



THE SOUTH AUSTRALIAN DAIRY FARMERS

JOURNAL

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PRESIDENT'S COMMUNIQUE



NEW PERSPECTIVE IN FORMAT FOR SADA CONFERENCE 1993

With the endorsement of Central Council, negotiations to facilitate a joint SADA/DIAA conference are well under way.

The venue will be the Adelaide Hilton; the program will run over a period of two days being the 8th and 9th June; there will be a Gala Conference Dinner on the night of the 8th and the SADA Annual General Meeting will be held on the afternoon of the 2nd day.

Please note the dates Tuesday 8th and Wednesday 9th June 1993 in your diaries.

The move to co-ordinate a joint conference has been fostered by a spirit of co-operation that will become increasingly necessary as the Dairy Industry is deregulated to the extent of self regulation intended under the new Dairy Industry Act 1992.

It will be important for industry participants in the areas of production, processing and

marketing to have a full understanding and closer affinity with each other's problems and limitations.

Membership of the Dairy Industry Association of Australia (DIAA) is open to Australian residents who:

- have an occupational interest in the dairy industry.
- are engaged in or commercially interested otherwise in the application of science in the dairy industry.
- have attained a position of responsibility of a technological, administrative, marketing, scientific or educational character in or connected with the dairy industry.

Roger Basham, Adrian Scott, Jenny Harris, and I are jointly planning the speakers and format with Rocco Galluccio (State President -DIAA), Peter Thiele (Im-

mediate past Federal President) and Bob Snewin (State Secretary).

FLOOD DAMAGE

I have been thrilled to observe the level of support given to flood victims by their fellow and neighboring farmers.

To those who were unlucky enough to suffer damage I wish you and your farms a speedy recovery although in some cases reinstatement of pasture and fences will be slow.

Thank you to those members who have contributed fodder and those who have offered that valued helpful hand.



IN THIS ISSUE

- BRANCH AGM DATES
- JOURNAL - BIG CHANGES!!!
- HERD TESTING - THE FACTS
- A FLOOD OF RESPONSES

RAIN DAMAGED FODDER

Following the unseasonable rains during haymaking SADA jointly organised the development of a task force to look at options available to strategically overcome the nutritional imbalance that will occur as severely damaged hay is fed to milking herds.

With excellent co-operation from Dairy Companies and the Department of Primary Industries, hay samples have been collected and analysed.

Results clearly show that in the majority of cases hay quality falls well below desired levels as Table 1 shows.

Following the depletion of rain-fed green forage, farmer comments have been indicative of concern regarding cow thrift which are consistent with these results.



VERY FRESH MILK IN ADELAIDE RESTAURANT

The Hilton Hotel in Victoria Square launched its new Grange Restaurant with a number of ads in the Farmer & Stockowner, The Advertiser, etc.

Featured are two models - one of which is a rather attractive Friesian!

Rumour has it getting the cow into the restaurant was no mean feat!

Ian Newman reckons the modelling fees are better than milking cows!

We think the cow had an "Elle" of a day.

TABLE 1

	DDM%	ME	CP%
Best sample	63.9	8.9	16.0
Worst Sample	45.6	5.8	5.4
Bulk of rain damaged	<50.0	<7.0	<9.0
Estimated minimum levels of diet requirements are:			
Lactating cows	60-65.0	8.5	13.0
Dry cows	50-55.0	7.0	13.0

DDM - Digestible Dry Matter

CP - Crude Protein

ME - Estimated Metabolisable Energy

OPTIONS: We are currently negotiating options with the Wheat Board to:

- Establish the nutrient value of shot (rain damaged) grain (in particular wheat).
- Locate suitable grain storage depots suitable for co-ordinate access.
- Establish best possible prices for bulk purchases by the dairy industry.
- Further monitor feeding trials at the Flaxley Research

Centre using rain affected wheat. Results at this point in time indicate excellent results to levels as high as 13 kg per day - Buffers are being used.

Note: It is early days - The Task Force will notify farmers as soon as adequate data is available. However it may well be that rain damaged grain can be used to carefully supplement rain damaged hay.

PRODUCTION PRICE

Annual production for Australia this year is sure to exceed 7,000 mil-

lion litres.

SA looks set to exceed the record 411 Million litres produced in 91-92.

Although export demand appears to be sound at this point in time and the Australian Dairy Corporation is forecasting strong demand. I would suggest we would be well advised to reflect on earlier years such as the time the Kerin Legislation was introduced. Production had climbed to 7,551 Million litres in 1970 and settled back to 5,223 Million litres by 1981.

However, remain positive, concentrate on efficiency and ensure debt to equity levels are in order - if history repeats itself we may well need to prepare to tighten our belts some time in the future.

Generally manufacturing prices remain low in South Australia compared with other States. The Kraft price in South Australia remains a leader while the Central Region price looks set to be adjusted from \$1.95 kg fat and \$4.10 kg protein to \$1.85 kg fat and \$4.20 kg protein.

PROGRESS OF CHANGE/STATEWIDE EQUITY

SADA has not had the opportunity to view the draft regulations at the time of writing this communique, although a partial



draft of a Prices Order has been circulated for comment.

Applications for new Authority members have been called and are in the hands of the Minister's office. It is not known when the new Authority will be appointed.

State-wide Equity negotiations are processing well - yet remain at a difficult and delicate stage.

SADA policies that have been developed over the last 2-3 years by the members appear to be standing the pressure and test of time.

I am conscious that members may feel that inadequate consultation with grass-root dairy-farmers has taken place in the past few months.

I acknowledge the level of trust granted by the members of SADA to the Executive throughout this difficult stage of negotiation, a level of change not exceeded in the last 55 years.

However I wish to report that I believe a number of critically important milestones were reached at an industry meeting on Wednesday 17th of February.

In particular, a bi-partisan approach to industry management of the Farm Gate market milk premium through the agreement for six Equalisation Companies (3 farmers and 3 processors) with an independent chairperson.

This may appear a logical solution, yet it has been extremely difficult to reach agreement.

SADA has been concerned with the scenario that processors were negotiating on some issues.

Consequently Adrian circulated the document "Statewide Equity: one step at a time" (in

order to keep members informed).

Since that time, it is fair to say, the processors have clearly shown it is their wish to ensure there is full debate on all of the sensitive issues. This process will ensure maximum scrutiny of policies to the extent that end point agreements will be fully researched and well understood.

One area of great concern to SADA is the issue of deducting 1c per litre off the regulated Farm Gate Price (FGP) to cover collection costs incurred by the processor post the farm gate.

I believe the processors now concede this is an issue that must be addressed within the processor agreement: that facilitates physical allocations of milk between processors proportional to the State ratio of market milk sales and supply.

In South Australia the processor of market milk can, and will, collect processing costs from the consumer. In Victoria there is a processor price regulated by the VDIA to cover all costs incurred from the farm gate to the processing plant. The Victorian Farm Gate Price stands alone and remains a separate link in the chain of events prior to consumer purchase.

The VDIA has regulated vesting powers over milk to facilitate this level of management -

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South Australia needs to facilitate the same principles of management under self regulation and acknowledge the opportunity to achieve maximum commercial efficiency. (1c per litre transport deduction on market milk would remove \$1.35 Million from Farm Gate revenue.

A second area of concern is the method of payment - South Australia has led the field in protein payments during the past three and a half years.

The processor suggestion of changing to litres at a standard is viewed with extreme concern by SADA for a number of reasons.

In particular the intended penalty of non participation in market milk premiums in the case of non-compliance of standards included a minimum standard for protein eg. If a farmers milk did not reach the

standard of 3.1% protein there would be no participation in market milk returns.

SADA believes that distribution of the market milk premium on a protein basis would convey the necessary and correct market signals without a sudden death penalty.

I believe the processors are giving due consideration to the SADA point of view. Conversely we must recognise the need for adequate milk standards.

IMPLEMENTATION OF NEW LEGISLATION

Although the implementation date of the new Act, regulations and State-wide Farm Gate Price appear vague at this point in time, I believe every effort will be made to fully implement the new legislation and State-wide Equity on July 1st 1993.

Implementation of the State-wide Farm Gate Price is contingent upon collection of the 2c per litre increase in the processors margin to kick start the transition to a common statewide price.

SHOW DAIRY

The planned new milking facility at the Royal Adelaide Horticulture Society showgrounds at Wayville is now progressing in leaps and bounds. It will provide state-of-the-art milking technology for the 200 lactating show cows exhibited at the Adelaide spring show.

The Show Society has agreed to a site which is the preferred option of exhibitors and Malcolm Timberlake from the Metropolitan Milk Board is working with enthusiasm and zest in conjunction with the Society's architect.

Plans will be available to enable full discussion with the industry representative deve-

lopment group in the next few weeks.

On behalf of industry I wish to convey gratitude to Gary Campbell and the respective groups within the Society for their part in this exciting project to transform the profile and image of the dairy industry in the eyes of the general public.

BENCHMARKING STUDY

Following the industry planning meeting convened by the ADIC in August 1992 and commitments made by industry to Simon Crean at the point of introducing new Federal Legislation, a commitment to carry out a benchmarking project was made.

This will be a DRDC funded project, a consulting group has been selected, and the ultimate aim will be to benchmark farming, manufacturing and processing sectors within the industry, in order to measure our efficiency against world best standards.

MARKETING REVIEW

I understand the Marketing Review Committee, chaired by Ken Baxter, has tabled an initial report for Federal Minister Simon Crean. I believe a more comprehensive report will be made available later in the year.

This review may initiate changes in the operation of the Australian Dairy Corporation and possibly change the infrastructure of the DRDC.

HERD RECORDING

The Central Council sub-committee set up to document costs of herd recording have their report printed in this Journal.

In reality this report is not insulated from the sensitive issue of the future South Aus-

tralian central testing laboratory.

This report will be taken into account by the Executive and Central Council when resolving the issue of the industry levy and future plans for the testing centre.

CONCLUSION

In summary I wish to compliment the Executive and Producer Director of MMEC John Crompton for their effort and dedication through this busy period.

On a light note I must say the activities of some younger Executive members are quite diverse.

Congratulations to Executive member Bronte Wilson on his marriage to Cheryl Hemer on Saturday 6th February.

On behalf of all the SADA members I wish to convey the very best wishes to Bronte and Cheryl for their future life together.

Speaking of life together prompts me to quote the presiding Minister at Maughan Church Adelaide when referring to Bronte and Cheryl's life, I quote "Life! that is what happens while you are making your plans."

Also our hearty congratulations must be conveyed to recently retired Executive member Stephen Treloar and his wife Helen on the birth of their first child, a daughter Casey Shannon.

**ALLAN MANNING
PRESIDENT**



BRANCH ANNUAL GENERAL MEETINGS



MEMBERS - you are invited to attend your Branch AGM, or if more suitable, you are welcome to attend at another Branch. A more updated diary will be published in the next Journal.

AGENDAS will be inserted in the next Journal.

SECRETARIES please advise Jenny of any special additions to your Agendas before 25 March.

BRANCH	DATE	VENUE	TIME
Southern Hills	5/4/93	To be confirmed	8.00 pm
Milang	7/4/93	Langhorne Creek Supper Room	8.00 pm
Northern Hills	13/4/93	Birdwood High School Library Resource Centre	8.00 pm
Central Hills	15/4/93	Meadows Hall	8.00 pm
South Coast	19/4/93	CWA Hall Victor Harbor	8.00 pm
Myponga	22/4/93	Yankalilla Golf Club	8.00 pm
Onkaparinga	27/4/93	Charleston Hall	8.00 pm
Jervois	29/4/93	Jervois Football Club Rooms	8.00 pm
Barossa	11/5/93	Vine Inn, Nuriootpa - Percy's Bar	8.00 pm
Northern	13/5/93	To be confirmed	8.00 pm
River Murray	20/5/93	To be confirmed	8.00 pm
Lakes	25/5/93	To be confirmed	8.00 pm
South East	27/5/93	Mil Lel Hall	8.00 pm



WORK EXPERIENCE WANTED



Andrew Sarson, year 11 student of Parndana Area School Kangaroo Island, seeks work experience on a dairy farm in the Fleurieu area 15th - 18th June 1993. Please Phone Sue Morris at the school on (084) 896 068 if you can assist.

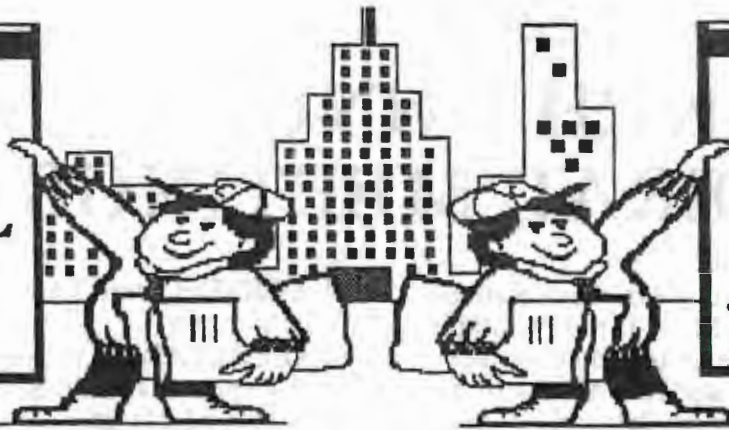
CENTRAL COUNCIL MEETING



WEDNESDAY 31ST MARCH 1993
FROM 10.00 AM
 AT THE
MURRAY BRIDGE GOLF CLUB
 RITTER STREET, MURRAY BRIDGE



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In 1993 SADA will make a significant change to the way it delivers its news to members. Commencing in April the Journal will be published 10 times a year. We found that communication directly to you, our members, needs to be factual, informative, interesting and above all on time!

Change is so rapid in the Dairy Industry today that the eight week period

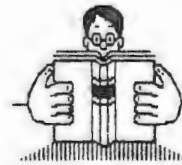
between Journal issues was just too long.

So while the Journal will come to you more frequently each issue will be slightly smaller.

As Editor the other big change I want to see is more local stories and contributions from our Branches, we even have a prize for the best story! So, why not put pen to paper or call me at the office if you would like

to air your views or inform your fellow dairy-farmers about a local event which they might be interested in.

These changes are also in line with the recent review of our Association by Jim Raggatt.



*Adrian
Scott
Editor*



Lakes & District Round-up

Well what a change! More feed than we know what to do with. This season has been good to us, especially the dry land farmers. The rain just didn't stop (nearly twice the average of the last 5 years!). So the lucerne is still growing and the cows are milking well even though most of the dry land farmers are starting to dry off their cows. It's almost a pity to have so much feed and not enough mouths to eat it. Pasture renovation has been successful throughout the district with no failures that I have heard of. Many farmers have been able to recoup the cost of

establishment with a cover crop of lupins. Unheard of yields - up to 12 bags per acre - were achieved this season.

Harry Ousley, our vet, commented the other day that many farmers are having foot abscess problems with their young stock. The problem is started by bruising on rocks etc. from around troughs or as they are moved. Another problem to have to deal with!

Discussion groups are working well with the Dairy Vale group lead by Zane Treloar and the dry land group led by Malcolm Crossman operating in our district. An interesting trial that Steve

Scown is co-ordinating is one where pasture cuts are taken 5 - 10 days prior to, at, and 5 - 10 days after grazing on 5 farms. These cuts are being measured and tested to find the best grazing intervals. It will be good to see the results.

Congratulations to Stephen and Helen Treloar on the birth of their first child, a daughter, Casey, in February.

I hope all the old timers' indications are true and that this season is another good one which we will all be able to benefit from.

JEFF WRIGHT
Lakes Branch President



HERD TESTING FACTS



PREPARED BY CENTRAL COUNCIL SUB-COMMITTEE

(John Whellams, Peter Doman, Joanne Pfeiffer)

As you may or may not be aware, changes to the present State Herd Testing situation will be brought on us by the declaration of the New Dairy Bill 1992:

"On the commencement of this Act, the Metropolitan Milk Board is dissolved and the Dairy Authority succeeds. The Authority must dispose of any herd testing equipment to which it becomes entitled, as directed by the Minister after appropriate consultation with Associations representing the dairy industry."

The Minister of Primary Industries, the Hon. Terry Groom, has stated that he will make a directive regarding herd recording after consultation with SADA and the South Australian Farmers Federation (SAFF).

At the last SADA Central Council meeting, following discussion of various herd testing activities a Sub-committee was charged with presenting to all members a Fact Sheet. This information is to be considered by members and their thoughts and opinions are to be tabled at forthcoming branch meetings, thus enabling Central Council Delegates to make an informed decision on this important issue.

THE CURRENT SITUATION:

1. Levy on MMB market milk sales raised around \$170,000 p.a. All MMB supply area farmers have funded the current MMB laboratory operations since the mid 80s. HISCOL's fat, protein and somatic cell counts tested by the MMB at no charge for central region farmers since they pay the levy. HISCOL pays the MMB'S contract price of 41c/sample to test South East clients' milk.
2. There are four herd recording operations in South Australia
 - a) HISCOL, with around 90% of herds recorded, offering a statewide service.
Charges for a 100 cow herd:

1992	Central	South East
Shed Fee	\$2.05	\$2.05
Field Work/HIO computer	\$11.21	\$11.21 (5 wkly)
Lab Testing (MMB)	nil	\$3.00 (5 wkly)
TOTAL charged per cow	\$13.26	*\$15.26
1993	Central	South East
Shed Fee	nil	nil
Field Work/HIO computer	\$11.20	\$11.20
Lab Testing (MMB)	nil	(\$3.00)
TOTAL charged per cow	\$11.20	°\$11.20

* full price not passed on ° 5 cell counts only

Sub sampled at Hahndorf, tested at MMB, processed at Yankalilla through HIO computer (Melbourne).

Charges include membership to ADHIS and associated interstate representation.

- b) ROBERTSONS, operating from Murraytown in the North to Bordertown in the South.

1992

Shed Fee	nil
Field Work/HIO computer	\$6.70
Lab Testing	\$3.80 (4 wkly)
TOTAL per cow	\$10.50
	\$9.00 bi-mthly

1993 prices unavailable.

Sub sampled at Murray Bridge, interstate freight to Cohuna Vic for testing. Processed through HIO computer. No use of state levy funds -no subsidy.

- c) SEHIA operating in the South East

Charges for a 100 cow herd:

1992

Shed fee	nil
Field work/HIO computer	\$6.90
Lab Testing Warrnambool Co-op	\$5.50
TOTAL per cow	
- mthly cell counts	\$12.40
- mthly testing 5 cell counts	\$10.70
- bi-monthly	\$8.00

1993 prices unavailable.



Sub sampled by contractor, tested in Warrnambool Vic, processed through HIO computer. No subsidy.

d) IHTA operating in South East

Charges for 100 cow herd:

1992

Shed fee	nil
Field work & HIO computer	\$7.05
Lab Testing Warrnambool	\$5.50
TOTAL per cow	
- mthly cell counts	\$12.55
- mthly with 5 cell counts	\$10.85
- bi-monthly	\$7.75

1993 prices unavailable.

Sub sampled by contractor, tested at Warrnambool, processed through HIO computer. No subsidy.

NB The three independent testing groups number 20-30 farms each, therefore administration costs are kept to a minimum and contractors are used instead of salaried employees, thus avoiding overheads such as Workcover, superannuation etc.

3. State by State:

Tasmania: New Dairy Authority conducts the laboratory. Field work done by contractors. The need to sub sample the milk is removed by using alternate am:pm monthly testing. No farmer levy and no government funding. Total Cost around \$13.60 per cow.

New South Wales: On farm sampling. Fat and protein tested at designated factory laboratories. Cell counts done in Sydney at NSW Dairy Authority as is computer work. No farmer levy and minimal government support. Cost approximately \$13.00 per cow.

Western Australia: Central testing at Bunbury. \$14.60 per cow monthly, \$10.06 bi-monthly. Government funding \$76,000 for 2 employees until 1995.

Victoria: Computer work done by HIO and testing by 12 co-ops for 33 different organisations. Farmer levy with UDV approval of approximately \$60.00 per farm (\$550,000). No direct Government support. Costs vary between \$10 and \$12.

Queensland: Central Testing in Brisbane. Farmers responsible for sub sampling and gear shifting. Testing sub samples from 939 herds from the Atherton Tablelands (air freighted from Cairns) to South of Sydney for NSW clients. Offering 12 month testing with computer for

\$7.80 (plus farmer contribution). Some Government support. Proposed levy of \$100 on all farmers to raise \$200,000.

CONSIDERATIONS:

The current position will change, especially with the loss of the MMB to test HISCOL samples. Therefore we must consider:

1. Is there a need for a Statewide levy?

- Can we justify a levy on ALL farmers whether testing or not?
- For what purpose should we use the levy (herd testing &/or herd improvement)?
- How big should the levy be?
- The levy would be part of a licence fee on ALL dairy farmers.

HISCOL has proposed a levy to fully fund their laboratory and based on their proposal tabled at Central Council on 30.9.92 every dairy farm in SA would pay around \$400 to HISCOL to run their laboratory (based on 66 cents per test).

2. What should we do with the current equipment?

- Where should the testing take place?
- Who should test the sub samples?
- Do we need a central testing laboratory?
- How would a central testing centre be financed?

OPTIONS:

1. MMB equipment be transferred or sold to HISCOL who would operate a State Laboratory service including a service for the independent recorders within the State (it should be noted that the independent groups are opposed to this option).
2. Independent Statewide Central Testing Laboratory be set up with the present MMB equipment with service offered for all groups.
 - Set up in conjunction with processors to increase throughput and efficiencies. Accountable to industry through SAMH or Policy Council.
 - Laboratory for herd recording only. Accountable to SADA or Policy Council. Central Testing facilities in WA, Tas, Qld & NZ (50,000 samples/day) SA laboratory would test between 3-4,000 samples/day. Location of laboratory important due to freight availability i.e. main traffic routes or in Adelaide.

- No central testing laboratory. Herd recording groups to supply their own lab or send their samples interstate.

3. Financing Laboratory

Options:

- a) Totally funded by levy on ALL farmers i.e. around \$400 per farm per year.
- b) Partially funded by levy - Central Council proposed levy to remain at present level i.e. to raise around \$170,000 - remainder user pays system per sample.
- c) Totally funded on user pays system - no levy.

RECOMMENDATIONS:

The recommendations to Central Council from this sub committee would be:

1. Central Testing Lab to be established in conjunction with processors using current equipment and staff, accountable to the industry through the new Dairy Industry Policy Council. Location central Adelaide -possibly MMB site.
2. Partially funded by a licence fee on ALL dairy farms with remainder of funding on a user pays basis. Licence fee used for herd improvement aspect of testing.

3. Available to ALL South Australian dairy farmers and processors.
4. Direct link from testing centre to computer processing and HIO computer.
5. The advantages to dairy farmers of competition in all fields are enormous. It is important that any decisions we made do not create a monopoly.

CONCLUSION:

As this Committee has discovered, this issue is indeed complex.

It has been our intention to supply farmers with an overview of the situation. (There are many more figures available to everyone and will be willingly supplied on request.)

Please take time to re-read this information. Central Council delegates need to hear from you and know what you need from herd testing.

The whole herd testing operation in South Australia is changing now and in the future so be part of it and have your say!

Herd Testing Sub-Committee

26 February 1993

ONE STOP SHOP FOR TAX

Are you a small business proprietor? If you are, the Small Business Tax Advisory Service may be able to help you. The service is a one-stop-shop set up to help small business people understand their responsibilities and obligations in relation to the Australian tax system.

It is a free service designed to assist all small business clients, but is particularly useful to those starting out. The aim is to provide small business operators with the best possible start to their taxation affairs by giving

them a broad understanding of the tax that will apply in their particular situation, and to assist with all taxation registrations that may be necessary, eg the Group Employer System, the Prescribed Payments System and Sales Tax. Clients are also provided with a tax information kit tailored to their business.

The service is located in the main Tax Office Building at 65 King William Street, Adelaide and the phone number is 237 2083. You can take advantage of the service by phone or make an appointment to speak with an advisor

in person. Interpreters are available to assist when required. In exceptional circumstances an advisor may be able to visit your home or place of business. Country callers can phone toll-free on (008) 888 594.

We also regularly present seminars and give talks for small business people. Are you a member of a group who would like to hear a speaker on Small Business and Tax? Contact the Small Business Tax Advisory Service. This is also a free service.



FLOOD DAMAGE: FARMERS RESPOND



Many dairyfarmers have been affected by the unseasonal wet weather. Damaged hay and grain are two of the biggest reminders of the "big wet".

A few farmers, however, are substantially worse-off, thanks to floodwaters. Farmers near Murray Bridge, Langhorne Creek and Milang found whole paddocks flooded, dairies under water and inaccessible and no immediate pasture for their cows.

At Murray Bridge, Graham Smart and Joanne Pfeiffer, as President and Secretary of the local

Branch, organised donations for three of the worst affected farmers; Bob Hutchinson, Bob Joy and John Schofield.

