower and crashing to the ground far below. People came running from all over the town to stare at the two broken corpses. "Anybody know who they are?" asked the local copper. "They're dead ringers," said the vicar.

An Irishman decided to do some ice fishing, so he got himself a hammer, a saw, and a fishing rod, and off he went.

He bashed a hole in the ice with a hammer, then began to enlarge it with the saw. He was busily sawing away when an almighty voice boomed down: "There are no fish down there!"

The Irishman looked around and up, astonished and bemused.

"Is that you, God?" he asked.

"No," boomed the voice. "It's the manager of the ice-skating rink."



MAJOR SURVEY ALONG THE RIVER



A program designed to ensure that dairy-ing remains a productive and profitable industry is underway on the lower Murray.

Inspired by local dairyfarmers and carried out by the SA Department of Agriculture, the program centres on the need to maintain minimal pollution of the river, improve irrigation efficiency and use dairy effluent to best effect as a fertilizer.

With funds allocated by SA's Cattle Compensation Advisory Committee, departmental officer, Steve Scown is surveying effluent disposal techniques from Mannum to Wellington.

There are 150 farmers along this portion of the river each averaging 100 milkers, with a combined annual output valued at \$22m.

Every dairy is being visited and with the survey about half-way through, Steve has found that evaporation pits are the most common method of containing effluent from the dairies.

"There is also greater use of slurry on highland pastures occurring," he said.

"This is to be encouraged

as these soils are mainly gutless sands and I think this may become the preferred effluent disposal option.

"The highlands are an asset that we're not using properly.

"Very few dairies are polluting the river because of the effluent disposal techniques and the fact that effluent is being filtered by the soil as a natural process, regardless of whether it is held in ponds or is spread, means that very little dairy effluent is getting into the river.

"The greater majority of swamps used for dairying have drainage systems which ensure that dairy runoff is channelled into irrigation drains and used to water pastures - not channelled into the river.

He said despite this low level of river pollution, farmers were preparing for legislative changes which by June 1992, would make it an offence for dairy effluent to enter the river.

By June 1993, it will be an

offence to allow irrigation drainage water to flow into the Murray.

Steve said it was obvious that the region's dairyfarmers were also adopting more efficient irrigation techniques which resulted in less water being wasted when irrigating pastures.

The laser leveling of grazing areas for example, was becoming more widespread and this was one way of ensuring a minimum amount of water was needed for maximum effect.

"There is a lot of emphasis on watering properly so that you don't get excess flow back into the river after an irrigation," Steve said.

Once the survey is completed, he intends to hold field days at four strategic centres, to highlight the preferred options for effluent management, along with cost effective ways to apply irrigation water.

**WANTED..
..TO BUY**

MANURE PUMP - small to medium size, single phase, reasonable condition. ☎ (085) 387 054.

VACUUM PUMP - good condition, suit 4 to 6 units. ☎ (085) 387 054.



ACCURATE SPRAYING

A Spray Management Valve (SMV) from Lurmark, the eastern England irrigation specialists, is designed to improve accuracy.

The company says it is the first affordable device for accurately maintaining a pre-set delivery pressure immediately before a nozzle, regardless of how high the power in the rest of the sprayer is raised. However, should the pressure delivered by the sprayer fall below the SMV setting, the valve will close with a clean drip-free shut-off.

Mounted on the hand lance or knapsack or compression sprayers, the compact SMV provides benefits of economy and convenience.

The device ensures that the spray solution is delivered to the nozzle at constant and correct power for the optimum application rate and consistent spray quality, eliminating guesswork. This can help reduce wastage and loss of yield caused by under- or over-application.

Positive dropleless shut-off ensures that there are no harmful or wasteful drops, even when the trigger is operated.

The SMV comes in three sizes at the pre-set pressures of 1, 2

and 3 bar (14.5, 29 and 43.5 psi). Accurate +/- 2 psi, the SMV is supplied with threaded connections to fit the majority of sprayers currently available.

EFFICIENCY SPONSORS

The Milk Marketing Board of England and Wales is sponsoring research to help dairy farmers become more efficient. They include three main projects covering nutrition, breeding and health.

Early results of trials show that maize silage is beneficial to dairy cows.

Richard Phipps, of the Institute of Grass and Environmental Research, one of the agencies conducting trials for the board, has been looking at maize feeding from calving.

Three groups totalling 41 heifers were studied for 20 weeks. One group had grass silage throughout; another a mixture of grass and maize silage; and the third grass silage for only ten weeks and were then fed the grass silage mix.

Each group had concentrates of 7kg a day. Dry matter intake and milk production were highest from the group fed the mixture from calving.

The forage mixture lifted margin over feed costs by 26p a heifer per day. In a 100-cow herd, this

was equivalent to £1400 extra over the ten-week period.

Another trial, involving grass silage, found that quality of fermentation had more effect on intake and performance than D-value (digestibility), and good silage-making practices were financially more beneficial. Modest levels of concentrates raised yield of milk constituents, but feeding more than 6kg a day was uneconomic with well-fermented, highly-digestible silage.

This trial involved three different silages:

- a high-D, well-fermented sample.
- a high-D, poorly-fermented batch.
- a low-D, well-fermented crop.

Although the silages were similar in chemical analysis, there was a wide difference in intake.

FLIES TRANSMIT BOVINE INFECTION

British scientists have discovered that blood-feeding flies transmit bovine virus diarrhoea (BVD). Possible disease carriers - headfly, horsefly and stable fly - have been found after experiments at a veterinary laboratory to test the theory that flies can transmit the virus to healthy animals.

The horsefly, common to British meadows from June to August, may be the worst offender, responsible for sudden, mysterious outbreaks of disease.

A fly feeding on an infected cow could transmit the disease to another animal, creating another source of infection. In the past, scientists thought BVD was transmitted by direct contact.

New animals brought on to a farm not exposed to infection should be screened to avoid animal to animal transmission.

In Britain, BVD is estimated to cost £47 million a year in reproductive failure, abortions, stillbirths and sickly calves.



ITS TIME FOR THE KIDS TO PREPARE A SNACK FOR MUM & DAD

FROM THE DAIRY..... TO THE TABLE

GOLDEN HAMWICH

- 8 Slices bread, buttered
- 8 slices Deli Ham
- 2 eggs
- 2 tablespoons milk
- 4 slices pineapple
- Cinnamon
- 2 tablespoons Golden Syrup

Make 4 sandwiches with the bread and Deli Ham. Beat eggs and milk, pour into a shallow, flat dish. Dip sandwiches in egg mixture and fry in a little butter until golden brown on both sides. Keep hot. Fry pineapple slices in butter and place on top of sandwiches. Dust with cinnamon and drizzle with golden syrup. Serves 4.

EGG & CHEESE FRITTERS

- 1 cup grated Australian Matured Cheddar cheese
- 3 eggs
- 60g self raising flour
- 1 small onion, finely chopped
- 1 tablespoon chopped parsley
- salt and pepper
- a little butter for frying

Place all the ingredients, except the eggs, and butter into a bowl, and mix together. In a small bowl beat the eggs, then pour over the other ingredients. Mix well, making sure you don't leave any dry flour at the bottom of the bowl. Place dessertspoons of the mixture into the heated frying pan, and brown for about 2 minutes on either side, until they are crisp and golden. Drain on a sheet of absorbent paper, and serve either hot or cold. Makes approx. 12-15

SAVOURY EGG SNACK

- 3 eggs
- 2 cups grated Australian Matured Cheddar cheese
- 3 rashers bacon, finely chopped
- salt and pepper
- 8 slices bread

Set your oven to a moderated temperature. Beat the eggs together in a medium-sized bowl. Add the grated cheese, chopped bacon, salt and pepper and mix well. Spread this mixture evenly over the bread slices, making sure you cover the edges. Place the bread slices on an oven tray and bake for 25-30 minutes, or until they are golden brown. Cut into fingers and serve.

SPINE-CHILLER

- 1 cup chilled Berri Apricot nectar
- 1 cup apricot yoghurt

Combine the apricot nectar and yoghurt together with a beater or blender until well mixed. Serve straight away. Serves 2.

GRAPE-A-GO-GO

- 1/2 cup chilled Berrie Grape Juice
- 1/2 cup cold milk
- 1 scoop vanilla ice cream

Combine all the ingredients together with a beater or blender. Serve straight away. Serves 1.



**SOUTH AUSTRALIAN
DAIRYFARMERS'
ASSOCIATION INCORPORATED**

**1st Floor, Aston House
13 Leigh Street, Adelaide, SA 5000**

Telephone: (08) 231 3752

Fax: (08) 231 9799



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Allan Manning

Telephone (085) 685 268

Fax (085) 685 494

Executive Officer

Adrian Scott

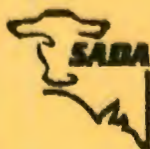
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- Sulphamic Acid
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Association Services

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- Industrial Matters - Wages, Work Conditions, Sharefarming Agreements
- Lobbying
- Representation on Concerns
- Information
- Watchdog Role
- Sounding Board
- Friendly Stop in the Big City
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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairy Farmers' Association Inc

Published By:

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Dairyfarmers' Association
Incorporated

1st Floor, Aston House
13 Leigh Street
Adelaide SA 5000



Editor

Adrian Scott

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Fax: (08) 231 9799

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



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ISSN 0049

VOL. 34 NO. 5

MARCH/APRIL 1992

DAIRY NUTRITION COURSE A GREAT SUCCESS!



PRESIDENT'S COMMUNIQUE



Congratulations to those 270 dairy farmer students who have completed the 10 subjects included in the Dairy Nutrition Course 1992.

Capably co-ordinated by Glen Aldridge from the South Coast Branch, Noarlunga College of DETAFE, this course has been an excellent example of industry co-operation to the extent of totally maximizing the South Australian dairy industry's resources.

The subjects covered in the course were:

- Physiology of the Dairy Cow
- Nutritive Value of Feeds
- Requirements of the Cow (calculating rations)
- The Mineral & Vitamin Requirements of Dairy Cattle
- Infertility & Disease
- Practical Feeding -

Budget the Feed Requirements

- Calf Nutrition
- Calf & Heifer Nutrition
- Heifer Nutrition
- Nutritional Management of Dairy Farms (held at Flaxley 24th April - CAM Dairy)

On behalf of SADA I wish to thank Glen and the core Representative Working Group:

- Ian Williams - SADA
- Trevor Connor - Dairy Vale
- Chris Thomas - National Dairies
- John Threlfall - Department of Agriculture
- Steve Scown - Department of Agriculture

This level of co-ordination is the first of many examples to be seen in the future within the SA dairy industry.

NEW ASSOCIATION

To ensure there is on-going integration of resources within the State to continually progress technology transfer, the Research and Extension Association for Dairy Development (READD) has been formed. The calibre of the farmer nominees to READD from each of the 5 Regions is both satisfying and posit-

in this issue -

- 1992 CONFERENCE DETAILS
- A SPECIAL OFFER!
- DISTRICT ANNUAL GENERAL MEETINGS
- WHERE DO WE GET THE MONEY?

ive.

Following the inaugural meeting of State READD on April 3rd and the appointment of Ian Williams as interim chairman this new Association is already committed to two major projects.

1. **4M Project** - developed by the Department of Agriculture from the computer program "Operation Mid Lactation".

(Those farmers who have not received their graph of predicted achievable production please contact your local Company Field Officer or Department of Agriculture Extension Officer for the purpose of supplying your farm data as soon as possible.)

2. **Reproduction Extension Program** - A committee has been formed to recommend future action following the release of the survey "The Reproductive Performance of Dairy Herds in SA" prepared by Dr. T D (Douglas) Wilson and researchers from the South Australian Department of Agriculture Flaxley Research Centre.

SA farmers through READD are represented by Cathy Harvey "Yalkuri" Narrung, regional representative from the River and Lakes Region.

The functions of READD will be limited until more funds are available. Industry is anxiously waiting for a response from DRDC following the SADA submission for additional funds to supplement the commitment of the Dairy Companies and the Department of Agriculture.

Until such time as READD is incorporated, SADA is looking at the feasibility of facilitating a proposal suggested by Dr. Roy Kel-laway to make the computer program "CAM Dairy" available at a lower cost to groups of SA dairy farmers. CAM Dairy was received by participants in the last session of the Dairy Nutrition Course and has been perceived to be an extremely useful tool as an adjunct to the 4M program (further details in this Journal).

ENERGY EFFICIENCY IN COOLING OF MILK

SADA has continued to be proactive in developing strategies for ozone friendly alternative refrigerants and the adoption of off-peak electricity tariffs through thermal transfer systems (ice technology).

In conjunction with the Technical Committee for Dairy Refrigeration, incorporating the Department of Environment and Planning, Refrigeration Technicians and SADA, an analysis of the last 6 months' results and performance of two milk vat conversions will be carried out. The conversions use DuPont (RMP 39 - ternary blend) and ICI (R-134 A) and were installed on farms in the first week of November.

By the time of our Annual Conference, to be held on 22nd June at Mt. Gambier, I believe it will be possible to make firm recommendations to assist members to analyse the alternatives and to develop criteria to plan future refrigeration

strategies.

The dilemma for farmers in the short term will revolve around the following issues:

1. The circumstance of total breakdown of current R-12 equipment.
2. The choice of conversion to ozone friendly refrigerants as a maintenance strategy following gas leakage or potential leakage due to need of maintenance.
3. The need to develop a strategy when upgrading or expanding current refrigeration capacity and milk storage.
4. The desire to be more energy efficient by using ice technology and heat recovery equipment.

NEW PROJECT IN CONJUNCTION WITH ETSA

With the generous support of the ETSA Demand Side Management team and the Flaxley Research Centre, SADA is committed to ensuring that the latest technology in ice making equipment is retro-fitted to the current R-22 refrigeration system at Flaxley. Retro-fitting the ice maker and the current milk silo to the current unit in place means there is maximization of the current equipment, large reduction of installation costs and continued maximization of the milk silo's cooling capacity.

The installation will include a heat recovery system providing additional storage of hot water heated by the waste heat normally dissipated by the air cooled condenser.



DRDC REVIEW OF MILK COOLING TECHNOLOGY

Dr. Graham Redding, a consultant on energy management, visited South Australia on the 13th and 14th of April to analyse the progress of alternative refrigerants and demand side management of power supplies in South Australia.

Dr. Redding will complete a report for the Dairy Research and Development Corporation in the next few weeks.

This report will be an important part of strategy planning for DRDC in its commitment to environmental issues.

STATE WIDE LEGISLATION AND EQUITY ARRANGEMENTS FOR PERCENTAGE SHARING OF THE MARKET MILK PREMIUM IN AN ECONOMIC AND EFFICIENT MANNER

On Friday 10th April, Adrian and I met with Minister Lynn Arnold in an attempt to clear up the reasons for undesirable delays since November 1989, and to pin down the expected time-frame for preparation of new legislation and com-

mencement.

1. New legislation will not be introduced until the spring session of Parliament and not until August at the earliest.
2. The actual drafting of the White Paper is the responsibility of the Department of Agriculture.
3. To assist the progression of industry arrangements for EQUITY the Minister has made a commitment that there WILL BE one Statewide Farmgate Price for white milk sold as market milk. The issue of UHT white and flavoured and fresh flavoured will only be addressed by the Minister after Federal Minister Simon Crean has liaised with all State Ministers.

This positive approach and commitment by the Minister particularly to the Statewide Farmgate Price is a valuable progression for SADA members.

A Statewide Equity Arrangement is just one of the issues to which our new Executive Officer is totally committed - and believe me, it is not easy to weld together all the regional points of view!

However, with a true professional approach and numerous late nights at the Office, Adrian is developing the basis of the new scheme.

One point I wish to make on Equity negotiations is to clear up the hypothetical loss of income perceived by Barossa Mid-North farmers in trading the same as the Central Region.

In 1990/91 there was only 1.08c per litre more paid to FUFL suppliers in the Barossa Mid-North than FUFL's Central Region price.

Under a Statewide per cent share the North should receive at least the same differential provided the same peak to trough ratio for milk supply is maintained (which I believe is the intention of Northern suppliers).

The Executive now has to put the finishing touches to the SADA equity scheme on 13 May, prior to seeking comments from the processors.

NEW FEDERAL LEGISLATION AND FUTURE MARKETING ARRANGEMENTS.

Pat Rowley and John McQueen of ADFF, Michael Taylor of ADIC, their staff and committees are to be commended for their commitment and diligence in



For Your Diary.....



CONFIRMED DATES FOR ANNUAL GENERAL MEETINGS:

* JERVOIS - 18 MAY * SOUTHERN HILLS - 19 MAY * SOUTH EAST - 25 MAY

Dates for all other Branch Annual General Meetings are currently being arranged, so watch your mailbox for meeting times and agendas.



resolving the difficult issues involved in the negotiations with Federal Minister for Primary Industries, Simon Crean, and Department of Primary Industry and Energy staff.

Simon Crean may submit new draft legislation to Cabinet within 24 to 48 hours of the time I am writing this communique.

In the meantime, I can only assume that an All Milk Levy will continue to support export sales, but will reduce in level of support over the next 8 years to approximately 10% support above the corrupt export price.

I assume there will be no underwriting facility made available in the legislation.

The Industry Commission had threatened the future operation of the Australian Dairy Corporation and the Dairy Industry Fund, however I understand both will continue relatively unchanged.

The key issue resulting from these negotiations will be an increased commitment by the Australian dairy industry to a more intense and expanded value adding program. This commitment and further development of new markets is a reasonable prerequisite as our industry heads towards the year 2000.

NEW ZEALAND STUDY TOUR

Congratulations to David and Wendy Kuchel on having been selected by SADA to represent South Australia on the New Zealand Study Tour.

David and Wendy were chosen from a final selection list of three applicants, who are all worthy ambassadors for South Australia's dairy industry.

A full report on the tour will be available through SADA, while David and Wendy will be available to share their experience first-hand with other members.

ALLAN MANNING,
General President

FIGHTBACK PACKAGE



EFFECT ON DAIRY INDUSTRY



SADA will shortly be obtaining the results of the impact of the Opposition's Fightback package of tax reforms on the dairy industry, so keep your eye on the next Journal.

The consulting company ACIL is undertaking the report.

NATIONAL LAUNCH

DAIRY BEEF FOR EXPORT MARKETS - AN UNTAPPED RESOURCE

This seminar is being held at the Bega RSL Convention Centre on Wednesday 17 June 1992. It will cover such subjects as growing and breeding dairy beef for international markets as well as industry opportunities in Australia.

For further information contact: DAIRY BEEF SEMINAR, NSW Agriculture, PO Box 53, Bega, 2550. Telephone: (064) 921 733.



HOW IS SADA FINANCED ?



SADA's current system of financing is to share expenses with the Metropolitan Milk Equalization Committee Limited.

In other words, administration and office costs can be shared and the equalization of the market milk premium managed.

The alternatives are for SADA to run an office on a "stand-alone" basis (which could cost about \$280,000 per year), or to share with another commodity group, as is the case in some of the other smaller dairy farming states.

Basically there are four categories of SADA's income:

CATEGORY 1:

Revenue from the provision of a Secretariat for MMEC, including the supply and management of a registered office and the provision of expertise.

MMEC expenses paid prior to distribution of the market milk premium.

CATEGORY 2:

Functions performed on behalf of all dairy farmers in the State by SADA.

Currently met in part by MMEC, SEMMEC, and Barossa Mid-North Co-op.

CATEGORY 3:

Services provided to individual SADA members and financed by your subscriptions.

CATEGORY 4:

Other income, such as insurance commission, interest and dividends.

The issue of on-going sharing of expenses with MMEC is not yet resolved, but it is to be hoped that some agreement can be reached. Any unanticipated decline in SADA revenue would have to be immediately matched by drastic cost reductions, to avoid running down reserves. Also, any affiliation with UF&S will change the 1992-93 Budget.

The Executive has decided that the 1992-1993 subscription will be increased by \$20 to \$90. This is necessary to finance what will be another very busy year with changes to national and state legislation, and also to cover the reduction in anticipated interest earnings, because of lower interest rates overall.

.....Adrian Scott

**THE 1992 ANNUAL
CONFERENCE,
ANNUAL DINNER
AND
CENTRAL COUNCIL
AGM**



This is your invitation to join us in picturesque Mount Gambier for our 1992 Annual Conference where you can enjoy the hospitality of our new South East Branch whilst you extend your knowledge on the following topics:

**ENVIRONMENTAL MANAGEMENT
POTENTIAL FOR DAIRYING IN THE SOUTH
EAST**

DATES & TIMES:	Sunday 21 June	10.00 am	Farm Study Tour
	Monday 22 June	9.00 am	Conference
		7.30 pm	Dinner
	Tuesday 23 June	9.30 am	Central Council AGM (visitors welcome)
		10.00 am	Tour of local "Hot Spots" (for those not attending the Central Council AGM)

VENUE & ACCOMMODATION: **COMMODORE MOTEL**
Corner Jubilee Highway & Penola Road, Mt. Gambier
Accommodation - Single: \$55 per night (approx.)
Double \$60 per night (approx.)

REGISTRATION OF INTEREST: Return completed Registration of Interest slip no later than Friday 5 June. Further details including request for final confirmation and payment will be forwarded after Registration is received.

TRANSPORT: If sufficient interest is shown, SADA will charter a bus for travel from Adelaide to Mount Gambier on Saturday 20 June; and a return bus to Adelaide in the evening on Tuesday 23 June. Approximately \$60 per head return.

COST: SADA is bearing much of the cost, however the cost of transport to and from Mount Gambier (not the special tours) accommodation and meals (including the Annual Dinner) will need to be met by attendees.
REMEMBER: The more interest that is shown will mean direct savings to you!

ENQUIRIES: For further information telephone Jenny on: (08) 231 3752





**ANNUAL CONFERENCE,
ANNUAL DINNER
AND
CENTRAL COUNCIL AGM**

REGISTRATION FORM

Please register the people listed below as being interested in attending the following:

NO. OF PEOPLE

- | | | |
|-------------------|--|--------------------------|
| SATURDAY 20 JUNE: | 4.00 pm - Bus departs Adelaide for Mt. Gambier | <input type="checkbox"/> |
| SUNDAY 21 JUNE: | 10.00 am - Farm Study Tour | <input type="checkbox"/> |
| MONDAY 22 JUNE: | 9.00 am - Conference | <input type="checkbox"/> |
| | 7.30 pm - Annual Dinner | <input type="checkbox"/> |
| TUESDAY 23 JUNE: | 9.30 am - Central Council Annual General Mtg. | <input type="checkbox"/> |
| | 9.30 am - Tour of "Hot Spots" | <input type="checkbox"/> |
| | 5.00 pm - Bus returns to Adelaide | <input type="checkbox"/> |

PLEASE LIST FIRST AND LAST NAMES OF PEOPLE ATTENDING:

_____	_____
_____	_____
_____	_____
_____	_____

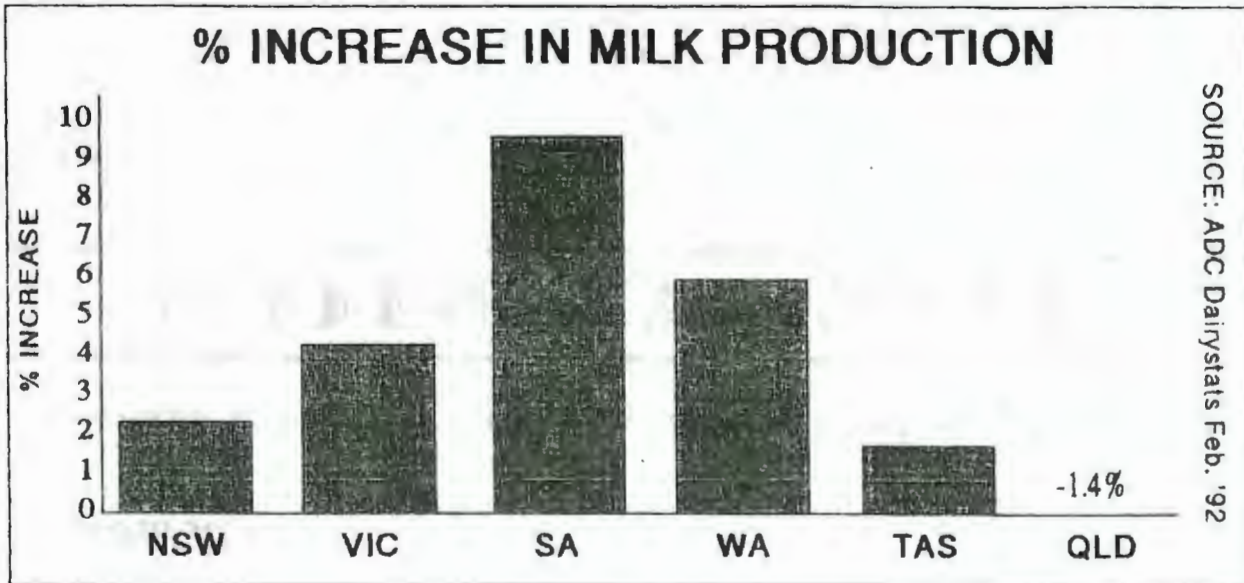
Please mail this form, no later than Friday 5 June, to:

SADA ANNUAL CONFERENCE 1ST FLOOR ASTON HOUSE 13 LEIGH STREET ADELAIDE SA 5000





You Deserve a Pat On The Back!!



As the above graph shows, South Australia currently has the highest per cent increase in milk production in the country. This time last year South Australian dairy farmers produced 263.8 million litres compared to 288.8 million this year - an increase of 25 million litres. Give yourselves a pat on the back!

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STOP PRESS

NEW DAIRY INDUSTRY PLAN

Mr. Simon Crean, the Minister for Primary Industries and Energy, announced the new Dairy Plan on 30 April. Key elements are:

- ❖ reduction in market support payments for manufactured dairy exports beginning in 1993/94 in equal steps to 10% above export parity prices by the year 2000.
- ❖ retain current tariff quota on cheese imports.
- ❖ increase in ceiling for industry promotion levy from 5.5 cents to 8.0 cents per kilogram butterfat.
- ❖ removal of the legislative right of a State to suspend the market support arrangements in the event of interstate trade in milk (the "comfort clause").

I am particularly pleased that the concept of market support payments for manufactured dairy exports at a level of 10 per cent has been achieved.

The new Plan will begin on 1 July 1992 and enables the drafting of South Australian Statewide legislation to proceed without the backdrop of national uncertainty.

Overall, the new dairy industry Plan could be considered a "win" for dairy farmers, but at a cost, as underwriting will no longer be included.

SADA is pleased with the outcome and congratulates the ADFP and ADIC on a job well done.

Adrian Scott.

WORK WANTED

FARMING HAND - dairy & cropping - fully experienced.

☎ Jean-Pierre Marchand (08) 296 9246

INVITATION

EXPRESSIONS OF INTEREST INVITED - Sharefarmer with herd required for property in Southern Fleurieu.

☎ SADA office for further details - (08) 231 3752

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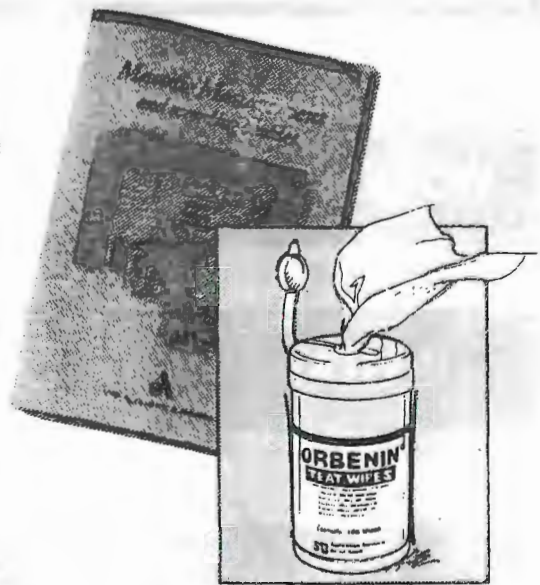
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Now the sponsors of the Orbenin Bulk Milk Cell Count Competition introduce the convenient safeguard of antiseptic, pre-treatment Teat Wipes, to help eliminate contamination at drying-off.

So see your vet soon, because the "Mastitis Menace" is the most serious income threat facing dairy farmers.



BEAT THE MASTITIS MENACE

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¹ Produced by NSW Agriculture and sponsored by SmithKline Beecham Animal Health ² Data from Elizabeth Macarthur Agricultural Institute Oct 1991

By: BERNIE MASON
Mastitis Action Group

TEAT CAUSES CONDITION *and* MILKING MACHINES



High bulk milk cell counts, mastitis and painful teat orifice lesions (blackspot) can be caused by the milking machine and the way it is used.

SIGNS AND SYMPTOMS

Swelling, engorgement, temporary paleness or blue skin discoloration, pin point red spots on the skin, and especially slightly painful swollen teat ends immediately after cups are removed, are all abnormal teat conditions which indicate further investigation is required.

Other symptoms we sometimes find are erosions of the teat sphincter, starting first as a prominence, then progressing to a prolapse (tissue protruding from the teat orifice), then a crater or erosion, then a crusty scab (blackspot).

These erosions or scabs which are very painful, are prime sites for colonisation by bacteria, and can prevent complete milking out. The result is often raised cell count and clinical mastitis.

thing that prevents this periodic return of blood circulation causes the pain, swelling, skin discoloration and scabs at the teat end.

Flooding of milk in the lines, faulty pulsators or long teats penetrating too deeply into short, wide bore liners will all prevent the liners from closing fully in each pulsation cycle and so can cause teat problems. Pulsation failure, for any reason, especially in combination with overmilking, is likely to cause teat orifice lesions.

Similarly if the vacuum pressure is too high, then it will reduce blood circulation to the teat end and skin damage can result. Vacuum fluctuations can also cause droplets of possibly infected milk from the claw bowl etc to be forced up the open teats and could spread mastitis from one quarter to another. Milk line blockages, cups falling off, blocked claw air emission apertures, and rough removal of clusters without first shutting off the vacuum, can all cause momentarily increased vacuum pressure at the

When the milking machine is functioning properly the teat liners should collapse fully beneath the teat in each pulsation cycle, to momentarily break the vacuum and allow blood circulation to the teat end. Any-

teat end and excessive fluctuations and turbulence in the milk lines.

CHECKS OF MACHINE FUNCTION DURING MILKING

If your milking machine is functioning well:

1. Teats will be in good condition when cups are removed.
2. Udder should be milked out completely i.e. hand strip less than 0.5 litre per cow after machine milking.
3. Milk should be transported smoothly from the teat cup to the receival vessel - there should be minimal 'squawks' or slipping or falling teat cups.

A problem exists if greater than 5 cups per hundred cows require correction by the milker due to slipping or falling.

With higher milk yields per cow there is more possibility of inadequately sized milk lines being occasionally flooded with milk.

CONCLUSION

Observing teat condition after removing the cups is an easy and valuable check of milking machine function that farmers should do routinely during milking. Many teat orifice lesions indicate some type of pulsation failure and a visit from a milking machine technician may be a wise investment.

Dairy Farming....

....the Canadian Way

Compiled by Eric Stewart



ENVIRONMENTALLY FRIENDLY MARKETING

World trade jitters and other economic issues could understandably eclipse environmental concerns in agriculture. Yet a strong link can be forged between policies that promote economically healthy agriculture and sound environmental stewardship among farmers.

The thrust of the current round of General Agreement on Tariff and Trade (GATT) negotiations has been towards opening up markets of all kinds to the forces of international competition. The winners in this scenario would be producers who could market products for the lowest possible prices.

The lowest possible prices, however, can have hidden and enormous real costs, especially in agriculture. Plundering the land for quick profits can yield vast stretches of unproductive, eroded soil and polluted waterways. Humanity should have already learned these lessons of short-term gain for long-term pain in the Amazon Basin, the dustbowls of the 1930s and elsewhere.

Many nations, such as Canada, would face an intolerable choice should they agree to implement an unbridled free-market thrust.

EDITORIAL
"Ontario Milk Producer"
December 1991

They could choose to maintain and enhance environmental standards for production, leaving their producers to perish in the face of less regulated competition elsewhere.

The alternative, to achieve the vaunted level playing field in world markets for their producers, would mean reducing environmental standards to the lowest common denominator. Farmers forced to compete in a law-of-the-jungle economic climate would be tempted to cut environmental corners if they saw the chance to knock down production costs. They might well ask why they should save the farmland if they, the farmers, would be lost.

Ensuring the opportunity for efficient farmers to earn fair returns for producing a high-quality product can also ensure the opportunity to produce that product in an environmentally responsible way.

Supply management, as practised by Canada's dairy farmers, accomplishes this goal. Governments should view this marketing system as not only economically sound, but as environmentally friendly too.

FARMING MUST

SUSTAIN FARMER TOO

Environmental concerns have raised an array of issues for dairy producers to consider. Among them is the link to profitability and trade.

Extraded from article by Bill Dimmick, Editor "Ontario Milk Producer"

Government pronouncements about the environment have caused a degree of unease in rural Ontario. Some farmers have worried that arbitrary and potentially costly environmental measures would be imposed in the name of creating "sustainable" agriculture.

Sustainable agriculture hasn't been precisely defined. However, it is viewed in many quarters as using environmentally friendly farming methods that minimize the need for purchased inputs and maintain the land's productivity.

During an Ontario Agriculture Ministry's recent outlook conference, the Agriculture Minister tried to dispel any notion that his government would take a heavy-handed approach to environmental issues. Any initiatives "must be well researched, planned and executed", he said during a speech. The cost and timing must also be considered, he added.

The link between farmer profitability and environmental responsibility was made throughout the conference. During one discussion period, Ontario Milk Marketing Board Chairman John Core noted that current General Agreement on Tariffs and Trade

(GATT) negotiations have ignored the environment. Instead, the prevailing world political attitude seems to be pitting a group of producers in one country against those of another to produce a commodity more cheaply without regard to environmental consequences.

Farmers need sufficient disposable income to afford to try new systems that are better for the environment, whether they farm "in Canada or in Zimbabwe," he said.

The financial squeeze is holding back many farmers in Ontario from abandoning what are currently considered conventional agricultural practices, said Bruce County milk producer Ted Zettel, a conference speaker. He felt that farmers must be able to think beyond how they are going to pay their bills next month before they can consider new techniques.

They have been told for the last 40 years to grow as much as they could at the lowest possible cost, he said. Farmers who buy into "the gospel of competitiveness" can afford to be only as environmentally responsible as their competitors. He praised the dairy industry for remaining highly productive while opting out of world market competition through domestic supply management.

INFERTILITY IN THE BARREN REPEAT-BREEDER CULL-COW

Thanks to SADA members who have already submitted animals for this project which will identify causes of infertility among repeat-breeders in South Australia.

Please note that reproductive tracts are now being accepted from any repeat-breeder cow. This means it is no longer necessary that there is less than 20 weeks between the last service and time of slaughter. Reproductive tracts are also being accepted from repeat-breeders with a limited breeding history and copies of submission forms for these animals can be obtained from your veterinary surgeon.

If you have a repeat-breeder which you would like included in this project:

- 1** Complete the questionnaires or submission form (available from your veterinary surgeon)
- 2** Send the completed forms to Dr Douglas Wilson. Flaxley Research Centre, P.O. Box 1571, Flaxley SA 5153.
- 3** Dr Wilson will then phone you to arrange a convenient date for slaughter.

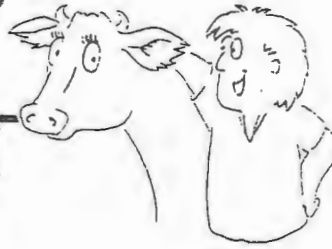
All results will be forwarded to your veterinary surgeon although this may take several weeks since research material is processed in batches.

Thank you for your co-operation.

Dr Douglas Wilson
B.V.M.&S., Ph.D., M.A.C.V.Sc.

CAMDAIRY

A SPECIAL PROGRAM AT A SPECIAL PRICE



DAIRY at the Field Day, multi-user groups are being planned to be set up, using the District READD Groups as a base.

Expressions of Inter-

At the recent Flaxley Nutrition Field Day, Dr. Roy Kellaway presented a Nutritional Management System for Dairy Cows called CAMDAIRY.

The system is a well-proven computer program which predicts milk production from the current feeding system, identifies the nutrients which are limiting production, calculates rations which maximise profits and generates load sheets for feed mixing.

CAMDAIRY takes account of the major factors which determine profit, such as the availability and nutrient content of pastures and other feeds, feed costs, milk prices and types and numbers of cows.

Following the huge interest in CAM-

est are being sought from dairyfarmers who wish to use the CAMDAIRY program on their dairy operation.

Discounts of up to 74% are on offer for groups of farmers wishing to purchase the program, normally valued at \$2,000.

The link between the 4M management program and a CAMDAIRY program would be ideal to closely examine the profitability of alternative feeding systems to assist in the filling of feed gaps.

Listed enquiries from dairyfarmers are being collated to formulate the group concessional advantages now on offer - so call Adrian Scott at SADA Head Office to register your interest in CAMDAIRY now!



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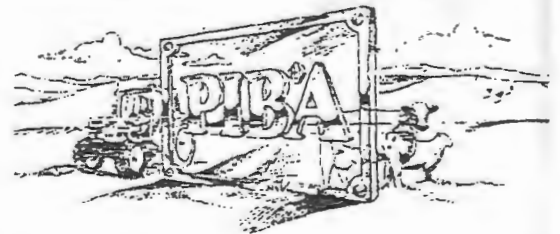
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Central Council's.....



MOTIONS

&

ACTIONS

Central Council Meeting 31 March 1992

MOTION

Central Council instructed the Executive to proceed with the fine-tuning of Option E.

ACTION

Draft paper on equity prepared based on Option E (Highest Predicted Price). Substantial agreement reached but options regarding distribution of transport differential to be resolved at Executive on 13 May.

MOTION

The transport issue be deferred until after the equity and refrigeration issues are resolved and until Roger Basham returns.

ACTION

Roger Basham due home early May.

MOTION

Topics of "Environmental Management" and "The Potential for Dairying in the South East", be combined.

ACTION

Conference planning proceeding.

MOTION

All transport payments be waived for the Annual Conference.

ACTION

None required.

MOTION

The maximum values for market compensation for cows to be \$1,000, bulls to remain the same.

ACTION

BTEC advised of SADA's views.

MOTION

Motions passed by Central Council and action taken to be printed in the SADA Journal.

ACTION

This is it folks!

**Meeting the Unique
needs of Australia's
Rural Community
with First Class
Insurance Service and
supporting your Industry
and
We're Australian!**

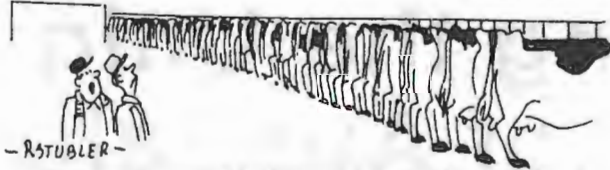
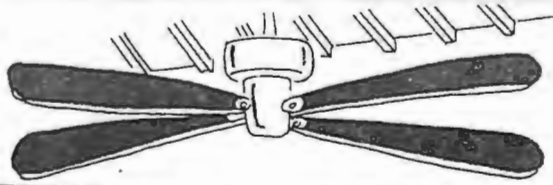
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- RSTUBLER -

"How does it work? I don't know; I'm afraid to turn it on."



"The government suggested I try 'alternative farming,' so I got the wife a job in town."

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"She heard that fat was getting to be a problem for the dairy industry."

He did a beautiful double twist three-and-a-half off the high board.
"How did you ever learn to dive like that?" his friend asked.
"I was Olympic Champion," he said nonchalantly.
Then the friend slipped into the water and swam around the pool for six hours. "God," the diver exclaimed ... "how did you ever learn to swim like that?"
"I was a milkman in Venice."

Thanks to automatic teller machines, we no longer have to tell children that money doesn't grow on trees.
They now think it comes out of a wall.



"I'm afraid you've got cows, Mr. Farnsworth."

A certain foreign embassy in Dublin, reputed to be more involved in undercover work than in diplomacy, dispatched an agent to a Country Kerry town with instructions to contact the local agent, whose name was Brosnan. On meeting him, he was to utter the secret passwords: "The grass is green and the cows are brown," and wait for the correct response.

The agent hurried off to the Kerry town in the guise of a tourist, and met a local in the street. "I am looking for a man called Brosnan," he said. "Which Brosnan?" asked the local. "This town is full of Brosnans. there's Brosnan the grocer and Brosnan the publican and Brosnan the butcher. Sure, my own name is Brosnan."

Nonplussed, the man decided he would have to start somewhere. So, in a low voice, he said, "The grass is green and the cows are brown." "Oh," said the local, "'tis Brosnan the spy you want."





SUCCESS FOR BRITAIN'S PRISON FARMS

One of her majesty's Prisons, Littlehey, in eastern England, won a prestige award in 1991 - the National Milk Records production and inspection competition - for the third time in three years.

The prison's 75-cow dairy herd, milked in turn by 40 inmates, had milk with the lowest cell count in the country.

HM Prisons Farms have an enviable success rate. Although they aim for self-sufficiency to feed their inmates, they also act as a haven for rare breeds and a training ground for farming skills.

The prisons, located all over Britain, have 18 dairy herds totalling over 2000 cows and varying in size from 30 to 360 animals. Their total land holding is 5780 ha, of which 3670 ha is used for agriculture and horticulture.

With 1577 breeding sows and 12,000 rearing pigs, 286 beef suckler cows, 2000 breeding ewes and 40,000 laying hens, the farms are major livestock producers, owning the oldest flock of Suffolk sheep in the breed's register, and a herd of rare Large Black pigs.

CARD-CARRYING CATTLE

Britain's new "trade union" for cattle could be in operation next year as a pilot scheme. It would be the first step towards a standardised identification system for all cattle in the country.

Internationally-known Friesian breeder, John Moffitt, the new chairman of the proposed National Animal Database Centre, says he envisages a scheme in which new numbers are issued sequentially, to avoid duplication, and logged on computer to individual farms. Recorded information could include species, breed, age, sex and movement. Discussions are progressing about incorporating other data such as milk records, health, and fertility.

CLEAN MILK RECOGNITION

Milk producers in England and Wales are being encouraged to keep up the high standard of dairying that makes British milk the best in Europe, says the Milk Marketing Board for England and Wales.

In October 1990, cell-count testing was started on a weekly basis in place of the previously-operated monthly scheme. Since then, the bacteria test results have been recorded on the milk statements accompanying the producers' monthly payment cheques.

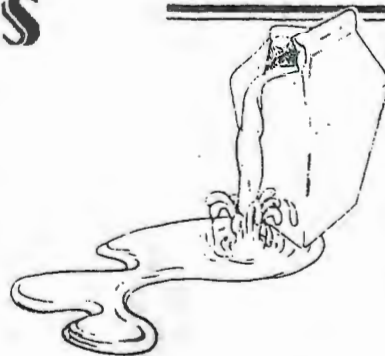
Bonus payments or deductions began in October 1991, determined by a banding structure similar to the one used for total bacteria counts, the system used previously for alerting producers to the cleanliness of their milk.

The main difference is the use of a rolling three-month geometric average.

European Commission directives seeking common quality standards for foodstuffs lay down Step 1 and Step 2 standards for milk. In January 1989 the United Kingdom was awarded Step 2 status, confirming its place at the top of the European league for quality.

Until now, bacterial quality has been the only criteria used to grade raw milk for step 2. New legislation could lay down other quality standards including levels for cell count, antibiotics and freezing point, to be used for each country's milk supplies.

BIG DRINKERS OR JUST BIG SUCKIERS?



Marketing of dairy products throughout Australia is still as fierce as ever, with companies trying to out do each other with new products and innovations as well as with 'golden oldies'.

And of course flavoured milk is no exception!

South Australians drink twice the national average of flavoured milk, according to David Wood, Group Marketing Manager of Dairy Vale.

"Consequently the market is highly competitive, with a range of pack sizes and flavours being offered using full cream, reduced fat and long-life milks," he said.

Dairy Vale, with much success, recently launched three 500ml low fat flavoured milks (coffee, chocolate and strawberry) after extensive research proved many consumers think the 600ml cartons were too large.

Farmers Union must be feeling smug though, according to Mark Wallace, National Dairies Product Manager Flavoured Milk, Farmers Union Iced Coffee holds 50 per cent of the South Australian flavoured milk market.

Certainly not all products meet with great success, if any success at all.

Ideal Dairy met with such controversy when consumers in Victoria took exception to the name of its flavoured milk range 'Big Suck' that it has relaunched the product under their 'Farm Fresh' brand.

Ideal Dairy broke new ground in the flavoured milk packaging area when it first launched Big Suck. The all-natural milk with no artificial flavours or preservatives has been packaged in a tall, slim line 375ml pack complete with straw. The narrow pack size found immediate support from supermarkets because it can be stacked in less space.

Ideal Dairy's business manager, Roger Blake-Lane, said despite the Victorian's adverse reaction, Big Suck has been launched in NSW where he feels people are "less conservative". At a recent trade launch in Sydney the reaction was enthusiastic.

It just goes to show you can't please all the people all the time!

S. Phillips

HUMAN NUTRITION PROGRAM DEVELOPED



Dr Peter Parodi has been appointed to co-ordinate the Dairy Research and Development Corporation's human nutrition program.

Corporation Managing Director, Dr Paul Donnelly, says consumer demand for dairy products is strongly influenced by perceptions of their nutritional value.

"With increasing consumer awareness of the 'healthfulness' of foods, the Corporation, in association with the Australian Dairy Corporation, recognises the importance of research to highlight the nutritional value of dairy products.

The role of the human nutrition program is to:

- support Australian scientists working to improve knowledge of the nutritional value of dairy products
- access the expanding body of health information becoming available world wide
- assist dairy and food industries in developing more attractive consumer products

"The Corporation decided to place

more focus on human nutrition research because food marketing and promotion are becoming more competitive as consumers become more health conscious," he says.

"Consumers receive a lot of conflicting information about the nutritional value of dairy products.

"International research is making some exciting discoveries about milk and giving us a better understanding of its positive nutritional attributes.

"For example, recent research suggests that some milk proteins may improve the body's defenses against diseases, including cancer.

"We want consumers to receive accurate information about these new developments."

The overall marketing focus of DRDC's human nutrition program means that the Corporation continues to work closely with the Australian Dairy Corporation.

"We are involved on an international scale, through close contact with researchers, particularly in Holland and the United Kingdom," says Donnelly.

"This gives us access to information

generated from a wide range of research that Australia could not afford."

CO-ORDINATOR

Dr Peter Parodi has been appointed to co-ordinate the human nutrition program.

Based in Brisbane, Dr Parodi will travel widely amongst Australian and international researchers.

The key research areas of interest are:

- the role of dietary fats, particularly those found in dairy products, on human heart disease
- the effects of calcium in dairy products in combating osteoporosis
- the health benefits of fermented milk products
- milk components that have potential to be incorporated in new food products.

With 31 years' experience in dairy fat research, Dr Parodi is an internationally recognised expert in his field.

During his career, Dr Parodi has taken an active interest in human nutrition, particularly the role of dietary fats in heart disease.

Most of his working life has been associated with the Butter Marketing Board in Brisbane.

"We feel confident that the Australian dairy industry will benefit from Dr Parodi's expertise and the human nutrition program which he will co-ordinate," says Dr Donnelly.



CHAINSAWS



Nearly all farmers own and use a chainsaw to clear fallen timber, prepare fuel for fire, level timber fence posts or prune heavy trees.

It is an understatement to say that they are also very dangerous. The most common injury is through 'kickback' when the chain catches on something other than what is being sawn or the operator twists slightly or the tip of the chainsaw is used and the saw rears back toward the operator.

Other dangers include hearing loss from the excessive noise level, carbon monoxide poisoning from the exhaust, hand injury from constant vibration and fire from fuel spillage and hot sparks.

✓ CHAINSAW CHECKLIST:

- ① Use only proper equipment
 - ✓ Buy only those with a chain brake
 - ✓ Service the chainsaw regularly
 - ✓ Ensure there are anti-vibration mountings which isolate the handles from the engine

- ② Wear proper protective clothing
 - ✓ Safety helmet
 - ✓ A chainsaw mitt or gloves with scuffed leather palms
 - ✓ Close fitting clothes that will not catch the chain
 - ✓ Approved ear muffs

- ③ Employ proper work practices
Operate only according to the manufacturer's instructions

Before using each time -

- ✓ check that bar, chain and sprocket are in top condition; ensure safety devices such as chain brake, throttle lock and stop switch are working; ensure carburetor idle adjustment is correct
- ✓ clear rubbish and previously sawn material
- ✓ plan a retreat path in case of emergency
- ✓ check your footing
- ✓ Warn other people and animals to keep clear

Start the engine only when the chainsaw is firmly on the ground

When operating

- ✓ hold the chainsaw firmly
- ✓ the left hand encircles the top handle with the thumb underneath NOT on top
- ✓ try not to use above chest height
- ✓ never hold the chainsaw with one hand only
- ✓ concentrate on the job in spite of possible distractions by others
- ✓ begin cutting after the saw has reached top "revs"

After use

- ✓ clean (particularly the air filter, cooling inlets, sprocket cover, chain)
- ✓ sharpen the saw teeth



FROM THE DAIRY..... TO THE TABLE

WITH WINTER JUST AROUND THE CORNER IT'S TIME FOR SOUP WITH A CRUNCHY ACCOMPANIMENT



Compiled by:

Jenny Harris

CAULIFLOWER SOUP

Serves 4-5

1 small cauliflower divided into very small flowerets

125gms diced ham

1 dessertspoon wholemeal flour

1 1/4 cups milk

1/2 cup cream

1/4 teaspoon white pepper

2 leeks

5 cups chicken stock

2 dessertspoons butter

3 egg yolks

1/2 teaspoon salt

2 grated carrots

Melt the butter and combine with flour. Mix thoroughly and cook for 3 minutes. Add stock and bring to the boil, stirring constantly. Add the cauliflower and carrots, stir; add chopped leeks and ham and simmer for 10 minutes. Season with salt and pepper, add milk beaten eggs and cream. Simmer gently for 5 minutes and serve immediately.



CREAMED CELERY SOUP

Serves 6-8

2 cups chopped celery

1/2 cup chopped onion

3 pints chicken stock

3 cups milk

2 tablespoons butter

3 tablespoons cornflour

1 teaspoon salt

1/4 teaspoon paprika

1/4 teaspoon nutmeg

2 tablespoons chopped chives

Melt the butter, add celery and onion and fry gently for 10 minutes, until tender. Add stock and simmer for a further 10 minutes, then strain soup. Heat the milk to boiling point and dissolve cornflour in half of it. Add both parts of the milk to the soup, boil and cook, stirring, for one minute. Add the salt, paprika and nutmeg and sprinkle with chives to serve.