The response has been fantastic - with over 600 rolls of hay promised, agistment and \$2000 in cash.

Graham and Joanne now have the task of distributing the donations and collecting the hay. Thanks for your efforts and to those fellow dairyfarmers who made the donations.

Its also been pleasing to see how well the farmers directly affected have responded to the crisis. To John Lohman, Kanute Lar-

sen, Gerald Shephard, Simon Thornton and former SADA Senior Vice President, Ken Turvey, good luck with the pasture renovation and in rebuilding fences, tracks and levee banks!

Looking at the response of fellow dairyfarmers, its interesting to compare their timely offers with the government response - officially nothing -still waiting on Canberra.

Raspberries to the State and Federal Governments - its a disgrace!

Adrian Scott
SADA Executive Officer

SA HEADS CROP LOSSES

The damage bill resulting from recent hailstorms continues to grow. During January 800-plus claims have been reported nationally with estimated insured hail losses increasing by nearly \$6 million to over \$45 million.

In South Australia insurers are paying out between \$3 and \$4 in claims for each \$1 in premium

received. The latest hail toll figures are:

State	No. Claims	Estimated Insured Losses (\$M)
SA	2,394	18.4
VIC	1,264	10.5
WA	1,250	6.0
NSW	1,009	7.9
QLD	n/a	1.0
TOTAL	5,907	43.8

To ascertain the total amount of crop losses, by

taking into account uninsured and under-insured crops, these figures could possibly more than double.

More than 70% of claims have been settled with the remainder being settled as soon as the final loss assessments have been completed.

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Australia Limited





NSW MANUFACTURING PRICES

HOW DO WE COMPARE?



Ever wanted to compare your returns with other dairyfarmers? Perhaps that's easy if production patterns are similar and there aren't too many complications like seasonal incentives, volume charges, quality incentives etc.

For many South Australian dairyfarmers Victorian payments have been a good reference or benchmark, although their companies are more dependent on fluctuating export incomes.

In New South Wales the situation is different again. Although it is difficult to make straight comparisons, the following price information has been sent to us from our sister organisation, the Dairyfarmers Association of NSW.

UNITED DAIRIES

Period	Component	Rate
August to January	Butterfat	\$2.70
	Protein	\$3.45
February to July	Butterfat	\$3.95
	Protein	\$5.40

(No other payments or backpays)

NORCO

July/Aug, Mar-June	Butterfat	\$2.20
	Protein	\$4.25
Sept-February	Butterfat	\$1.80
	Protein	\$3.40

(Farmers can also qualify for a quantity bonus, new milk bonus. Components differential price (ie unders and overs) applies.)

BEGA

July 92	Butterfat	\$2.68
	Protein	\$4.35
Aug92-Jan93	Butterfat	\$2.55
	Protein	\$3.89
Feb93-July93	Butterfat	\$2.74
	Protein	\$4.61

(Plus quality payment 0.5 cents per litre, for all milk with somatic cell count below 350,000)

AUSTRALIAN CO-OPERATIVE FOODS (ACF)

August to January	Butterfat	\$2.24
	Protein	\$4.10
February to July	Butterfat	\$2.74
	Protein	\$5.67

(Volume factors apply. 0.03 cents per litre per 0.1% fat over and under 3.9%. 0.12 cents per litre per 0.1% protein over and under).

ACF's manufacturing prices are 7% higher than in 91-92 and are equivalent to an annual average of 25.71 cents per litre for milk averaging 3.9% butterfat and 3.1% protein.

How well do the South Australian processors compare?

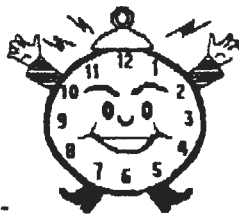
- > The New South Wales payments are around \$6.00-\$6.60 per kg butterfat equivalent (25 to 27 cents per litre), although \$8.00 per kg butterfat equivalent could be earned from United for part of the year.
- > Dairy Vale and Farmers Union are currently paying \$5.15 per kg butterfat equivalent (around 21.6 cents per litre) plus retrospective payments and incentives.
- > Kraft currently estimates their payments, including incentives, at over 25.21 cents per litre.

So the big question is why are South Australian dairyfarmers paid so much less than their cousins in New South Wales?

REMEMBER, 2 cents a litre means an extra 5 million dollars a year!



DAIRY INDUSTRY ACT 1992



IMPLEMENTATION TIMETABLE

JANUARY 1993

- ◆ Advertisement for applications for Dairy Authority positions (members) published.
- ◆ Request Department of Labour to fix members' fees.
- ◆ Closing date for applications.
- ◆ Interview and select the appointees.

FEBRUARY 1993

- ◆ Submit recommendation on Authority membership to Minister for consideration.
- ◆ Prepare in advance, Authority's recommendations of Farm Gate and other prices for metropolitan milk production areas (prices fixed by Metro-

politan Milk Supply Act to lapse on proclamation of new Act).

- ◆ Convene the first meeting of the Authority.
- ◆ Ratify and gazette the above prices (use of Acts Interpretation Act appears necessary).
- ◆ Proclaim the new Act - the pre published prices become law.

JANUARY TO END OF JUNE 1993

- ◆ Prepare regulations concerning the membership and objectives of the Dairy Industry Consultative Committee.
- ◆ Appoint the committee.
- ◆ Arrange the ratification of all existing licences (expiry date is 30/6/93)

◆ Develop and refine the following in liaison with industry.

- ◆ Codes of practice for dairy farmers, processors and vendors (non statutory but will be conditions attached to licences).
- ◆ Statutory code of practice for raw milk producers and vendors.
- ◆ Farm gate price, wholesale and recommended retail prices for remainder of State. Price supplementation to be included.

JULY 1993

- ◆ New licences come into effect.
- ◆ Ministerial order on State farm gate price(s) and price supplementation becomes effective.



NEW FARM SUPPORT SCHEME STARTS 20 MARCH



The federal Government's new Farm Household Support (FHS) scheme, which is to replace the Household Support component to Part C of the old Rural Adjustment Scheme (RAS), is to commence operation on 20 March.

"Assistance under the scheme will be provided in the form of a loan at commercial rates up to the level of the Job Search

Allowance," Mr Crean said. "It is payable fortnightly for up to two years. If, however, the farmer decides to leave the land within two years, the first nine months of the loan will be converted to a grant," he said.

Farmers wanting further details about the new FHS scheme can obtain an information package from the COUNTRYLINK information service by calling 008 026

222 toll-free during Eastern States' business hours. Details are also available from the Social Security Teleservice by calling 13 2468 for the cost of a local call.

The recent launch of new FHS scheme forms part of a package of rural adjustment measures that Mr Crean announced last September would be introduced following a comprehensive review of the Rural Adjustment Scheme. Under new arrangements, the RAS is now focused mainly on providing subsidies on the interest costs of a farmer's commercial loans and training grants to improve the farm's productivity and its long-term sustainable profitability.



COMBINED ADELAIDE REGIONAL TRAINING INC.

506 Henley Beach Road, Fulham, SA, 5024 Ph: (08) 235 1166 Fax: (08) 235 1169

A GROUP TRAINING COMPANY

CERTIFICATE IN ON FARM PRACTICE TRAINEES FOR HIRE

Training initiatives take time and effort particularly in difficult economic times.

Times have changed and many things need to be looked at, re-assessed and scrutinized so that maximum benefit may be achieved by all concerned.

We believe an opportunity exists for a new approach to training that will benefit your industry in the long term.

It will enable all members of the dairy industry to be involved in the training of people with the necessary skills that will be required to cope with the effective management of future farm resources.

The proposal involves Group Training Companies becoming the employers of on farm trainees across the state and feeding into the course provider Glen Aldridge. As the Employer, Group Training

Companies will take the responsibility for all administration, e.g. wages, workcover, superannuation, schooling, etc., leaving industry to attend to the important issue of training. Group Training Companies can accommodate the smaller players in the industry who may not be able to employ a trainee in their own right but who in conjunction with one or two other farms can host a trainee between them.

This is a very cost effective method of employing people and more importantly contributing to the Train Australia policy. This method of employment will enable you to have staff one or two days per week or have staff at peak times. The net result is a more flexible work force.

Trainees would be leased to host employers at an hourly rate and hire charge is an inclusive cost, there are no extra fees or charges, you only pay for productive hours. Currently

a 15 year old first year trainee would cost \$5.13 per hour.

Group Training Companies can also assist with initiating rotation of trainees from area to area. This would be done in consultation with industry and would provide the opportunity for trainees to experience different farming methods and to see how different practices occur in different parts of the state.

We believe this is an innovative approach to training. With your support you can help create an environment that will lead to increased productivity with better skilled and productive trainees, and, at the same time, holding them within the rural environment. Our employment agency may also provide a benefit to your community.

**Interested?
Phone Colin Harvey**



(08) 235 1166



Learn!



Make New Friends!



SADA SEEKS APPLICATIONS FOR NEW ZEALAND STUDY TOUR.....

The 1993 ADFP Study Tour to New Zealand will take place during the first two weeks of June.

If you are interested in an expenses paid (airfare/accommodation/most meals)

study tour to New Zealand, you are invited to send a written application to SADA.

Applicants should provide basic data on their farming operation and include a one page statement (maximum) of the reasons they would like to undertake the Tour.

One of the conditions of the Tour is that participants write a report about the tour and are willing to

address SADA meetings.

Applications close on 19 March 1993. The winner will be notified personally and announced publicly in the April edition of the Journal.

Please bear in mind that the spouse accompanying the successful applicant will be required to pay their own expenses.

REAL VALUE FOR MONEY!!!

- ☆ HIGH NUTRITIONAL VALUE
(Only one with a growth enhancer)
- ☆ EARLIER WEANING
(Better rumen Development)
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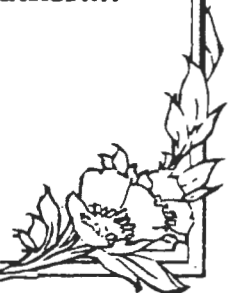
CONGRATULATIONS to Helen and Stephen Treloar (Meningie) on the birth of Casey on 8th February 1993. Casey weighed 9lb 2oz.

Mother and daughter are doing well. As for the father...? All at SADA wish the Treloar family well.

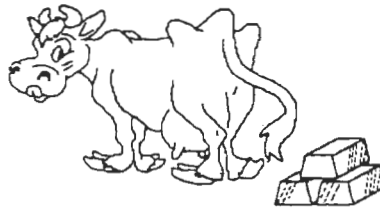
It's a Girl!

Children are living jewels dropped unsustained from heaven.

Robert Pollok (1798 - 1827)



PASSING BRICKS



An English company, Alstar Engineering, has attacked the growing problem of farm waste by inventing a product which will utilise effluent slurries from piggeries and poultry runs. They have devised a way of drying the mess and forming it into a brick shape which can be used in organic gardening or - wait for it - fire briquettes. The product

might be more manageable but it's unlikely if its downwind potential will be reduced. It may be better to put our genetic engineering experts onto the job and devise an animal with a square chute on the rear, which will provide a nifty value adding enterprise without the middle man.

*'Goyder's Line' Stock Journal 24
December 1992*

TRANSACTION LEVY REDUCTIONS



The Minister of Primary Industries and Energy, Simon Crean, has announced a further reduction in the cattle transaction levy, resulting in an extra \$10 million per year in producers' pockets.

Mr Crean said the levy would fall to \$4.00 for cattle and 86 cents for bobby calves, from 1 March this year. "The levy rate on cattle has fallen by a total of 36 percent since November 1991 - when I announced a drop in the levy from \$6.25 to \$5.00"

"I've pushed to get the levy

rates down as low as possible to help cash-strapped farmers and to ensure the cattle industry is not burdened with unnecessary costs.

"These reduced costs on the industry are particularly important now, at a time when the industry will be undertaking herd rebuilding in many parts of the country."

Mr Crean said the announcement was partly generated by decisions at the recent Australian Meat and Live-Stock Corporation (AMLC) and Meat Research Corporation (MRC) annual general meetings to reduce levy rates, as a result of

over-collections over the past year because of high cattle turnoff rates.

"Also, the Brucellosis and Tuberculosis Eradication Campaign (BTEC) has moved into its monitoring phase making it possible to reduce the levy to \$4.00," the Minister said.

REDUCED LEVY RATES

	Old Rate	Rate from 1.3.93
Cattle	\$5.00/hd	\$4.00/hd
Bobby		
Calves	\$1.01/hd	\$0.86/hd
Beef		
Prod'n	2.43c/kg	2.38c/kg

MILK PRODUCTION & SALES



NOVEMBER 1992

	1991/92	1992/93	% VARIANCE
MILK PRODUCTION (million litres)			
South Australia	40.5 (191.9)	45.2 (212.6)	11.7 10.8
New South Wales	76.8 (378.4)	90.0 (422.7)	17.3 11.7
Victoria	548.5 (1,950.8)	583.4 (2,141.2)	6.4 9.8
Queensland	50.7 (255.7)	59.4 (265.9)	17.1 15.7
Western Australia	25.6 (134.7)	26.5 (142.4)	3.4 5.7
Tasmania	52.1 (154.7)	55.3 (166.7)	6.1 7.7
Total	794.2 (3,066.2)	859.8 (3,381.5)	8.3 10.3

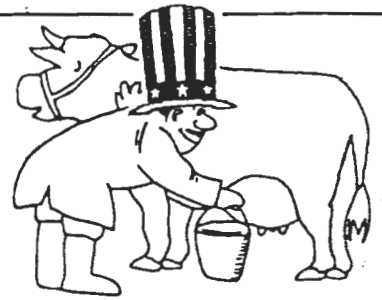
MARKET MILK SALES (million litres)

South Australia	13.3 (65.4)	13.5 (66.5)	1.6 1.7
New South Wales	48.4 (249.1)	48.8 (251.1)	0.8 0.8
Victoria	37.1 (188.9)	36.2 (187.5)	-2.7 -0.7
Queensland	27.8 (142.1)	28.0 (145.1)	0.7 2.1
Western Australia	14.1 (72.0)	14.5 (71.5)	2.7 -0.7
Tasmania	4.1 (20.9)	4.2 (21.2)	1.1 1.7
Total	145.0 (738.3)	145.2 (742.9)	0.2 0.6

(....) = YEAR-TO-DATE

SOURCE: ADC DAIRYSTATS

RAW MILK QUALITY: MILK QUALITY IMPROVEMENT IN THE UNITED STATES



David Barbano

Department of Food Science, Cornell University, USA

INTRODUCTION: HISTORICAL PERSPECTIVE

In 1938, milkborne outbreaks caused 25% of all disease outbreaks due to infected foods and contaminated water (US Pasteurized Milk Ordinance). With the development of new production, harvesting, and processing technologies and improved analytical testing methods, the safety information reveals that milk and fluid milk products continue to be associated with less than one per cent of reported outbreaks (US Pasteurized Milk Ordinance).

Many factors have caused milk quality to change in the United States. Some, if not all, of these factors are important in other countries. Some factors have improved milk quality, while others have not. However, total milk quality has improved. Some of the important factors that have caused changes in milk quality are: defined regulatory requirements for sanitation, machine milking, pipeline systems, better quality of hard metal surfaces, better cleaning and sanitation material, more rapid cooling of milk, longer times of holding raw milk, genetic selection, feeding management for higher milk production per cow, improved milk quality testing methods, better farm management to prevent mastitis, change in the average age of cows in the milking herd, and more timely reporting of milk quality test results to producers. However, a very important change in the

United States that has helped improve milk quality was the initiation of premium payments to producers with higher milk quality.

Most milk quality problems that originate at the farm cannot be erased by further processing. The fundamental cause of many of these quality problems will continue to act even after the milk has been processed and converted into a finished dairy product. Therefore, raw milk quality programs are the foundation upon which new, high quality long shelf-life dairy products will be developed, produced, and marketed.

UNITED STATES MILK QUALITY PROGRAM PRE-1975

Prior to 1975, there were few if any premium payment schemes that rewarded farmers for producing milk with low bacteria count, low somatic cell count, or other desirable milk quality characteristics. At best, the public health requirements of the United States Public Health Service/Food and Drug Administration were the quality program. The first version of the Grade "A" Pasteurized Milk Ordinance (PMO) defined the minimal milk quality requirements for fluid milk products. Grade "B" milk was used for cheese manufacturing. The purpose of the Pasteurized Milk Ordinance is to help provide for a ready availability and the safety of milk and milk products in the United States.

In 1965, the public health requirement

for milk temperature at the time of pick up was $<10^{\circ}\text{C}$. In 1978, the requirement was changed to $<7^{\circ}\text{C}$ in less than 2 hours for the first milking placed in a bulk tank with a peak temperature of $<10^{\circ}\text{C}$ on subsequent milkings. This requirement has not changed since 1978. In 1965, the bacteria count standards for raw milk by standard plate count were $<100,000$ per ml for producer milk samples and $<300,000$ per ml for commingled milks. This has remained unchanged.

In the area of antibiotic contamination of milk, there have been changes as the use of antibiotics has changed and as the analytical testing methods have changed. In 1965, the requirement was for $<.05$ IU/ml by the *Bacillus subtilis* disk assay. In 1978, the requirement was no zone with *Bacillus subtilis* disk assay. In 1985, the requirement was changed to no zone $>16\text{mm}$ with the *Bacillus stearothermophilus* disk assay. As the types of antibiotics change and the analytical methods change, there will continue to be changes in the requirements for demonstration that milk does not contain antibiotics.

Mastitis and the presence of abnormal milk in the milk supply was mentioned in the 1965 PMO. The recommendation was that the farmer should discard abnormal milk. However, there was no specific guidelines to define abnormal milk and very little use of analytical methods for determination of milk somatic cell count.

UNITED STATES MILK QUALITY PROGRAM POST - 1975

There have been two components of change that occurred after 1975 that have had an impact on milk quality. One has been small changes in the requirements for raw milk quality in the PMO and the other has been the development of milk quality premium payment schemes by private processors and co-operatives. As mentioned above, the requirements for absence of antibiotics in milk changed, based on changes in analytical testing methods for detection of antibiotics. In 1978, the PMO initiated a numerical limit for somatic cell count that requires raw producer milk to be <1,500,000 somatic cells/ml. In the 1985 revision of the PMO, the level for producer milk was reduced to <1,000,000 cells/mL. In 1993 the PMO will require a somatic cell count of <750,000 cells/mL for producer milk. The PMO provides a mechanism for exclusion of the worst quality milk and enforces requirements for production practices, equipment, and facilities at the farm to protect public health. The PMO was never intended as a milk quality program. This is particularly true today as the processing industry views raw milk as a raw material with quality specifications required for production of the best quality dairy products.

About 1975, the first processor and co-operative based premium payment programs for high quality milk began to appear in the United States. These programs have been the key to improvement in raw milk quality in the United States. Quality payments are made in addition to the regular payment that a farmer receives based on weight of milk and its fat content. Protein payment is

not part of the officially regulated payment scheme in most of the United States. In most areas, there are protein premium payments made to producers by cheese makers when the protein content of their milk is higher than the market average.

Milk quality payment programs usually have requirements for maximum standard plate count, added water, antibiotic, and somatic cell count. Individual processors may have different combinations of criteria based on their needs. Some may have criteria for sediment, acid degree value, PI counts, psychrotrophic

meet the bacteria, antibiotic, and added water criteria and have a somatic cell count <500,000 cells/ml to receive a milk quality incentive payment (Table 1). The differentiation in payment level is based on somatic cell count. Some programs, usually within co-operatives, have negatives for high somatic cell count as shown in Table 1. If the producer meets the quality payment criteria, then he is eligible to receive a protein bonus for protein content of milk that is above the market average.

RESULTS OF MILK QUALITY PROGRAMS

Like any competitive private program, processors are reluctant to provide financial reports of the results of their milk quality payment incentive programs to the public. However, several observations would indicate that the programs have been successful and that milk quality premium payments are of benefit to the processors.

Does a premium payment incentive have an impact on somatic cell count? Data presented by James Geyer of Wisconsin Dairies at the 1990 annual meeting of the National Mastitis Council provides an excellent example of how a program has been a success for a large co-operative (Geyer, 1990).

The change in somatic cell counts from 1978 to 1989 in this co-operative is shown in Figure 1. They have achieved about a 50% reduction in somatic cell count for the full co-operative and the percentage of patrons in the co-operative that have qualified for quality payments has increased from about 35% in 1978 to nearly 90% in 1989 (Figure 2). This is a clear demonstration that milk quality has improved. In addition, by reducing somatic cell count these producers will achieve higher milk productivity per cow.

TABLE 1
Example of a Payment Incentive Program

Producer must meet following criteria to qualify:	
Bacteria Count	<25,000/mL
Antibiotics	Negative
Added Water	<-0.535H
After qualification, payment based on somatic cell count:	
<100,000	+\$0.35/100 pounds of milk
100,000 - 200,000	+\$0.28/100 pounds of milk
200,000 - 300,000	+\$0.14/100 pounds of milk
400,000 - 500,000	+\$0.07/100 pounds of milk
500,000 - 600,000	+\$0.00/100 pounds of milk
600,000 - 700,000	-\$0.07/100 pounds of milk
700,000 - 800,000	-\$0.14/100 pounds of milk
900,000 - 1,000,000	-\$0.28/100 pounds of milk
>1,000,000	-\$0.35/100 pounds of milk
Base price @ 3.5% fat: \$12.00 - \$13.00/100 pounds	

bacteria counts, etc. Because the payments for protein in most areas of the United States are not regulated, many processors have made a linkage between the milk quality premium payments and the protein premium payments. For example, the producer must meet certain milk quality requirements before he can receive any payment for milk content that is above the market average. Thus, satisfaction of the milk quality requirements becomes even more important to the producer. An example of a simple milk quality payment incentive program is shown in Table 1. The producer must



Congratulations...

...to Bronte Wilson (Executive Committee member) and Cheryl Hemer, who were married on 6th February.

Best wishes from all at SADA.

MARRIAGE: a community consisting of a master, a mistress, and two slaves - making in all two.

Ambrose Bierce (1842-1914?)



Financial incentive programs alone did not produce these results. Once financial incentive programs were offered there was much greater interest on the part of producers to learn how to improve milk quality and more importantly how to "pass" the milk quality tests so that they could obtain more money for their milk. The co-operative extension staff at universities and field staff of co-operatives and private handlers have worked together to develop and distribute education material and present educational programs to help producers improve milk quality. Support of the development and delivery of these education programs by processors is very important. Many processors have newsletters and have published tips on how to improve milk quality and get paid more

money for milk. These programs have been very well received.

CONCLUSION

Has the program at Wisconsin Dairies or have other milk quality programs been a financial success? This is hard to say. However, often actions are a better indication of success than data. The number of milk quality premium payment programs has increased steadily from 1975 to date. In addition, with time the programs have increased the amount of money paid for quality. Management of co-operatives and private handlers have indicated that they have seen improvements in the quality of their dairy products and improvements in cheese yield as a result of the milk

quality incentive programs that they have initiated. These trends and comments would support the concept that the milk quality premium payment programs have been a success in the United States.

References

- Geyer, J.E. (1990), Premiums make a difference. *Proc. XXXIXth Annu. Meeting Nat. Mastitis Council*, pp. 14-22. National Mastitis Council, Inc., Arlington, Virginia, USA.
- US Pasteurized Milk Ordinance, Grade A. Department of Health and Human Services, Food and Drug Administration, Washington D.C., USA.