CHIVE AND ONION TWISTS

Twists are at their best freshly cooked and served warm. Recipe unsuitable to freeze; twists unsuitable to microwave.

15g butter

1 medium onion, finely chopped

1/2 cup chopped fresh chives

2 sheets ready-rolled puff pastry

1 tablespoon milk

1/2 cup grated tasty cheese

Melt butter in small saucepan, add onion, stir over medium heat for about 2 minutes (or microwave on HIGH for about 3 minutes) or until onion is soft.

Drain onion on absorbent paper; cool. Combine onion and chives in medium bowl. Spread onion mixture evenly over 1 sheet of pastry. Cover with remaining pastry. Brush with milk, sprinkle with cheese.

Cut pastry into 2cm wide strips. Twist strips, place onto greased oven trays; brush lightly with milk. Bake in hot oven for about 8 minutes or until golden brown. Cool on wire racks. Makes 12.

**SOUTH AUSTRALIAN
DAIRYFARMERS'
ASSOCIATION INCORPORATED**

**1st Floor, Aston House
13 Leigh Street, Adelaide, SA 5000**

Telephone: (08) 231 3752

Fax: (08) 231 9799



General President

Allan Manning

Telephone (085) 685 268

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Executive Officer

Adrian Scott

Telephone (08) 231 3752

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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

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clever, innovative
and sustainable**



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MAY/JUNE 1992

PURE. FRESH. MILK. ADVERTISING

According to Peter Simpson, the Managing Director of the Milk and Cream Promotion Advisory Council's Advertising Agency, Charterhouse, "White Milk promotion is a key to the industry's survival and prosperity".



PETER SIMPSON, MANAGING DIRECTOR
CHARTERHOUSE ADVERTISING

The Milk and Cream Advisory Council was set up by the dairy industry and was later incorporated under the Metropolitan Milk Board by an act of Parliament. Member groups representing the dairy industry are SADA, milk processors and milk vendors as well as the Board.

The Council has the full discretion to promote White Milk through advertising or other means and at whatever levels that are decided by the delegates representing the industry groups.

Over the past two years, the Council has approved an investment of approximately \$490,000 per annum to be spent on Advertising and Promotion.

The budget spent on White Milk promotion is reviewed and strategically analysed each year and monitored on a monthly basis at the Council meetings.

"Finding the right level of investment is one of the hardest questions, especially as its success cannot be measured in black and white. However, current results speak louder than words" says Peter Simpson.

Part of the reason for the current sales levels for White Milk can be attributed to a movement in people's perceptions of White Milk which was one of the primary objectives of the current White Milk promotion.

An excited Peter reports "Research carried out by the Conference of Milk Authorities last year has indicated movement in people's perceptions resulting in increased consumption amongst those groups. This is great, when in a recession people are not buying as much of anything as they used to!"

The positive movement of attitudes about White Milk is good for all dairy sales. The Council has consciously decided not to reduce its expenditure on promotion in 1991/92 which has been a positive factor in the White Milk increase for the year.

Says Peter "It's my opinion

in this issue -

- PRESIDENT'S ADDRESS TO 1992 CONFERENCE
- DIAA CONFERENCE & AWARDS
- "FAST-TRACKING" FAMILY
- YOUR PRESIDENTS & SECRETARIES

that if you continue to promote products in a recession it will strengthen the product's position to practically guarantee its future growth."

Another important role the Promotion Council conducts is education. The Council has always taken a long term view on education. Promotion is targeted at primary and secondary school children. The Council supports and supplies schools from educational packs, to dairy farm visits, project material, colouring-in books and of course, stickers.

Peter maintains "the consequences of not educating our parents of tomorrow will not be revealed until it's too late. It will have dire consequences on White Milk sales if we skip the next generation of parents".

It would seem the dairy industry as a whole must see itself as long term and educational, together with dairy industry based generic advertising as their responsibility, to the next of dairy farmers and their investment in the future of the industry.

Mass media promotion of White Milk is the spearhead of the Council's programme. There is a combination of 30 and 15 second television commercials, which in South Australia are rotated strategically with radio commercials that were made to compliment the nationally produced television commercials.

The electronic media advertisements of television and radio specifically target differing groups within the primary and secondary target markets. This has been done to maximise the advertising dollar invested to achieve the greatest possible return.

Peter says "The scheduling of advertising for White Milk has been a challenge over the past two years.



THE NATURAL GOODNESS OF MILK IS THIS PRODUCT'S FOUNDATION

Firstly with the television stations' ownership turmoil and then most recently, changing formats in radio in South Australia. However, there has been great opportunities that have been taken advantage of and, I feel, reflect in White Milk sales".

Sales of White Milk as we know in 1991/92 has in fact increased over the corresponding period last year and against the trend with some other beverage groups.

AGB: Spectrum was commissioned to conduct research nationally to see the percentage of main grocery shoppers (the main target group) who recalled White Milk advertising in the past year.

The latest survey showed Adelaide with an astonishing 100%. Canberra with 87%, Sydney 85%, Perth 82%, Brisbane 72%, Hobart 71% and Melbourne 54%.

From a dairy point of view and the probable outcomes of the new state legislation, Peter Simpson believes "it's a matter of who's going to continue in South Australia after the changes, with the generic White Milk promotion and not that it won't exist.

"The brands themselves promote 'off the cows' back' so to speak. Generally its not as obvious as 'Sliced Milk - Kraft Singles', but nevertheless, the natural good-

ness of milk is the foundation of their product's promotion and success.

"If the foundations of whatever product are fractured and people's perceptions move to a negative attitude towards White Milk as a whole, it will cost a lot more to repair the damage than if the promotion is continued now.

"Generic advertising must continue to be an integral part of the promotion mix and the dairy industry must ensure that someone takes responsibility for the education of today's children, tomorrow's parents and that's the key to the dairy industry's prosperity as opposed to its simple survival".



PRESIDENT'S COMMUNIQUE



PRESIDENT'S ADDRESS TO THE NINTH SADA ANNUAL CONFERENCE

The subject of "The Environment" chosen as the topic for this Conference is frequently drawn to our attention as dairy farmers. The subject of attention is usually one similar to those which will be discussed today: Soil, Water, Effluent, Worms and Trees.

However, there are other environmental aspects less obvious to the eye, with international dimension and pertinent to the management of our national resources.

Along with those earthy type aspects, we also need to be proactive in issues such as Energy Efficiency. When recently reading about activities in the European Community (EC), I noted that the First Session of Energy Consultations between the EC and Australia took place a few weeks ago in Brussels.

The complex issues of energy and the environment were discussed and current developments and initiatives undertaken by both countries on wider environmental/energy matters were documented.

South Australian dairy farmers can play an important role in energy efficiency by strategically planning milk harvesting systems, e.g. cooling of milk.

THE KEY - Energy Efficiency
i.e. use of off-peak electricity tariffs

THE PROCESS - Thermal Transfer

Ice bank technology is a form of cool storage which is a simple option for thermal transfer.

Thermal transfer is cooling a stored medium during the off-peak electricity tariff period for use at other times of the day.

In the case of the dairy industry the ice needs to be burnt off or rapidly melted during milking to produce ice water to be circulated through a secondary plate cooler broadly known as a heat exchanger.

Further efficiencies through Thermal Storage can be achieved by harvesting heat from the compressed refrigerant throughout the overnight ice making process - the 60°C water achieved is

stored and fed into the hot water system as machine washing requirements are extracted.

Pre-cooling of milk through a primary plate cooler is a prerequisite to any form of energy efficient system for cooling milk and must not be overlooked.

20°C water through a plate cooler at 3 times the flow rate of the milk can reduce electricity use for milk cooling by 40%.

10°C water, if available, can reduce costs by 75%.

Thermal storage systems can include chilled water, Glycol water mixture, brine, ice, and eutectic brine.

It is difficult to recommend which of these options is the best, for each individual situation must be assessed separately.

However, the key points to remember are:

- 1. The plate cooler has world recognition as being the most efficient method of exchanging heat.*
- 2. Ice has the ability to supply a liquid medium*

of constant temperature, well suited to plate coolers. However brine and glycol mixtures, if below zero, can cause a freeze-up of milk within plate coolers during low flow rates encountered intermittently during milking (i.e. cups on, cups off).

3. Efficient & fast melt down of stored ice to suite milk harvesting requires special air agitation, controlled water movement or small ice particle size.

In summary, it must be noted that

1. Any indirect method of refrigeration used in thermal storage is at least 20% less efficient than direct expansion refrigeration which is commonly used in our current milk vats.

2. The production of thin layers of ice is necessary to acquire ultimate efficiency in ice technology.

3. The lower the temperature of a cooling medium, the less volume of medium required to cool a given volume of milk.

4. As a rough guide, I would say that the latent heat of ice is worth approximately -5°C i.e. the stored cooling ability of ice would be approximately equivalent to a 5°C glycol solution.

5. Indirect cooling or heating (i.e. Thermal Storage) is not economic unless low cost off-peak electricity tariffs are available.

6. Properly executed Thermal Storage Systems using primary (i.e. underground water) and secondary plate coolers, ensures the milk is cooled to $3^{\circ}\text{C} - 5^{\circ}\text{C}$ within minutes of leaving the cow. This aspect of milk quality must not be overlooked when assessing indirect cooling methods.

SADA has been proactive in negotiating with ETSA over the last two years to achieve an agreement to enable dairy farmers to use J Tariff (i.e. the cheap overnight tariff) for the purpose of ice production as an

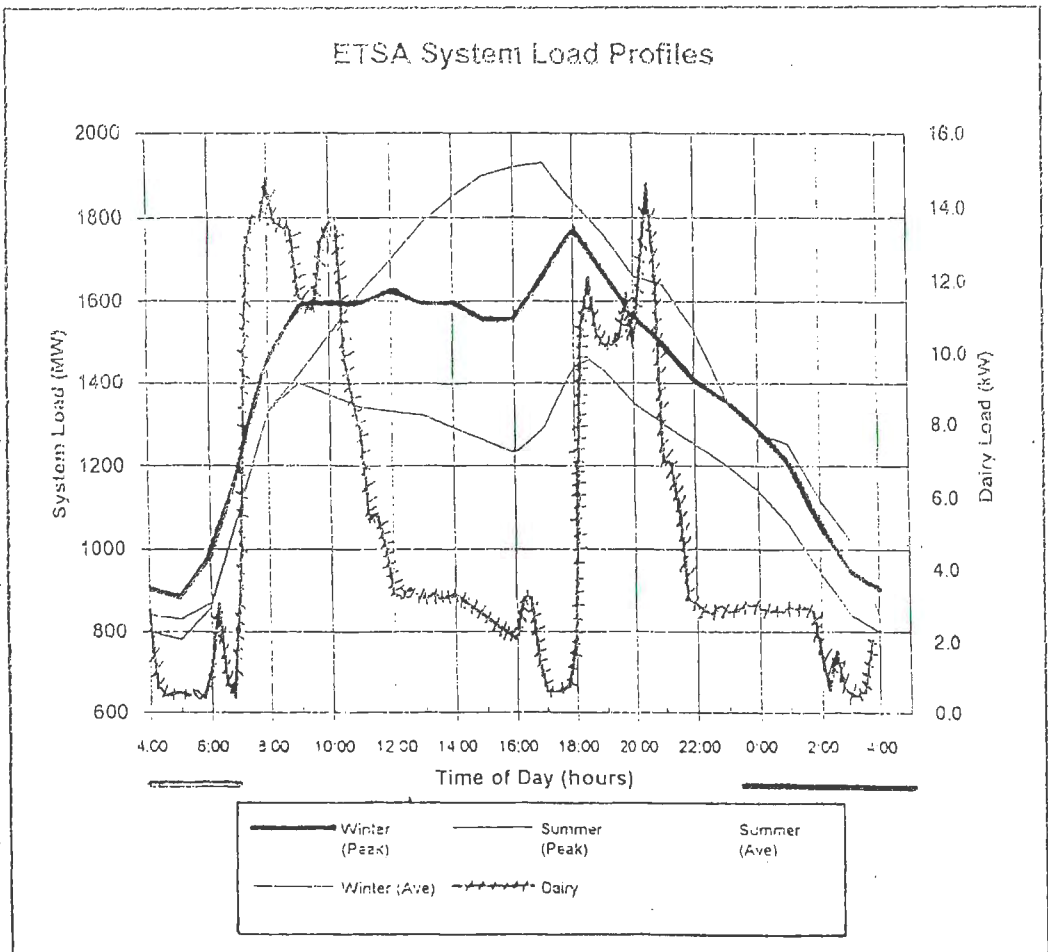
addition to the heating of water.

The graph below clearly shows the Electricity load profile on ETSA's generator system.

The demand for dairy consumption not using J Tariff is 2 peak demands that clash with the high demand periods and hot water demands extend beyond the milk cooling demand following each milking.

It is in the interests of ETSA to encourage utilization of surplus overnight generator capacity rather than install more generators to meet morning to night peaks.

To demonstrate Energy Efficiency, tenders have



been invited by SADA for the installation of a retrofitted ice storage and heat recovery system to be installed as a demonstration project at the Flaxley Research Centre.

ETSA will be the major sponsors with generous financial and technical support.

The current R-22 refrigeration system will be retrofitted to the ice system and yet still remain dedicated to the Flaxley Milk Silo.

Electricity meters will be installed by ETSA to accurately measure comparative efficiencies of ice storage and heat recovery compared to direct expansion refrigeration.

Tentative plans have been made by READD to feature Energy Efficiency in Milk Harvesting at Flaxley on 22nd September.

ALTERNATE REFRI-GERANTS

Another diverse environmental issue with international dimensions, is the phase out of chlorofluorocarbons (CFCs) as determined by the Montreal protocol.

Since Department of Environment and Planning (DEP) regulations took effect in June 1990 alternate refrigerants to replace CFCs have been a priority issue for SADA. After initial solid negotiations with the DEP, the Minister for the Environment, Ms. Susan

Lenahan, SADA has been able to turn what appeared to be a very negative situation into a positive and unprecedented example of how an industry can take the lead with an environmental issue.

With the co-operation of DEP, particularly Dennis Knight, Gary Stafford and Rob Midlin, the dairy in-

dustry developed a Technical Committee consisting of representatives from SADA, DEP, Refrigeration and Air-Conditioners Contractors Association (RACCA) and refrigeration technicians.

The common refrigerant used in milk cooling is the CFC R-12.

The 1st challenge for SADA was to prevent any further conversions of vats to R-22 - it is not possible to simply substitute CFC R-12 with R-22 - the high operating pressure of R-22 and the risk of splitting or severely damaging vats under certain conditions makes R-22 an unacceptable option.

Although alternative refrigerants are now available

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allowing progressive changeover there is really no need for dairy farmers to go to the added expense of conversion at this point in time. However, with the cessation of production of R-12, supplies of R-12 may dwindle during 1993/94 and added pressure may be applied in 1985.

Included in this Journal are notes prepared by Dennis Knight of the DEP. We hope this assists in alleviating your concerns - please read it carefully.

IN NOVEMBER 1991 SADA INITIATED VAT CONVERSIONS TO MP-39 AND 134a.

MP-39 is a ternary blend with comparable perfor-



mance to R-12 (approximately 2% more energy efficient as a blend of HCFC-22, HFC-152a and HCFC-124).

134a is currently manufactured overseas and available in Australia from several wholesalers (including DuPont, through wholesalers Lovelock Luke, ICI through ICI Australia and Pacific Chemicals). DuPont market it as Suva Cold MP, ICI as KLEA 134a and Pacific Chemicals as part of the Forane range. DuPont are promoting it only for use in new equipment but ICI are promoting Klea 134a as a replacement refrigerant for existing equipment.

HFC-134a has reasonably comparable performance to CFC-12. On average both capacity and energy effi-

ciency are reduced by about 5%.

The MP-39 conversion did not cause any complications and has proved to be equally efficient to R-12, (early indications show a slight increase in efficiency).

A second trial has commenced in Sydney this month by Australian Co-operative Foods, a dairy company leading the way in New South Wales by making finance available to farmers to enable installation of more efficient cooling systems. MP-39 is the only replacement refrigerant specifically developed to replace CFC R-12. Ian Jurges from Lovelock Luke is present to assist with any queries.

The 134-A conversion involved extensive flushing of the system to remove traces of the existing oil - less than 1% of the existing oil can be tolerated. The complication of more than 1% could mean clogging or gumming internally.

So far this conversion has been relatively successful. It is highly likely that other ozone friendly refrigerants will become available in the future - please make use of the expertise on the Technical Committee by contacting SADA or DEP prior to any planned changes.

In case of compressor breakdown, MP-39 is the only option.

**AND REMEMBER -
THANKS TO SADA IT IS A
PROVEN OPTION.**

CONFERENCE SUMMARY

In summarizing the conference, the General President pointed out that the ecological environment is a sensitive area in every dairy region in South Australia.

Concern for the environment is not just another issue at hand, but a real trend for the majority of Australian citizens.

Farmers are, on a daily basis, intimately involved with the ecological balance of our environment and should in reality be pro-

active in the green lobby. We, and other farmers, must always be conscious of the value of our heritage and the land we caretake. The effort, to date, that farmers and the government have made, and are contributing to soil conservation and topics such as the ones we have covered today, are excellent examples of the type of responsible attitude that is necessary to preserve the potential of our country.

As farmers we readily recognize the multitude of errors that have been made in the last 2 centuries. We have developed a tremendous resilience to cope with the severe variations of the seasonal elements that affect the ecological environment of our farms. However, we must develop patience, understanding and a logical approach to cope with the ever increasing environmental issues.

Government planning and

regulations now appear to stand in the way of realizing the full potential of our farms.

However, there must be a joint approach, a balanced point of view, a sense of co-operation and a philosophy that includes economic logic.

The environment is only one part of the policy planning commitment the South Australian Dairyfarmers' Association has made in this state.

In November 1989 the historical Dairy Industry Think Tank was facilitated by SADA at Victor Harbour, where all South Australian dairy industry participants contributed, together with ministerial representation. One of those representatives was our own Adrian Scott who was then a consultant to the Department of State Development.

The big issue identified by the Think Tank process was the rationalisation of the current Dairy Industry Acts, each covering a different part of the State.

The focus of this rationalisation required the development of a "State Wide Milk Authority", which in turn would facilitate a state-wide

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farmgate price price. A state-wide farmgate price will underpin a state-wide equity scheme, to allow commercial sharing of market milk premiums across the state.

I am disappointed with the amount of time, effort and resources that have been wasted over the last 2-1/2 years in debating what I call nonsense issues. These nonsense issues have diverted the focus away from the real need to provide in every state, management and discipline for a liquid milk industry in Australia.

Last year the sale of 1,760 million litres provided revenue at the farmgate of \$737m. Lack of action by our

State Government is putting this revenue at risk.

Pat Rowley gave this Conference a kick start. In total, look at what industry has achieved. Last Thursday Federal Legislation was passed by the Senate in time to enable new national dairy marketing arrangements to operate from July 1.

What was the basis of the success of our national industry?

A unified approach by ALL industry participants.

A Ballarat Agreement - supported unanimously by ALL present, including representatives from the three



companies in South Australia.

The blue print for our industry included:

- * An All Milk Levy to support export
- * State Legislation to support the farmgate price with section 38 type legislation to ensure the discipline of farmgate prices for milk sourced

across borders.

The Federal industry has set an example.

Simon Crean has acknowledged the necessity for the All Milk Levy and State Legislation to support the farmgate price.

By:
ALLAN MANNING
PRESIDENT

The South Australian Dairy Industry Think Tank identified some opportunities!

Industry has grasped those opportunities!

Fellow dairyfarmers - we must not lose this opportunity - to achieve a state-wide farmgate price!

Central Council's.....



KEY MOTIONS *from the* **ANNUAL GENERAL MEETING**

Commodore Motel, Tuesday 23 June 1992

Much business was on the agenda for the Annual General Meeting, however the most important and, it seems, the most interesting issues to dairy farmers were the Affiliation with UF & S and State-Wide Equity.

The motions passed at the meeting were as follows:

UF & S AFFILIATION

"The proposal for office space and services as offered by the UF&S be accepted and that Central Council approves a cost of \$20,000 maximum to cover the service fees, and the Executive negotiate to take advantage of this as soon as practical.

That the Executive establish the terms of affiliation and any costs thereof, and report back to the next Central Council meeting."

STATE-WIDE EQUITY

"That the equity paper as circulated be adopted as the position of South Australian Dairyfarmers' Association and that this be conveyed to the Minister and the processors. Negotiations be undertaken forthwith for its implementation by 1.1.93."



Congratulations.....

In this issue of the Journal, we have congratulated many people on many well-deserved achievements. However, as far as our Association goes, we must put at the top of our list the South East Branch.

This year's Conference and Central Council Annual General Meeting was hosted by the South East and they did a wonderful job.

Thanks to Ray and Di, and all who helped, it was much appreciated!



We must also congratulate Allan Manning, Roger Basham, Ray Heinrich and Ian Williams on their re-election to the Executive Committee.

We welcome Lyndon Cleggett, John Tiver and Bronte Wilson as new members of the Committee and thank John Nietschke, Steven Treloar and Eric Stewart for their time and effort whilst members of the Executive Committee.

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DAIRY INDUSTRY ASSOCIATION OF AUSTRALIA

AUSTRALIAN CONFERENCE

Saturday 30.5.92 - Tuesday 2.6.92

This year was the South Australian Division's turn to host the Conference and the Australian Council Meeting.

Sunday saw the Council sitting all day with 30 Australian Councillors attending. On Monday the official opening of the Conference by The Right Honourable The Lord Mayor, Mr. Steve Condous, was held at the Adelaide Town Hall. The Keynote Speaker was Mr. Don Kendell, Managing Director of Kendell Airlines with his presentation of "Deregulation of the Airlines and the Rural Industry".

Day 2 of the Conference, Tuesday, was held at the Hilton Hotel and was most successful with 50 delegates coming from around Australia.

There were speakers from all areas of the dairy industry, with various subjects covered, from the dairy industry challenge to the year 2000 to product innovation, to milk derived antibodies, to osteoporosis, and much more in between.

On Tuesday evening, the conference was closed with a Gala Conference Dinner attended by 270 people. Presentations of awards to Australian and South Australian DIAA Competition winners were made and the DIAA Gold Medal and J. I. Scarr Awards were presented to two worthy South Australians.

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DIAA PRESENTS AWARD TO FRANK BEAUCHAMP

Congratulations to Frank Beauchamp on receiving the J. I. Scarr Award for outstanding service given to the dairying industry both in South Australia and Australia, and for the contribution to the community over many years.

Frank is currently Chief Executive Officer of HISCOL, a position he has held for 7-1/2 years since December 1984, and he owns and operates a dairy farm.

Frank commenced employment in the dairy industry with AMSCOL and undertook studies associated with milk and cream processing, testing and grading, cheese and butter making and the manufacturer of flavoured milk and ice cream.

AMSCOL was acquired in 1978, at which time Frank was Managing Director, a position he held for 12 months after the acquisition.

During his career in the dairy industry, Frank has represented Amscol and the industry on the following Associations and Committees:

- South Australian Wholesale Milk Buyers & Distributors Association
- South Australian Butter Manufacturers Association
- South Australian Cheese Manufacturers Association
- South Australian Ice Cream Manufacturers & Distributors Association
- Metropolitan Milk Equal-

ization Committee

- Market Milk Federation of Australia
- The Ice Cream Manufacturers Federation of Australia
- The South Australian Dairyfarmers' Association (current member)
- Member of the Record Standards Committee of the Australian Dairy Herd Improvement Scheme
- Member and office holder of the SA Division of the Society of Dairy Technology

■ Member of the Australian Dairy Institute - SA Division

■ Current Life Member of the SA Division of the Dairy Industry Association of Australia

Frank Beauchamp has always been involved with and supported the dairy industry in South Australia. He has also been involved with the Apex Club of Adelaide, holding the positions of President and District Governor. Through his association with Apex, Frank was responsible for the formation of the Guide Dogs for the Blind Association of SA & NT.

Congratulations Frank, a most deserving recipient....

from all at SADA.

THE J. I. SCARR AWARD

The J. I. Scarr Award was set up in 1970 through a trust established by Jack Scarr, a former President of the Institute of Australian Dairy Factory Managers and Secretaries. The award was initially called the Jack Scarr Medallion and was awarded to Institute members only for outstanding and conspicuous service to the Institute.

The award was presented via the Institute of Australian Dairy Factory Managers and Secretaries, which became the Australian Dairy Institute, one of the parent bodies of the Dairy Industry Association of Australia (DIAA).

The first award was made to Mr. Arthur Hacquoil in 1970, for his service to industry over many years. The award became known as the J. I. Scarr Award after the DIAA was formed. It is now the prerogative of the State hosting the Federal Council meeting to nominate a worthy recipient of the J. I. Scarr Award.

The Scarr family has had a long involvement with the Australian dairy industry. Mr. P. A. Scarr was the first manager of the Hunter Valley Co-operative, from 1903 to 1943, and his three sons, Jack, Jim and Tom, all spent their working lives with the Hunter Valley Co-op, contributing a total of 177 years to the company's welfare and progress.

Mr. P. A. Scarr was a foundation member of the Institute of Australian Dairy Factory Managers and Secretaries, and was the Institute's first secretary in 1906. All members of the Scarr family served the Institute in a number of different capacities.

Jack Scarr was instrumental in building up the Hunter Valley Co-op, establishing outlets for the full range of Co-op products. Jack was one of the very early pioneers in promoting high quality Australian dairy products. He created the Oak brand for this purpose.

GOLDEN OLDIE GETS GOLD MEDAL



After nearly 40 years in the dairy industry, Managing Director of Dairy Vale Co-operative Ltd., Mr. Robin Steed, was awarded a Gold Medal from the Dairy Industry Association of Australia.

Presented bi-annually in recognition of outstanding service and leadership to the dairy industry, the award was announced by Federal President of the DIAA, Mr. Peter Thiele.

When presenting the award, Mr. Thiele said that Robin Steed was highly respected throughout the Australian dairy industry for his outstanding leadership qualities, understanding of the industry and innate ability to think through and resolve complex issues quickly.

"During the '70s there was a great deal of rationalization, mergers and takeovers in

the industry and Robin played a key role to ensure potential upheavals were handled in a fair and equitable manner," Mr. Thiele said.

During his nearly 40 years with the dairy industry he has contributed towards the strong growth of his company - Dairy Vale - the state's largest co-operative dairy company", Mr. Thiele said.

Mr. Steed said that he considered that his rural background and his knowledge and experience "on both sides of the fence" helped him in negotiations and achievements for both Dairy Vale and the industry.

He said the company's success could be directly attributed to the dedication and enthusiasm of its 520 shareholders, 275 employees and 230 milk vendors.

Congratulations Robin.....

from all at SADA.

SHOW-STOPPIER

Lyndon & Joyce Cleggett, owners of Brookleigh Guernsey Stud, have to be congratulated on their wins at the Sydney Show - Good on yas!

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★ 3 Years in Milk - 1st

★ 5 Years in Milk - 2nd

★ 6 Years in Milk - 2nd

★ Age Cow in Milk - 2nd

★ Cows Progeny - 2nd

★ Pen 3 Cows Bred by Exhibitor - 1st

★ Pen 3 Cows Bred by Same Sire - 1st

★ Pen 3 Cows 3 years and under - 1st

★ Pen 3 Cows Bred by Exhibitor - 3rd in Interbred

★ Brookleigh Fays Emblem Reserve - Junior Champion

★ Most Successful Exhibitor.

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OZONE PROTECTION NOTES

FUTURE REFRIGERANTS FOR MILK VATS

CFC-12 (R.12)

Most existing refrigerated vats use CFC-12 (R.12) as the refrigerants. CFC-12 is an ozone depleting substance.

It is likely that the production and import of CFC-12 will be severely restricted from 1st July 1995. However, supplies of CFC-12 will then be restricted to stockpiled and recycled material only. The availability of CFC-12 will be uncertain and the price considerably increased.

Prudent dairy farmers may not want to risk their businesses by relying on CFC-12 equipment when the availability of replacement refrigerant can no longer be guaranteed.

ALTERNATIVES TO CFC-12 FOR EXISTING VATS

Fortunately, alternatives for CFC-12 are now available and have been tested in milk vat systems in South Australia. Unfortunately the alternatives are very expensive

compared to the current price of CFC-12. This situation will change rapidly over the next 2-3 years.

HFC- 134a (R.134a)

This refrigerant is already the chosen long term replacement for CFC-12 in new domestic refrigeration and automotive air conditioning equipment.

HFC-134a has very similar cooling capacity and about the same operating pressures as CFC-12. It is now recognised as a replacement refrigerant for existing CFC-12 equipment.

Conversion from CFC-12 to HFC-134a requires careful draining and flushing of the existing mineral oil, replacement of the dryer, adjustment (in rare cases replacement) of the TX valve and replacement of the CFC-12 with HFC-134a.

The refrigeration specialist will also need to check that the system materials are suitable for HFC-134a. (This is not usually a problem as nearly all materials used with CFC-12 are also suitable for HFC-134a).

This conversion normally takes 2-4 hours dependant on the size and complexity of the system.

SUVA BLEND (MP.39)

This refrigerant is designed as a CFC-12 replacement requiring minimal changes to the existing equipment.

It is a transitional refrigerant which will be phased out about 2020. It helps in the change-over period from CFCs to non-CFCs.

MP.39 has very similar cooling capacity and about the same operating pressures as CFC-12.

Conversion from CFC-12 to Suva Blend (MP.39) requires replacement of the dryer. An oil change is strongly recommended. Flushing of the system is not necessary unless some earlier contamination is apparent.

This conversion normally takes 1-2 hours, dependant on the size and complexity of the system.

HCFC-22 (R.22)

This refrigerant has been used for many years in commercial refrigeration and air conditioning equipment.

It is a transitional refrigerant which will be phased out about 2020. It helps in the change-over period from CFCs to non-CFCs.



HCFC-22 has a much higher cooling capacity and operates at much higher pressures than CFC-12.

Conversion from CFC-12 to HCFC-22 usually requires extensive modification. Frequently the milk vat is not suitable for operation at the higher pressures. Where the vat is suitable, the compressor must be slowed down to give the same capacity as CFC-12. The compressor, in particular the valves and shaft seal must be suitable for HCFC-22 pressures.

Conversion to HCFC-22 is generally only recommended to utilize existing CFC-12 Condensing Units for ice storage systems where night tariff reduces operating costs.

**SA GOVT.
CONTROLS ON
REFRIGERATED MILK
COOLING
EQUIPMENT**

CFC-12

Any equipment containing more than 3Kg of CFC-12 requires an exemption for continued use. A single fee of \$50 gives exemption until 30th June 1996.

HFC-134a

There is little likelihood of government controls on use of HFC-134a under the

ozone protection legislation.

**SUVA BLEND (MP.39)
AND HCFC-22 (R.22)**

As MP.39 contains some HCFC-22 these two refrigerants are treated in the same way.

They should both become controlled refrigerants in 1994 (subject to Commonwealth legislation being passed). However, in South Australia, exemption would only be required for use in equipment containing more than 50kg of Suva Blend MP.39 or HCFC-22.

Production and import of HCFC-22 may be restricted from 31st December, 2004 and banned after 31st December, 2020 if current proposals are approved.

It is very probably that a direct substitute for HCFC-22 will be available before these dates are reached. Any remaining equipment still using these refrigerants would then be converted to use the HCFC-22 replacement either directly or in a new ternary blend.

**MILK VAT
OPTIONS IN A
NUTSHELL**

**Continue with CFC-12
(R.12)**

- * Exemption required for use and servicing.
- * Supplies dwindling from 1993.

- * Price rising.
- * May restrict options for conversion later.

**Convert to HFC134a
(R.134a)**

- * Expensive refrigerant (8 x R.12 price)
- * May not be suitable for emergency conversion.
- * Careful flushing of system required.
- * No government controls on users of HFC134a are foreseen.
- * Supplies guaranteed by use in domestic and automotive markets.

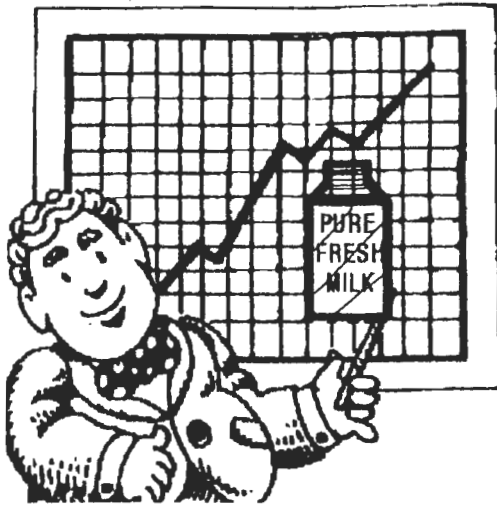
**Convert to Suva Blend
(MP.39)**

- * Expensive refrigerant (5 x R.12 price)
- * Easiest conversion procedure.
- * Government controls from 1994 on users of big systems (over 50kg MP.39) and on refrigeration service companies.

**Convert to HCFC-22
(R.22)**

- * Vat and/or condensing unit may be unsuitable for higher operating pressures.
- * Expensive modifications required.
- * Often useful for existing condensing unit matched to new ice-bank storage system.
- * Government controls from 1994 on users of big systems (over 50kg of HCFC-22) and on refrigeration service companies.

DENNIS KNIGHT
*Department of
Environment &
Planning*



KEY ISSUES THAT WILL INFLUENCE THE MILK MARKET

CONFERENCE OF AUSTRALIAN MILK AUTHORITIES MARKETING PLAN 1992-93

INDUSTRY FACTORS

The trend toward increased consumption of specialty milks will continue. Specialty milk accounted for about 23% of total fresh white milk in 1991. They are forecast to reach about 36% by 1996.

Consumption of liquid milk out of home is becoming increasingly important. This has necessitated effective supply of new outlets such as fast food outlets, catering, convenience stores, leisure canteens etc.

There will be a need to develop new usages for liquid milk in conjunction with other products (cereals, additives etc.) that are directed at the older age groups.

There will be continuing competition from soft drinks.

This competition will be in the areas of distribution, advertising and promotion.

Supermarkets will continue to work toward increasing their share of liquid milk sales and will attempt to influence the marketing of liquid milk, particularly in pricing.

Long Life (UHT) liquid milk will remain a low volume product in the liquid white milk market. It will continue to be marketed as an "emergency" product. However, in the short term with the introduction of new brands into the packaged flavoured milk market, sales of UHT packaged flavoured milk are forecast to increase substantially.

The deregulation process under way in each State may provide opportunities for increased competition within the industry, and CAMA will

be monitoring and evaluating its role in this new environment.

Continuation of a compatible CAMA generic advertising campaign and ADC Health and Nutrition program will provide efficient means of communication to customers.

EXTERNAL FACTORS

Health Concerns

Concern with healthy living and eating will continue but consumers will become more informed about additives and nutrition in general. The demand for natural products should benefit milk sales.

Shopping

There will be more con-

venience type stores open 24 hours.

Home delivery of liquid milk will become more cost related and as a result will have a lesser share. This may result in lower home consumption for some families currently enjoying home delivery.

Eating

More out of home eating will take place.

Consumption of ready made meals will increase.

There will be less time spent eating while at home.

There will be a resurgence of consumption of breakfast-particularly a light breakfast.

Population

Australia's population will increase from 17.0 million in 1991 to 19.5 million by 2001.

Over the 5 years to 1996 greatest growth will be amongst people 45-54 years and those aged 75 plus. Some groups notably the 15-24 years will diminish in numbers or show little to no growth.

Income

There will be a small real increase in average disposable incomes but a widening of the gap between the higher and lower levels.

Leisure

There will be increased leisure time and activities requiring more catering services and snack products.

Meal Preparation

There will be more sophisticated kitchen equipment, creating less drudgery and more time saving.

Recession

The effect of the recession has seen a return to the value for money products like liquid milk.

KEY ELEMENTS OF DAIRY PLAN

The Chairman of the Australian Dairy Industry Council, Pat Rowley, has given qualified support to the dairy industry marketing arrangements announced recently by Minister for Primary Industries and Energy, Simon Crean. The key elements of the arrangements are:

- A moratorium on reductions in market support for an additional 12 months.
- Reduction in market support payments for manufactured dairy exports beginning in 1993/94 in equal steps to 10% abode export parity prices by the year 2000.
- No legislated support for the industry beyond the year 2000.
- The existing tariff quota on cheese will be retained.
- Underwriting provisions by the Government will terminate on June 30, 1992.
- An increase in the ceiling for the industry's promotional levy from 5.5c/kg butterfat to 8c/kg.
- A review in co-operation with the Australian Dairy Industry Council of the industry's statutory marketing and research activities.
- Removal of the legislative right of any state to suspend the market support arrangements (the comfort clause).
- As part of the future operations of the Australian Dairy Corporation and the ADIC, the uses of the Dairy Industry Fund will be expanded to include market related initiatives.

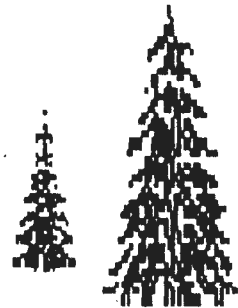
COST



QUALITY



ENVIRONMENT



Farm research funded by the Dairy Research and Development Corporation (DRDC) will focus on strategies to help dairy farmers to produce more milk, of the highest possible quality, at the lowest possible cost, without adverse impact on the environment.

Dr. John Craven, who manages DRDC farm research and development (R&D) program, spoke at New South Wales Dairy Week, which was held in Sydney from 19-22 May 1992.

"Managing total feed production and utilisation is the first step in producing more, high quality milk, at less cost" he said.

"We are very conscious of the fact that dairy farmers have to juggle legumes, grasses, crops and supplements to produce low-cost milk.

"Rather than studying each feed separately, the Corporation is encouraging researchers to look at the total feeding system, so that dairy farmers receive new technology that works under commercial conditions.

"Because dairy farmers fund the DRDC through the research levy, we are determined to ensure R&D outcomes benefit farmers."

Dr. Craven said this could only be achieved if new technology is applied to the practical situation.

"We also recognise that environmental issues are placing increasing pressures on Australian dairy farmers.

"The DRDC environment program addresses issues such as managing dairy shed effluent, salinity, irrigated agroforestry and alternative farming practices.

"In addition to feeding systems, our farm R&D program includes

projects on nutrition, fertility, breeding, animal health, lactation and animal welfare.

"Of course, farm R&D is just one of the Corporation's major programs."

The DRDC also has a manufacturing R&D program which includes:

- ✦ developing new dairy products
- ✦ improving the efficiency of manufacturing processes
- ✦ improving dairy product quality and food safety
- ✦ assessing the nutritional value of dairy products

"In addition to the farm and manufacturing programs, the Corporation funds economics and marketing research and has a program to improve human resources in the dairy industry," said Dr. Craven.

THEY'RE BACK!

24 hours after returning from our A.D.F.F. Study Tour of New Zealand, Adrian has asked us to submit a brief report for this issue of our Journal. So here we go.

A.D.F.F. organized the Annual Tour, and engage the State Dairy Bodies to select the eight representatives and spouses. Full credit must go to this system - it worked exceptionally well for our tour; we travelled with a wonderful group of people and learnt a lot about the Australian Dairy Industry.

The warm welcome from the New Zealand people was appreciated and they quickly displayed generous and impressive hosting techniques to educate us about their industry.

Dairying is a major industry to their country, in fact farming accounts for about three quarters of New Zealand's exports. The Dairy Industry is highly respected, and rightly so; Kiwi Farmers capitalize on all opportunities, are good managers of cows, feed and finances. They are in more of a development stage than us and approach all aspects of their industry in an aggressive, sometimes ruthless, but efficient manner.

All dairy product is marketed through the New

Zealand Dairy Board, with over 95% being exported.

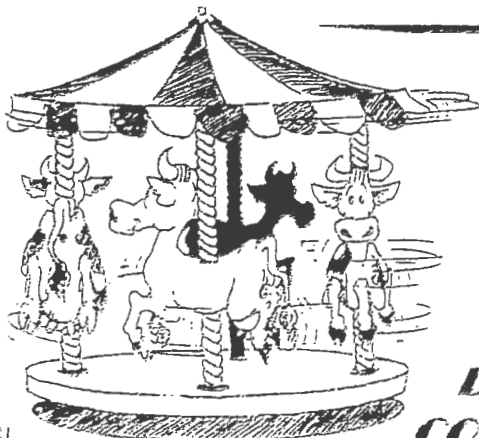
With a final payment this year of around \$6.00 kg B.F. farmers use their ideal climate for growing grass all year round combined with strict rotational grazing to achieve profitable returns from a 14 000 dairy farm average of 152 cows on 152 acres.

They place emphasis on unity and the N.Z.D.B. facilitates this. The Dairy Farmers preparation of targets and budgets, their evaluation of dry-matter and cow days per hectare, their diversification, in tree planting and bull rearing, and the universities and research centers backing the industry are all features which impressed us as Australian visitors.

They are innovative and eager to improve; always trying with fertilizer and new seed varieties to perfect the grass to milk equation.

A full report from us and the other representatives will be submitted to A.D.F.F. and S.A.D.A. shortly, and we are willing to discuss with Dairy Farmers any aspects of our tour.

David and Wendy Kuchel

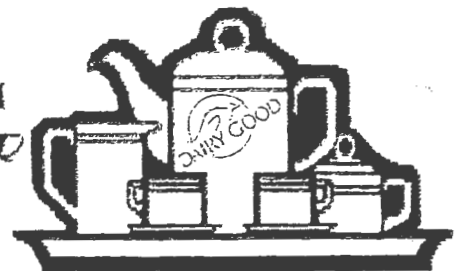


ROYAL SHOW

4-12 SEPTEMBER 1992

ALL DAIRY FARMERS ARE
INVITED TO THE AUSTRALIAN
DAIRY
CORPORATION

STAND IN THE DAIRY HALL FOR A
FREE CUP OF TEA OR COFFEE, OR
JUST TO RELAX DURING A BUSY
'SHOW' DAY.



FAMILY "FAST TRACKS" HERD IMPROVEMENT

The fast track to better milk production is also a busy road to follow, as the Bishop family of Hope Forest has found.

In a very short time, milk volume per cow has increased by over 20 per cent, protein has moved up by more than 15 per cent, and cell counts are down to less than a fifth of their previous readings.

The Bishops, who are a zone finalist in the Dairy Vale Champion Dairy Farming Family Team Award, have had outstanding success in improving milk quality through hard work.

Bob and Jac Bishop, with son Peter and daughter-in-law Sue, began a time consuming program in early 1990 to lower the somatic cell count of their herd. Following advice from the Department of Agriculture and local veterinarian they examined samples from each quarter of suspect cows for color differences and other abnormalities.

Every month any cow with

over 500,000 cells would have its milk stripped for observation. Cows with a first occurrence of clinical mastitis would be treated with lactating penicillin and given a second chance, with repeat offenders being culled.

If treatment was unsuccessful good milkers with just one quarter in trouble might be milked from the remaining teats, and these cows would have a tape on their tail indicating the quarter that was out of action, eg "RF" meant right front.

Sticking to the task has brought rewards in the form of a massive drop from 623,000 in February 1991 to a count of 118,000 in the last 12 months.

Latest available averages for their 127 cows are 4,046 litres per cow (281 days lactation), 5.3pc butterfat (213kg) and 3.8pc protein (154kg). Figures were 4,023 litres, 220kg butterfat and 147kg of protein in 1990, and 3,857 litres, 202kg butterfat and 144kg protein in 1989, representing a sustained rate of improvement since 1985 when averages were 3,435 litres, 170kg butterfat and 130kg protein.

The lift in performance has come through a rigorous program. Sue is the genetics manager and applies selection and breeding criteria to ensure each new milker represents a step forward towards higher protein and volume.

At the top end of the herd, cows are inseminated with superior Jersey semen, while at the lower end the joinings are with Friesians. The resulting hybrid vigor has meant good foraging ability as well as some excellent performances through the vat, like that of one two year old heifer which produced 6,000 litres in its first year, with 192kg protein.

The crossbreds account for less than 10 per cent of the herd at present, with plans to lift the proportion to 20 per cent. Only first crosses will be used in their management, to benefit from the hybrid vigor.

Their goal is to maintain 135 to 140 cows with mainly Autumn calving, and while no limit is put on the average volume per cow they hope to achieve, 5,000 litres is well within their grasp.

Using genetic improvement alone is not enough. Peter says the paddock feed "has to be pushed" to take advantage of the inherent ability of an animal to convert pasture to milk. While feed in the paddock is

assessed as the most economical base, gains are being made by using a Milling Industries grain mix through the bails.

Other supplementary feed is in the form of silage and hay taken from about 20ha of their 175ha farm.

This is where the interchange of ideas comes into play on the family farm, with Sue anxious to see her efforts with breeding assisted by good nutrition, the men working hard to keep the feed up to required levels, and Jac watching the cents in her role as financial manager.

Bob argues that it is worth spending money to prepare a good paddock and attributes much of the improvement in output over the last five years to better pastures. Selection of ryegrasses and sub clovers, renovation, liming to correct pH levels, and fertilisers are in his domain.

He does not skimp on seeding rates using 9kg of Trikkala and 9kg of Karridale sub clover per hectare, and around 18kg of ryegrasses.

Some paddocks are renovated using a T-boot seeder to apply seed into existing pasture, while in other areas a poor pasture

may be sprayed off with Roundup in Spring before being sown to Millet for Autumn feed, followed by sowing of improved pasture species.

Applications of 150kg /ha of super/potash mix in Spring, and supplements with high analysis fertiliser in Autumn when the season requires it, help extend the period in which good grazing is available.

“Another priority is keeping the land healthy for the future,” Sue said.

Bob has taken the main job of propagating, while the whole family, including Peter who is a founding member of the local land care group which aims to reduce salinity, has planted 1500 trees over the last three years.

As zone winners of the Dairy Vale Champion Dairy Farming Family Team Award, the Bishops will be among 10 finalists to share in \$16,000 worth of prizes. these have been generously donated by:

- ▲ Dairy Vale,
- ▲ Countrywise Computing
- ▲ Adelaide Seed Co.
- ▲ Alfa Laval
- ▲ Amatek Rocla
- ▲ Bayer Australia
- ▲ Castrol
- ▲ Gallagher
- ▲ Hi-fert
- ▲ Hoescht
- ▲ Merck Sharp & Dohme
- ▲ Milling Industries
- ▲ Rhone Poulenc





**WE INVITE YOU TO COME TO
"THE GREATEST SHOW ON
EARTH"
WORLD DAIRY EXPO
SEPTEMBER 30 to OCTOBER 4
1992**

Please come to the 26th Annual World Dairy Expo to be held September 30 - October 4, 1992 in Madison, Wisconsin USA. We invite all international dairy farmers, dairy businessmen and agricultural officials to attend this important event. Last year, we welcomed over 63,000 visitors including 2,500 international guests from 63 countries world wide.

Over 1,500 of the world's finest dairy cattle will be exhibited at the show. Some of these cattle will be for sale. This exposition of U.S. and Canadian cattle offers an excellent opportunity for international buyers to select foundation stock for their own herds. At Expo, you will meet international dairy leaders and view the finest dairy equipment, supplies and latest technology at over 700 commercial exhibits.

Visitors from around the world

Each year World Dairy Expo welcomes more than 64,000 guests, including 3,000 international visitors from Canada, Central and South America, Western and Eastern Europe, the Middle East, Africa and Asia. It's a meeting place and source of technology for:

- Dairy producers worldwide
- Manufacturers of dairy and forage equipment
- Veterinarians
- Commercial breeders
- Dairy researchers and educator
- Government officials

A wide variety of exhibitors

Expo '92 will feature 700 exhibitors representing a limitless source of proven, profitable techniques and innovations in:

- Animal health
- Animal and plant genetics
- Milk handling equipment and supplies
- Forage equipment
- Agricultural equipment and machinery
- Feed and feed additives
- Agricultural supplies and services
- Computers and computer software

We have an international business lounge for our guests. Plus, World Dairy Expo will help set up group tours going to dairy farms, research centers and agricultural businesses. In addition, Wisconsin's Governor and World Dairy Expo will host receptions in honor of our international guests.

When you come to World Dairy Expo, we want to make you feel at home. If you are interested in obtaining World Dairy Expo brochures and travel service information, please contact:

Marlene Schmidt
World Dairy Expo
122 East Olin Avenue
Suite 270

Madison, WI 53713 USA
TELEPHONE: 608-251-3976
FAX: 608-251-3971
TELEX: 4949355WISC AG



**A GLOBAL
OPPORTUNITY
FOR DAIRY
PRODUCERS**

See you at Expo!

MOTHER NATURE'S MILK

After a lifetime of painful wheezing and struggling to breathe, Ron Smith believes he has cured his own asthma and prevented his **NINE CHILDREN** from developing the debilitating disease.

The dairy farmer from South Gippsland in Victoria has become an organic-farming pioneer, turning his back on chemicals in favour of Mother Nature.

And the results have been astounding. The farm now teems with wildlife, Ron and his brood are all clear-eyed and healthy, and the cows are producing an Australian first - rich, creamy organic milk, which has been certified Level A quality by the National Association for Sustainable Agriculture of Australia, the organic watchdog.

"We are not hippies," says Ron. "It's a normal dairy farm. The only thing we do differently is not use chemical herbicides or pesticides on the pasture and no antibiotics on the cows; instead we use homeopathic remedies. Everything that goes

on the farm we can just about drink ourselves."

The milk is naturally sweet, almost a vanilla milkshake. It is not homogenised and is taken from "free-range" cows fed an organically grown pasture.

Ron's herd - 100 milking cows and 50 young - is supplying milk to Coles New World supermarkets in Victoria.

He is confident other farms will adopt natural methods. "When word spread of my milk, 35 farmers phoned in."

Ron's cows - with glossy coats and straight backs - are a credit to his methods and the talk of the Victorian farming community. The cows are the secret of his creamy milk. He says they thrive because of his farm's "living soil".

When Ron and his wife Bev moved on to their 81 hectares in 1978, the earth was parched and tussocky with just 5cm of top soil. Today he can plunge a shovel into lush pasture, digging down 25cm to show rich rotting soil alive with worms.