Fig. 1

Somatic cell counts in milk collected by a Wisconsin Dairies Co-operative between 1978 and 1989

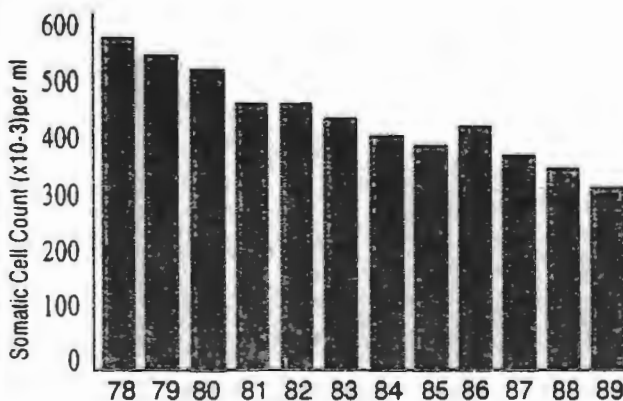
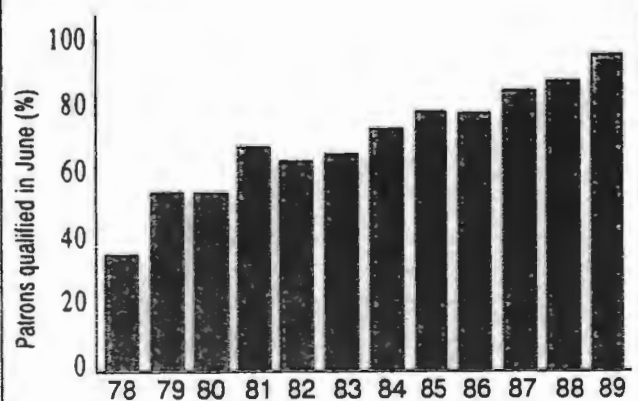


Fig. 2

Patrons in the Wisconsin Dairies Co-operative that have qualified for quality incentive payments between 1978 and 1989



AUSTRALIAN DAIRY CORPORATION



REVISED PRODUCTION ESTIMATES 1992/93

Following on from 1991/92's higher than anticipated production (which totalled 6,732 million litres) 1992/93 national milk production is expected to be around 7000 million litres. Should this

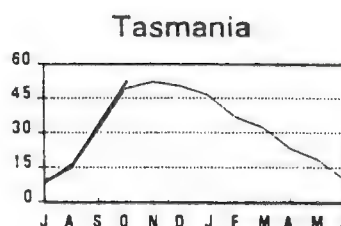
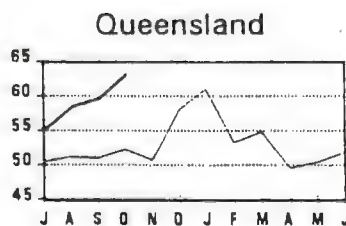
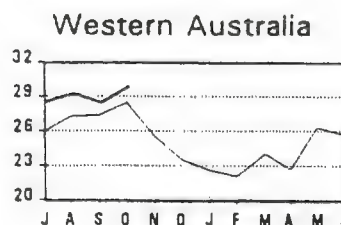
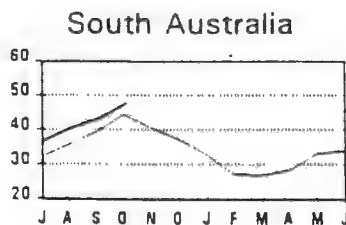
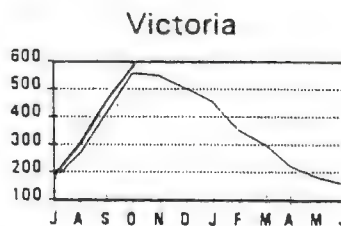
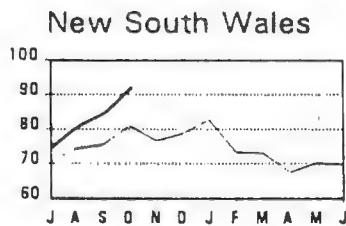
increase eventuate, it would be the highest milk production since 1972.

Although excellent seasonal conditions account for most of the increased milk production, other factors include increased use of sup-

plementary feed (especially grain/grain-based mixes) and a levelling in dairy cow numbers. After a period of gradual decline, the national herd appears to be stabilising at round 1.63-1.64 million.

Milk Intake by State (million lts)

SOURCE: ADC & AUST BUREAU OF STATISTICS



— 1991/92
— 1992/93

OVERALL EXPORT MARKET PROSPECTS

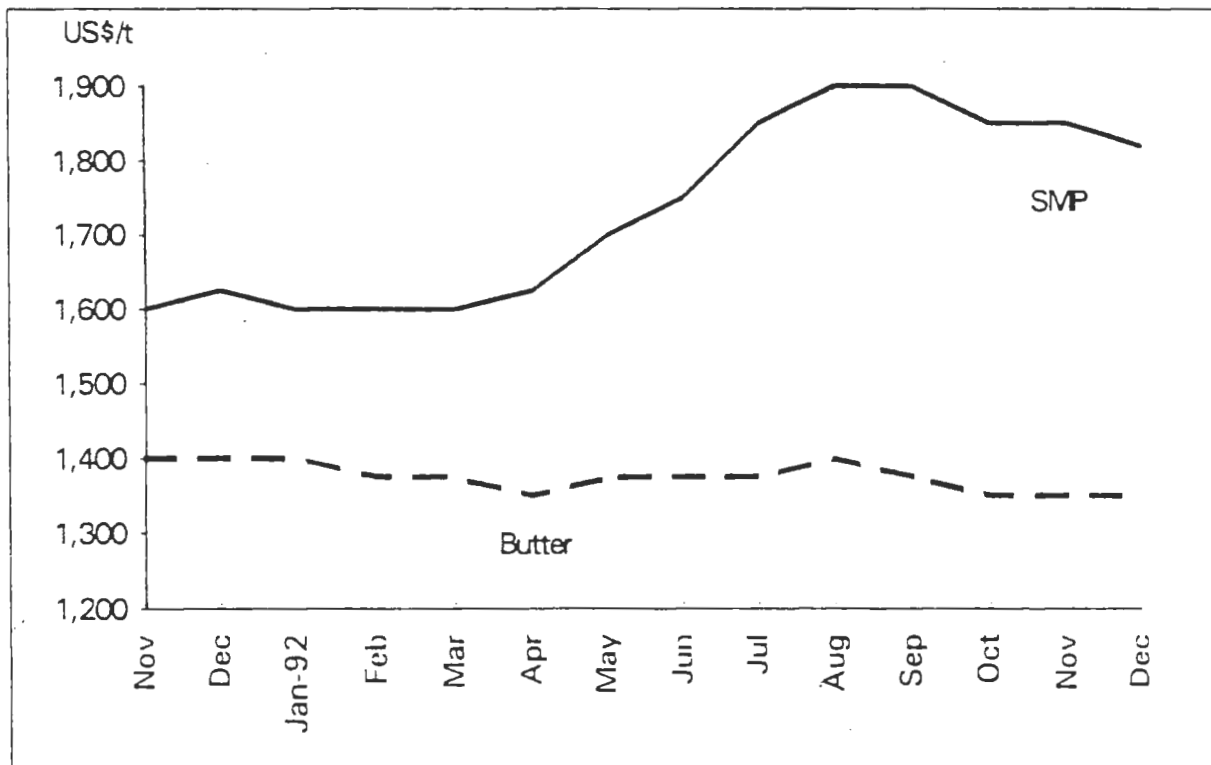
There are a number of counteracting influences at work in world dairy markets at present which are clouding the emergence of clear price trends in coming months. On the positive side for Australian exporters:

- demand in major Asian markets remains relatively firm. These economies are also experiencing stronger rates of growth than most developed economies
- EC government stocks are at manageable levels, and several forecasters expect them to fall further in 1993.
- the prospects for a further cut in EC milk quotas appear brighter than six months ago.
- international demand for cheese remains firm, and
- there will be a positive flow-on to export prices from the expiry of current EC refund prefixations in the first half of 1993.

However, in virtually every product market there are some counterbalancing factors which suggest markets and prices are delicately balanced.

Separate to the dairy fundamentals, currency fluctuations are likely to play an important role in price outcomes in 1993.

Indicative Export Prices Movements - Butter & SMP



SOURCE: ADC



REPORT

New Dairy Foods Meet Consumer Demands

Today's food marketers know that consumers of the 90's are more health conscious than ever.

Food purchasing habits are changing constantly as new information on food, medical, nutritional and environmental issues is perceived as important. Also, convenience is paramount in households across the nation, urban and rural alike. Successful food marketers, notably those in the dairy industry, are meeting consumer demands for appealing, nutritious foods by identifying niches and creating new products to satisfy a variety of changing tastes and lifestyles.

Several dairy manufacturers are now producing products for special groups, such as lactose intolerant folks who cannot easily digest milk sugar. This problem occurs when the small intestine is deficient in the enzyme, lactase.

More than 50 million Ameri-

cans, one in five, suffer from lactose intolerance. The condition may develop as children grow older and is especially prevalent in Hispanic, African American and Native American populations. Previously, lactose-intolerant people had to use lactase additives, drink special nondairy milks or avoid dairy products.

Two Lactose-reduced Milks...

Farmland Dairies, Wallington, N.J. developed two lactose-reduced milks, easylac lowfat (1 percent milkfat) and easylac nonfat milk. Both contain 80 percent less lactose than their regular, lowfat and nonfat counterparts.

In their "Easy 2%," Dean Foods, Franklin park, Ill., adds a lactase enzyme that breaks down 70 percent of the lactose into simple sugars for easier digestion.

Both brands taste slightly sweeter than regular milk but have no extra calories.

Mayfield Farms, a Dean Foods division in Athens, Tenn., has introduced "Nu Trish Ra/B", a whole milk fortified with acidophilus and bifidus, bacteria that aid in digestion. Older people, in particular, have little of these bacteria in their systems. Nu Trish R a/B is suitable for people of all ages, including children.

"Finding the underserved markets is important in milk processing," says Marc Goldman, president of Farmland Dairies and third-generation owner of the 77 year old family business.

In as much as ethnic groups are showing an increasing demand of specialty dairy products, Farmland created a kosher milk called "Goldman's Select." Processing conforms to strict dietary guidelines maintained by conservative orthodox and Hasidic Jews.

Goldman also found a special niche in the booming multibillion-dollar weight loss food product market. Farmland now produces refrigerated, ready-to-drink, skim-milk-based Ultra Slim Fast for Slim Fast Foods Company.

The drinks are conveniently packaged in one and two-serving (12 ounces per serving) cartons. Flavours are chocolate royale, french vanilla and strawberry supreme.

Previously, users of Ultra Slim Fast drinks had to mix powder with milk or water, or use the company's canned skim milk powder-based drink which doesn't require refrigeration until just before use. (The powder and canned products are still on the market.)

Additionally, until 1990, dieters could only dream of skim milk that actually looked and tasted like whole milk. Farmland also came out with Skim Plus, a fat-free, cholesterol-free, real milk. It contains only 100 calories per

8-ounce serving. With the addition of nonfat milk solids, it boasts 24 percent more protein and 12 percent more calcium than whole milk.

Dean Foods competes in the market place with "Extra Lean" non-fat milk.

Country Lake Foods, a division of Land O'Lakes, Minneapolis, introduced low-cal, hi-protein "Tasty, Light and Creamy" (TLC). The TLC line comes in 1 percent, nonfat and 1 percent chocolate milk (with no sugar).

Dairy products have made their way to the refrigerated juice section of the supermarket. Marigold Foods, Minneapolis, just came out with a unique, new drinkable yogurt and juice blend called "YO-J" with the Kemps label.

The innovation captured honors as the 1992 New Beverage of the Year in the Gorman New Product Watch. Flavours include apple, orange, peach and strawberry, the former two being the most popular juices and the latter two the most popular yogurts.

Linda L. Leake

Dairy Farmers Need Relief Milkers

Want an interesting job with variety and some travel? Like to work with people and cows? Want to provide a real service to the dairy industry, especially dairy

The Cows Talked This Summer

"If cows could talk," wrote W. D. Hoard, "they'd call for an improved breed of dairymen." Well, the cows did talk this summer. In a subtle way, they asked for better dairymen or, at least, dairymen who listen closely to what they have to say.

Cows averaged 65 pounds more milk in July in USDA's 21 reported states than they did a year ago. That's more than a 2-pound-a-day improvement ... and unheard of 5.2 percent jump from last year.

What was going on? First, cows suffered much less heat stress than normal because of the unseasonably cool weather across much of the country. Wisconsin had only a couple of days of 90° weather this summer. A Des Moines, Ia., radio station reported 35 days with a low of 50° or less this summer,

farm families? How about relief milking?

The dairy business is in great need of some conscientious people to take over for dairy farm families. Unrelenting milking and feeding schedules make dairying hard on people physically, mentally and emotionally.

Every relief milking service we've heard of is swamped with work. One Wisconsin service has five employees and isn't taking on new customers. In the middle Atlantic area, the need is so great that Dieter Krieg, publisher of Farmshine newspaper, lists relief mil-

compared to only three or four such days normally.

The first cutting of hay also was a factor. While the yields were not great, most people got their first crop in on time and without rain. The result was that excellent hay and hay silage were fed starting in early June.

It is impossible to know how much the cool weather contributed to higher production and how much we owe to better forage. But, it is certain that the cows talked to us this summer ... just as surely as if they had left a note in the milk room.

Their simple, but vivid message was that cows respond to good conditions and good feed. We can't order cooler, summer weather, but we can make the cows as comfortable as possible. We won't always have such agreeable haying weather as we had in June, but we can hustle to get hay up on time, test it and feed accordingly.

The things that boosted milk this summer were not just "acts of nature." They were signs that the cows do talk to us, and we should listen ... and hear.

"Hoards Dairyman"
11.10.92

kers in some issues as a service to his dairy-farmer readers.

Most people can get someone to take over when they have to be gone for a day or two. But, many would rather pay someone, rather than have to impose on a friend or relative for a helping hand.

This dairy business, this demanding business, needs relief. And we believe that this represents great opportunity for the right people.

"Hoards Dairyman"
25.10.92



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★ "Bless you."

A city bloke went to visit his mate who had a dairy farm.

When he arrived there was no-one at the house, so off he went to find his friend.

As he neared the dairy he saw his friend with a bunch of cows. The city bloke couldn't believe his eyes as he watched the farmer walk behind a cow, lift its tail and kiss it on the bum.

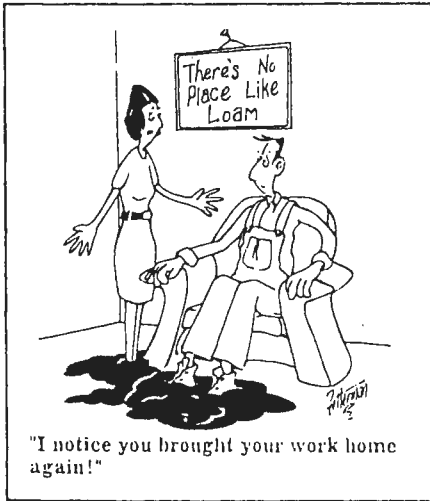


"Bloody Hell" says the bloke. "What you do that for?"

"Chapped lips," says the farmer.

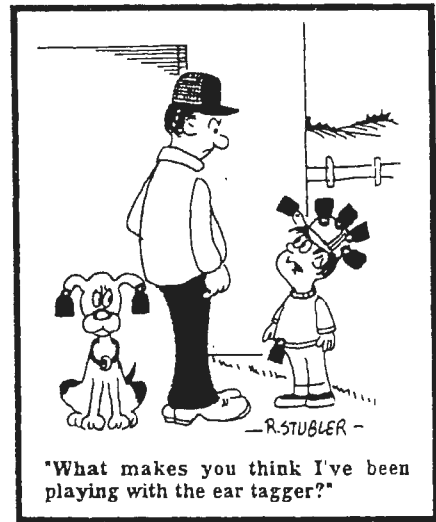
"Chapped lips?" says the city bloke. "And kissing a cow's bum is some old bush remedy, eh? That'll cure em, will it?"

"Nope," said the farmer, "but it stops me lickin' em."



"I notice you brought your work home again!"

Why not send in your favourite joke?



"What makes you think I've been playing with the ear tagger?"

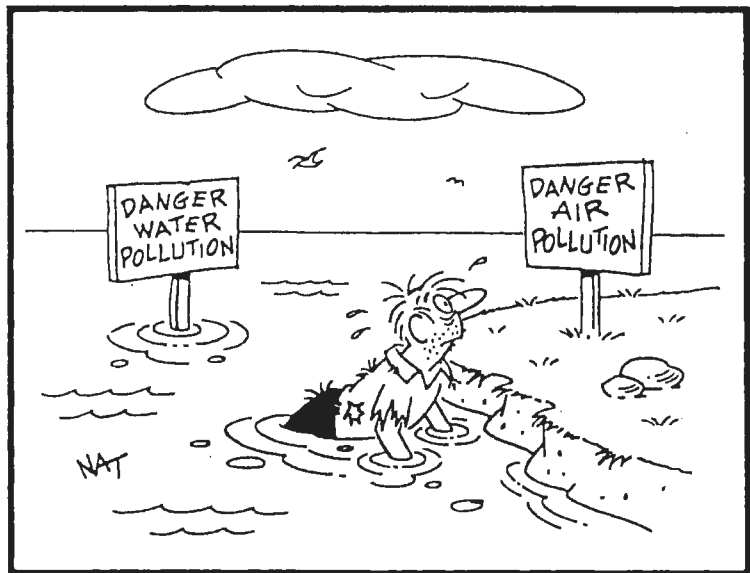
A fencing contractor was quoting on a job for a local dairy farmer.

"How much fence do you reckon you can put up in a day?" asked the farmer.

"Oh 'bout a mile" said the contractor.

"Not good enough," said the farmer. "Last feller I had put up so much fence in one day it took him two days to walk back."

DIETS are for people who are thick and tired of it!



INFERTILITY IN REPEAT BREEDER COWS



Thank you...

to all farmers who have submitted material for this project.

The laboratory investigations are currently under way. These are being done in batches so results will probably not be available until later this year.

No more reproductive tracts are being collected. However, it may still be possible to include a few more if you let me know as soon as possible by phone.

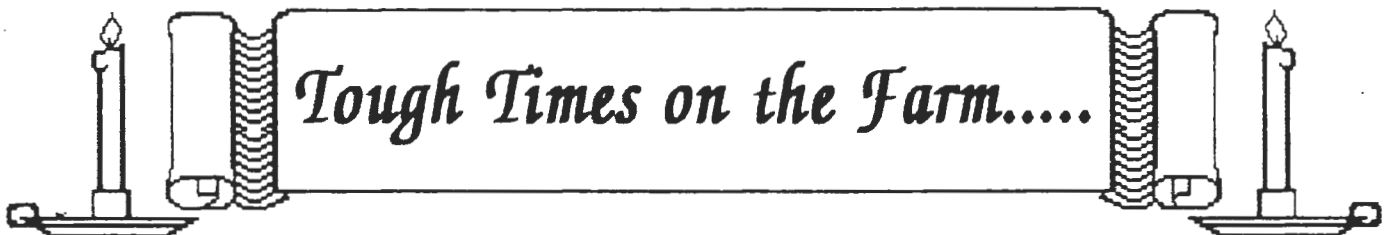
*Douglas Wilson
(08) 398 2855*



WANTED TO BUY



Very Old Paintings by Margret Preston M..P., Will Ashton, Albert Namatijira, H. Septimus Power, Jeff Smart, Horace Trenerry and other nice old paintings. Any considered. Ph: (08) 271 6842



Tough Times on the Farm....

The rural recession really started long ago. The rural recession has been explained in simple terms by an old time farmer:

"It all started back in '66 when they changed from pounds to dollars -that doubled me bloody overdraft."

"Then they bought in kilograms instead of pounds - me bloody wool clip dropped by half."

"After that, they changed rain to millimetres and we haven't had an inch of rain since."

"If it wasn't enough they bought in

Celsius, and we never got over 40°, no wonder me bloody wheat wouldn't grow."

"Then they changed acres to hectares, and I ended up with only half the land I had."

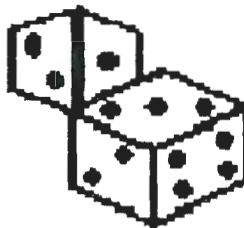
"By this time I'd had enough and decided to sell out. I put the property in the agent's hands and they changed miles to kilometres."

"Now I'm too far out of town for anyone to buy the place."



THE GAME OF FARMING

A new board game scores points for Agriculture



Four farm women in Ontario, Canada, are telling agriculture's story through the back door, so to speak. They created a board game called AGRIVENTURE. People play it just for fun, but by the time they've finished they may have a better idea of what makes farmers tick.

The women are also slipping an agricultural message into elementary schools via an educational-resource package. Its name, F.A.R.M.-K.I.T., stands for "Fascinating Agricultural Resources and Machinery - Kids in Touch." Since the women introduced it in 1989, it has been purchased by school boards across Canada and the US.

"We don't aim to teach people how to farmers," says Verna Loewith, one of the partners in the project. "Rather, our purpose is to use agriculture to teach skills, or, to simply have fun. If in the process, users develop an understanding of farming practices and a respect for the farming business, the we've really accomplished what we've set out to do."

Loewith and her business partners, Doris Popper, Jinnie Wilson, and Eleanor Wood, were especially aware of the need for farmers to develop a better rapport with their urban neighbours. They live in the Hamilton-Wentworth area of south-western Ontario. It's part of

Ontario's "Goldern Triangle", where urban development surrounds prime agricultural land.

The "board" for the AGRIVENTURE game is a picture of a tractor, silk-screened onto a piece of cotton twill. Players move along 100 colour-coded squares, 25 for each season.

Players choose cards from one of four piles, one for each season, and move forward by carrying out the activity or answering the question presented.

Players may be asked to name three vegetables that start with a "c". Or they may be told they didn't pay their bills and have to go back so many spaces.

Some cards pose dilemmas for the players. "It is time to bale hay," says one card, "but your neighbour has asked you to go the baseball game." Each player then decides what he or she will do and rolls the dice.

"Everyone must make his or her own decisions," Loewith says. "The game makes no judgments".

However, the game's "Agri-vation" cards throw a wrench into a player's progress. The ultimate "Agri-vation card is the bankrupt card. The player who turns up this card loses all of his or her points, but, as in real life, must still finish the game.

The game stimulates discussion and gets the message of agriculture across, say the farm women.

In schools. Meanwhile, the women's F.A.R.M.-K.I.T. is exposing elementary school children to agriculture while teaching educational skills.

F.A.R.M.-K.I.T. is a collection of 13 model farm implements, along with activity cards, a picture dictionary, machinery booklet, and a teacher's manual.

One-sixteenth-scale models were chosen because they had moving parts and were large enough to manipulate. They include implements for tilling, planting, and harvesting.

The children learn how to classify in one exercise. The activity card reads: "Line up the equipment. Sort the machines into small, medium and large."

Then there's experimentation: "Does a gravity wagon full of popped corn weigh the same as a gravity wagon full of unpopped corn?"

In another exercise, the children learn language skills by pretending they are one of their favourite machines and making up a story about it.

The women say they're pleased for any part their efforts are playing in helping children to learn. But they take special pride in knowing that they're getting agriculture out in front of people.

"Every once in awhile, someone comes up to use and says: "Thank you for what you're doing for agriculture," Loewith says. "That's what keeps us going."

*Jane Flath
"Furrow" No. 3 1992*

For more information contact:
Verna Loewith,
R.R.2, Lynden,
Ontario L0R 1T0



LIFE IN THE WOMB COULD AFFECT A RAM'S SEX DRIVE

Why are some rams better studs than others?

It sounds a bit Freudian, but a ram's experience in the womb might have something to do with how he lusts after ewes. The more company a ram has in the womb, the stronger his sex drive, according to findings by Jim Fitzgerald, a US Department of Agriculture animal scientist at Dubois, Idaho. He reports that rams with two siblings generally have much higher interest in sex than rams born alone or with only one sibling. Position in the womb might also have an effect. Fitzgerald's research shows that rams born between two sisters have the highest serving capacity.

CAN FARMERS PRODUCE ENOUGH?

Farmers are painfully aware of their ability to produce price depressing surpluses of many crops. Yet, long-range population projections leave some wondering

if farmers will be able to produce enough.

According to some estimates world food demand will rise 18 percent during the '90s as a result of population growth.

Some say the actual demand could be even higher. As developing nations gain affluence, diet improvements could boost food demand by 20 to 30 percent, according to the Hudson Institute of Indianapolis, Indiana, USA.

LUCERNE CONTRIBUTES TO ITS OWN DECLINE

When stands of lucerne start declining after four or five years, it might be because of medicarpin, a substance found in lucerne's own roots.

Medicarpin helps lucerne defend itself against insects, fungi, and competition from weeds and other plants, say scientists with the US Department of Agriculture. But as the toxin slowly builds up in the soil, it begins to take its toll on lucerne as well.

When scientists dipped lucerne seedlings in a medicarpin solution, plant growth slowed 40 percent for 72 hours. In soils free of medicarpin, 16 percent more lucerne seedlings

emerged than emerged from soils containing the compound.

Scientists now are trying to see if the amount of medicarpin production varies among lucerne varieties.

SALTBUSH AND BARLEY TEAM UP TO RESTORE POOR LAND

Regardless of the consequences, farmers in parts of the Middle East still try to run sheep and raise barley on steppe lands devastated by years of misuse.

Scientists with the International Center for Agricultural Research in the Dry Areas, headquartered in Aleppo, Syria, are looking at a way to save these lands while taking farmers' needs into account. Their research involves sowing barley between rows of atriplex and salsola saltbushes. The saltbush hedges protect the soil as well as provide feed for sheep.

LUCERNE AS SILAGE NETS MORE FODDER THAN AS HAY

A group of farmers in Kern County, California, USA, got more tonnes of lucerne per ha when they put it up as silage rather than baling it as hay. Over a season, seven cuttings of lucerne for silage yielded 12 percent more dry matter than seven cuttings taken for hay. Most of the yield increase from silage making was a result of reduced leaf shattering. Because the leaves contain more protein and energy than stems, the silage also had more feeding value.