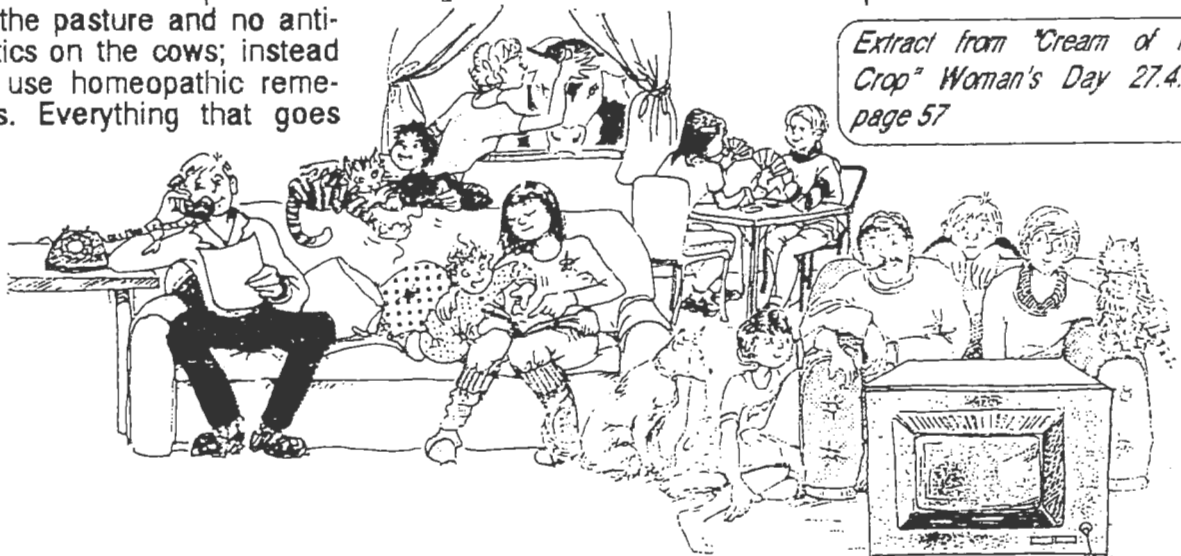
But it has taken years of hard work to achieve this. First, he and Bev plugged the ground with an aerator to break the crust and let the water and air circulate. Then they stopped using superphosphates and instead added a mixture of lime and gravel rock to supplement the minerals.

"Spraying pastures with chemicals kills the soil," says Ron. "If you can just get away from using chemicals, the soil will improve."

"Bacteria live on air. One gram of healthy, living soil supports one billion bacteria and a mile of fungi which is what gives the soil its magnetic field, so when it dries it doesn't blow away. Most farmers have to water paddocks after a week, but we can last two weeks because the soil retains moisture."

Bev and Ron meet other organically minded farmers in the Gippsland area each month to share their experiences.

Extract from "Cream of the Crop" Woman's Day 27.4.92 page 57



Beat the Mastitis Menace

Your Vet has Australia's leading mastitis treatment, plus free antiseptic teat wipes, and free Mastitis Management and recording booklets.¹

In a recent Government study Australia's most trusted Dry Cow Mastitis treatment proved it retains all its effectiveness when tested against the most common mastitis strains.²

Now the sponsors of the Orbenin Bulk Milk Cell Count Competition introduce the convenient safeguard of antiseptic, pre-treatment Teat Wipes, to help eliminate contamination at drying-off.

So see your vet soon, because the "Mastitis Menace" is the most serious income threat facing dairy farmers.



BEAT THE MASTITIS MENACE

SB SmithKline Beecham
Animal Health

SmithKline Beecham Animal Health
A Division of SmithKline Beecham (Australia) Pty. Ltd., ACN 004 170 932
Warringah Road Frenchs Forest NSW 2086 Ph: (02) 451 5211 Fax: (02) 451 5877

¹ Produced by NSW Agriculture and sponsored by SmithKline Beecham Animal Health ² Data from Elizabeth Macarthur Agricultural Institute Oct 1991

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Hammond & Thackeray SP0011 A/R



CHEESEMAKERS SMILE AT INCREASED DEMAND

Blue-veined Stilton cheese made in the English counties of Leicester, Nottingham and Derby has risen dramatically in popularity in recent years, at home and abroad.

During the past decade, production has roughly doubled and seven producers in the three counties are turning out nearly 9000 tonnes a year - of which 1000 tonnes goes overseas - compared with total annual production of around 6000 tonnes only five years ago.

Widespread availability has encouraged sales as well as smaller, more attractive packaging in jars and shrink-wrapped small portions, compared with the traditional large, whole "round" rind-covered cheeses.

At Garden Cottage Farm, St. Chill, near Kelso, in Scotland, Brenda Leddy makes farmhouse cheese with unpasteurised milk from Jersey cows. She plans to invest more than 20 000 pounds sterling in a new unit to make, store and pack her cheese, which is exported to

Denmark, the Netherlands and Japan.

Not far away, a vigorous campaigner for unpasteurised cheesemaking, John Curtis, also produces cheese from Jersey cows' milk. He has a herd of 18 milkers and the entire yield is processed at Easter Weens Farm, Bonchester Bridge, near Hawick.

Production was threatened by government measures two years ago, and cheesemakers have to convince the Ministry of Agriculture that strict hygiene standards are applied in the production process.

pounds sterling a year, that lame cows cost the British dairy industry.

The Centre for Cattle Farriery is based at Liverpool University's world-renowned veterinary school at Neston, Wirral, Cheshire. It will be headed by a Dutch-trained cattle farrier.

Liverpool University veterinarian Richard Murray says the centre will provide an integrated course in foot care for veterinary surgeons, farmers and foot-trimmers running their own businesses. Courses will last for a few days at a time spread over two years, with a ratio of four trainees to one teacher.

Mr. Murray says Britain has a long-standing lack of training in correct cattle farriery. About 16% of the national dairy herd is affected by lameness each year, causing lost production, higher veterinary fees, reduced fertility and low cow cull value. "If only 12% of a 100-cow herd suffered from ulcers of the sole, annual loss would be 3077 pounds sterling. A similar incidence of white line disease would cost 2342 pounds sterling and foul-in-the-foot 2117 pounds sterling."

DAIRYMAN'S ACHIEVEMENT AWARD

With a shining example of what can be achieved by hard work, determination and foresight, British milk producer Joe Dickinson has won the Royal Association of British Dairy Farmers' Princess Royal Award for achievement of outstanding benefit to the dairy industry.

Mr Dickinson inherited 12-ha Langley Farm at Holmfirth, in Yorkshire, northern England, with his brother Edgar. They started to manufacture cream in 1953 and yoghurt soon after, selling to a multiple store in Manchester and the county school meals service.

Nowadays, the Dickinsons process 350 000 litres of milk a day, taking supplies from 200 local farms. The business also has 250 Jersey cows and 8000 finishing pigs at Tyres Hall, Barnsley, and employs 150 staff in an area where traditional industries like engineering and textiles have declined.

LAME COW CARE CUTS LOSSES

The United Kingdom's first specialist training centre for the care of cows' feet has been set up at a leading university in northwest England. The aim is to reduce the vast losses, estimated at 89.2 million



LAWS WHICH MAY AFFECT YOU



DRINKING AND DRIVING HEAVY VEHICLES IS A BIG ZERO!

From 1st May 1992, it is an offence for any person (truck driver, owner operator etc.) to drive a prescribed motor vehicle in the State of South Australia with ANY CONCENTRATION of alcohol in his or her blood.

The full description of the Regulations relating to "Driving Under the Influence of Liquor or Drugs" is as follows:

Driving under the Influence - Section 47 of the Road Traffic Act 1961, as amended by the road Traffic (Prescribed Vehicles) Amendment Act 1992 of 30th April 1992 reads:

"A person must not drive a motor vehicle (prescribed vehicle) or attempt to put a vehicle (prescribed

vehicle) in motion, if he has any concentration of alcohol in his blood.

A Prescribed Motor Vehicle means:

- a) a vehicle with a gross vehicle mass exceeding 15 tonnes
 - b) a prime mover with an unladen mass exceeding 4 tonnes
 - c) a bus designed to carry more than 12 persons (including the driver).
 - d) a motor vehicle that is designed:
 - i) for the principal purpose of carrying passengers;
 - ii) to carry more than 8 persons, but not more than 12 persons (including the driver)and
 - iii) used regularly for the purpose of carrying passengers for hire or for community purpose.
 - e) a vehicle that is being used for the purpose of carrying passengers for hire.
- or
- f) a vehicle that is used to transport dangerous substances within the meaning of the Dangerous Substances Act 1979 or has such substances aboard; and is required under the Act to be marked with a label."

DID YOU KNOW THAT.....

ALL drivers of commercial motor vehicles MUST HAVE an authorized log book in their possession (according to the Commercial Motor Vehicles (Hours of Driving) Act 1973).

UNOFFICIALLY Department of Road Transport inspectors are told to keep an eye out for "local" trucks (within 100km of their depot) and not to ask for their log books.

"commercial motor vehicle" or "motor vehicle" means a motor vehicle (including an articulated motor vehicle), as defined in the Motor Vehicles Act, 1959-1973, of an unladen mass exceeding 4.5 tonnes which is used or intended to be used for the carriage of passengers or goods for hire or reward, or in the course of any business or trade.

ACTION MATTERS

A COLLECTION OF INTERESTING ARTICLES FROM THE
DAIRY INDUSTRY AROUND AUSTRALIA



PROTEIN PRODUCTION GUIDELINES

The dairy industry is keen to see an increase in protein production in milk but preferably without an increase in milk fat production.

Speaking in Western Australia recently, World Wide Sires marketing area manager for Australia and New Zealand, Brian Albertoni, gave the following guidelines.

- ✦ High fat levels in the diet decrease protein yield.
- ✦ More concentrates (energy) lower the fat content and increase both the percentage and kilograms of protein.
- ✦ A balanced diet of fibre, energy and protein is necessary for maximum protein production.

Mr Albertoni said milk protein levels are high after calving, then decrease until the cow conceives. Therefore poor heat detection cost protein production as well as productivity. Mastitis also decreases protein.

Mr Albertoni also urged farmers to give greater consideration to what their cows were eating, including analyzing pasture in order to have a better understanding of what was being digested.

Food wastes such as citrus pulp, chocolate, almond hulls and carrots could be used to feed dairy cows. However the suitability of alternative feed should be checked with nutritionists. A preliminary study on fish meal looks encouraging for increased protein production, Mr Albertoni said.

IMPROVED DETECTION URGED

Poor oestrous detection is a sure way farmers can readily improve their productivity according to research funded by the Dairy Research and Development Corporation.

A computer model developed by Mr Michael Larcome, Farm Management Consultant with the Maffra Herd Improvement Co-operative, suggests that reducing missed heats from 40% to 10% is worth about \$35 per cow in a seasonally calving herd in Victoria's Gippsland region.

Dr Larcombe says this means the 10% of seasonally calving herds that fall into the 40% missed heats category could readily increase income by \$3,500 for every 100 cows milked.

Dr Larcombe's model can isolate the financial implications of specific reproduction indicators including heat detection, AI conception rates, prolonged interval between calving and first heat, embryonic mortality, abortions and induced calving.

The next step is to survey dairy herds to determine which problems are most widespread, enabling the development of programs that will be of most benefit to Australian dairy farmers.

For further information contact Dr Larcome on Ph: (051) 47 1633.



FARM



SAFETY

WELDING

Among their other skills, primary producers need to weld, yet they frequently have insufficient understanding of the safety requirements - for their own lives, those of their families and their property.



Welding, like chain sawing, tractor driving and a host of other farm tasks, is potentially a very dangerous business.

There is a large amount of material available from welding equipment manufacturers, oxy and acetylene manufacturers, and others, which will help the farmer-welder.

Such a small item as in this Journal cannot treat the subject with the respect it deserves and hence those planning to weld are urged to obtain the excellent literature that others have prepared. In most cases it is free.

For the record, a summary of the main (though not all) dangers are -

- ▲ the arc itself, with a temperature of up to 6000 degrees c.
- ▼ the fumes from the process and the flux can be harmful, especially if the welding is done in an enclosed and unventilated area
- ▲ the volatility of heat and gas is always to be treated with caution

- ▼ the failure to wear proper protective equipment
- ▲ the ultraviolet and infra-red rays that can lead to severe burning of the skin (akin to intense sunburn) and of the eyes for the operator but also for those nearby who are not protected
- ▼ the material being welded (eg empty fuel drums, etc)
- ▲ the lack of training of operators; welding is not an amateur task - it takes many years of training for a skilled welder
- ▲ the heat of finished work, in some cases taking more than 24 hours to cool but often left unguarded in the workshop
- ▼ the position of the terminals and the cables (whether gas or electric)
- ▲ the position of the equipment in relation to the work
- ▼ the distance and protection of other people.



TETANUS



Farmers are as likely to contract tetanus as anyone since the germ lives in soil and in animal manure. Unfortunately, there is a high

fatality rate.

Tetanus spores enter through skin punctures which result from cuts, abrasions, or pretty well any wound. Indeed the small cuts which seem to heal quickly are more likely to be infected.

The tragedy is that tetanus can be prevented and that the immunization process consists only of two primary injections six to eight weeks apart and a booster dose twenty years later.

Ensure that you and your family are protected by making an appointment with your doctor. **AND REMEMBER - It's not just your kids who need immunization, everyone is at risk!**

CHOLESTEROL

SEPARATING FACT FROM FICTION

It is now generally accepted that high levels of blood cholesterol are associated with increased risk of heart disease. Cholesterol is a waxy odourless substance that is absolutely essential to human health. Every cell in the body can manufacture it. Among other things, it helps in the production of hormones, is necessary for the digestion and absorption of fat, and is necessary for the production of digestive juices.

We must distinguish between the cholesterol found in our blood (blood and serum cholesterol) and the cholesterol found in the food we eat (dietary cholesterol). Eighty percent of the cholesterol in our blood is produced in the body primarily by the liver. The rest comes from the food we eat. For most people, dietary cholesterol has little or no effect on the level of cholesterol than we need, the liver simply produces less to compensate.

Fat is the main dietary factor which causes blood cholesterol to rise. Nutritional labelling on some products which state they contain no cholesterol, but at the same time contain significant quantities of fat (i.e. potato chips) present a danger to the uninformed consumer. Other key risk factors are family history, age, sex, high blood pressure, smoking, lack of exercise and excess body weight.

People must understand the reasons for high blood cholesterol so they can practice prevention. It is difficult to consume the daily essential nutrients we need without using foods containing cholesterol. For these reasons, it is imperative that the cholesterol issue be resolved so that people will continue to eat a varied diet which includes foods containing cholesterol.

In order to get the facts out about cholesterol, we must endeavour to become informed about the issue and

present the facts to people whenever the opportunity arises. The Ontario Egg Producer's Marketing Board has been the leader with this issue in the food industry in Ontario. They created a cholesterol booklet for the health profession and also the general public. They have placed full page ads in newspapers all across Ontario which tell the facts about cholesterol and also promote the excellent nutritional aspects of eggs. They strive to get fair media coverage and get the message out whenever possible.

FOOD



FACTS

Success will come only when most consumers are aware of the relationship between dietary and blood cholesterol and make purchasing decisions on foods based on the facts.

Ed McKinlay, "Canadian Jersey Breeder", April 1992 issue.

WHERE'S THE FUN?

More and more, people are choosing foods that they think will keep them from getting sick, instead of looking for the joy of eating well. We are at the point where we feel guilty if we eat so-called "forbidden" food.

A diversified and balanced diet has room for all foods. It's question of degree. If the thought of imported chocolate with praline makes your mouth water, you should eat it... once in a while.

From this perspective, there's no such

thing as "good" or "bad" food; it's the overall diet that counts. Traditional foods like dairy products, meat and eggs all have a place in a healthy, well-balanced diet. They contain needed nutrients not found in fruits and vegetables. A well-balanced diet is an ever-changing selection of foods based on the five food groups. Within this context, all foods have a place and eating is fun!

VITAMIN WITH A CAPITAL "A"

Acting on many fronts, vitamin A is needed for healthy eyes, skin, bones and teeth. It plays a part in growth, reproduction, and our ability to resist infection.

Vitamin A is one of the fat soluble vitamins in our diet. When we eliminate fat from a food which is a source of vitamin A, we remove the vitamin in the process. For example, a serving of plain 2% or more fat yoghurt gives us nine times more vitamin A than the same quantity of plain low fat (less than 1% fat) yoghurt.

Foods from both animal and vegetable sources contain the "A" vitamin. Liver, kidney, eggs and milk products deliver the vitamin in a form that is immediately usable. And it is a fact that milk products account for 30% of this vitamin in the Canadian diet. In fruits and vegetables, colour is usually a good indicator of the presence of beta carotene, which is transformed by the body into vitamin A. the stronger the orange, the richer the vitamin content. Dark green vegetables are tricky. they are good sources but the green chlorophyll hides the tell-tale orange pigment.

Eating a variety of foods is our assurance of an "A" in the vitamin department.

Sheila Murphy, Canadian Dietitian

AGREEMENT COVERING ELECTRONIC EARTAGS ANNOUNCED

On May 15 in Melbourne Allflex, and Texas Instruments announced an agreement covering the development of an Allflex electronic eartag for the automatic identification of livestock.

TIRIS (Texas Instruments Registration and Identification Systems), a new business venture created last year by Texas Instruments to develop and market automatic identification systems based on radio frequency transmissions, and Allflex - the world leader in animal identification - will design together a dedicated electronic identification transponder which Allflex will incorporate into a new Allflex Electronic Eartag.

The Allflex Electronic Eartag will be available for all livestock species and will provide a "life number" for official identification and registration schemes, disease control and livestock management systems.

The Allflex Electronic Eartag will provide most of the key advantages of automatic identification, a unique code number, automatic and error-free remote reading. The unique code number is absolutely tamperproof and safe from fraud and errors.



The Allflex Electronic Eartag is based on a combination of Allflex's extensive eartag design and manufacturing experience and TI's proprietary TIRIS technology. TI began developing an advanced approach to radio frequency in 1988 for the livestock market, and introduced it worldwide in January 1991 for a wide range of market segments. The first transponder released was the injectable version, a small glass capsule containing an electronic chip and an antenna.

Said Herman Massink, Livestock Marketing Manager at TIRIS, "The agreement with Allflex is a major step to promote electronic livestock identification around the world. Allflex is the world leader in eartags for livestock identification and successfully markets its products to distributors and producers. Allflex has successfully worked with the livestock industry and we are very confident in All-

flex's ability to help this market grow to its potential."

According to Nikolaus von Croy, Electronic Identification Manager at Allflex, "Allflex decided to adopt TIRIS because we think that a combination of both TIRIS and Allflex technologies will provide the most reliable and technically advanced products to the market. Another key element in our choice is the ability of TI to provide a worldwide support of its strong research commitment together with core in-house competence in several related domains such as custom design and chip design.

According to Nikolaus von Croy, Electronic Identification Manager at Allflex, "Allflex decided to adopt TIRIS because we think that a combination of both TIRIS and Allflex technologies will provide the most reliable and technically advanced products to the market. Another key element in our choice is the ability of TI to provide a worldwide support of its strong research commitment together with core in-house competence in several related domains such as custom design and chip design.

FROM THE DAIRY..... TO THE TABLE

*The two recipes directly below were selected by the
AUSTRALIAN DAIRY CORPORATION
as part of the menu for the SADA Ninth Annual Dinner
held at the Commodore Motel, MT. GAMBIER.*

Compiled by:
Jenny Harris

PUMPKIN PICK-ME-UP

2 tablespoons AUSTRALIAN Butter
750g diced pumpkin
1 leek, washed and sliced or 1 onion, diced
1 clove garlic (optional)
2 cups chicken stock or water
2 tablespoons lemon juice
1 1/2 cups AUSTRALIAN Milk
1 1/2 tablespoons AUSTRALIAN Sour Cream
Nutmeg

Place butter, pumpkin, leeks and garlic in a large saucepan and cook over a low heat for 5 minutes. Add stock and lemon juice and simmer for 20 minutes or until vegetables are tender. Puree mixture and slowly stir in milk. Bring to the boil and pour into serving bowls.

Soup can be poured into required serving sizes and frozen. To reheat, place soup in a microwave oven or saucepan and heat on medium (70% power) until hot.

Just prior to serving, stir in 1 tablespoon of sour cream to each serving and sprinkle with nutmeg.

Serves 6

CAMEMBERT CHICKEN

6 chicken fillets, skin removed
250g AUSTRALIAN Camembert Cheese, cut into 6 sticks
1 cup cranberry sauce
1 egg
2 tablespoons AUSTRALIAN Milk
1/2 cup dry breadcrumbs
1/3 cup desiccated coconut
1 cup seasoned flour
Ghee for shallow frying

Flatten fillets between sheets of greaseproof paper until very thin. Place a Camembert stick down the centre of each and top with cranberry sauce. Roll up fillets to completely enclose filling.

Beat together egg and milk in a shallow dish. Combine breadcrumbs and coconut in a separate dish. Roll fillets into seasoned flour, dip into egg mixture then roll into crumb mixture. Dip again into egg and roll in crumbs to coat completely, pressing crumbs on firmly. Chill 30 minutes. Heat ghee in large frypan. Cook fillets over moderately low heat until golden brown on all sides. Drain on paper towels. Serve at once with vegetables in season.

Serves 6.

SPICY CHEESE DIP

1 jar fruit chutney, 269g
1 can reduced cream 225 g
1 metric cup finely grated tasty cheese
1 tsp. vinegar (optional)
Pinch salt
1 tsp vinegar (optional)
Combine all ingredients.

Allow to stand at least 1 hour before using, to thicken and improve the flavour.



**SOUTH AUSTRALIAN
DAIRYFARMERS'
ASSOCIATION INCORPORATED**

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- Sulphamic Acid
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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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

Published By:

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The Official Publication of the South Australian Dairyfarmers' Association Inc

ISSN 0049

VOL. 35 NO. 1

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DAIRY INDUSTRY REVIEW WHITE PAPER

KEY PROPOSALS

FARMGATE PRICING

- That market milk be defined as milk used for fresh whole milk, reduced fat milk, low fat milk, skim milk, ultra filtered milk, and modified milk.
- That milk for fresh flavoured milk, and UHT white and UHT flavoured milk be paid for at 67 per cent of the farm gate price for market milk.
- That there be an indicator farm gate price set by the Minister on advice from the new Authority, that has due regard for the Victorian price.
- That from 1st July 1993 the wholesale price is increased by one cent a litre followed by a similar increase on 1st January 1994. This money to be used to raise the negotiated farm gate prices in all districts to the same

level as the current Metropolitan Milk Supply Area. The returns to be administered through the industry administered equalisation arrangements.

- That a provision be included in new legislation, that prevents milk paid for at manufacture rates, being traded interstate as market milk.
- That there is a sunset clause on farm gate price controls of 1st January 1998.

PROCESSOR, WHOLESALE AND RETAIL PRICES

- That the processor and wholesale price controls remain in place until 1 January, 1995.
- That all pricing controls post farm gate are removed by 1 January 1995.
- That the administratively set retail price be remo-

ved from 1 January 1993 and recommended retail prices be set until 1 January 1995.

- That the Dairy Authority recommend these prices to the Minister of Agriculture.

QUALITY/SAFETY

- That the responsibility for dairy product quality be with the processors.
- That integrated food qua-

in this issue -

- REPORT: NEW ZEALAND STUDY TOUR
- ENVIRONMENT: BOTTLES OR CARTONS?
- PROFILE: RUST MITE
- EMPLOYMENT: TRAVEL OVERSEAS?

lity/safety control programmes be developed that utilise codes of practice and QA programmes for all stages of dairy product handling.

- That processors have trained/approved/certificated staff who oversee farm to factory quality/safety control.
- That all factories be required to implement approved QA programmes to be overseen by either the Dairy Authority or appropriate Government agency.
- That product safety post processor continue to be under the control of the South Australian Health Commission and/or local government, or the appropriate agency.
- That a strategic product monitoring programme be implemented at the retail level by the South Australian Health Commission, local government or other appropriate agency.
- That dairyfarmers contribute through the licence fee for the salary of one dairy hygiene specialist to be employed by SADA.
- That the Minister of Agriculture have overall responsibility for dairy product quality at farm and processor levels.

UNPASTEURISED MILK

- That unpasteurised milk be available to the public providing it meets the appropriate quality and safety standards and is in an approved package with an approved label detailing health risks.
- That the provision be

reviewed after three years.

- That there be specific licences issued by the Authority for farms and factories supplying unpasteurised milk.
- That specific codes of practice be implemented for farms and processors.
- That there be severe penalties for anyone selling unpasteurised milk unless they are licensed according to the new Act.
- That codes of practice be audited on contract to an approved body at cost to the unpasteurised milk suppliers.

ADMINISTRATION

- That a Dairy Authority be formed with a Board of three part time members, who shall have no direct commercial interest in the dairy industry.
- That the Board be appointed by and be responsible to the Minister of Agriculture.
- That funding for the Authority be from a licence fee on processors on a per litre of milk received basis.
- That the need for the Authority be reviewed in three years.
- That the Authority recommend to the Minister of Agriculture a:
 - farm gate price;
 - processor margin;
 - distribution margin; and
 - recommended retail price.
- That the Authority liaise with the SA Health Commission on issues such

as labelling, product safety, milk vendors and retail stores.

HERD TESTING EQUIPMENT

- That herd testing equipment used by the MMB be transferred to Herd Improvement Services Co-operative Ltd (HISCOL), the Co-operative carrying out herd testing in South Australia.

DAIRYFARM LICENCES

- That the Authority determine licence fees and licence the following:-
 - dairyfarmers;
 - factories;
 - milk vendors; and
 - raw milk producers.
- It would be appropriate to combine licences wherever possible and for a dairyfarm to amalgamate licence requirements for:-
 - refrigerants;
 - effluent disposal; and
 - dairy farm.
- Collection of the dairyfarm licence fees could be contracted to the South Australian Dairyfarmers' Association and milk vendor licences to the Milk Vendors Association.
- The licence fee needs to cover administration costs for:
 - The Authority;
 - The Authority Board;
 - Contract costs for licence collection;
 - Salary for specialist hygiene officer who would be employed by the SADA;
 - Contracts for cost of production surveys by SADA; and
 - Costs of milk testing cows herd recorded by HISCOL.