“NO BAD FOODS - ONLY BAD DIETS”

Draft Code of Practice for Processed Food Packaging Completed

The Grocery Manufacturers of Australia has completed its draft code of practice governing the provision of consumer information on processed food packaging.

The code aims to encourage the proper use of foods through accurate and uniform communication between the manufacturer and the consumer.

Ern Pope, Nestle Australia managing director, gave details of the new code in an address to the Australian Food Foundation's annual conference in Sydney.

He said that, by far, the biggest section of the code dealt with health and nutrition messages and claims.

It dealt with issues such as nutritional labelling; use of the terms "fresh" and "natural"; nutritional claims; health messages; therapeutic claims; negative claims; education; and advertising and promotion.

The code also establishes a management committee and a complaints handling procedure.

"There is currently a deficiency in well considered regulations relating to the provision of product information," Mr Pope said.

"Legislation has a definite role in



setting safety standards, but is not the complete answer to the complex issue of consumer information."

Mr Pope said the Trade Practices Commission (TPC) had stressed that industry should not wait for governments to impose laws and standards governing information.

He called for caution in the use of non-industry nutritional endorsements, which could confuse consumers.

"This type of approach has the ability to create two classes for exactly the same food - those with endorsement and those without," he said.

"As the TPC has suggested, we should seek ways of making responsible advertising and labelling contribute to our products' competitiveness.

"It is imperative that the food manufacturing industry take the lead in this whole matter and implement properly constituted and agreed self-regulation."

Mr Pope said existing labelling and nutritional conventions were generating misleading information for consumers.

"The current ... attempt to evaluate every food product on the basis of what is loosely called 'nutrition' has produced a consumer mindset that

evaluates food as 'good' or 'bad' and 'healthy' and 'unhealthy,'" he said.

"While Nestle Australia supports nutrition education and the general increase in community knowledge, we believe this product-by-product approach to be misleading.

"There are no bad foods, only bad diets. We believe that an important part of nutrition education is that people understand it is the total daily or weekly balance of food intake that results in a healthy diet."

"Each food should not be evaluated on the basis of all dietary aspects simply to classify it as 'good' or 'bad'. Rather, each food should be looked at in the context of a person's total diet.

"Advertising, labels and promotional material have a significant role to play in educating consumers in this holistic approach.

"We hope that more emphasis will be given to health promotion programs that assist consumers in making reasonable assessments of total dietary intakes."

Mr Pope said consumer pressure had led to the growing use of negative claims, such as "no preservatives", "no added MSG" and "no cholesterol".

"Made in the right context, such claims can be informative to the consumer," he said. "However, negative claims often encourage incorrect and negative views about additives and processed foods.

"As food manufacturers, we have a responsibility to ensure that our promotional material does not include statements or implications that foster irrational 'anti-technology' attitudes or leave the consumer with the belief that regulatory authorities allow unsafe additives to be used."

"Foodweek" 17.11.92

WHAT CLAIMS DO LABELS MAKE?

Seeing a "cholesterol-free" sticker on a banana or an avocado makes me laugh. If it doesn't tickle your funny bone, it's probably because you don't know it's impossible for a fruit or vegetable to contain cholesterol. And do you know cholesterol-free foods are often high in fat? A recent study found that 70% of consumers mistakenly believe foods with a "no cholesterol" claim, in general, contain less fat.

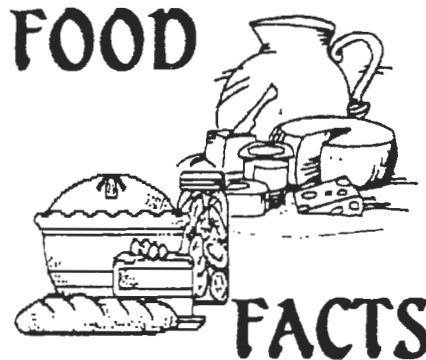
Eat half a small avocado, for instance, and you're ingesting 3 1/2 teaspoons of fat. However, most of it is the currently favoured monounsaturated type. Sure, frozen french fries are cholesterol-free, but just twenty contain the equivalent of 2 teaspoons of oil. Potato chips are another example of cholesterol-free food. Yet everyone knows they're deep-fried. Most vegetable oils on the market today wear labels touting their cholesterol-free status. Still oils are 100% fat!

Most people think the word "light" - sometimes spelled "lite" - on a label means the food has fewer calories or less fat. It could mean that. But it could also mean that the food is reduced in sugar or salt, or it has a lighter texture, colour or taste. There's only one way to know why a food is labelled "light". Put on your glasses and read past the eye-catching claims in big letters. Read the small type on the label for an "en-light-ening" lesson.

LET'S CHEW THE FAT!

Do you remember, some years ago, being told it was healthy to increase your consumption of polyunsaturated fat? Well, we health professionals now know that was not very sound advice.

Today some advocate monounsaturated fats as the healthiest.



Saturates versus monounsaturates versus polyunsaturates. Animal fat versus vegetable fat.

The problem is that we don't have the whole picture. We do know fat is an essential nutrient, and the more scientists study it the more they realize its complexity. The situation is even further complicated by the fact that a given food can contain several types of fat and that different people react differently to the same fat.

Fortunately, we have come to a point where we can identify a major accessory: excess. When fat is eaten in moderation, regardless of its origin, it isn't a danger to your health.

TEENAGERS' NUTRITION

Anyone who knows teenagers knows they have a special relationship with the fridge. At any time of the day or night, you're likely to find the family adolescent standing in front of the open fridge asking, "What's there to eat?" No, their behavior is not motivated by a need to drive their parents crazy. Actually it's a response to a growth spurt that is nearly as intense as when they were first born.

During adolescence, 45% of your skeletal mass forms. To feed this growth alone, your body needs great quantities of calcium, vitamin D, phosphorous and iron. Paradoxically, teenagers are big consumers of snack foods, fast foods and soft drinks. Foods that, for the most part, are rich in sugar and fat, and poor in nutrients.

A poll on American adolescents' eating habits found that two of every ten boys, and four of every ten girls questioned had not drunk any milk on the day of the survey, even though most of the girls were found to be very weight conscience.

Tell the kids a glass of low-fat approx. 2% fat) milk (128 calories) or a glass of fruit juice (123 calories) has fewer calories than a can of cola (151 calories). Plus with its 15 essential nutrients, calorie for calorie, milk is the most nutritious choice. As for diet colas, well, their nutritive value equals their calories. Good luck! I know what it's like to reason with a teenager!

Sheila Murphy, Dietitian



THE BRITISH DAIRY INDUSTRY

By...
Ralph Whitlock
Writer and Broadcaster on Agriculture

The numbers of dairy cows are steadily declining in the United Kingdom. They fell from 3 138 000 in 1986 to 2 765 000 in 1991; and the trend continues. This, however, is not entirely disastrous. It is the smaller units, occupying a minor role on smallish mixed farms, which have succumbed.

The average dairy herd size is now 63 cows, compared to 37 only a few years ago, which implies that the typical dairy enterprise is a specialist enterprise. Farms with a limited acreage at their disposal tend to concentrate exclusively on dairying; larger farms run

their dairy units as a self-contained enterprise, entirely divorced from any arable farming or other livestock business.

Britain has to live with a limited grazing season. An old rule-of-thumb is that farmers have to produce, in six months of the year, enough food to keep their livestock in the other six months. The natural consequence is a glut of milk in spring, when the grass is growing.

To counter this state of affairs the milk pricing structure is so arranged that the

highest prices are paid for milk produced in August. Milk prices are about 25% higher between July and October; and it is, therefore, not surprising to find producers shifting their calving patterns.

The most popular breeds of dairy cattle are Friesian (Holstein), Ayrshire, Guernsey and Jersey. One of the most notable trends of the past few years has been the increasing influence of Holstein blood, from Canada and the US, on British black-and-white cattle. This has given rise to doubts about the potential dangers of inbreeding from the progeny of a few well-used sires now in wide circulation.

In pasture management there are few new developments, except an increase in the "buffer feeding" of silage, hay or straw, to part or all of the cows in a herd when grass is not plentiful or has become too wet to be digestible. General levels of nitrogen are being reduced, due mainly to costs.

Three quarters of Britain's 6 879 600 hectares of grassland is deficient in sodium, and redressing the balance would have dramatic effects on both cow and grass. In three years of trials it was consistently found that feeding of supplementary sodium increased grass growth and digestibility; cows found the sodium-enriched grass more palatable; they grazed longer and produced more milk and more weight gain. Highly productive grasses, such as rye-grass and cocksfoot, as well as white clover, thrive on sodium and have a high content in their leaves.

■ Special thanks to the
British Consulate-General,
Sydney.

FROM THE DAIRY



TO THE TABLE

PIZZA TOPPED OMELETTE

Serves 4-6 Preparation: 15 mins.

8 eggs

pepper

6 tbsp BUTTER

3 spring onions, finely chopped

1/2 clove garlic, finely chopped

4 tomatoes, sliced

1 1/2 cups grated Cheddar CHEESE

anchovies or 8 ham or salami strips

black olives, stoned and halved

Beat eggs, add pepper. Heat butter and add onions and garlic. Add eggs and cook gently until underside is just set. Remove from heat, arrange tomatoes on top, sprinkle with the cheese. Place under a hot grill until cheese is bubbling and golden.

Arrange anchovies or ham strips in a lattice design. Arrange olives on top. Serve cut into wedges, accompanied by salads and bread.

Cheese is one of our oldest "instant foods" requiring little or no preparation.. It is concentrated food value too, a 3 cm cube (35g) of cheese is equivalent to 1 cup (250ml) milk.

INSTANT CHICKEN MORNAV

Serves 6

Preparation: 20 mins Cooking: 25 mins

2 tbsp BUTTER

3 tbsp flour

salt and pepper

1 cup full cream MILK

1/2 cup chicken stock

1 barbequed chicken, meat cubed

2 hard boiled eggs, chopped

1 tbsp chopped parsley

2 spring onions, chopped

4 tbsp CREAM

TOPPING:

1 cup breadcrumbs

60g BUTTER

1 cup grated CHEESE

Melt butter, add flour and cook 2 minutes, stirring constantly. Add seasoning, milk and stock gradually and stir until sauce thickens. Mix chicken, sauce and all other ingredients except topping and spoon into casserole. Fry crumbs in melted butter and spread on chicken. Sprinkle with cheese. Cook on high shelf in a preheated oven for 20-25 minutes. May be made up in advance and reheated.

CHEESE AND BEEF BALLS

Serves 4

Preparation: 25 mins Cooking: 20 mins

250g lean minced topside

250g finely grated Cheddar CHEESE

1 cup fresh wholemeal breadcrumbs

1 egg, beaten

1/2 tsp. dried mixed herbs

1 tbsp finely chopped parsley

2 cups beef stock

2 onions, finely sliced

1 carrot, thinly sliced

2 tomatoes, chopped

little pepper

Mix topside, cheese, breadcrumbs, egg, herbs and parsley. Form into 12 balls. Place remaining ingredients into a saucepan and bring to a simmer. Cook gently for 10 minutes. Add the meatballs and simmer for 20 minutes.

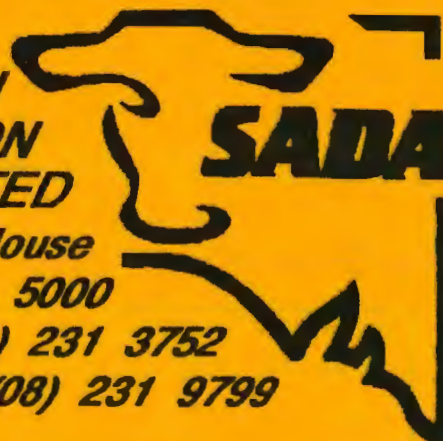


**SOUTH AUSTRALIAN
DAIRYFARMERS' ASSOCIATION
INCORPORATED**

**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
Fax (085) 685 494

Executive Officer

Adrian Scott
Telephone (08) 231 3752
Fax (08) 231 9799

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(with conveniences!!)



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

THE OFFICIAL PUBLICATION OF THE SOUTH AUSTRALIAN DAIRY FARMERS' ASSOCIATION INC.

Published By:

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Editor

Adrian Scott
Telephone: (08) 231 3752
Fax: (08) 231 9799

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Dairying - efficient, clever, innovative and sustainable



THE SOUTH AUSTRALIAN DAIRY FARMERS

JOURNAL

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APRIL 1993

CONFERENCE '93: THE BIG ONE

1992 was a year of conflict in the dairy industry. 1993 will be a year of teamwork. We will see dairyfarmers united across this State working constructively with Farmers Union, Dairy Vale and Kraft to build our industry.

In keeping with this spirit, SADA has decided to join forces with the Dairy Industry Association of Australia (DIAA) to hold this year's Conference. The DIAA's members are predominantly employed by the dairy factories.

The Conference will be held on the 8th and 9th June at the Hilton Hotel, in Adelaide. A registration form is included in this Journal issue.

While the move to a joint Conference strengthens our industry links, it also makes good sense financially. This year, we will be able to attract world-class speakers because of our joint "buying power".

All sectors of industry have to be prepared for deregulation. Both dairy farmers and dairy companies will be looking for continued security to develop their businesses with confidence. We need to look at the international experience to help us.

Local, National & International Speakers

We are inviting speakers from:

Wisconsin Dairies, USA

to talk about:

dairying in the "States", the role

of co-operatives and supply management.

current on-farm issues in the USA and help available to farmers (eg from their processors, extension staff, etc).

Milk Marketing Board, UK

in England and Wales, the dairy industry has been revolutionised with the formation of a new milk producers' association for dairy farmers after years of strong regulation.

We have asked Minister Terry Groom to open the Conference and invited speakers include Josh Owens on quality control and motivation, and Dr. Don McMahon, the current USA Dairy Fellow, to name just a few. The President of the Australian Dairy Farmers Federation, Mr. Pat Rowley, will also address the Conference. Effluent management and the future of dairying in the Mount Lofty Ranges are also on our list.

In total we have 11 quality speakers over the two days.

And of course, we have a fabulous Conference Dinner lined up, which will include entertainment and dancing.

The theme of the Conference is "Making Your Association More Effective".

Now for the real reason I want you all, as dairyfarmers, to come along. Let's show the "city-slickers" just what a fantastic industry we have. Let's lift our image in the "big smoke".

So circle the 8th and 9th of June on your calendar and prepare for two days of top class speakers, a night to remember and a chance to catch up with good friends.

Send in your registration form to Jenny and claim the "earlybird" discount, or ring Jenny for more information. We need you there!



Adrian Scott
25 March 1993



IN THIS ISSUE

- CONFERENCE INFORMATION
- SPECIAL COMPUTER OFFER
- FARMING & THE ENVIRONMENT
- HIGHEST PRODUCTION

Dairy Industry
Association of
Australia 

and the

South Australian
Dairyfarmers'
Association Inc.



present their combined

1993 ANNUAL CONFERENCE

"MAKING YOUR ASSOCIATION MORE EFFECTIVE"

8th & 9th June 1993

Day 1 from 10.00 am - - - Day 2 from 9.30 am

and the

ANNUAL DINNER

8th June 1993

at the

A D E L A I D E

H I L T O N

Victoria Square, Adelaide - Phone: (08) 217 0711

REGISTRATION - \$20



If you register before 3rd May 1993 the conference will only cost you \$15.00.

ACCOMMODATION

The Hilton are offering a special Conference Rate of \$100 per night for single, twin or double accommodation. Please arrange this with the Hilton.

PARKING

Hilton Hotel Valet Parking - \$10 per day - closes midnight

CRECHE

\$8.00 per hour - 5 children maximum - bookings essential

DINNER DANCE 7.30 pm

\$30 per head includes 4-course meal, beer, bottled wine & soft drinks.

Pre-dinner drinks from 7.00pm

4-piece band

Live entertainment!



PROSPECTS FOR THE INDUSTRY IN 1993/1994

.....Continued

this year is 22%. It is clear the maximum support rates contained within the legislation will not be a factor in setting support rates in 93-94 or probably for any year to the end of the current arrangements.

The lower support rates should not have an impact this year as most of the Australian production has already been forward sold. However, it does point to the circumstances which will be critical for the start of the 93-94 season.

World market prices for butter and butteroil are at GATT minimum and are likely to stay at that level for the foreseeable future due to the oversupply of butter in particularly the EC (European Community) plus the lack of buying from the major market for butter, ie. the CIS countries (formerly USSR). New Zealand will also have substantial stocks of butter at the end of this year if the CIS does not re-enter the market for butter.

Australia too will likely end up this season with butter stocks in order of 70% up on closing stocks last year. With another year of production at about the 7 billion litres mark, it is quite likely Australia could have closing stock at the end of 1993-94 equivalent to almost a full years domestic consumption.

As has been the case in the past, the levels of butter stocks could have a depressing impact on prices. However, butter prices would have to fall below GATT minimum or the GATT minimum would have to be

lowered (or suspended) to make a real impact.

The good news is that it is likely Australia will be able to end this year and 1993-94 with no significant change in stocks of powder cheese, and casein.

There is every probability that world market prices for the powders, cheese and casein will remain relatively stable for 1993-94. However, the EC is, as always, a critical element in this equation.

I do not expect EC production to rise over the next year. Even though the EC have not implemented the 1% cut in quota for this year - they have reached agreement with Spain and Italy to produce within their quotas. This should mean total EC production will remain stable and could conceivably drop slightly in 1993-94. The possible problem with this scenario is that the EC could manipulate the SMP market to depress world prices by diverting SMP from the calf feed market. The EC did do a little of this earlier this year which led to a slight reduction in the SMP price on world markets. However, it is unlikely the EC will do too much to increase export subsidies because of their own budgetary problems.

In January the USA announced an escalation in the Dairy Export Incentive Programme (DEIP) to include sales to countries like Indonesia. The DEIP can have a depressing impact on world prices. However, they have often in the past, been unable to fill all DEIP opportunities and it is likely this trend will continue. While DEIP could be a problem, it is my view

that it will not have any major detrimental impact on world prices.

One of the biggest unknowns in looking to the next 18 months is what the A\$ will be worth against the US\$. During 1992 and A\$ hit a high of 76 cents and a low of 69 cents. Since the beginning of this season the dollar has dropped from 75 cents to current levels of about 70 cents - about 7% devaluation. This has helped exporters improve their returns for this year as virtually all export contracts are written in US\$.

There will also continue to be a degree of uncertainty about a conclusion to the GATT trade talks. It is now looking like the earliest conclusion to the GATT round will be 12 to 15 months away. If this is the case, the earliest possibility for implementation of any agreement would be January 1st, 1995.

The EC and the USA agreed to most of the elements of the Dunkel text for agriculture last November. If this sticks, the long term outlook for Australian dairy is relatively good. However, if this agreement is opened up for new negotiation, it is difficult to predict what would happen. The good thing is both the EC and the USA have budgetary problems which should provide sufficient incentive for neither of them to initiate any escalation in agricultural export subsidies.

Taking all of the above into account, it is most unlikely that 1993-94 will be equivalent to this year. On the positive side, there is little prospect of a substantial (ie. greater than 15%) reduction in world prices in 93-94.





PRESIDENT'S COMMUNIQUE



1993 ADFP National Convention

Bunbury in Western Australia was the venue for the 2nd ADFP Convention. This was a gathering of Australia's State Dairy Farmer organisations, New Zealand Dairy Section of the Federated Farmers and the Market Milk Federation of New Zealand.

State Legislation and Market Milk disciplines were a feature at the Convention which included presentations from each State member of the Conference of Australian Milk Authorities (CAMA) - the statutory authorities in each State.

The disciplines included in the Statewide Act have now brought South Australia into step with other State Legislation.

In fact, South Australia is now ahead of some other states with respect to disciplines included in the Ballarat Agreement such as "Section 38 type" legislation (Section 25 in the new South Australian Act) which relates to interstate movement of milk.

Also, the role of the new Authority and the new regulations have to be sorted out quickly.

Health, nutrition and generic (non-brand) promotions is one area where South Australia is very much out of step.

Despite intense lobbying by SADA, the South Australian Government has refused to assist dairyfarmers by omitting any provision in legislation to collect funds for white milk pro-

motion.

Whilst processors are dedicating their resources to grow "Market Brands", SADA is left with the problem of maintaining or even growing our market milk sales in South Australia.

I believe there are many reasons why the total white milk sales should be promoted:

- Premium to farmers - Farm-gate Price 44.6 cents per litre.
- Increased revenue to industry - to grow South Australian economy.
- To buffer increasing sales of interstate UHT - estimated to be between 7 million litres and 10 million litres a year
- To arrest falling Market Milk Sales - the last three months are consistently 5-6% behind the same three months of last year.
- To uphold the perception of milk as healthy food in the family diet.
- Ensure a positive and lasting generic perception in the minds of young children that milk is an integral part of a balanced diet.

Export States like Victoria and New Zealand expressed confidence in economic changes around the world that have increased export demand. However, future changes to GATT are viewed with cautious optimism.

Although New Zealand farmers face a number of internal pressures it is interesting to note some of the successful activities of the New Zealand Dairy Board.

- Investment in Saudi Arabia

through the formation of a joint venture with Sadafco, the country's largest milk product distributor.

- Establishment of a wholly-owned subsidiary company in Mexico with its own pilot plant and Research and Development facility.
- Opening of an office in Johannesburg, giving the Board the ground presence in Southern Africa for the first time.
- Continuing growth in the Board's consumer pack and specialised food ingredient businesses both in volume and product range.
- Successful launches of Arlene, a high calcium non fat milk powder in South East Asia and a full spreadable Anchor butter in the United Kingdom.

Progress of State-Wide Equity

SADA and Processors are totally committed to starting the new state-wide system in conjunction with the new Act on July 1st 1993.

Final negotiating team members are:

Chairman - Ian Conrad - A E H Evans & Co

Processors - Bob Byham (Kraft) Gary Thompson (Dairy Vale) Rocco Galluccio (Farmers Union Food)

SADA Representatives - Roger Basham, Bronte Wilson and myself

New ADIC Appointee

Mr Peter Gallagher, a senior official of the Department of Foreign Affairs and Trade, has been appointed Chief Executive Officer of the Australian Dairy Industry Council (ADIC), the dairy industry's policy council.

Peter Gallagher has been one of Australia's chief negotiators in the GATT with twenty years experience in Australian Foreign Affairs and Trade Departments. Formerly the Deputy Head of the Australia Mission to the European Communities in Brussels, he was responsible for GATT Uruguay Round negotiations on Services and Market Access.

Announcing the appointment, Chairman of the ADIC, Mr Pat Rowley, said the Australian dairy industry was internationally very competitive. It recognised that its future growth would, to a large extent, depend on securing the best possible terms of access to export markets that were often highly regulated and protected. Peter Gallagher's considerable experience in international trade and commodity policy would assist the Council achieve this growth.

Energy Efficiency

The DRDC has found ways for manufacturers to save 15% of their energy bills in the short term:

- installing energy monitors on equipment which needs to be surveyed
- improving efficiency in the generation and use of steam;
- recovery of waste heat
- installing end use hot water systems.

The milk cooling project at the Flaxley Research Centre will be used by the South Australian Industry to document similar data in on-farm milk cooling.

SADA in conjunction with SARDI, ETSA and Techsearch have developed an extensive monitoring project to quantify energy savings, monetary and quality benefits accrued from shock cooling through thermal transfer.

Key Players are:

- Final year mechanical engineering student Peter Brown (University of SA)
- Dr Robert Ainslie, Environmental Branch, ETSA
- Bill Jackson, ETSA (demand side management)
- Techsearch

- Brian Bartsch and Bruce Graham, SARDI Flaxley
- Adrian Scott and myself, SADA.

Factors to be monitored

- Heat recovery - De Superheater harvesting heat from compressor.
- Cooling Tower efficiency in a closed primary cooling system.
- Cost of cooling milk with or without primary cooling using (a) Direct expansion refrigeration (b) Ice Storage
- Total Plate Counts achieved through using the range of cooling combinations available at Flaxley.

The end result will accurately document guidelines for dairy farmers to make informed decisions on milk cooling systems.

ETSA are committed to assist our industry to fully capitalise on low off-peak electricity tariffs.

Exhibition Dairy at Royal Show

On 5th April South Australian industry representatives will meet with the representatives of Breed Societies to finalise plans and building programs for the exciting project to be completed in time for this year's Royal Show.

ALLAN MANNING, President

BASIC MILK PRICE FOR CENTRAL REGION - MARCH 1993

\$1.85 per kg fat

\$4.20 per kg protein

The Wholesale Milk Buyers and Distributors Association have notified

SADA, that they will again give consideration to the Basic Milk Price next month, at which time there may be further reductions in the payments for butterfat, but with equivalent increases in protein payments.