EQUALISATION

- That equalisation remain an industry matter and be administered by the industry.
- That the Minister of Agriculture be given emergency powers to ensure all dairyfarmers share equally in any market milk premium in the event of a breakdown of

the industry implemented scheme.

- The intent of the legislation to preserve an equalisation scheme, should be to continue the principles applying at the point of breakdown.
- That this legislation be implemented by the Authority or appropriate

Government agency as directed by the Minister of Agriculture.

- Milk to be identified as milk for equalisation purposes should not include milk for flavoured milk, unless there is complete industry agreement.

THE FIRST FIVE MONTHS AS EXECUTIVE OFFICER!!

Beyond the Black Stump

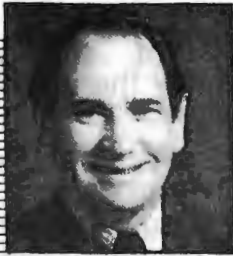


SADA would like, again, to thank the sponsors of our 9th Annual Conference. Their generosity is most appreciated.

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PRESIDENT'S COMMUNIQUE



WHITE PAPER - OUR FUTURE

The future of our industry is hanging precariously on how well we can manage the impending culture change of deregulation as a result of the new legislation.

I have been prepared to work through 2 Green Papers and 2 White Papers knowing there has been a conscious philosophical tendency towards deregulation. However I believe the deregulation philosophy is so strong in the White Paper and ingrained in government thinking generally that I feel we have been treated poorly in a number of areas. Nevertheless the wholesale price increases to facilitate Statewide equity are a real win - the step to a State-wide equity Scheme for dairy farmers.

I believe that we will win on three key areas, where support legislation is imperative.

1. Setting of Farm Gate Price for Market Milk with necessary discipline to ensure the same price is paid irrespective of the source of the milk or its destiny (ie Section 38 for interstate trade) - the concept of an indicator price is not acceptable.

2. Support legislation to

facilitate equitable sharing of market milk premiums from day one of the new legislation, including audit functions, to ensure that the regulated farm gate price is paid for all Market Milk.

3. A funding facility through the Authority on behalf of industry in order to carry out specific functions previously carried out by Government and to support promotion and growth of our industry in South Australia - in particular Generic Promotion of Market Milk.

To help your understanding of the White Paper released on July 30th, please refer to the summary of the proposals included in the White Paper, reprinted in this Journal. You will note that the roles of a new State-wide Authority are not clearly defined and the Paper repeatedly refers to an alternative "appropriate Government agency." We are meeting with Minister Lynn Arnold to seek clarification on the latter issues and others such as

** Farm Gate Price Sunset Clause*

** Review of Authority in 3*

years

** Licence Fee Collection*

** Quality on farm responsibility*

** Herd testing equipment*

Following our discussions with the Minister we will communicate these implications with all members at Regional Meetings.

Notwithstanding the critical importance of these key issues and the necessity to wait for clarification by the Minister, I believe all members must accept the level of deregulation and develop a visionary and positive approach as to how we can best manage our industry.

My personal belief is there are two principle options that can be developed to assist this cultural change to self management of our industry.

Firstly -: The development of a "Dairy Industry Policy Council" with representation from key industry participants i.e. farmers, processors, Authority etc. This Policy Council could coordinate and predetermine necessary ethics, standards, codes of practice, promotion, education etc to ensure the highest possible standards are maintained.

Secondly -: The establish-

ment of a 'Dairy Industry House' to ensure rationalisation of industry functions, but more importantly to rationalise and facilitate Dairy Industry promotion including the function of providing an information base for the benefit of the general public and specific consumer enquiries. The value of consumer satisfaction and the subsequent consumer dollar particularly for market milk in the Adelaide market must not be underrated.

In concluding my comments on the White Paper at this point in time I wish to point out to Members the important role of SADA in the process of legislative change.

The view and role of this Association is unique compared with that of all other sectoral groups that have made contributions during the review process or written or communicated with the Minister or his staff.

Unique - in the sense that it not only represents the views of all dairy farmers but has needed also to focus on.....

- * long term industry rationalisation
- * maintenance of a viable industry size
- * retention of total premium markets
- * development of a State-wide Equity Scheme
- * and most importantly
**WORK TO ACHIEVE
NATIONAL DISCIPLINES
CONSISTENT WITH THE**

BALLARAT AGREEMENT

The interests of a processor wanting to increase market share, a processor wanting to retain market milk premiums within the company or a group of farmers wanting to be better off, are all facts of life that have made the review process difficult.

However SADA remains committed to achieve, the best bet option!

NATIONAL PLANNING

On a national basis similar efforts are being made to preserve the long term viability of our industry. Following the introduction of the new Federal Legislation by Simon Crean on July 1st 1992, the national industry participants through the Australian Dairy Industry Council have maintained the industry commitment to develop a Strategic Plan.

On Sunday 2nd and Monday 3rd August, Adrian Scott, Roger Basham and I attended a Strategic Planning Workshop capably organised by the staff of ADIC and facilitated by John Doyle, Vice President of Strategy Business, from Kraft Foods Ltd, Melbourne.

Priority recommendations from this Workshop were discussed at the following meetings of ADFP (farmers), ADPF (producers), and ADIC (total industry).

As a result priority action

plans were developed by the peak industry body ADIC.

The following is a brief summary of the 6 main priorities identified and the action intended.

1. Dairy Industry Performance Benchmarking

* To investigate dairy industry performance benchmarking at the farm, manufacturing and infrastructure level, prior to undertaking detailed studies. (ie data quality and costing)

2. Asian Dairy Market Evaluation

* The ADIC to request the ADC to utilise their existing knowledge, and data, to prepare a desk research profile of the various Asian market opportunities.

3. Dairy Industry Infrastructure Arrangements (Evolution of the "Crean" Plan)

* To review industry infrastructure, state focus issues, co-operative laws, and alternative industry arrangements for market milk.

4. Dairy Industry Promotion Evaluation

* Evaluate strategies, action plans and funding to facilitate an industry promotion program (including a "clean green" focus). The evaluation to include an audit of how "clean green" the industry is, and an analysis to identify the markets where "clean green" is a

marketing advantage.

5. ANZCERTA - Harmonisation of Trans-Tasman Laws

* To continue consultations and negotiations to ensure equitable treatment in the new ANZCERTA and commercial law arrangements to apply to trade in dairy products between Australia and New Zealand.

6. Trade Negotiations and Export Market Access

* To improve the Australian dairy industry policy negotiating position with the government (and the Department of Foreign Affairs and Trade) in respect of the GATT-MTN Uruguay Round, bilateral negotiation opportunities and priorities, international dairy product market access barriers requiring priority attention

FUTURE PAYMENTS

I have been approached by numerous farmers requesting estimates of final prices for financial year 1992-1993. The budget process is a valuable tool to be studiously used by all farmers. The opening prices offered by our two major companies for July were disappointing (\$1.85 fat and \$3.75 protein) and SADA subsequently did not approve the offered price for equalisation purposes. However, because the processors agreed, there was no need for SADA to arbitrate. Since that time Farmers Union have offered a

higher price for the month of August at \$1.90 per kg fat and \$4.00 per kg protein and SADA will be accepting this price for levy purposes.

Farmers Union are to be congratulated on their move to increase their July price. However I believe with current market trends and particularly demand for cheese on the export market, South Australia will see further increases from both of these companies and also Kraft.

As to making predictions for budget purposes I believe farmers could budget on final returns for 1992/1993 being 12%-15% higher than last year's final commitment.

A number of farmers have expressed concern regarding the Dairy Vale price, particularly in the South East. It is important to understand the psychology of traditional Dairy Vale payments (not that I agree). In the past Dairy Vale have not borrowed money to meet payments based on future sales, as a result we have seen predictable cycles of payment trends.

The last time we saw the same potential export trends evident as they are today Dairy Vale opened at around \$4.00 per kg fat but ended up with a total pay out of around \$5.00 per kg fat. However Dairy Vale must realise that most farmers are paying interest on borrowed funds. It may be in farmers' interests to suggest

that Dairy Vale use their larger scale negotiating power to borrow, instead of the farmers themselves.

NEW APPOINTMENTS

Talking of Dairy Vale, I wish to congratulate Chris Wood on his appointment.

Best of luck Chris, on entering a challenging industry and we look forward to working with you.

SADA will be conveying our thanks to Robin Steed for his contribution to our industry when he retires.

Hans van Dyk is making an excellent contribution in his new role as Chairman of the Research and Extension Association for Dairy- ing Development (READD).

Please support Hans, the READD organising committee, Flaxley staff and ETSA at the first official READD function "Energy Efficiency in the Dairy."

With milk storage being a problem for all of us, particularly this year, the Seminar and Field Day should be well worth attending.

ALLAN MANNING
General President

Dairy Good Cheese Trolley for New TAFE

The new Tea Tree Gully College of TAFE restaurant, run by trainee chefs and waiting staff, is the proud owner of a new cheese trolley, kindly donated by the Australian Dairy Corporation.

As pictured right, ADC's Regional Manager - SA/WA/NT, Bob Snewin, presented the trolley to the College's Head of Cookery Studies, Christopher Wright. SADA Executive Officer, Adrian Scott, was wondering "Where's the Cheese?"

Seriously, ADC are no strangers to supporting TAFE Colleges, believing the dairy industry will benefit in the end.

In the case of a cheese trolley for example:

- The proviso of 100% Australian product use on the trolley is the first plus.
- The chefs and waiters get used to handling Australian dairy products as well as a cheese trolley.
- It is hoped that when the trainees graduate they will continue to use Australian dairy products.
- The patrons of the restaurant get to taste (and enjoy!) Australian dairy



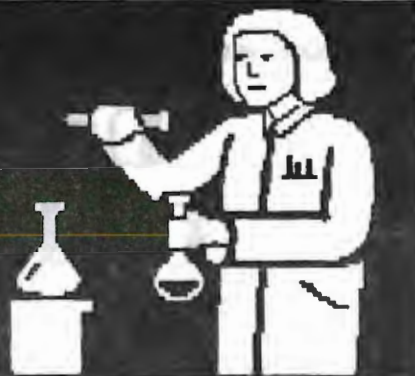
products.

So you see, as well as better educated Australians, ADC have also created another environment for Australian dairy product promotion!

SMP



TOMORROW'S DAIRY RESEARCHERS (TODAY)



Each year the Dairy Research and Development Corporation (DRDC) funds about 25 students to improve their research skills.

Corporation Managing Director, Dr Paul Donnelly, says students are an important investment in the industry's future.

"Most of these young students will make a career out of dairy research, and go on to make a valuable contribution to the industry," he says.

"Certainly this has been the case for many previous scholarship holders."

In this article, we highlight some of the Corporation's current students, beginning with a 'local' girl.

JUDITH WOOD

Post-graduate student at the University of Adelaide, Judith Wood, is looking at the effect of urban expansion on South Australian dairy farms.

Many of you will remember our previous articles in the Journal, which introduced Judith and explained her study and some of you have been involved in her survey.

By surveying 345 dairy farmers, Judith aims to identify changes in the number and location of South Australian dairy farmers.

The survey should reveal:

- effects of urban expansion on the dairy industry
- use of extension facilities
- the extent to which farmers pursue sustainable farm management practices.

Judith's training in agriculture, economics, geography and environmental studies will enable her to make a valuable contribution to the Australian dairy industry.

Unfortunately for us South Aussies, Judith has been stolen away by a New South Welshman. Although he's only a wool grower, we wish her all the best for the future!

CAMERON GOURLEY

Soil scientist Cameron Gourley received DRDC funds to spend three years at the University of Minnesota, USA studying for his PhD. His work focused on use of soil phosphorus by legumes. Cameron assessed the ability of different cultivars of white clover, subterranean clover and lucerne to use soil phosphorus.

Now back in Australia, Cameron will use his skills to undertake dairy research at the Victorian Department of Food and Agriculture, Ellinbank.

Cameron is keen to extend his work to look at soil-plant interactions and how they affect dairy pasture production.

"I believe we need to look at the whole dairying system to achieve the best results from our pastures," says Cameron.

"For example, when making fertiliser decisions, farmers need to consider both chemical and biological processes."

That means looking at:

- the amount of nutrients removed from the soil in terms of milk, hay and silage
- soil nutrient levels (available through soil tests)
- nutrients that are 'trapped' in the soil and unavailable for plant growth
- nutrients lost through leaching
- nutrients available through recycling
- environmental issues.

Cameron is also interested in finding ways to fill the summer feed gap.

"If managed properly, there may be a greater role for forage legumes such as lupins, red clover and lucerne because they are deep rooting and grow



actively during the summer dry period.

“The key to getting acceptable persistence and yields from these legumes is to manage them for the plants needs.”

Cameron believes his experience in the US will give him valuable insight into ways to improve Australian dairy farm management.

“Even though the Australian dairying system is quite different to practices in the US, there are some useful principles which could be applied to Australian conditions,” says Cameron.

Australian dairy farmers will soon benefit from the Corporation’s investment in Cameron’s studies.

GREG REASON

Queenslander, Greg Reason, has worked in the dairy industry for more than 20 years. Currently on study leave from the Department of Primary Industries, Greg is studying for his PhD at Griffith University, Brisbane.

Greg is working on the impact of nitrogen fertiliser (urea) on dairy farms profitability.

His research will look at how urea affects soil fertility, pasture productivity, milk production, cow fertility and farm economics.

Dairy farmers in Queensland and northern New South Wales will benefit from Greg’s work which will provide practical recommendations about how to use urea to get the best results.



MICHELLE HYDE

By identifying the specific cause of milk fever, University of Sydney student, Michelle Hyde, hopes to develop strategies to prevent milk fever, Michelle works with the University dairy herd and with local dairy farmers.

In particular, Michelle wants to find out how vitamin D is involved in milk fever development. Milk fever is caused by low levels of available calcium. Vitamin D affects calcium availability because it controls absorption of calcium through the gut.

“I hope my work will result in direct economic benefits to dairy farmers,” says Michelle.

ROBERT PASSEY

Robert Passey, a PhD student at the University of New South Wales, is using the latest techniques in biotechnology and genetics to improve the protein composition of cow’s milk.

Robert’s work involves identifying the genes which produce milk proteins (caseins) and determining how protein production is regulated.

In the long term, Australian dairy farmers will benefit from Robert’s work which should lead to the development of cows that are genetically superior for protein production.

PATRICIA ANDERSON

Economist, Patrica Anderson, is studying Japanese import

restrictions and how their removal would affect the Australian dairy industry.

Based at the University of Queensland, Patrica is part of a team of economists investigating Japanese agricultural policies. They are particularly interested in how changes in policy could offer improved export opportunities for Australian dairy products. Their work is enhanced by cooperating with Japanese academics at Nikon University.

Since Japan is the second largest export market for Australian dairy products, Patricia’s work is potentially very valuable to the industry. Small improvements in Australia’s share of Japanese dairy imports are worth millions of dollars to the Australian dairy industry.

DAVID EVERETT

Victorian food scientist, David Everett, is spending three years at the University of Wisconsin, USA to complete his PhD.

David is studying milk fats and how they affect Cheddar cheese texture. This work has particular relevance to low fat cheese because fat has a major effect on cheese flavour and texture.

The research may also reveal new uses for milk fats as food ingredients.

Previously a researcher at CSIRO’s Dairy Research Laboratory, Victoria, David plans to continue dairy research when he returns to Australia.

For more information about DRDC training support, phone Bev Binks (03) 899 0577.



PACKAGING ALTERNATIVES FOR MILK

or

"A STORM IN A MILK BOTTLE"



The Association of Liquidpaperboard Carton Manufacturers Incorporated (ALC) commissioned the Centre for Resource and Environmental Studies of the Australian National University to study packaging alternatives for liquid-food products.

Using a 'cradle-to-grave' approach, the Study compares the environmental impacts arising from the packaging of liquid-food products in various containers.

Containers reviewed are gable-top paperboard cartons, paperboard brik systems, high density polyethylene bottles, and both refillable and single use glass bottles.

There is ongoing debate over the environmental or consumer health 'merit' of the different containers, a debate which has generated

significant media attention, and has included the publication of research findings, and the use of this and other material by sections of the packaging industry, both in promotional advertising and in defence.

Often this material claims that a particular container system is more favourable, in some overall environmental sense, than the alternatives.

According to the ALC's report it would appear that such claims cannot be substantiated on the basis of the information reviewed.

The study did reveal that the total environmental and health impact of liquid-food packaging is a complex affair, which is to be expected, given that the containers examined are in fact mixtures of different materials, processes, products and services, and is an issue which should not be reduced to simple claims.

The study concludes that, on the basis of the available comparative data, it is of questionable validity and in fact misleading to attempt to, or claim to be able to, rank the container systems according to their overall environmental impact.

Thus the study further concludes that the debate over the environmental merits of the different container systems may well be counter-productive, diverting attention from more effective areas of potential reform. It is indeed "A storm in a milk bottle".

A copy of the full report is available for your perusal at the SADA office if you would like to know more.

A recycling leaflet for cartons is included in this Journal, with addresses of recycling depots.

ACCIDENTS DO HAPPEN!

PICTURE THIS:



A dairyfarmer is driving his tractor which is towing his traytop utility. The utility is attached by a metal "A frame" to the tractor and attached to the drawbar of the utility is a superspreader. Both the superspreader and the tractor are unregistered.

The farmer stops and switches on the tractor's headlights as well as the parking and tail lights of the traytop.

Before continuing he walks to a point about 10

metres behind the superspreader to ensure that the traytop's tail lights are visible.

The farmer continues on his way and he negotiates a bend at approximately 25 kilometres per hour. He becomes aware of a car following as well as another vehicle approaching head-on, both with their lights on.

Suddenly there is a very heavy impact at the rear of his vehicle. The car following him has run into his vehicle and then careers onto the wrong side of the road colliding head-on with the approaching vehicle.

It is not uncommon for a dairy farmer to be on the road and meet similar circumstances.

In fact, a real accident, not unlike this example, has recently occurred and SADA recommends that its members should speak with their local Area Manager of Federation Insurance to make sure they have the protection of a Federation Insurance Public Liability Policy.

If you are ever involved in a similar accident without the protection of a Federation Policy, the results could be disastrous!

■ *Ring Federation on (08) 272 5100 and ask for an Area Manager to call.*

footrot organism detected

It typically takes two to three weeks to confirm a case of footrot through culturing tissue samples in a laboratory. Now a quicker, surer diagnostic test for footrot is being developed by Sharon La Fontaine and Julian Rood, Microbiologists at Monash

University in Victoria.

The test is based on the fact that every organism has a distinctive DNA sequence - a genetic fingerprint, if you will.

The scientists make a copy of the footrot bacteria's DNA sequence and then amplify it to a detectable level using a recently developed technology called the polymerase chain reaction.

They use the copied sequences to search the DNA isolated from a sample of cells suspected of carrying the footrot

bacteria. The copied sequences pair up with any matching sequences, making positive identification possible.

One of several potential benefits of the test is that it could detect animals that are carrying the footrot microbe, but show no signs of infection.

from a report in "The Furrow"



ABVs - AUGUST RELEASE

The Australian Dairy Herd Improvement Scheme will this year publish Production and Type ABV's in a single ABV Booklet.

Bulls meeting age and reliability criteria will be published in the ABV Book to be available around early August for \$30.00. Orders are now being taken.

In addition, breed lists based on the overall Top 2000 ABV cows will be available for \$25.00 for each breed;

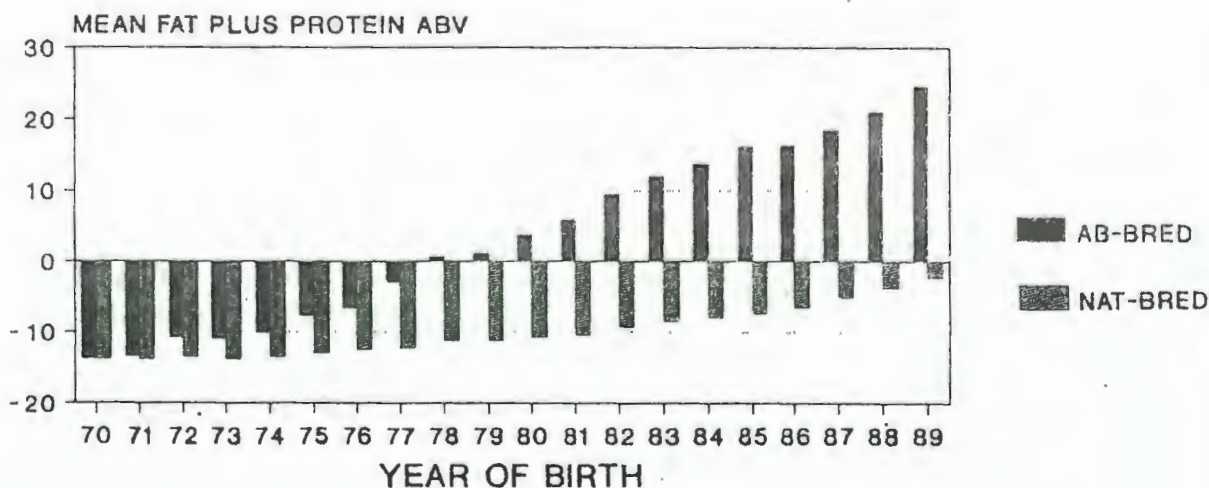
Friesian, Jersey, and Red Breeds, and \$12.00 for each of the other breeds.

To order ABV Booklets please write to

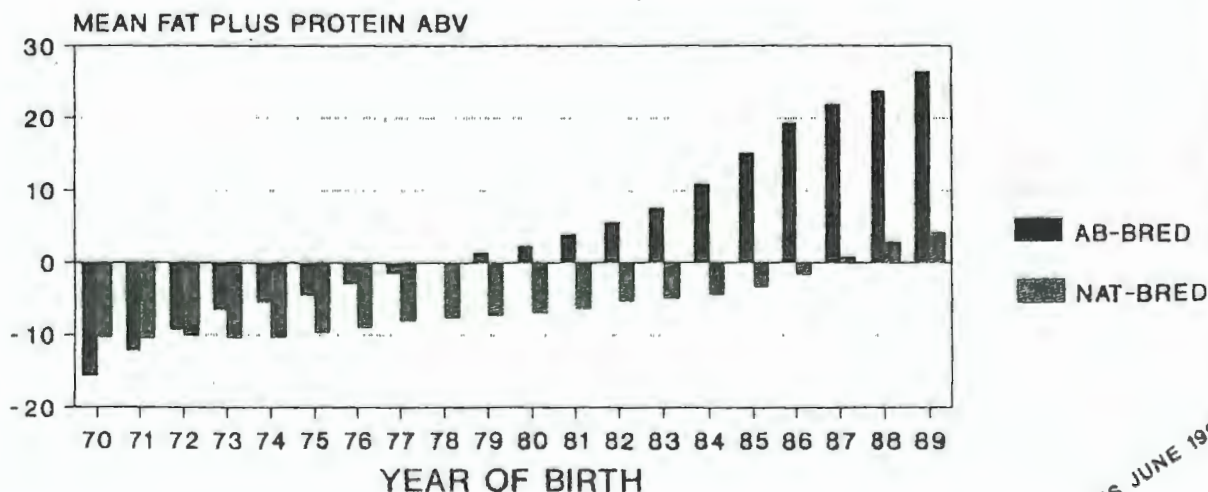
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First Floor,
1601 Malvern Road,
Glen Iris, Victoria 3146

enclosing a cheque for \$30.00 which includes postage.

GENETIC TREND OF AUSTRALIAN DAIRY COWS AB-BRED JERSEY -V- NAT BRED JERSEY



GENETIC TREND OF AUSTRALIAN DAIRY COWS AB-BRED FRIESIAN -V- NAT BRED FRIESIAN



ADHIS JUNE 1992

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MORE

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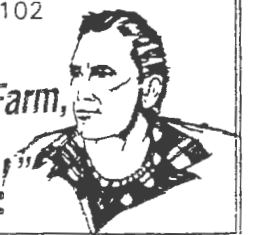
MT GAMBIER
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40 Sturt Street
MT GAMBIER SA 5290
Phone: (087) 25 2745

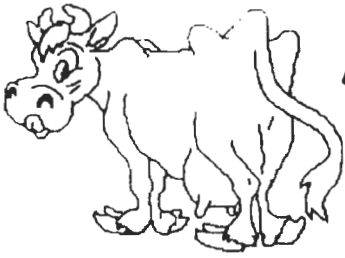
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Bonney Sales & Service
Princes Highway
MENINGIE SA 5264
Ph: (085) 75 1102

REYNELLA
Burnetts Dairycare
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Ph: (08) 322 3105

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CAMDAIRY takes account of the major factors which determine profit, such as the availability and nutrient content of pastures and other feeds, feed costs, milk prices and types and numbers of cows.

Due to a greater response than was expected, we have arranged with the University of Sydney to continue to supply the program. We have also arranged for the Department of

Agriculture Dairy Advisors to give software support.

By using group buying power, SADA is able to make this software available to its members for the incredibly discounted price of \$540.00 (recommended retail is \$2,000). As our members already contribute to the Association's administration costs through their annual subscriptions, the cost to non-members to cover this service is \$640.00.



Please phone the SADA office for your order form on (08) 231 3752.