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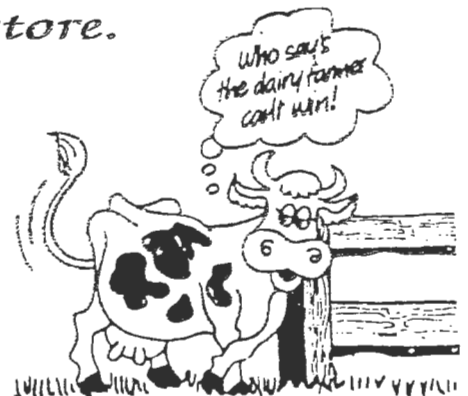
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MONITORING INDUSTRY PERFORMANCE



The Dairy Research and Development Corporation (DRDC) is investing in a major project to examine industry performance and compare it with overseas industries.

In endorsing the project, Mr Pat Rowley said that this benchmarking project would focus on ways to maintain and improve the international competitiveness of the Australian dairy industry.

The study will identify performance gaps and the reasons for them, and where appropriate, recommend ways to reduce gaps.

"This means the project will cover the whole industry, from the farm through processing and manufacturing to marketing and distribution," he said.

"By looking at the whole industry, we are aiming to foster industry competitiveness so that it can maintain and expand export markets and compete better against imports, because this is where there is greatest potential to contribute to the growth of the Australian dairy industry during the nineties."

The project will also

guide the Dairy Research and Development Corporation in setting its R&D priorities.

INDUSTRY INITIATIVE

The project originated from an industry workshop held by the Australian dairy Industry Council in August which was attended by representatives of the farming, manufacturing, marketing, research and policy sectors of the industry.

"The fact that industry and the DRDC have agreed to an allocation of about \$750,000 for the project reflects its importance to the future of the Australian dairy industry," said Mr Rowley.

"Because the benchmarking project is funded by industry through the DRDC research levy, we are committed to ensuring it generates results of practical use to the industry."

The project will be coordinated by a steering committee representing dairy farmers, manufacturers, processors, the DRDC and the Australian Dairy Corporation.

"But the ultimate success of this project will rely on in-

dustry support and participation".

"The results will not only help us to build up a big picture of overall industry performance, they will also be useful to individual company participants whilst ensuring that commercially confidential material will not be released," said Mr Rowley.

The Boston Consulting Group (BCG), a world leader in management consulting to industry and government, has been appointed to conduct the study.

Because it is an international organisation, BCG has wide experience in studying industry performance and international competitiveness.

Mr Rowley said he expected most of the project to be finished by mid-year, with the whole job completed by the end of the year.

"The final phase of the project will be an intensive period of communicating the results to industry," he said.



DAIRY RESEARCH AND
DEVELOPMENT CORPORATION



LANDCARE MUST BE INTEGRAL TO FARMING

For Landcare achievements to be meaningful they must be an integral part of the core business of farming, according to Mr Kevin Goss, Land Management Division Manager, Department of Agriculture, Western Australia.

'For progressing to sustainable agriculture, the commitment, the organisation and the planning processes which can be delivered by Landcare groups must be translated into linkages with all aspects of the agricultural industry', Mr Goss said.

Mr Colin Mues, a Principal Research Officer at ABARE, revealed that from the results of the 1992 ABARE survey on land care practices, approximately 24 per cent of Australian broadacre farmers are members of a land care group, 32 per cent of broadacre farmers have a farm plan of some sort, and 6 in 10 of these plans include land capability assessment.

'Given this, there is considerable potential for Landcare to expand in coming years', he said.

Mr Mues suggested further discussion of Property Appraisal Schemes was required to encourage the move towards Ecologically Sustainable Development (ESD). These schemes include detailed reports on property characteristics and improving the links between conservation works and property resale value.

CSIRO's Chief Executive Officer, Dr John Stocker, said that ESD is fundamental to Australia's rural future, and all relevant sections of the Australian community should be involved in its implementation. Dr Stocker recommended an interdisciplinary approach for tackling problems of land care and natural resource management. He said that

it will be through the use of Cooperative Research Centres and the principles of ESD that economic and ecologically sustainable development can be encouraged.

'There is a need to put tremendous effort into national recognition that it is not just a problem for farmers, but for all of Australia,' Mr Stocker said.

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SPECIAL COMPUTER OFFER FOR FARMERS

Farmwide Pty. Ltd. is a company established in 1988 by the state farming organisation members of the National Farmers' Federation to investigate national commercial opportunities for farmers.

Recently Farmwide has sought to identify a range of computers which would be suitable for rural use.

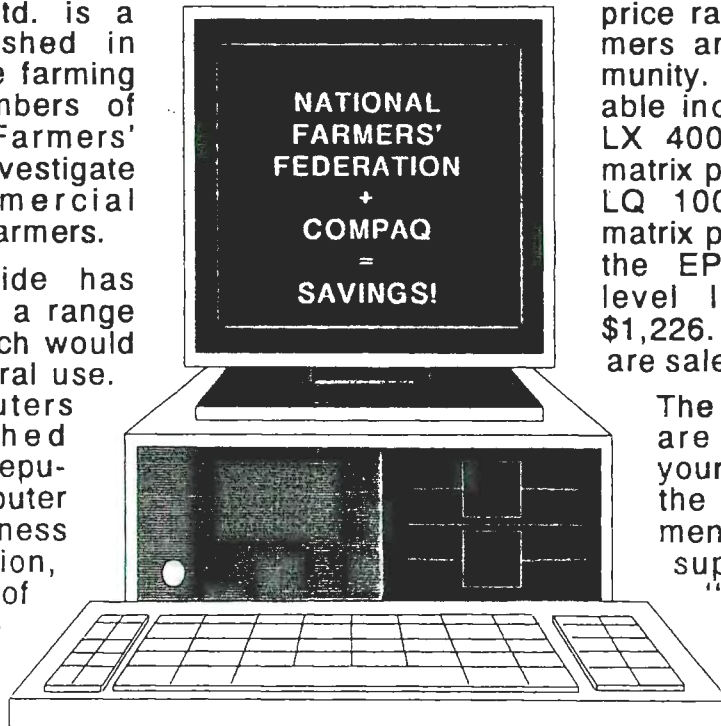
Compaq computers was approached because of their reputation in the computer market. With business of over \$4 billion, Compaq is one of the top 3 Personal Computer manufacturers in the world.

Compaq is known as the premium IBM compatible, industry standard PC manufacturer.

Compaq products are renowned for their reliability and performance. In the past their range was priced more for the corporate and government markets in Australia. They have now produced machines for small business and domestic users with prices that compete with the large range of unknown brand and clone machines.

The special offer made to farmers and the rural community is an excellent price for a Compaq machine. The offer also includes Microsoft's DOS operating system, a mouse and "Windows" a product that will make the PC easier to use.

Farmwide has also approached EPSON Australia for a range of printers at a bulk



price rate for sale to farmers and the rural community. The range available includes the models LX 400 a nine pin dot matrix printer at \$193, the LQ 100, a 24 pin dot matrix printer at \$346 and the EPL4000, an entry level laser printer, at \$1,226. The prices quoted are sales tax exempt.

The EPSON printers are available from your local supplier of the computer equipment. Please ask the supplier about the "Farmwide" offer and quote the contract number "Farm 003". If your local supplier cannot help, please

contact EPSON in Sydney on (02) 452 0666 to obtain the name of your closest EPSON reseller.

REMEMBER:

Sales tax exemption on the purchase of computer equipment is available to all farmers where it is used mainly (i.e. more than 50%) in primary production activities. The use includes "scheduling, sequencing, monitoring, controlling, or costing" of primary production activities. All primary producers are eligible to be registered for sales tax exemption under the new provisions of the sales tax legislation. Your sales tax registration number must be quoted when ordering the equipment. For more details contact your nearest Tax Office branch on 132 866 for the cost of a local call.

COMPAQ PERSONAL COMPUTERS

Research has been completed to identify personal computers which would best suit rural requirements. The COMPAQ range of PC's was found to offer the performance, reliability and support needed. As a result, a special offer has been negotiated with COMPAQ on behalf of farmers and the Australian rural community through Farmwide Pty Ltd, a company controlled by the state farming organisation members of the National Farmers' Federation.

COMPAQ boasts the widest range of personal computers on the Australian market including desktop, notebook and file server PC's. The company has established a strong reputation for quality and performance, and is currently the largest

supplier of DOS-based PC's to the corporate and government markets in Australia.

PRODUCT FEATURE

COMPAQ ProLinea 3/25zs

The COMPAQ ProLinea 3/25zs features an 84-megabyte hard disk, 4 megabytes of random access memory (RAM) and a 3.5" diskette drive. All COMPAQ PC's are backed by a 3 year parts warranty with on-site service in regional centres.

The ProLinea comes standard with a COMPAQ VGA colour screen, mouse and Microsoft DOS 5.0 and Microsoft Windows 3.1 pre-installed so that you can be immediately up and running. The sales tax exempt price is \$1872.

If you would like further information on the ProLinea or other COMPAQ models, then please contact our help line for more information about the complete range available at the NFF discount rate. ALL PCs will be bundled with the Microsoft software listed above.

INFORMATION AND ORDERS

A toll-free help-line has been established to assist with general information, ordering and service details. Please call Compaq on (008) 81 2800 or fax (02) 911 1800. All PCs will be supplied and serviced in the major regional centres throughout Australia.

SOFTWARE SUMMARY



A comprehensive summary of farm software available in Australia is presented in "Computer Software for Agriculture".

This is a well researched publication prepared by NSW Agriculture. The sixth edition of this publication summarised some 600 agriculture software programmes that can be purchased in Australia. It reviewed financial management programmes, software for

livestock control, cropping, environmental analysis, landforming and general data collection.

The seventh edition was released in January. It is highly recommended and is available for \$20 from:

NSW Agriculture
PO Box 9
East Maitland NSW 2323
Attention: Jane Reynolds

Thanks to NFF and 'The Farmers Voice' for allowing us to reproduce these articles.

BRANCH ANNUAL GENERAL MEETINGS



☐ MEMBERS - you are invited to attend your Branch AGM, or if more suitable, you are welcome to attend at another Branch. A more updated diary will be published in the next Journal.

☐ APRIL MEETING AGENDAS are inserted in this Journal.

☐ MAY MEETINGS - Secretaries please advise Jenny of any special additions to your Agendas before 20 APRIL.

BRANCH	DATE	VENUE	TIME
Southern Hills	5/4/93	Mount Compass Community Centre	8.00 pm
Milang	7/4/93	Langhorne Creek Supper Room	8.00 pm
Northern Hills	13/4/93	Birdwood High School Library Resource Centre	8.00 pm
Central Hills	15/4/93	Meadows Hall	8.00 pm
South Coast	19/4/93	CWA Hall Victor Harbor	8.00 pm
Myponga	22/4/93	Yankalilla Golf Club	8.00 pm
Onkaparinga	27/4/93	Charleston Hall	8.00 pm
Jervois	29/4/93	Jervois Football Club Rooms	8.00 pm
Barossa	11/5/93	Vine Inn, Nuriootpa - Percy's Bar	8.00 pm
Northern	13/5/93	To be confirmed	8.00 pm
River Murray	20/5/93	To be confirmed	8.00 pm
Lakes	25/5/93	To be confirmed	8.00 pm
South East	New Date	Mil Lel Hall - To be confirmed	8.00 pm



THE LAW of the LAND

INSTALLATION OF TELECOM OPTICAL FIBRE CABLE

The Telecommunication Act 1991 creates wide ranging powers in Telecom. This Act is Commonwealth Legislation and as such over rides any common law right associated with the land ownership.

Section 128, 129 and 131 of the Telecommunication Act empower Telecom for the purpose of determin-

ing whether land is suitable for its purposes to enter on and inspect land and do anything necessary or desirable for that purpose and for purposes connected with the supply of telecommunications to construct a facility on over or under land. To construct that facility Telecom is empowered to enter on land and do anything necessary or desirable

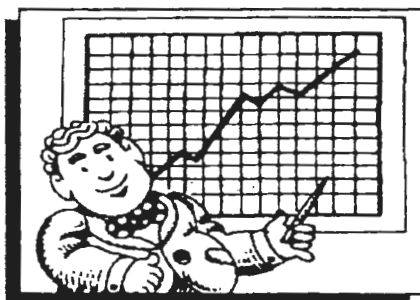
for that purpose on, over or under land. The Act more than adequately meets any objections to entry onto private land or the construction of any Telecom facility.

The only constraint the Act places on the exercise of the powers by Telecom is the requirement that before entering on the land or constructing a facility Telecom must give reasonable written notice of its intention to do so. That notice must specify the purpose for which Telecom intends to enter the land.

The Telecommunication Act 1991 requires Telecom workers to take all reasonable steps to ensure that they cause as little detriment, inconvenience or damage as practicable. It further provides that Telecom must compensate the land owner for any financial loss suffered or damage done and the amount of that compensation is as agreed between the parties or as decided by a court.

MILK PRODUCTION AT HIGHEST LEVEL

"In 1992-93 Australian milk production is expected to reach 7050 million litres which, if achieved, will be the highest level since 1971-72", according to Mr. Vernon Topp of ABARE.



"In 1992-93 Australian farm-gate manufacturing milk prices are forecast to rise by 4 per cent to 25 cents per litre. As a consequence of higher export volumes and higher world prices, the value of Australian dairy exports in 1992-93 is estimated to reach \$A1005 million, 26 per cent more than in 1991-92", he said.

ABARE expects average world prices to increase in the medium term for most dairy products. Butter prices are forecast to remain low in the medium term, while prices for other dairy products are likely to rise relative to those for butter.

The general upward trend of rising Australian milk production is expected to continue in the medium term and reach 7450 million litres in 1997-98. Domestic consumption and export volumes are also projected to rise over the medium term.

Editor's Note: At a recent Australian Dairy Farmers' Federation meeting, the consensus view of farmers was a national production for 92-93 of 7200 million litres.

After the results of the Federal election, anyone taking bets?

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IRRIGATED AGRO-FORESTRY



Irrigated agro-forestry - a system where trees and irrigated pasture are both grown on the farm - was on display at the open day of the Institute for Sustainable Agriculture at Tatura, Victoria during March this year.

The Dairy Research and Development Corporation, the Murray Darling Basin Commission and the Department of Agriculture are funding a project to assess the value of irrigated agro-forestry in Victorian dairying systems.

Researchers from the Institute for

Sustainable Agriculture at Tatura and Kyabram, are studying the potential for irrigated agro-forestry to control shallow water tables, ground water recharge and salinity.

They expect that trees protect pasture by keeping the water table below the pasture root zone. But, the disadvantage is that trees compete with pasture for light, nutrients and water. Another concern is that saline ground water may ultimately kill trees.

If the system is feasible, then the project must determine the most effective way to manage it on dairy farms.

The trial, which is located at Kyabram, features eucalypt trees (flooded gum) and pastures of perennial ryegrass and white clover. Flooded gum trees are fast growing and grow well under irrigation. They were planted in 1985, at varying densities. The site features red-brown earth soils. The water table is within two meters of the surface. The area is flood irrigated using a similar system to most local dairy farms. Pasture is

grazed periodically, depending on growth, and is left unstocked during regrowth intervals.

A key element of the project is to determine how the spacing between trees affects pasture productivity. This is no simple task because the effect of trees on pasture production varies as the trees grow. The interactions between trees, pastures and water tables are complex.

Researchers are measuring the effect of trees on pasture production and water use. This involves looking at the effect of tree spacing on:

- ▶ water availability to pasture
- ▶ shade of pasture
- ▶ pasture productivity
- ▶ ground water recharge.

Results to date indicate that:

- ▶ salt builds up in the soil below the gum trees (this is worse if trees are widely spaced)
- ▶ soil near trees has been consistently drier even after irrigation; this suggests that trees have effectively protected pasture from the water table
- ▶ pasture productivity has declined at tree populations of more than 200 to 400 per hectare
- ▶ when shaded by trees, pasture almost stops growing and water use decreases substantially.

The final results and recommendations will be available in mid 1994.

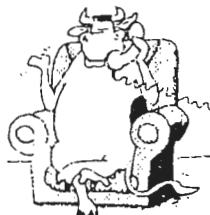
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From the Dairy To the Table

GOOD FOOD - Recipes

As seen on T.V.

MOZZARELLA NAPOLETANA PASTA

Serves: 4

Ingredients:

250g spirali pasta (or penne)
1 x 425g can peeled tomatoes, drained
150g Australian Mozzarella CHEESE, diced
125g Australian Parmesan CHEESE, grated
2 tablespoons finely chopped fresh basil
1/2 cup black olives
salt and freshly ground black pepper, to taste

Method:

Cook the pasta in a saucepan of boiling water for 10 minutes or until just tender. Heat the tomatoes in a saucepan over moderate heat, gently breaking them down with a wooden spoon. Add the mozzarella, half the parmesan CHEESE, basil and olives and season to taste. Drain the pasta and place in a baking dish. Pour over the sauce. Sprinkle with the remaining parmesan CHEESE and bake at 200°C for 10-15 minutes until the cheese is golden. Serve.

MEDITERRANEAN FRITTATA

Serves 4

Ingredients:

25g Australian BUTTER
100g sliced salami or ham
125g button mushrooms, sliced
1 red pepper, sliced into rings
1/2 bunch spring onions, chopped
5 eggs
1 tablespoon Australian MILK
125g Australian Cheddar CHEESE, grated
2 tablespoons freshly chopped parsley
salt and freshly ground black pepper, to taste

Method: Heat the butter in a frying pan and saute the salami, mushrooms, red pepper and spring onions for 2-3 minutes, stirring occasionally. Lightly beat together the eggs, milk, CHEESE and parsley and season to taste. Pour the egg mixture into the pan and cook over a moderate heat for 5 minutes until the underside is golden. Place the pan under a hot grill for a further 3 minutes until the frittata has set and the top is golden brown. Cut into wedges and serve immediately with a crisp green salad and crusty bread.

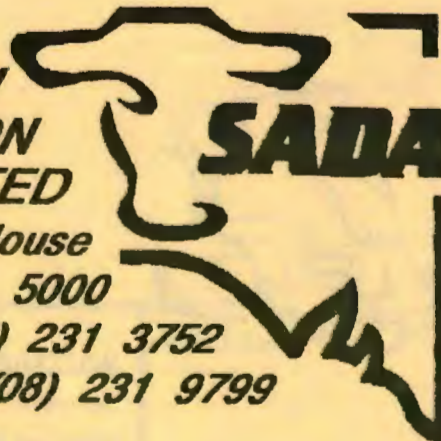


**SOUTH AUSTRALIAN
DAIRYFARMERS' ASSOCIATION
INCORPORATED**

*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
Fax (085) 685 494

Executive Officer

Adrian Scott
Telephone (08) 231 3752
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THE SOUTH AUSTRALIAN DAIRY FARMERS'

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Adrian Scott
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Fax: (08) 231 9799

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THE SOUTH AUSTRALIAN DAIRY FARMERS

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MAY 1993



PRESIDENT'S COMMUNIQUE



LAST DAYS OF EQUITY NEGOTIATIONS

We are in the last days of negotiations for a State-wide Equity Scheme to share the Market Milk Premium. This scheme must ensure:

- appropriate supply management of adequate quality milk
- production meets the necessary stringent quality requirements
- maximum efficiency and rational sourcing of supply

The final stages of these negotiations will be completed by Friday 30th April in order to expedite a smooth transition to State-wide Legislation on July 1st 1993.

Since November 1989 we have all had numerous opportunities to put our own individual points of view.

When asked the question - "What scheme do you believe should apply?" - our answers would portray an individual flavour, depending on our perspective, our age, financial situation, geographical location, our farm management practices, herd size and calv-

ing pattern, and maybe the breed of our dairy herds.

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

But remember, to lobby a point of view successfully, there must be a clear direction reflecting one point of view - that of DAIRY FARMERS.

SADA and the processors have appreciated the inputs of individual participants in defining policy.

I believe effective communication will remain the single most important factor in ensuring successful, long-term strategic planning in South Australia.

READD: LONG-TERM VIABILITY

Following the strong support from Central Council to ensure farmer support for READD (Research

and Extension Association for Dairying Development in South Australia), the SADA Executive has developed a package including a proposed method for financial support.

As the end point users of research results and extension programs, farmers have an integral role in bringing together all of the research, extension and education expertise relative to the dairy industry in South Australia.

I believe funding organisations such as the DRDC will recognise the value of farmer commitment and involvement in project planning and implementation.



IN THIS ISSUE

- MILK FEVER CONTROL
- CONFERENCE REGISTRATION
- ALTERNATIVE FARMING
- "SHOT" WHEAT REPORT

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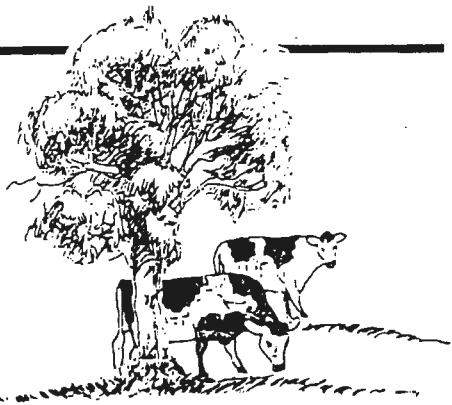
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DAIRYING and the ENVIRONMENT



The Dairy Research and Development Corporation (DRDC) is currently reviewing environmental issues facing the dairy industry, particularly in Northern Victoria and the Riverina. Based on the findings from the review, the DRDC will develop regional action plans to address these issues. The DRDC is concerned with environmental issues affecting both the farm and the manufacturing sectors.

Environmental issues affecting dairy farmers which are currently being addressed by the DRDC include:

- ☛ sustainability
- ☛ nutrient balances
- ☛ effects of irrigation and stocking pressure on soils
- ☛ alternative farming practices
- ☛ dairy waste management
- ☛ farm refrigeration

☛ Sustainability

The DRDC is currently funding a study of the sustainability of dairying on irrigated farms in the Riverina.

The aim of the study is to identify key issues that may limit the sustainability of dairying in irrigated areas of northern Victoria and south-

ern New South Wales. This will involve extensive industry consultation, with a final report available by mid-1993.

The report will provide a summary on what Research and Development is already being done on environmental issues affecting the dairy industry. It will also include strategies for the future to address key issues. This will help the DRDC develop a Research and Development program that takes account of environmental issues.

☛ Nutrient Balances

Researchers are studying nutrient balances in the Johnstone River Catchment area on the Atherton Tableland and the Wet Coast.

By studying fertiliser application and nutrient movement (eg leaching and surface runoff), researchers are developing land management strategies to improve the efficiency of fertiliser application and minimise the export of nutrients and sediments.

This project receives funding from a wide range of industries including dairy, sugar, horticulture.

See more on Bio-dynamic farming in this Journal.



☛ Irrigation and Soils

Tasmanian soil scientists are studying the effects of irrigation and the subsequent increase in stocking pressure on soil structure and earthworm densities. Earthworms play an important role in maintaining soil structure.

They aim to develop management options for irrigated dairy pastures which:

- ☛ minimise soil structure problems
- ☛ maintain or enhance earthworm populations
- ☛ sustain pasture productivity.

☛ Alternative Farming

The financial and physical performance of conventional and organic (biodynamic) dairy farms are being compared by researchers in northern Victoria.

Results to date indicate that per cow production is 20% lower on organic dairy farms. However bloat, nutrient deficiencies, and reproductive and metabolic disorders appear to be reduced on organic dairy farms. Levels of fluke and worm infections were similar on the farms studied.

☞ Waste Management

A review and industry workshop has resulted in a technical bulletin on dairy shed waste management. The bulletin is currently being published and should be available in mid-1993.

The workshop highlighted the need for a collaborative approach to managing dairy shed wastes. Programs have been most successful when local dairy farmers, extension officers, technical experts and regulatory authorities work together toward mutually acceptable goals.

The industry workshop agreed that dairy shed wastes should be contained on the farm of origin.

☞ Farm Cooling

In 1992, the DRDC commissioned a review of farm cooling systems to assess how the reduced availability of traditional refrigerants would affect Australian dairy farmers.

After extensive industry consultation, the review concluded that:

- ☞ at present, thermal storage systems such as ice banks do not appear to be the most economic alternative for most dairy farms.
- ☞ the refrigerant currently used in milk cooling systems (R12) affects the environment and is likely to be unavailable to industry by 1995.
- ☞ alternatives to R12 are currently available.



Locally, ETSA and the University of South Australia are currently working to obtain data from the Flaxley ice-bank installation. A post-graduate student of Engineering, Peter Brown, is hard at work. It will be interesting to see the results! *Ed.*



DAIRY RESEARCH AND DEVELOPMENT CORPORATION



"SHOT" WHEAT SAFE

Steve Valentine, Flaxley Research Centre

A recent demonstration at the Flaxley Research Centre has shown that cows in mid-lactation can be safely fed 13 kg/day of "shot" wheat grain together with 9 kg/day of pasture hay.