WORK WANTED

"DAIRY MANAGER" - Dairy & Cropping - Any Dairy Work - Fully Experienced - Southern Hills or South Coast area preferred.

☎ Reagan Moon (085) 545 312

MINISTER APPOINTS NEW ADC CHAIRPERSON

Congratulations to Mr. Ken Baxter who has been appointed Chairperson of the ADC for the next three years.

The Minister for Primary Industries and Energy, Simon Crean, recently announced the appoint-

ment of Mr. Baxter, who takes over from Mr. John Frearson whose term expired on 15 August 1992.

Mr. Baxter was Chairperson of the Dairy Research and Development Corporation and its predecessor the Dairy Research Council and has held senior positions in



both the public and private sectors.

He is well qualified to take over leadership of the ADC, and we wish him well in his new position.

° USE OF COMPUTER MODELS IN DAIRYING °

After attending a seminar on dairy computer models at the Victorian Institute of Animal Science at Attwood on behalf of SADA and READD, I am more convinced than ever that dairy farmers will use computer models to assess the viability of management decisions in the future. Simulation technology allows us to model real life farm situations. By modelling known production relationships, we can try a range of alternative strategies. The results of each option can then be evaluated immediately, without having to physically go through a trial and error approach which may carry your mistake on for future seasons.

The models discussed were Grazfeed, Camdairy and Udder. Each program although similar will have different levels of use for farmers.

GRAZFEED has been developed by Dr Mike Freer at CSIRO in Canberra and provides the user with an estimate of animal production obtainable from pasture and shows the extent to which production can be improved through supplementation with concentrates and roughage. It analyses the nutritional adequacy of a particular grazing regime by recognizing the complex interactions of crucial factors that affect animal production, i.e.

- * **Pasture (quantity and quality)**
- * **Supplement (concentrate or roughage)**
- * **Breed of animal**
- * **Animal class (age, pregnancy, stage of lactation)**

The program will determine the level of milk production from available pasture, the effect and cost of vari-

ous supplements at several feeding levels or the amount of supplement needed to achieve a desired level of production. The program also provides expert comments on the resulting estimates. These are designed to pinpoint the main factors that are limiting production. Grazfeed calculates production or its limitations on both the protein and energy values of the feed and is able to inform the user of shortages in RDP, UDP and MF. The main advantages of this program are that it is relatively cheap at \$375.00 it is very user friendly and it is being developed as part of a larger system called Grazgro. The Grazgro module allows the user to predict pasture availability at any time during a season using stored information on temperature and rainfall patterns from 800 locations for the last 20 years and is basically a feed planning system.

CAMDairy was written by Dr Roy Kellaway of the Sydney University. The aims of Camdairy are to predict performance, to maximize profits and to identify limiting nutrients. The program calculates its results from pasture availability, harvested crops and imported feeds (grain, etc). The program is far more comprehensive than Grazfeed because it is able to calculate shortages in minerals, it will allow you to enter up to 3 different cow groups in the herd instead of averaging all cows and it gives opportunity prices for feeds i.e. the maximum price you should pay for a particular feed source. The program also puts a monetary value on your pasture and this allows you to assess the relative value of pasture over supplements. Camdairy reports on the predicted milk production obtainable from a

particular feed combination, its cost and the nett return per cow/day. The program analyses all feeds and informs the user which nutrients and minerals in the feed are limiting production and it will give a least cost ration from available feed sources. The price of the program is \$2,000.00 but SADA has negotiated a price of \$540.00 for 8 or more users. The program has its main use on dairy farms where a lot of feed is milled and the farmer is able to make full use of different grains and minerals. Just remember that the more refined a program becomes the more data has to be entered. To make full use of programs like this you should test all available feed sources on a regular basis.

UDDER was developed by Dr Michael Larcombe at Maffra in Victoria over a 7 year period and has been used as a consulting tool for the last 3 years. It is a computer simulation model of a dairy farm. You must supply a description of your farm and its management. Udder requires input in relation to farm size, pasture growth, stocking rate, calving pattern, drying off pattern, management and milk prices. This means that each of these factors can be modified for different simulations, when testing the effects of a change in management on profitability. To estimate the likely milk production of a herd, Udder predicts the accumulation and quality of pasture on the farm, the consumption of pasture by the cows, the partitioning of energy within the cow towards maintenance, growth, pregnancy, milk production and body condition. Udder's predictions are based on pasture growth rates and digestibility and a description of your

farm's management. It can answer questions like how much profit will I make if....

- * I increase stocking rate?
- * I increase stocking rate and reduce fodder conservation?
- * I apply nitrogen fertilisers on a monthly basis?
- * I increase supplementary feeding?
- * I change calving or drying off pattern?

- * I shorten my grazing rotations?
- * I agist my young stock off farm?
- * Milk prices increase and I feed concentrates?

As you can see Udder is quite extensive but it also means lots of accurate input figures. The program has only been tested in the Maffra district in Victoria and in New Zealand and its accuracy under South Australian conditions will have to be

assessed before I will give it my full support but it looks quite impressive. The program consists of a farmer/core module, an adviser module and an optimisation module each priced at \$650.00. Farmers would only need the farmer/core module and some training to make full use of it. For any further information you can contact me on - (085) 723313

Hans van Dyk,
Chairman READD.



PHONEY HEALTH FOOD FOUND OUT!

Meadow Lea Foods Ltd is distributing a cheese substitute product under the name Gold'n Canola Mild. The product was launched a month ago in Queensland and comes in 250g and 500g block and 375g shredded varieties. Gold'n Canola's packaging quite clearly states that it is "Cholesterol Free" and contains only 3%

currently only available in Queensland.

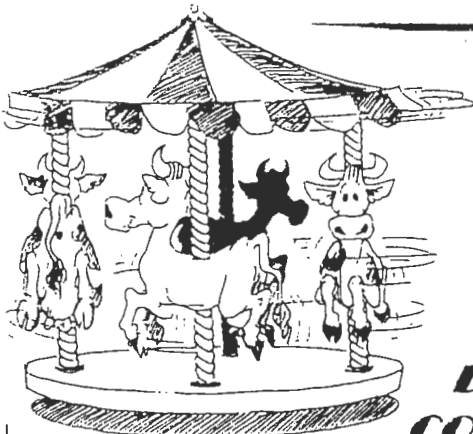
The product's contents have been analysed by three independent sources in relation to its promoted attributes, with the test results in all samples revealing the presence of cholesterol (16 - 17 mg per 100 g) and approximately 9% saturated fat!

saturated fat. It has also been promoted as "the healthy alternative to cheese."

From Australian Dairy Corporation investigations the product is cur-

After ADC brought this to the attention of both the Trade Practices Commission and the relevant Health Departments, Queensland Health has advised ADC that Meadow Lea Foods Ltd has undertaken to withdraw all stock of Gold'n Canola Mild at wholesale level and to cease production distribution and advertising until new packaging and labelling becomes available.

ADC will continue to pursue other aspects of the product packaging and advertising, such as the imputations made, namely, that cheese is unhealthy.

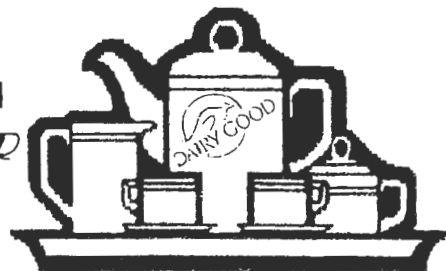


ROYAL SHOW

4-12 SEPTEMBER 1992

ALL DAIRY FARMERS ARE INVITED TO THE AUSTRALIAN DAIRY CORPORATION

STAND IN THE DAIRY HALL FOR A FREE CUP OF TEA OR COFFEE, OR JUST TO RELAX DURING A BUSY 'SHOW' DAY.





A NIGHT OF

Dairy Classics

This annual event co-ordinated by the Australian Dairy Corporation was held on Monday 20th July at the Hyatt Regency Hotel and was the most successful so far with 570 attendees.

ADC Regional Manager SA/WA/NT, Bob Snewin, believes much of the success was due to the upmarket venue and invitations, the black and white theme, the function's reputation from previous years and the best form of advertising - personal recommendations.

This "expo" of Australian dairy products is an opportunity for every manufacturer and agent throughout Australia to exhibit their products for potential buyers to sample as well as to compete for Awards in the following categories:

- Theme
- Usage of product
- Originality
- Display/presentation

The independent judging

panel awarded the Best Display Award to the Haberfield/Swissfield Cheese Company, represented by Mr. John Haberfield who continues to support the Corporation's Dairy Classic Nights around Australia.

Other exhibitors were:

- Dairy Vale
- Kraft Foodservice
- Danone
- Lactos/Cosmo
- Allowrie Foods
- Socomins
- Peters Ice Cream
- Porto Rafael
- Amarina
- Capital Foods
- Royal Copenhagen Ice Cream
- Gourmets Choice
- Bonlac Food Service
- Streets Ice Cream
- Hanson Distributors

These companies reported that quite an amount of new business contacts were made on the evening. Of course this will ultimately lead to more Australian dairy products being sold. In fact the extent of promotional coverage is de-

med to be so good, Hanson Distributors used the event to launch their new products to the South Australian market.

Among those wandering around the Hyatt Ballroom enjoying the innovative, colourful and tasty exhibits were a few SADA Executive Committee Members and District Presidents. SADA Senior Vice President, Roger Basham, was one of the judges.

Other attendees were from such diverse areas as catering, hotels, restaurants, defence supply, nutritionists, dietitians, TAFE colleges, prisons, hospitals, supermarkets, gourmet stores and specialist delicatessens.

There were five more exhibitors this year and with the excellent feedback from the manufacturers, Bob Snewin believes more companies will be involved in 1993, making the event bigger and better.





READD

The Research and Extension Association for Dairying Development has appointed its Executive Committee, who are:

Special Thanks....

to Ian Williams, who as Acting Chairman, was principally responsible for establishing the new READD organization.

*Chairman: Hans Van Dyk
Vice-Chairman: Lee McKenzie
Farmer Representative: Ian Newman
Dept. of Agriculture Representative: Steve Rice
Dairy Companies Representative: Chris Thomas
Acting Public Officer: Adrian Scott*

NOTE: *READD is currently in the process of incorporation.*

RESEARCH AND EXTENSION ASSOCIATION FOR DAIRYING DEVELOPMENT (READD)

TOGETHER WITH

ELECTRICITY TRUST OF SOUTH AUSTRALIA (ETSA)

PRESENT

"ENERGY EFFICIENCY IN THE DAIRY"

SEMINAR AND FIELD DAY

9.30 a.m. Tuesday 22nd September 1992 at Flaxley Research Centre

If you are thinking about increasing or replacing your milk storage system or if you just want to SAVE MONEY in the production of quality milk, 22nd September is the date for you!

SAVING MONEY by more efficient use of energy in the dairy, particularly for milk cooling and storage and for water heating, and the INCENTIVES for quality milk, will be the focus of a seminar and field day at Flaxley.

MORE DETAILED INFORMATION AND YOUR REGISTRATION FORM FOR THIS VERY IMPORTANT SEMINAR HAVE BEEN INCLUDED WITH THIS JOURNAL.

REMEMBER: PRIOR REGISTRATION IS ESSENTIAL.

OH!.... IF YOU REALLY WANT TO SAVE MONEY - SEE YOU THERE!

ICE BANK SYSTEM

Ice Bank systems are very quickly becoming the most popular way to refrigerate milk on the farm.

As the name suggests our system basically builds ice using night time cheap rate electricity, which greatly reduces your existing power bills for milk cooling, then uses this ice during the day to provide chilled water to cool the milk.

Due to the design of our Ice Bank it can offer great advantages over conventional methods.

- ① The Ice Bank INSTANTLY cools the milk dropping it into the vat down to temperature between 2 and 4 deg C.
- ② Due to the instant cooling of the milk the Ice Bank does not allow time for bacteria to grow, therefore, improving the milk quality.
- ③ Use of night time cheap rate electricity can actually reduce the cost of milk cooling.

Our systems are acclaimed as the best designed and most reliable system available in Australia, and are the result of years of development!

SEE THE H. WOODS REFRIGERATION ICE BANK AT THE "ENERGY EFFICIENCY IN THE DAIRY" FIELD DAY AT FLAXLEY RESEARCH CENTRE, TUESDAY 22ND SEPTEMBER 1992.

For More Information

please contact.....

David Crook

H. WOODS REFRIGERATION

New South Wales Office

(049) 873 929

or.....

Our Local Representative

Trevor Manning

*MANNINGS REFRIGERATION
& ELECTRICAL*

(085) 685 331

WORLD MILK PRODUCTION 1989 & 1990 (in '000 tonnes)



	1989	1990
AUSTRALIA	6,232	6,413
NEW ZEALAND	7,609	7,482
CANADA	7,840	7,900
USA	65,466	67,260
CENTRAL/SOUTH AMERICA	39,498	40,462
EUROPEAN COMMUNITY	99,000	98,910
SOVIET UNION	108,529	108,700
EASTERN EUROPE	37,169	36,540
REST OF EUROPE	21,033	20,511
CHINA	3,813	4,300
INDIA	24,000	26,700
JAPAN	8,060	8,190
AFRICA	9,691	9,863

SOURCE: ADC Dairy Compendium 1991

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BEFORE YOUR
OPPOSITION DOES!

CANDID

COMMITTEE



The Executive Committee had their first meeting for the 1992/93 year on 21 July. The three new members were probably wondering what they had let themselves in for, but managed to smile for the camera.



Back Row, L to R - Ian Williams (Treasurer) Bronte Wilson, John Tiver, Lyndon Cleggett, Adrian Scott (Executive Officer). Front Row, L to R - Ray Heinrich (Junior Vice President), Allan Manning (President), Roger Basham (Senior Vice President).

**New Members -
Lyndon, John & Bronte**



AWAY FROM THE CONCRETE JUNGLE

SADA's own office team visited the Murray Bridge area on 9 July, as part of a program to gain a better "hands on" feel for the industry.

Our thanks to Paul Tyson of Allowrie Foods and Andrew Younger from Milling Industries for organising factory visits. Thanks also to Robin Read of Milling Industries for his presentation of the Camdairy Program.

Adrian, Jenny, Sue and Kate also spent some time at Long Flat at the Pfeiffer farm. Thanks to Joanne and Barry for their hospitality and the tour of their

piece of "Cow Heaven".

Watch out, your district could be next!



**Sue (left) and Kate
"We're not opening the gates!"**

Australian Dairy Farmers' Federation

1992 NEW ZEALAND STUDY TOUR



REPORT BY DAVID & WENDY KUCHEL South Australian Representatives

INTRODUCTION

The A.D.F.F. organizes an itinerary for a study tour of New Zealand each year. In our case, the program included three stop-overs with host families: three days at each; meetings with N.Z.F.F. and N.Z.D.B.; visits to Lincoln and Massey Universities; visits to the Mystery Creek Field Days near Hamilton, and a visit to the Farmers' Conference at the Ruarua Agricultural Centre. Farm and Factory visits were made available on tour by the New Zealand people involved in the organisation of the tour.

The A.D.F.F. employs their state organizations to select candidates. The successful representatives have their tour paid for by A.D.F.F., however it is expected that spouses accompany their partners at their own expense. One couple is selected from each of the States - S.A., W.A., QLD., N.S.W., TAS., while three are chosen from VIC. A tour leader is appointed; ours was John McAulay and his wife Lyn, from Queensland.

I applied because I have been a Dairy Farmer since I was conceived; because I feel I have a reasonably balanced understanding of the whole Dairy Industry in South Australia; because I believe you have to keep an open mind to all the available options, and because we produce as much milk as we can from grass, hence the interest in New Zealand, where that principle is almost exclusively applied.

My perception of this tour has no doubt been influenced by my farming

operation. I am 42 years old, own 200 acres 40 km South-East of Adelaide, run 120 stud Friesians, milking 60-70 all year round calving about 75 annually, we irrigate 35 acres, herd record, use A.I. mainly with Australian Bred Sires, have a 10 unit Herringbone Dairy, conserve our own Fodder (round bales of hay) and supplement feed one tonne of concentrates per cow per year. Our cows average



6,200 litres of milk, 260 kg butterfat, and 200 kg protein per year. I am a third generation farmer on the main portion of the farm, and the farm is structured as a one labor unit farm. However, family help is usually volunteered and readily accepted.

We live one km from the Flaxley Research Centre, (run by the Department of Agriculture to research needs of the Dairy Industry State-Wide) in which I take a keen interest; I am a member of S.A.D.A, and now secretary of the Central Hills Branch, and am keen to become involved with discussion groups etc, to disseminate the whole New Zealand experience to our industry in general.

NEW ZEALAND FEDERATED FARMERS & NEW ZEALAND DAIRY BOARD

The New Zealand farming industry is represented by the N.Z.F.F. Their headquarters is Farming House in Wellington. They consist of three commodity groups, of which Dairying is one. The two islands are divided into 24 provinces, with representation in the form of delegates from the various branches within the provinces. 18 provinces have Dairy representation. There are 55,000 farmers in New Zealand, and 70% of New Zealand exports are agricultural. There are 14,000 Dairy Farms, with an average of 160 cows on 165 acres, producing about 7,100 million litres of exported Dairy Production. Less than 10% of production is consumed in New Zealand. There are 17 Co-operative companies operating 42 factories. The Average return to Dairy Farmers in 1991 was \$5.25 kg BF. The whole Dairy Industry is united under the N.Z.D.B. and all produce is sold through the N.Z.D.B.

The N.Z.D.B. is internationally renowned for its efficiency as a world leading marketer of Dairy Products. It employs 4000 people, 3000 of which work off-shore. 600 work in Wellington. It controls herd recording through the Livestock Improvement Co-operation (L.I.C.), which also has several services to assist the farmer in herd and farm management (including artificial breeding facilities backed by

HOST FAMILIES

Ian and Jenny Minson

On the east side of the South Island the Canterbury region consists of plains 240 kilometres and 80 kilometres wide. With a 25" rainfall, 350 Dairy Farmers supply two companies with milk. 27 of these farms milk over 370 cows each. The smaller milk company supplies some town milk to Christchurch and its suppliers have quotas, which creates the far less common situation of milking all year round. Our host family had a quota and to maintain year round production, irrigated in summer and conserved a lot of silage in spring. Their total holding of 700 acres facilitated a milking herd of 200 very good stud Friesians producing well above the New Zealand average. Ian's all round farm management was very impressive, I believe well above the New Zealand average in all respects. The feeding program, with strict rotational grazing, was complimented with 110 tonne of barley based bail-fed supplement per year, and 1200 tonne of silage (and some hay) made on farm. Crops of turnips and Chou Mollier are also sown and strip-grazed. All heifers are reared on farm along with 100 bulls per year. These Friesian bulls are sold at 22 months old (300-330 kg dressed weight) to average \$822-\$940 (last year).

Ian uses a farm consultant to fine tune a balanced nutritional intake and soil tests guarantee effective fertiliser application. He herd records and is using American semen to consolidate cow size, confirmation and production. The Dairy is a 15 a side swing-over Herringbone and the farm uses 3 labour units.

Visits to neighbours in this area confirmed our observations that Dairy Farmers in the Canterbury region have intense, high turnover operations with impressive farm management skills being applied.

Bill and Anne Flipp

Near Palmerston North in the Manawatu region of the North Island, Bill and Anne run an intense Dairy and Beef Bull operation on a total of 650 acres. Bill calves 230 predominantly Friesians between 25 July and 30 September. Feed is grass only and production is slightly better than the New Zealand average. 50 heifer calf replacements are reared each year along with 260 Bull calves. This intense stocking rate is achieved with two full time labor units and one casual during calving. To feed 300 calves is an ominous job to say the least, but with a once a day, 30 in a group, feeding system, the job is soon done with a minimum of fuss (feeding fresh milk). Again, bulls are kept to 20-22 months of age, and sold at a minimum dressed weight of 260 kg head. (\$728-\$858 a head). Bill has also sown many acres of Pines and kills up to 600 sheep a year in a small abattoir-cool room set-up to supplement income. Soil tests are done every two years, and fertilizer applied accordingly. As pasture productivity drops, paddocks are re-sown with Ambassador and Pacific Rye and red and white clovers. Contractors are extensively used and the value of Black and Tan Huntaway dogs was clearly demonstrated in yarding some bulls.

Purchase price of the extra bull calves is about \$130 each and \$4000 a year to L.I.C. provides four herd tests, semen and herd management advice. Neighbouring farms varied from a 330 cow herd (40 stand rotary dairy), to a good Ayrshire stud herd, and a similar Friesian Herd to ours.

Rod and Alison Ham

In the famous Waikato area (60" Rainfall), this farm milks 300 Jerseys on 250 acres to produce a tad over 50,000 kg BF. The Jerseys are suited to the peat soil type on the main part of the farm and production per hectare is very competitive with Friesian herds. Kg's production per hectare is the common bench-mark in New Zealand, with the average of the whole

Waikato area being 500 kg per hectare, and the top areas up to 720 kg.

Rod is only in his third year on this farm, after relocating from a 100 acre farm about 30 km away. The Dairy is a 22 unit swing-over Herringbone. Rod has a Herd Manager in preference to a Share-Milker -The latter being far more common in New Zealand. Rod is one of 7000 suppliers to the New Zealand Co-op Dairy Company - the biggest in New Zealand taking 40% of the whole country's production. \$5.30 has been received per kg BF, for last season's milk; the final figure and the opening price for this season is expected to be \$6.00 kg BF.

This farm also exemplifies the practice of sound management with good fertilizer application and incredible stands of pasture ahead of the cows. The farm is well laid out to 50-5 acre paddocks and each paddock strip grazed according to nutritional needs. A contractor is used for a small amount of silage. All weaned calves and heifers are raised off-farm for a cost of \$3 to \$4 per head per week. The farm uses three labor units.

Neighbouring farms again showed this to be another intense dairying area. One of the highest producing farms was milking 360 cows on 210 acres for 60,000 Kg BF. This is requiring huge amounts of fertilizer - almost 95 tonne a year on 210 acres.

DAIRY ASSOCIATED INSTITUTIONS

We have comprehensive data available for the following places we also visited:

◆ Lincoln University ◆ Massey University ◆ New Zealand Dairy Board ◆ Department of Scientific and Industrial Research ◆ Livestock Improvement Co-op ◆ Mystery Creek Field Days ◆ Ruakura Agricultural Centre

We briefly visited the 44th Farmers Conference at Ruakura and have a copy of the proceedings. The subjects covered in the Dairy section were:-

◆ The influence of the market on industry R & D ◆ Changing milk composition by feeding ◆ Getting the best out of white clover ◆ Effective use of N Fertiliser ◆ Experience with nitrogen - research and practice ◆ Beating Rye-Grass staggers ◆ Tall Fescue in intensive dairying ◆ Breeding the cow for the future ◆ Is \$30.00 Kg Bf too much to pay for a dairy farm? ◆ Predicting bloat susceptibility in the test tube ◆ Implications for semen preservation and A.I. ◆ 22 day pregnancy test ◆ Heifer wintering ◆ Why are somatic cells important? ◆ What should we measure on dairy farms?

I will briefly mention the last topic:

Three major factors are keeping 90% of the farmers performing below the level of the top 10%

- 1) Much of the so-called "Farm Management Advice" in the farming press does not help farmers increase production significantly;
- 2) Many of the units used to define important farm management information on dairy farms are not clearly identified and standardized;
- 3) There is confusion about how to apply the results of research to the practical farming situation.

If the most valuable and easily measured physical and production characteristics on dairy farms were identified, clearly defined, and standardized, these measurements and units could then be used at field days, conferences, discussions groups, in the media, and in scientific papers.

Farmers would be able to compare them with measurements taken on their own farm, allowing them to make more informed farm management decisions.

I think these comments apply to the dairy industry in Australia as well as New Zealand.

COMPARISONS

To draw comparisons is easy. Their industry by nature is compact and intense; and by structure is reason-

ably simple and sound.

Two distinctive features characterize New Zealand dairy farming. It is pasture based, and focused almost entirely on producing milk for manufacturing, rather than the liquid milk market.

Year round pasture grazing is possible in New Zealand, due to the country's considerable natural advantages. The warm, moist climate promotes pasture growth and the relatively mild temperatures facilitate the low cost of production and high levels of efficiency which characterize the New Zealand dairy farming industry.

The cost of producing milk in New Zealand is well below the average world cost.

Dairy farming concentrates on the flatter areas of the two islands - 90% of dairy farms are on the North Island.

Some interesting comparisons:

◆ T.B. is an increasing problem. Possums are the chief carrier and they are on the increase in numbers. 13% of dairy herds are thought to be infected with up to 80% of Deer and Beef herds.

◆ There is no tail-tag system. Tail-logging of milking stock is common.

◆ Dairy effluent is handled mainly through the pond system and sprayed onto paddocks.

◆ The environmental factor, while more dormant than in Australia, is on the increase.

◆ Bloat is a big problem with some herd drenching twice a day during lactation.

◆ Mineral deficiency is common with drenching and fertilizer both used in trying to attain the correct balance.

◆ Tanker access must be good - no reversing allowed. Minimum pick-up in some areas is 450 litres. Some areas must be able to hold two days supply. Milk vats and tankers, because of the moderate climate, have no insulation.

◆ The industry, as ours, is currently undergoing deregulation.

◆ The maximum total plate count is

100,000.

◆ Co-operative ownership of farms is an issue, as is the continual amalgamation of dairy companies.

◆ The increase in Trans-Tasman trade is widely assumed (this way of course) and last year \$100 million of sales was achieved in Australia by the N.Z.D.B. In order of priority the countries New Zealand export to are:

1. South-East Asia
2. America
3. Europe
4. North Asia
5. Russia-
6. Middle East
7. North America
8. Australia

◆ Currently (June 92) \$1.00 Australian = \$1.40 New Zealand.

◆ Interest rates are 9.5% to 10.6%

◆ Inflation is 0.8%

◆ New Zealand has G.S.T. On an average farm it requires about one full day at the books bi-monthly to comply with G.S.T. regulations.

◆ Lifestyle is dominated by the dairy and cattle influence during lactation. (Remember, nearly all dairy farms seasonally calve). Most dairy farmers seem to be living comfortably and are able to holiday annually; often in Australia. Their operations are typically geared around high turn-over to off-set high debt.

◆ Share-milking is very common in New Zealand. A share-milker owns some or all of the cows. If he owns all the cows and plant he receives 50% of the income.

◆ N.Z.D.B. accepts four tests per lactation to progeny test bulls. 80% of farmers herd test. 70% get somatic cell counts.

◆ 20% of farmers inseminate their own cows; 80% use inseminators from the L.I.C.

◆ Two million straws of semen are used annually; 1.6 m in liquid form (fresh).

◆ 87% of dairy farmers' income is derived from milk. New Zealand production has increased 2.5% in 5

years. Hedges are common, from Barbary to Gorze to Cyprus again contractors are used to cut them.

◆ Major customers with whom the N.Z.D.B. has built successful supply relationships include Kraft, Pillsbury, McDonalds and Pizza Hut.

WHAT WE LEARNT

I think we learnt a lot from the New Zealanders; mainly with herd and pasture management at the farm level and manufacturing and exporting at the market end. There seems to be more opportunity at the farm level in New Zealand. This is probably a result of the country still being in a development stage - more so than Australia, anyway.

We found the New Zealand people very friendly and very motivated and well informed about their Dairy Industry. Dairying is a No.1 industry in New Zealand and farmers in general seem to have a higher status within the community. Banks appear to lend to the Dairy sector with less equity than here.

Contractors are available and readily used for all types of farm work - we seem to be over-capitalized by comparison. People moving into the industry place emphasis on business management courses and the whole industry is very statistically aware. The written preparation of Budgets and targets is common, and farmers evaluate feed intake - dry matter per hectare, etc., very carefully. The people we met seemed aggressive

and determined in their approach to dairying.

To achieve the production per hectare that they do, fertilizer is a necessity. Three cwt. per acre of super with mineral and/or potash added is a common rate of application, with one tonne of lime per hectare put on once every three years.

Most farmers only wash the very dirty cows, and this doesn't seem to affect milk quality.

It is difficult to obtain a firm opinion of G.S.T. although I think most people favor it.

New Zealand uses statistics in an attempt to assess value of Dairy Farms. The average price of freehold dairy farms sold on the open market for the year ended Dec 90 was \$21.82 per Kg BF produced. For the period to Dec 89 it was \$17.85. (ie if a farm produced 30,000 kg BF and was valued at \$20 Kg purchase price would be \$600,000).

On reflection of our tour the obvious lessons are to pay attention to detail in every respect, and to keep our minds open to all the options.

CONCLUSION

We had a wonderful and very memorable trip. Our thanks go to A.D.F.F. and S.A.D.A. for the opportunity. We have given much thought to the concept and value of such a trip and believe the present format is very well balanced and likely to suit most participants.

The inter-action between the Australians on the trip was excellent, and we gratefully thank each one of them for the experience.

Special thanks to John McAulay, tour leader; his experienced view on industry matters was invaluable.

The organisation from the New Zealand side was good and I think farmers are farmers the world over; they readily welcome the opportunity to be good host families. The Kiwis do it well.

From the story of Jan's life in Christchurch, to the con man from the Wellington newspaper and the presentation of Big John's Mega-Awards in Auckland, it was truly an exceptional trip.

Australia can be proud of people of this calibre and potential, put together by Primary Industry.

Maybe we were lucky, for we had a group that meshed together extremely well. The sharing and supporting created many new friendships amongst ourselves, as well as the New Zealanders.

Remember, Dairying is a complex and individual thing. Identify what is the right balance for you and your farm and what you wish to achieve.

Let's strive to the future, remembering to live in harmony with our families, our fellow man, and the environment. The rest will follow.

David and Wendy Kuchel
Watergate Friesian Stud



Classic Win!

Classic Chocolate flavoured milk was named the top flavoured milk product at Sydney's Royal Easter Show.

As well as picking up a gold medal in the fresh category, Classic Chocolate also topped

the UHT long-life flavoured milk segment.

Judges commented on the milks' full-bodied chocolate flavour.

Classic flavoured milks are marketed by National Dairies, and distributed in four States by subsidiaries Pura (Victoria), Farmers' Union Foods (SA), Tasmaid Foods (Tasmania) and Allowrie Foods (NSW).



AGRICULTURE BEYOND AUSTRALIA

Trevor Nuemann, President of the International Agricultural Exchange Association is currently seeking 100 young South Australians for the Association's exchange programmes.

An IAEA exchange programme is for you if you have a background in farming and a desire to work overseas. As an IAEA trainee you live with a host family in another part of the world. You work with them on their agricultural or horticultural enterprise.

Three main benefits of undertaking the programme are:

1. Motivation and maturity
2. A safe way to travel internationally
3. Work visas can be obtained, especially in difficult cases such as the USA.

It is a challenge that will benefit you, both educationally and in helping you gain in self confidence and personal awareness. You will:

- learn about agriculture in other parts of the world,
- try other ways of life and culture,
- better understand people from other countries,
- learn languages,
- become more open-minded about your own farm practices.

IAEA takes care of all the practical aspects for you, such as work permit, insurance and travel. All this is part of the programme which costs from \$2,600 to \$7,000.

You can apply if you:

- are a citizen of one of the member countries,
- would like to work overseas,
- are 18 to 30 years old,
- are married or single,

- have practical experience in agriculture, horticulture or home management,
- have a valid driver's licence,
- have no criminal record,
- have no dependent children,
- have good mental and physical health,
- have basic understanding of the English language.

Australia is a member country and host families available to Australians are in the following countries:

- | | |
|--------------------------------------|---|
| <input type="checkbox"/> New Zealand | <input type="checkbox"/> Sweden |
| <input type="checkbox"/> Denmark | <input type="checkbox"/> United Kingdom |
| <input type="checkbox"/> Germany | <input type="checkbox"/> Japan |
| <input type="checkbox"/> Ireland | <input type="checkbox"/> Canada |
| <input type="checkbox"/> Netherlands | <input type="checkbox"/> USA |
| <input type="checkbox"/> Norway | |

IAEA programmes vary in length from six months to over a year. The longer ones are to two countries, allowing you to live and work in two different cultures.

You will receive board and lodging and you are paid a 'Trainee Allowance'.

If you are seriously thinking about this great opportunity, you should apply early to ensure IAEA has adequate time to find you the best possible placement. Northern hemisphere participants commence in February or March each year. For further information see the leaflet enclosed or contact:

Trevor Nuemann (008) 257 197
 Post Office Free call to
 Woodside SA 5244 or Sydney Head
 Ph (08) 388 6372 Office

P. S. HOST FARMS ARE REQUIRED IN AUSTRALIA!



The International Agricultural Exchange Association was founded in 1963. On a world-wide basis IAEA has around 1000 participants every year.

IAEA is a democratic, non-profit organization. In many member countries IAEA works closely with rural youth organizations, agricultural colleges etc.

IAEA has a strong international network of past trainees and host families. They work voluntarily for the organization. Representatives from these groups form the international board which governs IAEA.



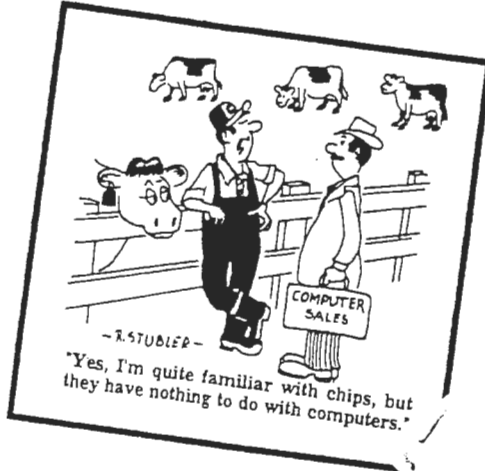
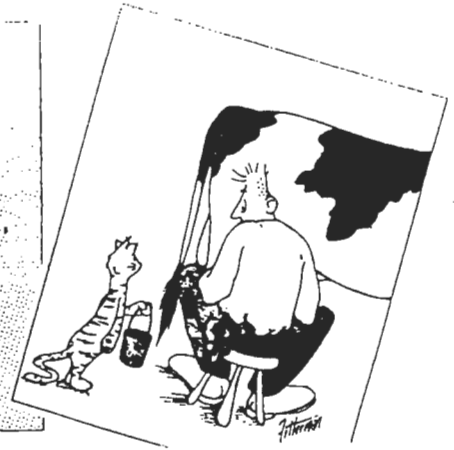
THE FUZZY FARM



The dairy farmer came to the big smoke for a weekend on the tiles, but was refused admission to a nightclub because he wasn't wearing a tie.

So he went back to his car, got a pair of jumper leads out of the boot, knotted them around his neck and fronted up at the club again.

The doorman looked at him for a moment, then said "Ok, mate, you can come in - but don't start anything."



- R. STUBLER -
"Yes, I'm quite familiar with chips, but they have nothing to do with computers."

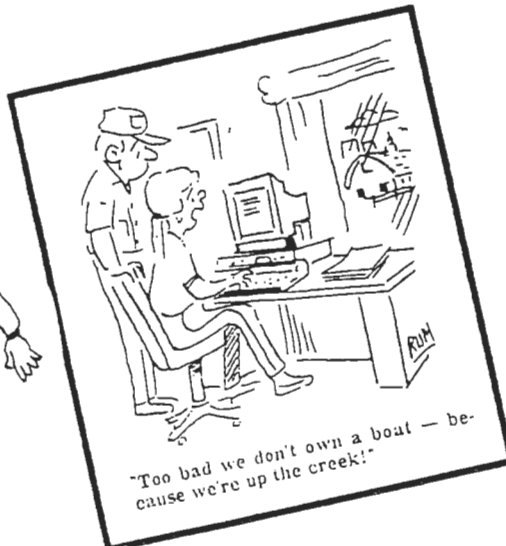


"I practice sustainable agriculture. It sustains the bank."



"I see you taking a trip."

A purebred breeder recently received this letter. "I would like to have this bull you advertised. If he's any good, I'll give you a cheque." The breeder wrote back: "First I'd like your cheque. If it's any good, you can have the bull."



"Too bad we don't own a boat - because we're up the creek!"

The farmer phoned the electrical appliance store, mad as hell.

"It's this blasted TV set you sold me," he said. "All I get on it is politicians. Don't matter what channel I turn to, nothing but flaming politicians!"

The shop owner pacified the farmer and sent the repairman out to check the set.

When the repairman returned, the shop owner asked him what had happened.

"Well", said the repairman, "turns out the poor old bloke really did have a problem. Nothing but politicians making promises on every channel."

"The fault was in the ground wires. One was hooked up to his windmill, the other to his manure spreader!"

WHO PAYS THE BILLS?

By Adrian Scott



I have compared the funding of SADA and the Metropolitan Milk Equalisation Committee (MMEC) over the last 5 years.

Key results are:

► After allowing for inflation, the total combined expenditure for SADA

and MMEC has in REAL TERMS, remained the same from 1988 to 1992.

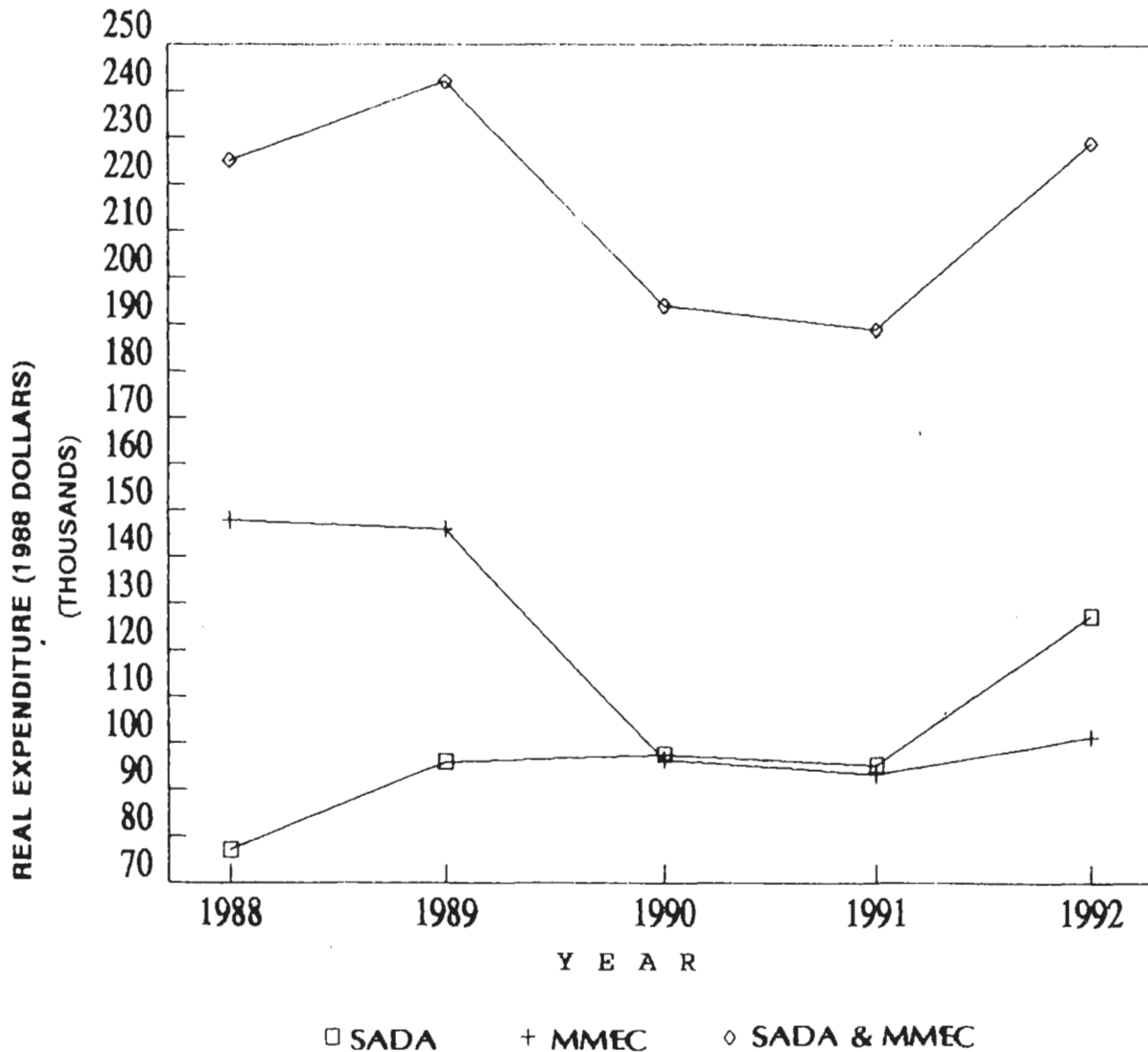
► In this time the funding share has moved progressively from MMEC to SADA. In 1988, MMEC contributed 66% of total expenditure, but only 44%

in 1992.

► Even in 1992, a year of greater than average expense, the MMEC budget contribution was 31.4% less in real terms than it was in 1988.

The graph tells the story!

SADA/MMEC SHARE OF FUNDING



"CONTINUE FOCUSING ON PASTURE BASED FEEDING SYSTEMS"

**US EXPERT
ADDRESSES
DAIRY
FARMERS**

Dr Larry Satter, a leading dairy nutritionist, advised dairy farmers to continue focusing on pasture based feeding systems and to consider feeding supplements to enhance pasture rather than to replace it.

"The price of supplements and the value of milk determine how much supplement can be fed", he said.

"No feeding system can provide protein and energy any cheaper than high quality pasture, and it is difficult to foresee any reduction in grazing where quality pastures be grown for eight to ten months of the year.

"Cows with low milk production potential - say 3,000 to 5,000 litres per year - will not benefit from supplements as much as cows with higher potential - say 5,000 to 7,000 litres per year.

"Cows with low milk production potential are likely to respond with about half a litre of milk for every kilogram of grain supplement, while cows with high potential will respond with a litre or more for every kilogram of grain.

"First lactation cows may give a greater response to grain feeding than older cows."

Funded by the Dairy

Research and development Corporation and Australian Co-operative Foods, Dr Satter will travel with the Dairy Research Foundation to dairying areas in Victoria and NSW to speak to farmers about dairy cow feeding systems.

PROTEIN MAY BE LIMITING

Dr Satter, who has more than thirty years experience in dairy nutrition research, believes that even high quality legume pastures may be limiting in protein.

"Traditionally we believed that energy is likely to be the first nutrient limiting dairy cow production if they are fed high forage diets," he said.

"However there is growing evidence that pastures with 18 to 24 per cent protein may not be providing enough protein for high producing dairy cows.

"Much of the response to grain feeding may in fact be a response to protein because grain stimulated the production of bacterial protein in the rumen."

Dr Satter advised that relatively cheap and readily fermentable feeds could provide the same response.

"Maize silage with its relatively high starch content may be an excellent supplement to high quality grass-legume pastures."

GETTING VALUE

Dr Satter said that high producing dairy herds were more efficient because a larger proportion of the feed went towards milk production.

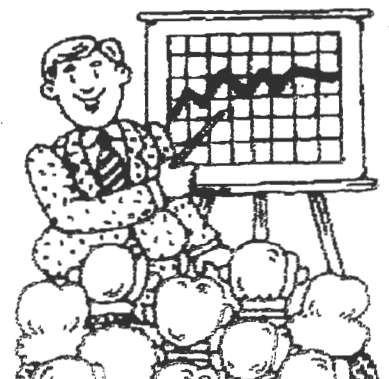
"Only 20 per cent of feed consumed by a dairy herd averaging 10 litres per day goes towards milk production.

"The remaining 80 per cent is used to maintain milking cows and feed replacement heifers.

"The more cows produce, the higher the percentage of feed that goes into milk production.

"If cows produce 20 or 30 litres per day then about 40 per cent of feed goes towards milk production.

"Keeping cows in the herd longer slightly increases the percentage of feed that goes towards milk production," said Dr Satter.



AUSTRALIAN AGRICULTURE

FRAGILE

&

EXPOSED

In both economic and social terms, Australian agriculture is in a fragile and exposed position. To quote former Australian Bureau of Agriculture and Resource Economics director, Andy Stoeckel, now at the Centre for International Economics, Canberra, the rural sector is under severe financial pressure and the real income of the sector is at a record low.

The fashionable view is that this is a short-term phenomenon, associated with the drought and the collapse of wool prices.

However, as Dr Stoeckel points out, the real income of the rural sector has been trending downward at about 2% or 3% a year during most of the post-war period - since 1950-51.

In a report prepared for the Rural Industries Research and Development Corporation (RIRDC), Dr Stoeckel suggested the decline in the relative importance of the rural sector has, if anything, become worse since the mid-1980's.

ABARE has confirmed the parlous state of the rural sector, suggesting farm incomes in 1991-92 are at their lowest values, in real terms in more than 30 years.

Cash receipts in broadacre industries were expected to fall 13% in 1991-92, with a compensatory self-imposed 14% decline in costs.

An estimated 83% of broad-acre farms are expected to record a farm business loss in 1991-92, and

only one-third of broadacre farms are free of debt.

Average farm equity has slipped below 87%.

These average figures mask divergent trends in different segments of the rural sector.

For example, in the wheat industry, about 60% of farms are expected to record a business loss in 1991-92, while 25% are expected to earn a profit in excess of \$17,400.

In the mixed livestock and crops industry, 80% of farms are expected to record a loss, while in the beef industry only in South Australia and the Northern Territory is farm business-profit forecast to be positive in 1991-92.

In the sheep-beef industries, 89% of farms are expected to have a negative farm business-profit, while in the sheep industry more than 90% of farm businesses are expected to record losses.

The scenario is a little healthier in the dairy industry, where the loss per farm is estimated at only \$3700, compared with \$45,200 in the sheep industry.

Business profit is negative in all segments of the citrus industry, except in Queensland, but all profits are negative in the canning fruit industry, where total farm business debt has jumped 53% in the past five years.

Only a moderate improvement in these trends is expected in 1992-

93.

Although cash incomes may be higher, most broadacre farms could continue to run at a loss.

Both ABARE and Dr Stoeckel acknowledge the only solution to these short and long-term trends is to increase productivity by achieving greater output per unit of input.

ABARE warns against an automatic knee-jerk reduction in investment in plant and machinery - even though this is generally the first casualty of falling farm incomes.

Productivity growth will be threatened over the longer term by a decline in investment in capital inputs, unless it is accompanied by technological improvements or shifts in the input mix towards non-capital items.

If input costs rise, relative to output prices, without any compensating productivity gain, then clearly rural incomes must fall.

As Dr Stoeckel concludes, unless the rural sector can lift its productivity performances and become more profitable - relative to other industries in Australia - it will continue the decline of the past 40 years and impose further adjustment pressures.

Ball is in our court.

Trevor M. Johnston

Editor, "Australian Farm Journal"



FROM THE DAIRY TO THE TABLE

Compiled by: Jenny Harris

CHICKEN WITH HERBED WINE SAUCE

Bread croutes can be made several hours ahead. Chicken and sauce are best made close to serving.

40g BUTTER

2 tablespoons oil

2 cloves garlic, crushed

4 chicken breast fillets

HERBED WINE SAUCE

30g BUTTER

1/2 cup dry white wine or chicken stock

2 teaspoons French mustard

1/4 cup grated fresh parmesan CHEESE

2 tablespoons chopped fresh chives

2 tablespoons chopped fresh parsley

Heat butter and oil in a pan, add garlic, chicken and juice, cook chicken over heat for about 6 minutes on each side, or until chicken is tender and cooked through; keep warm.

Using a 9 cm fluted cutter, cut out 8 rounds from bread. Heat extra oil in a clean pan, cook bread until well browned and crisp.

Cut chicken into slices, crossways, arrange each chicken breast over two croutes, pour sauce over top. Herbed Wine Sauce: Heat butter in a pan, stir in wine, mustard, cream and cheese, cook over heat for 2 minutes. Blend cornflour with water, stir into pan, stir over heat until mixture boils and thickens. Remove pan from heat, stir in herbs. Serves 4.

1/4 cup lemon juice

8 slices white bread

1/4 cup oil, extra



300ml carton CREAM

1 teaspoon cornflour

2 tablespoons water

CHEESEY SESAME SNACKS

Serves 2

2 thick slices rye bread

1 egg beaten

2 tbsp MILK

little pepper

1/2 tsp dry mustard

1 1/2 cups grated Mild CHEESE

2 tbsp sesame or poppy seeds

Cut bread into thick fingers. Stir together beaten egg, milk pepper and dry mustard. Soak the bread fingers into the egg mixture and arrange on a well buttered baking tray. Sprinkle the cheese over the bread then sesame seeds. Cook in preheated 190°C oven for 20 minutes. Serve as a snack or a light meal with a bowl of soup. Also a tasty accompaniment to a salad.

OVEN PUFF PANCAKE WITH FRESH FRUIT

3 tbsp. BUTTER

4 eggs

1 cup MILK

1 cup all purpose flour

4 cups cut-up fresh fruit or

2 tbsp sugar

1/2 tsp salt

1/2 tsp grated lemon rind

Citrus Sauce or Maple syrup

Divide butter between two 9-inch (23cm) pie plates. Place in preheated 400°F (200°C) oven until butter is melted. Combine eggs, Milk, flour, sugar, salt and lemon rind in large bowl; beat with whisk or mixer until smooth. Pour half the batter into each prepared pie plate. Return to oven and bake 20 to 22 min or until puffed and golden. Remove from oven; fill centre with fresh fruit. Cut into wedges and serve with Citrus Sauce or Maple syrup.

CITRUS SAUCE:

1/3 cup sugar

1 tbsp. corn starch

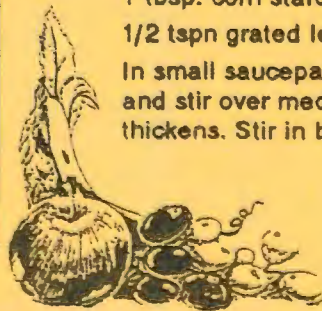
1/2 tspn grated lemon rind (opt)

3/4 cup orange juice

2 tbsp lemon juice

1 tbsp butter

In small saucepan combine first five ingredients. Cook and stir over medium heat until mixture boils and thickens. Stir in butter. Serve hot. Makes about 1 cup.

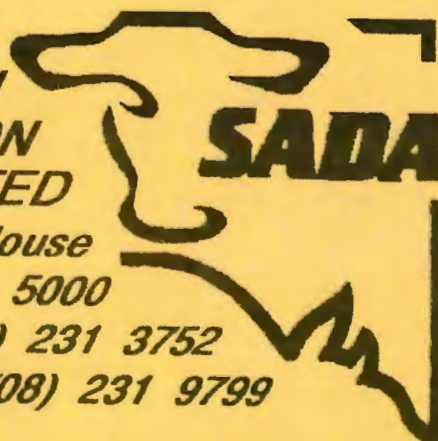


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