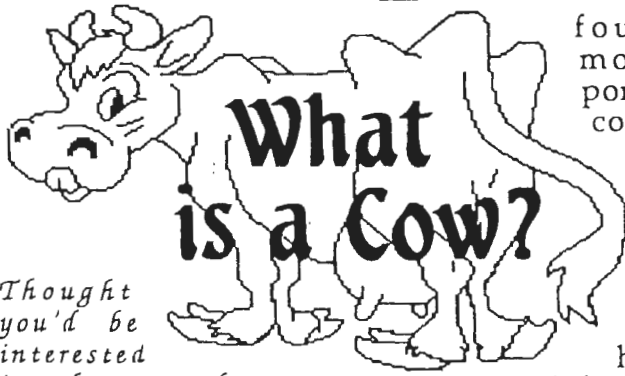
This was achieved by introducing the cows to the grain over about 10 days and incorporating a grain buffer (1.5% sodium bicarbonate and 0.8% Causmag). In the demonstration, 4 groups each of 10 spring calving

cows were fed either 6, 8, 10 or 13 kg/day of "shot" wheat grain (feed grade 2) at milking. The cows fed either 6, 8 or 10 kg of grain were run as a group and fed as much hay as they would eat. The cows eating 13 kg of grain were fed restricted hay at the rate of 9 kg/head/day.

Although there were some differences in production between the groups, cows eating 13 kg of grain and 9 kg of hay produced, on average, 17 litres of milk

per day at 4.7% fat and 3.2% protein. This demonstration highlighted the ability of mid-lactation cows to eat large quantities of wheat, together with pasture hay, without affecting their health and maintaining milk, fat and protein production. However, care should be exercised if cows are grazing pasture and fed high amounts of cereal grains, since they are more likely to suffer from digestive problems and milk fat depression.





Thought you'd be interested in the research

I've been doing! Found this in a thesis written in 1975 by John Harriss on "Dairy Industry Reconstruction since 1970 with Particular Emphasis to SA".

Melissa Heinrich

WHAT IS A COW?

A cow is a completely automatic milk manufacturing machine. It is encased in untanned leather and mounted on

four vertical movable supports, one at each corner.

The front end contains the cutting and grinding mechanism as well as headlights, air inlet and exhaust, a bumper and a fog horn. At the rear is the dispensing apparatus and an automatic fly swatter.

The central portion houses a hydro-chemical conversion plant. This consists of four fermentation and storage tanks connected in series by an intricate network of flexible plumbing.

The section also contains the heating plant complete

with automatic temperature controls, pumping station and main ventilating system.

The waste disposal apparatus is located at the rear of this central section.

In brief, the external visible features are: two lookers, two hookers, four stand-uppers, four hang-downers and a swishy-wishy.

There is a similar machine known as a bull which should not be confused with the cow. It produces no milk but has other interesting features.

Melissa is undertaking her Bachelor of Economics (Hon.) at Flinders University. Her home is the Heinrich farm in the South East.

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MILK PRODUCTION & SALES



JANUARY 1993

	1991/92		1992/93		% VARIANCE	
MILK PRODUCTION (million litres)						
South Australia	33.0	(261.9)	36.8	(290.7)	11.4	(11.0)
New South Wales	82.6	(539.8)	88.2	(603.1)	6.8	(11.7)
Victoria	455.5	(2,909.5)	466.4	(3,143.5)	2.4	(8.0)
Queensland	61.1	(374.8)	65.0	(425.3)	6.5	(13.5)
Western Australia	22.6	(180.8)	24.6	(194.1)	8.6	(7.3)
Tasmania	46.4	(251.2)	48.5	(268.1)	4.7	(6.7)
Total	701.0	(4,518.1)	729.4	(4,924.9)	4.0	(9.0)

MARKET MILK SALES (million litres)

South Australia	13.4	(91.0)	12.4	(88.8)	-6.8	(-2.5)
New South Wales	49.4	(346.5)	48.5	(349.3)	-1.7	(0.8)
Victoria	36.5	(261.2)	36.4	(261.1)	-0.5	(-0.1)
Queensland	28.6	(198.0)	28.2	(202.8)	-1.6	(2.4)
Western Australia	14.9	(100.9)	14.4	(102.9)	-3.3	(2.0)
Tasmania	4.1	(29.1)	4.2	(29.6)	0.4	(1.6)
Total	146.9	(1,026.7)	144.1	(1,034.4)	-1.9	(0.7)

(....) = YEAR-TO-DATE

SOURCE: ADC DAIRYSTATS

Figures available to the Australian Dairy Corporation show that national milk production continues to soar, with recent estimates -based on a 10 per cent increase in production for the six months to December - indicating total milk output in 1992/93 will exceed 7,000 million litres. If this occurs, it will be the highest production recorded in more than 20 years.

The table shown, which compares state production to December with the

average of the previous three years, reveals the extent and consistency of the increase. And you don't have to look too hard to see that South Australia has turned its production around with a vengeance! Not bad considering the amount of dairy farmers who have left the South Australian industry in the past three years!

S.A. LEADS THE PACK!

July-December Milk Production Trends (Mil. Ltrs.)

	1992	1989-92 AVERAGE	% CHANGE
NSW	515	481	7.0
VIC	2677	2476	8.1
QLD	360	337	6.9
SA	254	225	12.6
WA	170	158	7.5
TAS	220	208	5.6
AUST	4195	3885	8.0





Congratulations...

To Melissa Heinrich
who recently announced her engagement to Adrian Bright of
Mt. Gambier. Wedding bells in January (rumour has it, it will be an even bigger
party than Peter Doman's 40th!)

THEN COME THE WILD WEATHER, COME SLEET OR COME SNOW,
WE WILL STAND BY EACH OTHER, HOWEVER IT BLOW.

Simon Dach (1605-1659)



DIAA AWARDS SA MANUFACTURERS

Melbourne, Friday 2 April: Winners of the prestigious Dairy Industry Association of Australia's (DIAA) Dairy Product Awards were announced at a gala presentation breakfast today.

The Awards attracted over 450 entries from throughout Australia, some of which have won awards for the first time.

"This year's Awards have been the most successful yet, showcasing the diversity and

extraordinary quality of Australian produce," said Alan Hoskins, Australia President of the DIAA.

A team of six expert judges spent four days tasting, sampling and grading produce to find out who are the true Australian dairy produce champions.

Commenting on this year's Awards, Senior Judge Dean Wilkins said the standard of the entries were even better than he expected. "After seeing the first class standard of entries this year I can con-

fidently say that Australia's dairy industry has never been stronger. Manufacturers are listening to consumers needs and catering for them."

The Australian Dairy Corporation sponsored the Awards. Jens Karnoe, General Manager - Marketing and Promotions Division, said, "We are delighted to be associated with the DIAA Awards and raising public awareness of Australia's world-class range of dairy products."



SADA congratulates the South Australian Manufacturers who won two of the thirteen awards.

National Dairies, Mile End

Innovation Award for the Best Non-Cultured Consumer Product and Pack

for "Killer Shake" Flavoured Milk

Allowrie Foods, Murray Bridge

Innovation Award for the Best Cultured Consumer Product and Pack

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CONTROLLING MILK FEVER



Farmers treating more than three cows in 100 for milk fever need to take a serious look at how they are controlling the problem, according to a respected authority on nutrition in dairy cattle.

Professor of Veterinary Medicine at the University of Melbourne, Ivan Caple, says milk fever is the most common problem associated with macromineral nutrition in dairy cattle, especially in cows which have reached their fourth lactation.

"Just on the point of calving a cow has to do a lot of calcium gymnastics," he told a dairy mini forum held in Adelaide in association with the Sixth JS Davies Beef Research Forum.

The Cattle Compensation Fund of SA was a major sponsor of the event which aimed to help farmers make the most of minerals.

"The amount of calcium going into the calf just before it is born is about .2 gm per hour," Now, some cows meet the challenge and some cows don't."

A high producing cow may lose more than twice the amount of calcium and phosphorus present in her bones in milk in a 300-day lactation.

As a cow gets older, she is less able to mobilise calcium from her bone reserves to meet these demands. This causes blood calcium levels to decrease, impairing nerve and muscle function which can result in the cow going down.

Professor Caple says the aim of any milk fever prevention program is to match the intake of

calcium and phosphorus to a cow's needs and prevent this from happening.

He says pregnant cows fed on grass pastures may absorb sufficient calcium to meet their demands and those of the developing calf, but may not be able to absorb sufficient calcium to meet the sudden demands of the udder. In this case, simply increasing the calcium intake after calving will prevent milk fever.

Older cows become more susceptible to milk fever if they are grazed on lush green grass pastures before calving. These pastures affect the acid-base balance of the cow, inhibiting her ability to mobilise sufficient calcium from the bones to meet the increased demands for lactation.

"This problem is overcome by removing the cows from green grass, putting them in a bare yard and feeding them on hay for up to two weeks before calving," Professor Caple said.

He says cows grazing on lush pastures, particularly those fertilised with potash and nitrogen, may have low blood magnesium concentrations due to inadequate magnesium absorption which also makes pregnant cows more susceptible to milk fever.

"In most Victorian herds I have looked at, there is enough magnesium in the diet but too much potassium inhibits magnesium absorption from the rumen," he said.

Cows with excessive calcium intakes are also susceptible to milk fever, according to Professor Caple.

"In pregnant cows fed very high calcium diets, such as lucerne or clover hay, or prepared diets contain-

ing high calcium levels designed to be fed to lactating cows, the hormonal mechanisms promoting calcium absorption from the gut and mobilisation from bone are not very active," he explained.

"Consequently, these cows may be unable to absorb sufficient calcium to meet the increased demand when the udder begins to produce milk in the day or two before calving."

Professor Caple says, in general, to prevent milk fever, dairy farmers should:

• Avoid having cows overfat at calving;

• Feed pregnant cows mainly on hay for the last two weeks of the dry period, and allow them restricted access to lush pastures;

• Add Causmag (magnesium oxide) to hay at the rate of 60 gms per cow per day where cows have low blood magnesium concentrations;

• Increase the calcium intake of cows at calving. If cows are being fed brewers grains or concentrates, ensure that the supplement provides at least an additional 50 grams of calcium per day.

Professor Caple says it is important to remember that when a cow has gone down, she must get up quickly as possible.

"The longer she is down the more muscle damage occurs and the harder it is to get her up. And prop them up straight away so they don't regurgitate and inhale something on their lungs, or three days later they may die from pneumonia," he said.

Professor Caple warns it is important to properly check why a cow is down before treating it. Cows which have acute mastitis or other infections have a rapid heart rate and may die if treated intravenously with calcium or magnesium salts.



READD



*Research & Extension
Association for
Dairying Development
in South Australia*



FEED PAD TOUR

The first READD Interstate Farm Tour took place recently when a group of 30 dairyfarmers from SA headed to Shepparton and Kyabram districts in Northern Victoria.

The tour leaders from READD were Chris Thomas, Lee McKenzie and Chris Rowntree, who had responded to a call from some farmers who were seeking more information on Feed Pads and Calving Pads.

Consequently, this became the main item for the Farm Tour. A lot of dairyfarmers envisage there being many benefits on concentrating their supplementary feeding of conserved fodder and other additives to one area.

This is seen as a more effective means of feeding, which is easier to distribute, with a lot less wastage.

Following a series of severely wet winters in Northern Victoria, quite a few pads have been installed and so the experience of these projects was sought.

The tour visited eight farms of various sizes and used the Kyabram Research Centre as the nucleus of the tour.

Here feed pads provided an ideal means of measuring and controlling the feeding of maize silage during an extensive research program on maize feeding to dairy cattle.

Each of the pads in the district varied in size, shape and design with costs of

construction varying from \$10/cow up to \$100/cow.

The design most favoured by the group for its simplicity was a slab of concrete, approx 7.5 metres wide and 100 metres long with two electric fence tapes 1.5 metres apart (just like an old fashioned clothes line) under which the silage or TMR is feed. This cost of construction is around \$30/cow.

Other highlights of the tour included watching 450 cows being milked by two operators in a 50-unit Rotary Dairy in just over an hour.

Also the Whopper Chopper, which is a Feed-out, Cart with a difference. It holds five round bales of silage, which it chops to a fibre length of 5cms, in 12 minutes, then distributes through a side feeder onto a 100m, long trough made or inverted box culverts.

The real highlight of the tour was the camaraderie of a dynamic mix of SA dairyfarmers from many districts, who formed a non-stop discussion group for three action-packed days.

Chris Thomas

Congratulations.....

To Joyce and Lyndon Cleggett (Langhorne Creek), who again "scooped the pool" at the Mount Pleasant Show, winning:

● Champion Cow ● Reserve Champion Cow ● Reserve Junior

and ● Most Successful Exhibitor ... Well done!





NO-COST ON-THE-JOB TRAINING SCHEME FOR DAIRY INDUSTRY

The Commonwealth Rehabilitation Service (CRS) assists people who have been out of the workforce because of illness or disability to gain employment.

Incentives are available to employers who participate in assisting people to get to work.

The Work Training Scheme offered by the Commonwealth Rehabilitation Service enables workers to undertake on-the-job training for a negotiated period at no cost to the employer in wages or Workcover levy. During this time the person works for an employer under normal

working conditions.

The scheme can provide an employer with the opportunity to train and assess a potential employee without having to pay wages. If a job is available at the end of the training period, people who participate in the scheme are generally then eligible for a Job Start subsidy of \$220.00 per week for eighteen weeks through the Commonwealth Employment Service for full-time work, with pro-rata rates for part-time employment.

The Commonwealth Rehabilitation Service currently has clients looking for employment in the dairy

industry as contract/relief milkers, particularly in the Fleurieu/South Coast area. Initially, the CRS is seeking to place people in on-the-job training programs with employers. There is no obligation to employ these workers at the completion of training, if jobs are not available.

If you think you could make use of this scheme and assist people to return to the workforce, contact Glenda Williams on 297 0188 or at 12 Angus Avenue, Edwardstown to discuss details.

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A COMPARISON OF BIO-DYNAMIC and CONVENTIONAL DAIRY FARMS in NORTHERN VICTORIA

By: *Doug Small & John McDonald*



INTRODUCTION

Pressure from both farming and non-farming interests have forced alternative farming systems from obscurity to the limelight in recent years. Organic and bio-dynamic farming are now being considered as serious systems of farming but ignorance on how these farms work is still rife.

It seems that ignorance about organic or bio-dynamic agriculture provokes diametrically opposed responses. The negative responses of contempt, ridicule, and mockery are common but fortunately they are becoming less. The positive responses of interest, curiosity and questioning are more productive and rational. It is such responses that are starting to lead to research that will give better recognition and understanding of alternative farming systems.

The changes in attitude that have led to a more serious consideration of alternative farming systems are:

□ Farmers are concerned about the use of chemicals on their farms because of their cost, harmful effect on themselves, their family, soil and the environment.

□ Farmers want more information on organic farming. A recent survey by the Victorian Department of Agriculture showed that 70% of farmers want more information on organic farming and one third were interested in trialling organic methods.

□ Consumers want organic produce because it is perceived as being better and coming from a less environmentally damaging system of farming.

□ Governments and conservationists want cleaner and more sustainable systems of farming.

Changing attitudes were a necessary prerequisite for the approval and financing of our comparison of bio-dynamic and conventional dairy farms. However, before we approached funding bodies we felt that some data was needed to show that there were real differences that warranted further study. A preliminary survey revealed some interesting phenomenon that indicated further studies were needed. It is the results of these preliminary studies that are presented in this paper. Follow up research is sponsored by the Dairy Research and Development Corporation.

PRELIMINARY SURVEY

A survey of six bio-dynamic (BD) dairy farms was made during 1990/91. Each BD farm was paired with a conventional (CV) neighbouring farm, and data were collected on over 50 measurements made on soil, pasture, blood, milk and faeces. Further data were collected on animal health and production.

Some of the differences are shown in the table. Production per cow is less but concentrate supplementation was much less. As well there are indications of less incidence of production diseases. Bloat did not occur on BD farms whereas all conventional farms regularly treated for bloat in the spring.

Strongyle worm counts were similar for CV and BD cows while calves had mean egg counts per gram (epg) of 55 and 78 respectively. In June mean liver fluke counts for cows were 3 epg in CV with BD less than 1 epg and their respective calves were 22 and 1 epg. But following routine treatment of the CV animals in July there was no apparent differences. Calves on CV farms were routinely treated four times a year for worms and fluke. Only clinically affected cows on BD farms received individual treatment.

Analysis of soil, pasture and blood samples show lower phosphorus levels on BD farms. In the October test, one BD herd had a low blood phosphorus test (0.4mM) and one CV farm was low in selenium as indicated by low blood activities of glutathione peroxidase (16 units).

BD farms are inheritably less damaging to the environment because they are a much more closed system of production. Their system of farming appears more biologically sustainable because of less reliance on outside inputs, but economic sustainability can be implied from the fact that five of the six farmers in the survey

have been practicing BD for more than 10 years with the longest being 25 years.

Circumstantial evidence suggest that BD soils are better structured because they irrigate at longer intervals. Direct evidence from one pair shows BD soils to be better structured.

CURRENT SURVEY

The collection of data on soil, pasture, blood, milk, faeces, animal health and production is continuing in detail. Soil structural and biological measurements will be made and monitoring of calves for weight gain and parasites has started. An economic analysis

will commence shortly.

CONCLUSION

A preliminary survey of bio-dynamic dairy farms in northern Victoria shows it to be a system of dairy farming that does not rely on fertilisers, drenches, supplements and frequent irrigation. Their soils appear to be better structured and their cows appear to be healthier. BD farms are more of a closed system of production with less opportunity for nutrients and other chemicals to leave the farm in runoff.

Cows on BD farms appear less productive and economic analysis will show the relative financial performance of the two systems.

Table 1. Some differences between bio-dynamic and conventional farms, 1990-91.

	BIO-D	CONV
PRODUCTION		
Cows milked (number)	80	118
Stocking rate (cows/ha)	1.8	2.3
Butterfat (kg/cow)	159	206
Protein (kg/cow)	117	158
FEED INPUTS		
Grain fed (kg/cow/yr)	59	369
Superphosphate (kg/ha/yr)	0	308
Urea fertiliser (kg/ha/yr)	0	34
Irrigation intervals (days)	13	8
DISEASE HISTORY		
Milk fever (prevalence %)	5.3	9.2
Acetonaemia (prevalence %)	0	1.4
FERTILITY		
Not in calf cows (%)	4	11
Mean cow age (%)	5.2	4.9
Abortion (%)	0.7	2.3
PHOSPHORUS LEVELS		
Blood (Mm/l)	1.4	1.9
Pasture (% of DM)	0.22	0.35
Soil (Olsen P u/g)	11	23

DOUG SMALL

Department of Agriculture
Institute for Sustainable Agriculture
Kyabram Centre
RMB 3010
Kyabram Vic 3260

JOHN McDONALD

Department of Agriculture
Regional Veterinary Laboratories,
Benalla
PO Box 388
Benalla Vic 3672

LOCAL TRIAL

Chris Penfold, Research Officer at the Roseworthy Campus of the University of Adelaide, has been co-ordinating a farming systems trial which has been conducted over the last four years. He still has several sets of data to analyse before writing up any results, but he has promised us a report for the Journal.

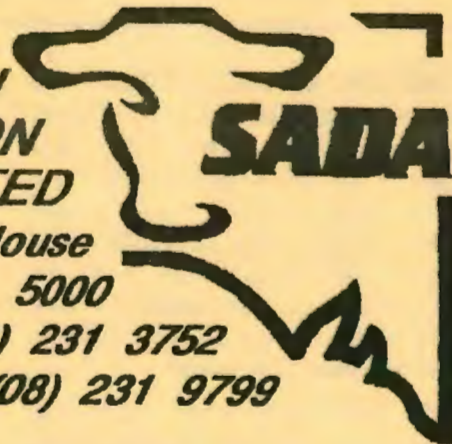
Keep up the good work, Chris! We look forward to seeing some interesting data!

**SOUTH AUSTRALIAN
DAIRYFARMERS' ASSOCIATION
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**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
Fax (085) 685 494

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Adrian Scott
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SA DAIRY FARMERS "POOR COUSINS"

Most of South Australia's dairyfarmers are paid poorly for their manufacturing milk, compared to dairyfarmers in the eastern states.

Dairy Vale and Farmers Union are now perhaps 3 cents per litre behind companies like Kraft, Murray Goulburn and Australian Cooperative Foods (ACF).

On an estimated 240 million litres of manufacture milk, this is an annual loss of approximately \$7 million. A difference of such a magnitude just cannot be justified.

The one bright hope has been Kraft's performance in the South-East (see Kraft's latest prices in this Journal).

While care must be taken in making comparisons, the gap is far too wide and there is no evidence yet that it is closing.

Unless Dairy Vale and Far-

mers Union Foods improve payments to their suppliers, it is inevitable that South Australia's industry will go into decline.

This year nearly 40 students have enrolled in the On-Farm Training Scheme: what of their future? I will have to tell them to look seriously at moving interstate, because the industry here doesn't seem to be able to "deliver the goods".

Let's hope for a rapid turnaround - otherwise the management and board of directors of both companies will continue to lose credibility with their suppliers.

SADA has established as a priority for 1993-94, real

improvements in manufacturing milk prices.

Dairyfarmers should continue to seek explanations from their companies for their low returns, when the international demand for most dairy products remains firm and a "mini-boom" is in full swing along the eastern sea-board.



*Adrian Scott
Executive Officer*



IN THIS ISSUE

- WAGE RATES & SUPER INFO
- HARNESSING STRAY VOLTAGE
- MINERALS: FOOD FOR THOUGHT
- LANDCARE & TAX DEDUCTIONS

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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE!



PRESIDENT'S COMMUNIQUE



A CHANGING ENVIRONMENT

July 1st is not far away which means:

- proclamation of the new Dairy Industry Act 1992 which will bring into effect a uniform Statewide Farmgate Price for market milk
- the new approach to supply management with regional transport adjustments also comes into effect.

The majority of SADA members have responded positively to the proposed new market milk equalisation payment scheme based on total percentage of kilograms of protein.

I can assure you that the negotiating team of Roger Basham, Bronte Wilson and myself have appreciated the support and positive feedback from Members.

Adrian Scott is providing excellent technical advice throughout the completion of necessary details in the Equalisation Agreement and the structure of the State Wide Equalisation Company.

I am pleased to report that at this point, industry is remaining positive with respect to proclamation of the Act and the necessary accompanying Regulations which will enable implementation of the new

scheme. Of course we are still waiting on a response from the State Government.

MANUFACTURE MILK PAYMENTS

Not only as President of SADA, but more so as a dairy farmer, I am intrinsically conscious of the low manufacture price being paid by Farmers Union and Dairy Vale when compared to the very buoyant prices being paid in Victoria and New South Wales.

On current trends the price of 185c per kg fat and 430c per kg protein leaves the bulk of South Australian manufacture milk trailing average eastern seaboard prices by approximately 3c per litre. Not including Kraft suppliers there is approximately 240 million litres annually of manufacture milk sourced within South Australia, leaving a possible deficit of \$7 million.

VIC & NSW PRESIDENTS STEP DOWN

John Watson, UDV, and Frank Blake, NSW DFA have been excellent ambassadors for their States throughout the entire period of their terms and have made a long standing, valuable contribution at Federal level.

We can look forward to a continuing quality effort from their successors; Ivan

Jones, UDV and Reg Smith, NSW DFA, who are very experienced and capable representatives.

ARTIFICIAL BREEDING CO-OPERATIVE

The Australian Dairy Farmers Federation (ADFF) have strongly supported the development of an Australia-wide co-operative in order to consolidate the farmer efforts to maintain a strong sire selection, progeny testing and semen distribution facility.

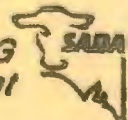
VAB, Australia's only farmer owned and controlled artificial breeding co-operative has entered discussions with ADFF and they consider there are real opportunities to strengthen the Australian artificial breeding industry and its ability to be internationally competitive.

It is hoped that a national co-operatively owned Australian artificial breeding centre will encourage all dairy farmers to participate.



I wish members all the best, especially with the many changes currently within the industry and hope to catch up with many of you at our Annual Conference.

ALLAN MANNING
President





DIAA (SA DIVISION) ANNUAL AWARDS



SADA congratulates all winners of the Annual Dairy Industry Association of Australia (SA) Awards who are listed below. They will receive their trophies at the DIAA/SADA Annual Conference Dinner.



CLASS 1 - MILD CHEDDAR

- 1st Dairy Vale - Jervois
- 2nd Dairy Vale - Mt. Gambier



CLASS 2 - MATURED CHEDDAR

- 1st Dairy Vale - Jervois
- 2nd Allowrie Foods - Murray Bridge

CLASS 3 - VINTAGE CHEDDAR

- 1st Dairy Vale - Jervois
- 2nd Allowrie Foods - Murray Bridge

CLASS 4 - NON CHEDDAR CHEESE

- 1st La Vera Mozzarella - Newton
- 2nd Allowrie Foods - Murray Bridge

CLASS 5 - RETAIL PACKAGED CHEESE

- 1st Dairy Vale - Mount Compass
- 2nd Allowrie Foods - Murray Bridge

CLASS 6 - CHAMPION CHEESE

- Dairy Vale - Jervois



CLASS 7 - YOGHURT NATURAL

- 1st Amarina Health Foods
- 2nd Dairy Vale - Clarence Gardens

CLASS 8 - YOGHURT, REAL FRUIT (STRAWBERRY)

- 1st Amarina Health Foods
- 2nd Dairy Vale - Clarence Gardens

CLASS 9 - THICKENED CREAM

- 1st Dairy Vale - Mount Gambier
- 2nd Dairy Vale - Clarence Gardens



CLASS 10 - CHOC. FLAV. MILK 3.2% FAT MIN.

- 1st Dairy Vale - Clarence Gardens
- 2nd Farmers Union - Mile End

CLASS 11 - REDUCED FAT FLAVOURED MILK (STRAWBERRY)

- 1st Dairy Vale - Clarence Gardens
- 2nd Farmers Union - Mile End



CLASS 12 - COFFEE FLAV. MILK ANY FAT LEVEL

- 1st Farmers Union - Mile End
- 2nd Dairy Vale - Clarence Gardens

CLASS 13 - PASTEURISED, HOMOGENISED WHITE MILK 3.2% MIN. FAT

- 1st Dairy Vale - Renmark
- 2nd Farmers Union - Port Pirie



CLASS 14 - VANILLA ICE CREAM

- 1st Allowrie Foods - Laura
- 2nd Royal Copenhagen Ice Cream

CLASS 15 - STRAWBERRY ICE CREAM

- 1st Royal Copenhagen Ice Cream
- 2nd Freesia Ice Cream Ltd

CLASS 16 - ICE CREAM (ANY FLAVOUR)

- 1st Freesia Ice Cream Ltd (Honey)
- 2nd Allowrie Foods - Laura
(Boysenberry)

CLASS 17 - DAIRY DESSERT

- 1st Allowrie Foods - Laura
- 2nd Allowrie Foods - Murray Bridge



CLASS 18 - VANILLA CUSTARD

- 1st Dairy Vale - Renmark
- 2nd Dairy Vale - Clarence Gardens

CLASS 19 - RETAIL PACKAGED BUTTER

- 1st Dairy Vale - Mount Compass
(only entry)

CLASS 20 - BEST NEW DAIRY PRODUCT

- 1st Allowrie Foods - Laura
- 2nd Freesia Ice Cream Ltd.

CLASS 21 - UHT WHITE MILK

- 1st Farmers Union - Mile end
(only entry)



CLASS 22 - UHT FLAVOURED MILK (STRAWBERRY)

- 1st Dairy Vale - Clarence Gardens
- 2nd Farmers Union - Mile End

CLASS 23 - DESIGN/PACKAGING

- 1st Freesia Ice Cream Ltd.
- 2nd Farmers Union - Mil Lei

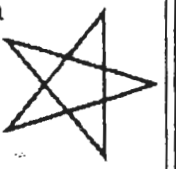


CLASS 24 - WHITE SPECIALTY MILK

- 1st Dairy Vale - Renmark
- 2nd Farmers Union - Mile End) equal
- 2nd Farmers Union - Port Pirie) 2nd

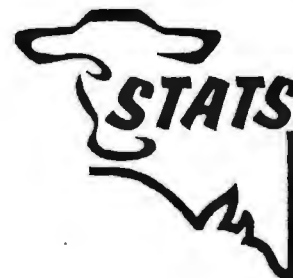
CLASS 25 - BEST KEPT FACTORY

- 1st Kraft Foods - Suttontown
- 2nd Kraft Foods - Mile End



Congratulations!

MILK PRODUCTION & SALES



FEBRUARY/MARCH 1993

	1991/92		1992/93		% VARIANCE	
MARCH MILK PRODUCTION (million litres)						
South Australia	26.8	(315.6)	28.7	(347.9)	7.2	(10.2)
New South Wales	73.2	(686.3)	82.2	(761.7)	12.3	(11.0)
Victoria	298.3	(3,588.6)	336.0	(3,843.4)	12.6	(8.0)
Queensland	54.8	(483.0)	FIGURES NOT AVAILABLE			
Western Australia	24.1	(227.0)	25.8	(243.0)	7.2	(7.1)
Tasmania	32.1	(320.1)	36.8	(342.0)	14.7	(6.8)
Total	509.3	(5,590.4)	509.5	(6,019.1)	0.0	(7.7)
FEBRUARY MARKET MILK SALES (million litres)						
South Australia	12.7	(103.8)	11.1	(99.9)	-13.0	(-3.8)
New South Wales	47.3	(393.7)	46.2	(395.5)	-2.2	(0.5)
Victoria	35.6	(296.8)	33.6	(294.7)	-5.7	(-0.7)
Queensland	27.3	(225.3)	27.3	(230.1)	-0.2	(2.1)
Western Australia	14.0	(114.9)	113.9	(116.8)	-0.5	(1.7)
Tasmania	4.0	(33.1)	3.9	(233.4)	-2.4	(1.1)
Total	140.9	(1,167.6)	136.0	(1,170.4)	-3.5	(0.2)

(....) = YEAR-TO-DATE

SOURCE: ADC DAIRYSTATS

KRAFT

MILK VALUE INCREASE

Kraft has reviewed the manufacture milk values for season 1992/1993, and advise increases, as listed, for Butterfat and Protein. This is an interim price increase only.

New rates effective from 1st June 1993

	Current Rate \$ per Kg	This Increase ¢ per kg	New Rate \$ per kg
Butterfat	2.605	6.4	2.669
Protein	4.909	12.0	5.029
	Cents per Litre	Cents per Litre	Cents per Litre
Estimated milk value advised to date including incentives for 1992/93	26.535	0.793	27.328
Values based on all Kraft Farm Milk Purchases			

For more Prices information, see front cover of this Journal





FARMERS CONFUSED BY NUTRITION PUZZLE

Dairy farmers have a very vague knowledge of the mineral status of their herds and it leaves them vulnerable to people offering remedies, according to our President, Allan Manning.

He says dairy farmers are unclear, unenlightened, confused and vague in their perceptions of mineral levels in their cattle.

"And the vagueness of knowledge leaves farmers in a very vulnerable position," he said.

A dairy farmer at Birdwood, Mr Manning was giving his perspective of how to make the most of minerals at a dairy mini forum in Adelaide.

The Cattle Compensation Fund of SA was a major sponsor of the event, held in association with the Sixth JS Davies Beef Research Forum.

Mr Manning admitted that he was not on top of the mineral issue, despite extensive effort, experience and personal research.

"It is just not as clear cut as some of the other things we do on farms. I guess every one of the State's 900 dairy farmers would have different ideas," he said.

Mr Manning spoke of his own experiences of conflicting theories

and information, inconclusive blood tests and following apparently straight-forward advice without getting the expected level of result.

He appealed to researchers and experts to help farmers sort through the confusion and carry out more detailed trials.

"We are susceptible to persons offering remedies. The advice is ask someone who has got information to sell and don't ask someone who has got product to sell, but I can assure you which of those I see more of on my farm.

"Shot-gun mixtures are being used by many farmers as an insurance against the unknown. Farmers are gullible and I dare say many of us feel we have seen responses in our herds," he said.

Mr Manning reflected back to a farmer who put in a magnificent new feed system to supplement his cattle with minerals.

Nine months later he was convinced minerals were the best thing he had ever introduced on his farm. Production had increased by 15pc and his cows were very healthy.

It turned out the farmer had also started to feed his cattle a concentrated mixture of barley and lupins for the first time when he introduced the new system.

I'm not selling farmers short but it is very hard for us to measure the results of introducing minerals into the diets," Mr Manning said.

"There appears to be no clear guidelines, although I make a point of blood testing my cows and that is presumed to be an accurate measuring stick," he said.

"The bottom line of the farmer perspective is a fear of the unknown. As a result of naive perceptions, the farmer is vulnerable to the pressure of the sales persons marketing fodder additives containing minerals and trace elements."

Mr Manning suggest farmers and researchers should co-ordinate a proper strategic analysis of identifiable metabolic and mineral disorders.

Metabolic and mineral herd profiles should be established through programmed blood testing, simultaneous documentation of clinical disorders, introducing a program to overcome disorders, and constant monitoring to endorse the effectiveness of the treatments.

"The end point, I believe, must be an aim to supply enough data for a farmer to justify the use of feeding minerals and trace elements," Mr Manning said.



DAIRY COSTS LESS

A Coles supermarket survey in Melbourne has found it takes the average male worker one minute's less work than it did 20 years ago to earn the money to purchase a litre of milk.

The supermarket chain found butter had recorded the smallest rise in price from 15 basic food items during the last 20 years.

The survey found that a male on average

wages earns enough money to purchase 500 grams of butter in seven minutes, down from 15.1 minutes in 1972. Butter has risen in price only 200.8 per cent during that time, even though average male earnings had risen 515.6 per cent.

Productivity gains from farm to retail outlets have been a major factor in this equation.

'Milk Matters' March 1993



Tax Deductions for Landcare



A new booklet designed to increase landholders' awareness of taxation arrangements for landcare activities was released today by the Minister for Primary Industries and Energy, Simon Crean.

"Many landholders are keen to adopt more sustainable land management practices, but are not aware of which activities can be claimed as a tax deduction," Mr Crean said.

"Farmers may not be aware that fencing costs, for example, associated with the treatment or prevention of land degradation

may qualify for an outright deduction under these arrangements."

There are numerous landcare activities, such as revegetation and fencing to control erosion, which are tax deductible. A new booklet 'Income Tax Deductions for Landcare Related Activities' has been produced to provide landholders with information about the tax deductibility arrangements of these activities under a range of sections of the Income Tax Assessment Act, 1936. It has been written to complement the 1991 booklet 'Landcare Taxation Arrangements: A guide to section 75D'. Both these guides provide information and practical examples to

landholders about taxation concessions.

Mr Crean said these taxation arrangements play an important role in encouraging landholders to undertake landcare activities.

"These booklets are designed to help landholders by better informing them about the taxation arrangements for landcare activities that the Commonwealth has developed.

"Through these taxation arrangements and the National Landcare Program, the Commonwealth Government is helping landholders manage land and water resources in a more sustainable way," Mr Crean said.

For copies of the booklet contact either State Agriculture Departments or phone Countrylink toll free on (008) 026 222.

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Electrical Problems in Dairy Farming

Is your farming affected by electrical problems?

Probably nearly all farms have some stray voltage. In about 75% of farms it causes loss of production.

Sources

There are two main sources of electrical problems, (a) the electric fence energiser, and (b) the AC power supply to the farm. The AC supply to the farm causes two main problems, which are continuous 50 HZ electric shocks, and intermittent short duration high voltage "spike" shocks. Some of these problems are due to faults such as damaged insulators, trees contacting power lines etc, and some are due to the distribution system used for supplying electric power to the farm.

Cows and Electricity

We have found that cows react visibly when they get AC voltages greater than 0.5 volts applied between front and rear hooves, or between hooves and teats during milking. They are bothered by electric fence voltage in the same regions when these exceed 3 to 5 volts, and they are distributed by random spike voltages in the

same region they reach between 5 and 10 volts. Increases in stress levels will play havoc with the fine balance of reproductive hormones in the cow.

Effects of Electricity on Cows

We believe that the basic effect of electricity on cows in farming is to increase stress levels significantly. The direct effects are the reduction in milk production, typically by between 10 and 50% of potential production, poor fertility, and uncooperative and aggressive behaviour with difficult milkings, increased mastitis, and an increase in lameness and other health problems. This results in poorer returns to the farmer, and excessive stress to the milker. The cows, too, are suffering from unnecessary distress.

Symptoms of Suffering Cows

The costs to the farmers are considerable. On an average farm, reducing the problem can result in milk production increases corresponding to \$20,000 per season, more and sturdier calves, and a significant reduction in milking time. Hygiene in the cow shed can be much improved, and cell counts in the milk reduced. For an 800 cow farm near Ashburton, NZ, returns over three sea-

sons have improved by about 1 million dollars.

Costs to the Farmer

The symptoms of electrical problems vary somewhat with the nature of the problem, but are evident as high stress levels in the herd, especially during milking. For example, there is usually poor fertility, there is not the evidence of enjoying being milked, there is a need for coercion to get the cows into the milking area. There is a high level of urination and defecation during milking, there is aggressive behaviour, there may be attempts to kick off the cups or objections to them being put on. Cows will be reluctant to stand in or cross certain areas of the yard. Cows will tremble, and sniff the ground from side to side. Cows may bolt. A sharemilker's herd may show a distinct drop in productivity after it arrives at a new farm. On an electrically clean farm with a good herdsman, the cows exude an aura of contentment.

What can be Done?

In order to alleviate the problem of stray electricity on a farm, we consider that it is most efficient to use suitable instruments to determine what type of voltage problems are bothering the cows. For example, the instruments we have developed indicate if it is an

electric fence energiser, and if it is, various energisers can be turned off until the measuring instruments show no electric fence voltages being measured. It is not uncommon for the source to be some-one else's energiser, a considerable distance away. Similarly, continuous AC voltages can be measured, and measures taken to reduce these. The level of spike voltages produced by the switching of appliances in various houses supplied from the same transformer as the milking shed can be determined.

In addition we are aware that long neutral lines and particularly aluminum neutral lines generally cause high levels of random spike voltage in the milking shed.

Methods of alleviation include correcting all faults in the supply, optimising the earthing in the cow shed and all other areas supplied by the transformer, suitably placing, grounding and maintaining the electric fence system, smoothing voltage steps in the floor, extensive ring earthing, and optimum placing of the supply transformers.

The Recovery Process

Recovery of production on removal of voltage problems may occur in steps, and may not become fully apparent until the next season. Major behavioural problems rapidly disappear, and production typically improves steadily over a period of three weeks or so. Quite often there may be several different electrical problems on the farm, and when the major problem is removed, there is a fairly quick improvement which can be followed by some regression. Health problems such as mastitis are

slower to improve.

Cows culled from herds because of apparent higher sensitivity to electrical stress (even if the reason for culling is not truly apparent to the farmer) can be highly productive on another farm free from electrical problems.

Further Research

We are involved in extensive additional research on methods of reducing or eliminating stray voltages in dairy farms. We hope to look at best methods of constructing floors or milking sheds and cow yards, the problems of aluminum lines, and ancillary equipment such as pulsators.

The above is a brief summary of the problems we are facing in most farms.

There is no set recipe for elimination of problems so each new dairy must be taken at face value. It would be naive to suggest that it is the only limiting factor on a dairy farm, but it can be a major problem and is one that should be addressed when "trouble-shooting" problems with animal production and reproduction.

Hamilton Analytical Laboratory Ltd. NZ are the original expanders of research and information in the field of stray electrical leakages in dairies and associated areas.

HAL is headed by prominent NZ Veterinarian Dr Harry

Dewes, Dip Ag BVSc, MRCVS, FACVSc, who has been engaged in "hands-on" research into this area in NZ and Australia for the past 15 years.

Associates in this area include:

Dr Evan Dydder, Assoc Professor of Physics, Waikato Uni, BSc (Hons), MSC (Cant), PhD(ANU), MIEE - original designer of the highly sensitive peak recording meters used to detect and eliminate sources of problems.

Together they offer extensive technical and practical back-up and liasing to the newly established Australian Branch.

The Australian Branch is headed by Mike Fromont who has worked extensively with HAL in New Zealand and is now resident in Australia and is working in close association with Best-Fed Nutrition with a view to effectively reducing all limiting factors on dairy farms.

Dr Alison Dewes who is presently consulting for Best-fed has also had extensive exposure to this field and is equally able to consult on stray voltage and it's effects.

Mike Fromont
& Alison Dewes
Henry Dewes & Assocs. Ltd
formerly Hamilton Analytical
Lab (Australian Branch)



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The emphasis is on the dimple plate jacket to ensure maximum flow rates of chilled water.

The tanks range from 4,000 to 30,000 litre in vertical and horizontal styles.

Barry Brown and Sons have conducted extensive testing with Email Ltd which have shown that the best cooling they can

offer is obtained using Emailair packaged type glycol water chillers and Barry Brown and Sons chilled water milk tanks.

They recommend that for dairies up to 6000 litres per day all chilling can be carried out within the milk tank jacket.

For larger dairies a combined system is recommended: the chiller is used to cool a thermal storage tank of water on night tariff, then water is pumped through the plate cooler when milking to cool the milk to between 6 and 8 degrees. The final cooling is

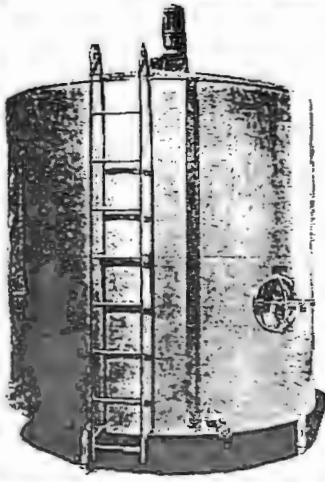
by pumping the glycol water through the milk tank jacket. Cooling is virtually instant and the system can give up to 90 per cent off-peak running.

Outside investigations by Barry Brown and Sons lead them to believe that initial capital outlay and maintenance costs on one of their systems are more than competitive.

Barry Brown & Sons are pleased to announce the appointment of Mr. Robin Coleman as State Manager for South Australia and he can be contacted on (08) 369 0670.

BARRY BROWN & SONS EST. 1970

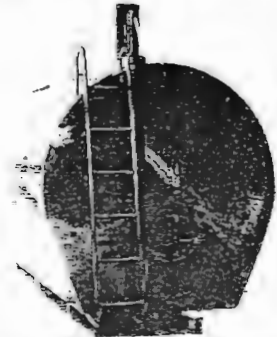
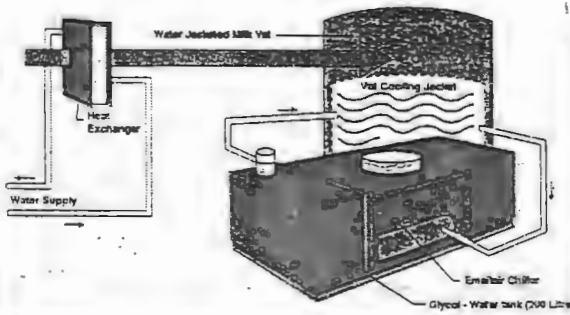
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Operation Advantages

- During milking glycol-water is pumped through vat jacket to cool milk to 4°C, and after milking when required to maintain milk at 4°C.
- Milk vat has low pressure jacket only, eliminates stresses and leaks (as may occur on R22 vats. Vat can be washed at high temperature without risk of damage.
- Virtually eliminates potential for build up in vats.
- System contains only 50 litres propylene glycol (approx. cost \$150.00).
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- Chillers are factory packaged with over 1000 identical units operating in Australia.

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QUEENSLAND: PRODUCTION AND PRICES

RAINFALL

Whilst South Australia was being flooded, dairy production for the year 1991/1992 in Queensland was in the face of one of the worst droughts experienced by the industry in approximately 30 years.

Normal summer rains were not forthcoming in all dairying areas throughout the State. This meant that as the winter progressed, no relief against or feedstock supplies were available from other areas of Queensland.

All rural industries and the Queensland Government working in concert were able to establish a Drought Feed Register, which identified sources of feedstocks throughout Australia, as well as negotiate the release of bulk commodities (cotton seed and molasses) which were destined for export.

It should be noted that for the first time in history, Queensland imported molasses.

Currently, many areas of Queensland, outside of the south-east corner are still experiencing drought conditions, with the

central west not yet out of the 91/92 Drought Declarations.

PASTURE/SUPPLEMENTARY FEEDING

During the period of the drought the Queensland dairy industry maintained milk production by extensive use of supplementary feeding. Cotton seed was used in many areas in conjunction with molasses as well as normal maintenance rations.

So, in one of their driest years, Queensland managed production of 634 million litres in 1991/92, compared to South Australia's 411 million litres, produced in their wettest year on record.

During this period, more extensive use was made of silage. Silage storage types used were wrapped round bale; pit and bung. Dairy farmers in conjunction with Department of Primary Industries researchers have been assessing the outcomes of various silage production methods. Similarly, the economic benefits of silage feeding, incorporating transport and other costs are being assessed.

COW AND HERD NUMBERS

The 1991/92 year saw a fall in registered dairy numbers to a level of 1843. This was a loss of 11 from the previous year (or a 0.6% decrease).

The average herd size was 108 head of milking and dry stock which gives an approximate total herd number of 199000 head.

MANUFACTURE MILK PRICE

Queensland processors pay a range of prices for manufacture milk. These prices are usually paid on a factory door basis and may not include bonuses paid for protein. Minor seasonal variations (both demand and climate) are also reflected in variations in the price for manufacture milk.

For the year 1991/92, an average price paid for manufacture milk, farm gate, was approximately \$5.80/kg Butterfat with a range moving from as low as \$5.00/kg Butterfat to \$6.10/kg Butterfat.

POSITION AVAILABLE

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South Australian Pastoral Award

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

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

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

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

CASUAL RATES

Appropriate rate as above, divided by 40 (hours) multiplied by 17.5%.

than \$450 per month. Casual employees also attract this 3% levy.

SUPERANNUATION

As of July 1, 1989 employers are obliged to pay into an approved superannuation fund 3% of their employee's gross earnings, (i.e. 3% calculated on the minimum award as above, not deducted).

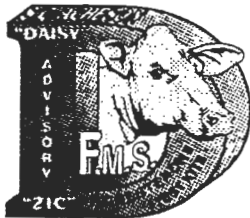
DAILY RATES

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

This compulsory 3% superannuation payment includes employees who are family members. However, it is not necessary to be paid for any employee who earns less

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



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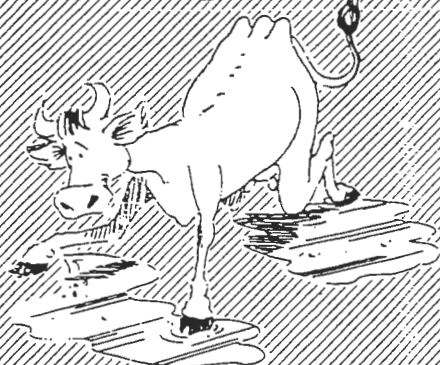
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The Occupational Health, Safety and Welfare Act 1986 places a general duty of care on every person in a workplace to do all that is possible to make sure that the workplace is safe and healthy.

The duty of care for an employer is to ensure that employees are not exposed to hazards while they are working.

Employers have to organise safe systems of work, provide information, instruction, training and supervision, provide adequate protective equipment and consult with employees when health and safety issues arise.

Equally, there is a duty on employees to co-operate with their employers, observe health and safety provisions and to take rea-

sonable care to protect themselves and others.

Where machinery is used in a workplace, all of the people who design, manufacture, import, supply, erect or install the machinery must make sure that operators are not exposed to hazards when they are using the machinery properly.

This legislation applies to farms or any other place where farmers are likely to be in the course of their work. It covers all of the work activities on a farm and the use of all farming machinery.

Specific requirements under the Act are detailed in various regulations and approved codes of practice. Many of these cover detailed requirements on the safe design and use of machinery.

South Australian Occupational Health and Safety Commission

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SELLING: 120 REGISTERED HOLSTEIN FRIESIANS

This is a very good herd of top producing cows which will be fresh in or springing.

Herd Average 1992/93 6,832 Ltrs, 4.3% 295 Kg BF 3.2%, 217 Kg Protein.

Cell count No 1 in District 6 month average, ABV + 231M + 13.5F + 6.4P

The Herd will be reclassified prior to the sale - current class shows 81% GP + with 8VG & 53GP.

Highlights Include:

- ◆ Lot 1 "Wendy Lou" 2nd GP 80, 1st class, A "Roxy D" with 7,748 litres, 276 F, 232 P. Her sister "Ned Wendy Lou" GP80 with 6,973 litres 275F, 202 P on her 1st lactation. Their Dam "Dowross Hill Wendy Lyn" GP84 8,978, 332F, 260P sells as lot 67.
- ◆ Lot 2 "Ned Butterfly" GP82 with 7,858 litres, 370F, 254P, Lot 82 is her Dtr "Jupiter Tweedledum" with 6,446 litres, 292 F, 196 P on her 1st lactation.
- ◆ Lot 5 "Starbuck Leanne" 2nd GP81 1st Class with 6,5894, 305 F, 209 P.
- ◆ Lot 85 "Daisy Cilla" VG85, STP, Star Brood Cow with 7,416 litres, 336 F, 221 P, sells with 4 Dtrs: Lot 3 "Ned Connie" 4th VG with 87,574 litres; Lot 15 "Ned Connie" 3rd VG86 with 6,086 litres, 278 F, 196 P; Lot 63 "Ned Connie" 5th GP82 with 6,036 litres, 276 F, 200 P and Lot 98 "Artist Connie" 6th with 5,889 litres, 221 F, 174 P on her 1st lactation.
- ◆ Lot 84 "Artist Colleen" GP81 1st class with 9,706 litres, 375 F, 226 P is a grand Dtr from Lot 15 and also selling is a sister by "Roxy D".

Top Production cow is:

- ◆ Lot 65 "Star Twilight" GP81 with 9,706 litres, 375 F, 302 P.

Other "Star" lots include:

- ◆ Lot 8 "Starbuck Marlene" 2nd GP82 with 7,576 litres, 332 F, 266P a Dtr of "Ned Lorrie" VG87, 6,314 litres, 287 F, 202 P.

Also

- ◆ 5 "ET" "Enhancer" Dtrs and 3 "ET" "Inspiration" Dtrs of "Ned Lorrie" VG87 that will be fresh in or springing on their 1st calves.
- ◆ Lot 29 "Roxy Darlene" VG85 with 9,321 litres, 361 F, 261 P.

- ◆ Lot 92 "Roxy Priscilla" 2nd GP84 with 8,784 litres, 382 F, 279 P: Sisters Lot's 26 and 46 "Ringo" 3rd GP80, 8,183 litres, 381 F, 260 P and "Ringo" 4th, 7,221 litres, 329 F, 221 P, both by "Starlite Jupiter".

- ◆ Lot 25 "Ned Gerda" 2nd VG85 with 282 F, 188 P and her Dtr Lot 52 "Artist Glitter" GP80 1st Class with 6,985 litres, 260 F, 205 P.

Other top cows include:

- ◆ Lot 41 "Master Elite" 8,001 litres, 321 F, 244P.
- ◆ Lot 57 "Artist Roberta" 8,804 litres, 298 F, 260 P.
- ◆ Lot 9 "Roxy Emerald" GP82, 7,265 litres, 299 F, 228 P.
- ◆ Lot 107 "Master Mia" VG85, 7903 litres, 336 F, 254 P sells with 3 Dtrs, "Star Miranda" with 8,028 litres, 332 F, 261 P, "Fred Miranda" 3rd with 6862 litres 268 F, 210 P on 1st lactation and "Jupiter Miranda" 2nd GP83 with 7,063 litres, 324 F, 240 P and her twin "Artist" Heifers "Mistress 2 & 3".
- ◆ Lot 62 "Ned Paula" GP84, 8004 litres, 388 F, 260 P.
- ◆ Lot 11 "Roxy Spice" 4th GP83 with 7,471 litres 387 F, 265 P.
- ◆ Lot 88 "Tempo Spice" GP80 with 288 F, 205 P.
- ◆ Lot 43 "Roxy Madame" 2nd VG85, 292 F, 204 P, and her "Artist" Heifer lot 45 "Marina".
- ◆ Lot 60 "Sage Duchess" VG85, 7829 litres, 319 F, 215 P.
- ◆ Lot 96 "Master Pippa" VG86 6,381 litres, 292 F, 192 P with her Dtr Lot 74 "Flipper" GP82 1st Class with 6,202 litres, 225 F, 207 P.

There are many, many more top producing cows in this outstanding herd. Genuine dispersals of this quality are few and far between. Don't miss out!

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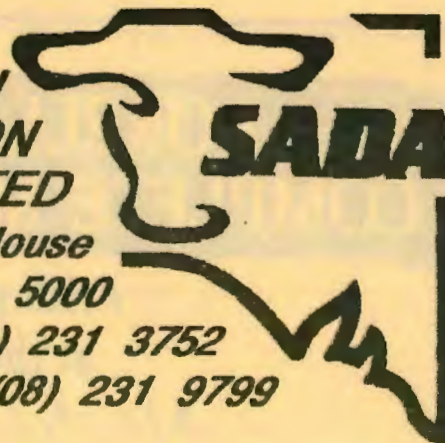
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JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

Published By:

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Editor

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The Official Publication of the South Australian Dairyfarmers' Association Inc

ISSN 0049

VOL. 36 NO. 4

JULY 1993

1993 CONFERENCE & ELECTIONS - ALL OVER!

Well, its over for another year! The Conference and "pre-election fever" is gone.

This Conference was a "first" in many ways:

- ✦ first joint Conference with Dairy Industry Association of Australia (DIAA)
- ✦ first time at a world-class venue - Adelaide Hilton
- ✦ first occasion involving an "international" speaker - Professor Bill Dobson from the University of Wisconsin

Everyone will have their own special view of the highlights. For me, the most motivational speeches were those of Terence Sheppard and Douglas Furby. Terence Sheppard spoke about "managing change" and Douglas Furby on "quality management".

Also the "Dairy Breaks" were excellent and our thanks to the dairy companies which exhibited their products and the other sponsors.

Financially, DIAA and SADA

will book a small loss for running the Conference.

Attendances were very good on Day 1 with 278 present and 256 at the Conference Dinner. However, numbers were down on Day 2 with about 150 registrations.

There will be some lessons learnt. We may return to a one day format.

Dairy farmer numbers were also low - so the real issue is how to attract YOU to the Conference.

A change of location may help, but lowering the standards at a second rate venue is just not on. Who knows, perhaps SADA can organise transport next year.

If you have any ideas or suggestions for improvement, please

phone Jenny or me at the office.

Don't forget tapes of the speeches are available. Order forms have been included with this Journal.

93/94 PRESIDENT

Congratulations must go to Allan Manning yet again! Allan has been re-elected as President, which makes it his fifth year. Maybe he's just a glutton for punishment! Anyway Allan, keep up the good work.



IN THIS ISSUE

- YOUR CURRENT PRESIDENTS & SECRETARIES
- MORE ON SUPER
- GRANTS FOR FINANCE & MANAGEMENT ADVICE
- MT LOFTY SDP REVIEW

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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE!

THANKS ROGER

On behalf of our State's dairy farmers, I would like to thank Roger Basham for his contribution as Senior Vice-President and as a member of the Executive Committee of SADA.

Roger decided to step down from these positions prior to the elections at Central Council. I understand though that he will still be involved in some current issues involving SADA and he will, of course, continue to sit on Central Council.

Special mention should also be made of his family's support because in these positions it is ultimately the family unit which copes with the pressure.

Judy and David are now resting easily, while Roger will be milking the cows a little more often.

WELL DONE "JOHNS" & RAY

Congratulations to the two "Johns"

✦ John Whellams on his election to the Executive Committee, and

✦ John Tiver on his "elevation" to Junior Vice-President.

To complete the "new look" Executive, Ray Heinrich has moved from Junior to Senior Vice-President.



*Adrian Scott
Executive Officer*

DAIRY FACTORIES CONTINUE TO ANNOUNCE INCREASES IN MANUFACTURE MILK PRICE

extract from UDV Hotline 16.6.93

Bonlac Foods announced a step up on 1 June of 9 cents/kg bf and 21 cents/kg protein retrospective to 1 July 1992, bringing the Bonlac price to \$2.46/kg bf and \$5.22/kg protein from Aug-Dec 1992 and \$2.60/kg bf and \$5.51/kg protein for July 1992 and Jan-Jun 1993 less volume charge of 2.6 cents/pl. The Bonlac price is inclusive of the off peak premium but excludes the stop charge redistribution. Winter incentives will be paid in the three lowest production months at 26 cents/kg bf and 51 cents/kg protein. A quality bonus for all choice manufacture milk of 3 cents/kg bf and 6 cents/kg protein will be

paid and a production incentive ranging from 1.5 cents/kg to 6.0 cents/kg combined manufacture fat and protein above 15,000 kg will be paid on total season manufacture fat and protein with July proceeds.

Kraft foods announced a step up on 5 May of 6.4 cents/kg bf and 12.0 cents/kg protein effective from 1 June 1993 and retrospective to 1 July 1992 bringing the Kraft price to \$2.669/kg bf and \$5.029/kg protein less volume charge of 1.0 cents/pl July 1992, Jan-Jun 1993 and 3.5 cents/pl for Aug-Dec 1992. Kraft also pay off season incentives ranging from 4 to 10 cents/pl in the three lowest production months based on production these months as a % of Oct 1992 production.

EDITOR'S NOTE

Using a protein: butterfat ratio of 0.76 the following prices are obtained.

Bonlac Foods \$5.81 Aug - Dec 92

\$6.17 July 92, Jan - June 93

*Note: Volume charge has been deducted.
Winter incentives, quality bonus and
production incentive not included.*





PRESIDENT'S COMMUNIQUE



I wish to sincerely thank the SADA members, DIAA members, their spouses and families, a broad range of industry supporters, sponsors and the On Farm Training Students for their attendance and support at our State Conference on June 8 and 9.

I must add a special thank you to Adrian, Jenny, Sue, Kate and Bob Snewin, Rocco Galluccio and Julie from DIAA.

I believe, the conference was a great success - However suggestions to make next years event even better will be greatly appreciated.

For this communique I have elected to include extracts from my report to Central Council in order to convey some of my thoughts to all members.

The most important issue is the commitment by the Minister, Terry Groom, for the proclamation of the Dairy Industry Act 1992 and the accompanying regulations from July 1st.

CENTRAL COUNCIL PRESIDENT'S REPORT HIGHLIGHTS

□ Legislation - Commitment by Minister for the proclamation of the Act July 1st. and accompanying regulations - but unfortunately not the 2 cents - following Central Council this issue is being addressed by the processors in consultation with the Minister.

□ State-Wide Equity - issues being resolved by the State-wide Equity negotiating team are:

1. Structure of Equalisation Company
2. Structure of changes to agreement
3. Notice to change supply
4. Documentation of transport adjustments
5. Tabling of Company Agreement for Physical Transfers
6. Appointment of Secretary

□ The structure and strength of our farmer organisation is

based on a strong and active branch structure feeding into a quality Central Council to ensure there is a process for policy decisions and priority setting to ensure on-farm needs of farmers are identified. I shall refer to the role of Central Council later in this report.

□ Our first full year with the expertise and support of Adrian Scott as the Executive Officer of SADA.

The point I want to emphasise to delegates is the importance of quality executive support. Adrian has brought to SADA vast experience in the political arena at State and Federal level.

His academic background in economics is invaluable combined with his experience in other industries, Adrian has brought a new perspective in policy

and planning into this organisation. His expertise has been spread thin in the last 12 months dealing with a vast range of executive roles including the perplexing role of READD Executive Officer and the culture to break into at Australian Dairy Farmers Federation level. Adrian maybe your economic skills have been spread thinly but your warmth, understanding and compassion has been appreciated by all of us. I wish personally to thank you and your wife Penny for your contribution to the South Australian Dairy Industry thus far.

□ The level of SADA achievement can best be measured by what has been included in the Dairy Industry Act 1992. It has been a particularly difficult task to incorporate the necessary legislative disciplines into one Act -

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when some producers have been operating under an Act that was proclaimed in 1928.

The most difficult task has been to develop agreements and protocol to bring the market milk processors (Dairy Vale and Farmers Union Foods Limited) up to the same level playing field in the South-East and the North. It is ironical that the farmers in these areas have been prepared to supply market milk under the Dairy Industry Act 1928 without a pricing discipline for all this period of time.

The consequence of this has been the very difficult task to preserve country processing plants and in turn create a level playing field in readiness for total deregulation post the Farm Gate.

I wish to recognise the support and assistance given to me by Pat Rowley, John McQueen, ADFP and Michael Taylor, ADIC in the earlier stages.

The management of the 2 cent Pool has been a most delicate area of negotiations I have ever experienced. However, 23(c) of the Act allows the Processors to manage the pool under direction of the Minister.

- The pressure to change the structure of dairy legislation is not confined to South Australia.

Farmers in England and Wales will be exposed to commercial pressures with the removal of the Milk Marketing Board (MMB) and its inherent power of a statutory buying monopoly.

Under present law virtually all dairy farmers have to

sell their milk to the MMB and dairy Companies subsequently buy their milk from the MMB.

It is of particular interest to note that:-

- Pressure from consolidated supermarket buying power and the disparity between prices for milk based on the "principle of end use" are the main causes of conflict which have led to the current level of change.
- The disparity in price between liquid milk volumes and processed (manufactured) milk has fostered an environment of premium evasion ie:

When is milk market milk? and

What level of processing denotes manufacture?



Ultra heat treated (UHT) milk in Australia is applying the very same pressure on the Australian system.

In communicating the UK experience to SADA members I am not suggesting SA or Australia do the same. However the well planned process of strategic planning to facilitate a changing environment is I believe a very necessary process.

The objective has been to preserve as many of the benefits of the current system as possible, in order to supply high quality milk and maintenance of the security needed to ensure farmers receive prompt payment for their milk. The intention is to maintain the mechanisms to:

1. deal with regional and seasonal variations in

production.

2. continue provision of on farm services to dairy farms.
3. fully capitalise on the existing efficient national transport system.
4. foster an infrastructure to enable farmers to join together effectively to sell their milk to the small number of large powerful buyers in a manner that is commensurate with the strength of those buyers (4 major buyers in England and Wales purchase two thirds of the milk currently sold by the MMB).
5. enable a pricing system which is market-driven and responsive to supply and demand.

The key factor in this pro-

cess of change is the creation of a supply co-operative (known as "Dairy Marque") that will be accessible to all farmers.

Only time will prove the effectiveness of these changes - and close observation of the effects will be invaluable to other countries including Australia.

In summary I wish to thank my Executive and Central Council Delegates for their valuable and quality contribution over this very difficult period. I wish to convey a very special thank you to Roger Basham for his efforts and wisdom and his ability to be an impeccable team man. Thank you Roger! and a special thank you to Judy and David for their tolerance and support.

ALLAN MANNING
President



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DAIRY INDUSTRY LICENCES HONOUR

The Dairy Authority of South Australia announced that it would honour all existing licences previously issued under the Dairy Industry Act 1928 and the Metropolitan Milk Supply Act 1946.

Existing licences will become provisional licences under the Dairy Industry Act 1992 until current licence holders have applied for a licence

under the new Act.

Applications for a licence under the Dairy Industry Act will be mailed to current licence holders after the new Act has been proclaimed on 1 July 1993.

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Northfield Laboratories, part of the South Australian Research and Development Institute, is developing a new concept in pharmaceutical products aimed at the prevention of infectious diarrhoea in children. It is a world leader in this field.

Rotavirus is the major cause of this diarrhoea and is responsible for a million deaths worldwide each year. It generates much suffering, causes epidemics of gastroenteritis in hospitals, kindergartens, day care centres and in the home. Valuable hospital resources are tied up as infected children usually require hospital treatment. It is also a life threatening problem for adults, such as organ transplant recipients, whose immune system is suppressed.

The concept is to use antiviral agents (antibodies) produced by dairy cows. Cows are vaccinated with a rotavirus vaccine and produce antibody against the virus. These antibodies are collected from the colostrum of vaccina-

ted cows after calving and processed into a natural powder. A small amount of this powder is fed to those at risk of infection. The powder can be mixed with infant formula or other foods.

The product has been so successful at preventing infection in trials held at major hospitals in Australia and overseas, that there is already demand from these hospitals for the final product. Final clinical trials are about to start and sales are planned to begin in Australia in 1994. America, Europe and Asia are expected to be major markets in future years.

This development is already benefiting some South Australian dairy farmers and businesses. These benefits are expected to increase as commercial production expands in 1994. Northfield expects to vaccinate 1500 cows in the summer of 1993/94. If the product is successfully marketed, there will be a rapid scale-up of operations. Market research

indicates that colostrum from 40,000 cows will be required by 1999.

Approximately 1500 cows from 20 dairy herds around the metropolitan supply area have been successfully vaccinated and colostrum collected on a commercial basis over the past three years. The hard work and feedback from these farmers has been vital to the success of the program to date. It has also enabled Northfield to improve their initial "crude" methods and develop a practical system for colostrum collection aimed at making participation in the program attractive and profitable for farmers.

All of us working on this project hope that South Australian dairy farmers will support this important value-adding industry in the future by their participation in Northfield's Colostrum Suppliers Programme.

For more information on the Colostrum Suppliers Programme contact.....

Peter Whyte, Northfield Laboratories on (08) 266 2266

OR

Alex Todd, Flaxley Research Centre on (08) 388 8220



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Thank you....

John and Judith Schofield sincerely thank SADA Members who gave them donations of hay and money when their property was flooded in December.

They would also like to thank the many people who phoned and called to see them. It was greatly appreciated!





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CHALLENGES AHEAD FOR DAIRY CO-OPS

Australian dairy co-operatives need to expand or enter new business if they are to embrace the challenges facing the dairy industry according to a visiting US expert.

University of Wisconsin-Madison dairy marketing and policy Distinguished Professor Bill Dobson told the Dairy Industry Association of Australia and South Australian Dairyfarmers' Association joint conference in Adelaide last week that many Australian dairy co-operatives would need to expand or merge to survive.

Prof Dobson, whose Australian visit was partly funded by the Dairy Research and Development Corporation, said the future of co-operatives in the US, Europe, and Australia was being shaped by industry deregulation, industrialisation of the dairy industry and the growing power of investor owned

firms such as supermarkets.

"Dairy co-operatives in Australia and elsewhere need to expand their existing business or enter new businesses to compete effectively in the environment which will exist in the next few years," he said.

"In Australia, the US and elsewhere, mergers and acquisitions are being used by dairy co-operatives to gain the bargaining power, processing plants, product quality and efficiency needed to operate successfully.

"Marketing and new product development challenges will create incentives for additional mergers and expansion of dairy co-operatives to compete effectively with investor owned firms such as big supermarket chains".

One challenge facing Australian co-operatives is to overhaul their financial management to raise the capital necessary for 'big money' expansion,

Prof Dobson said.

"One of the most serious problems facing Australia's dairy co-operatives is their inability to earn and retain profits," he said.

"Figures from a 1989 survey of 31 Australian dairy co-operatives show that they financed only 8 per cent of assets with issued capital.

"Additional equity capital will have to be supplied by farmer members or the public and co-operatives will have to take on additional long term debt to provide the necessary financing," he said.

Financing options used by US dairy co-operatives included revolving funds, deductions from producer-members' milk cheques known as 'unit capita retains', base capital plans and the recent growth of joint ventures.

AUSTRALIA'S RURAL SECTOR

UPS & DOWNs

A continuing downturn for Australia's rural sector was confirmed by the Agricultural Finance Survey preliminary estimates released in late May by the Australian Bureau of Statistics.

In 1991-92 the turnover of farm businesses was \$18,372 million, 4.3 per cent below the 1990-91 turnover and 15.8 per cent below turnover in 1989-90.

Unlike the previous year, not all agricultural industries were adversely affected by the downturn. The largest decreases in turnover from 1990-91 to 1991-92 were recorded by the sheep-meat cattle industry (down 24 per cent) and sheep industry (down 22 per cent). However, there were some industries that recorded increases in turnover with milk cattle (up 13 per cent) vegetables (up 10 per cent) and cereal grain and oilseeds

(up 10 per cent) recording the greatest increases.

All states except South Australia recorded a decrease in turnover between the years 1990 and 1992.

However, South Australia remained well down on the figure for 1989-90.

The largest decrease over the 1990 to 1992 period occurred in New South Wales.



DAIRY RESEARCH AND
DEVELOPMENT CORPORATION

SOUTH AUSTRALIAN VISIT

The Dairy Research and Development Corporation (DRDC) visited South Australia during the first week in June to keep in touch with issues affecting the local industry.

In addition to the monthly Board meeting, DRDC Directors met with the South Australian Dairyfarmers' Association and visited Dairyvale Co-operative, Flaxley Research Station and Max and Marlene Green's

commitment to, research and development.

"The trip has highlighted some important issues affecting the South Australian dairy industry, including the need to improve feed and milk production and milk cooling on farms," he said.

"Deregulation is an important issue for manufacturers. Accessing information technology to help improve competition is a priority.

The trip was also an opportunity to meet with several local researchers who presented their findings.

South Australian research currently funded by DRDC includes:

Farm

- ◆ ryegrass mosaic virus and cereal rust mite (University of Adelaide)
- ◆ lucerne breeding (SARDI - Northfield)
- ◆ white clover evaluation (Flaxley Research Institute)
- ◆ introduction of dung beetles (CSIRO)
- ◆ phosphate rock fertilizer evaluation (Flaxley)

Manufacturing

- ◆ identifying *Listeria* in the factory
- ◆ Co-operative Research Centre for Tissue Growth and Repair (new uses for milk components in the pharmaceutical industry)

Human Nutrition

- ◆ consumers and the milk mucus effect
- ◆ dairy proteins and human health



DRDC DIRECTOR TERRY MAKIN AND SOUTH AUSTRALIAN DAIRY FARMERS MAX GREEN AND HANS VAN DYK DISCUSS FEEDING MAIZE TO DAIRY HERDS

dairy farm in the Adelaide Hills.

Managing Director, Dr Paul Donnelly, said he was impressed by the industry's interest in, and

Because dairy farmers fund the DRDC through the research levy, we are committed to ensuring dairy farmers benefit from DRDC activities."

JACK GREEN CHURCHILL FELLOWSHIP

Dairy Farmers, Dairy Company & Dairy Organisation staff are all eligible

Three Fellowships have been awarded so far - 2 to dairy farmers, 1 to a factory employee - in the first three years. Annual Fellowships can only continue if the fund reaches the target of \$175,000. It is now \$25,000 short. (That's just 250 donations @ \$100 or 500 @ \$50).

you and your friends in the industry getting a Jack Green Fellowship. Use the coupon below to make a donation before June 30 and get a tax deduction.

The Fellowships enable a person of proven merit from the dairy industry to go overseas for about 3 months and bring back information to help us all. Fares, fees and a living allowance are paid.

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GOVT. TO REVISE MT. LOFTY PLANS

The Minister has written to Roger Basham outlining the steps to revise the current SDP. Essentially, a review team has been set up with a comprehensive brief, which we have reproduced for your information. As you will see from the Brief, every aspect of the No. 1 SDP and the Management Plan must be examined and the Review's major product will be a consultation draft SDP.

DRAFT REVIEW GUIDELINES

Specifically, the tasks include the following:

To review the recommendations of the three major reports, prepared on the Ranges in recent months, by the Advisory Committee on Planning (ACOP), the Environment, Resources and Development Committee (ERD) and the Local Government Planners in the Ranges. The review should result in a document which is more comprehensible and equitable than the current SDP, and will implement the following Government objectives for the Ranges:

- ❖ The maintenance and enhancement of the natural resources of the Ranges.
- ❖ The enhancement of the Ranges catchments as sources of high quality water.
- ❖ The long-term sustainability of rural production in the Ranges.
- ❖ The preservation and restoration of remnant native vegetation in the Ranges.
- ❖ The enhancement of the amenity

and landscape of the Ranges for the enjoyment of all South Australians.

(1) Review the controls on residential development and land division in rural areas, by examining the following options:

- ❖ clustering scheme
- ❖ rural title scheme
- ❖ land capability approach (consent provisions)

(2) Review the controls on residential land division in urban areas within the Water Protection Area, namely the allotment size prohibitions in the high rainfall area (4,000 square metres).

(Only the Liberal Party Alternative Policy suggested amendments to this subdivision policy, but the policy is related to the transfer scheme).

(3) Review the "transfer of titles" (amalgamation units) scheme under the Real Property Act. The review should examine the following options, or combinations thereof:

- ❖ Expansion of the current scheme outside the Water Protection Area.
- ❖ Amend the scheme to a transferable development right scheme, in lieu of allotments only.
- ❖ Abolish the scheme, and introduce other measures to address the objectives.

The review process should consider whether the scheme is to remain "mandatory" (upon amalgamation of allotments) or be an optional scheme. The proposed solution should complement the development controls outlined in (1) and (2) above.

(4) Review the area affected by the planning controls.

(5) Investigate locations for rural living

zones outside the Water Protection Area.

(6) Investigate possibilities for sub-regional variations to regional policies.

(7) Review adequacy of measures to restrict urban expansion.

(8) Review the Mount Lofty Ranges Management Plan in light of submissions received, and prepare a final version for submittal to the Natural Resources Council.

(9) Formulate provisions in the SDP to address the non-residential components of the Management Plan, namely:

- ❖ Environmental protection
- ❖ Water resources
- ❖ Primary production
- ❖ Mining and Mineral Resources
- ❖ Tourism development
- ❖ Recreation and Sport
- ❖ Bushfires

The emphasis in the drafting of these policies will be on land capability approach where practicable, and will address the equity issues of the current controls which discriminate on owners of groups of allotments.

The products required from the review process will be:

(1) A consultation draft of the SDP containing the relevant items detailed above.

(2) A finalised version of the Management Plan (to be renamed a Planning Strategy).

(3) Drafting instructions for revision of the transfer scheme under the Real Property Act and Regulations, if necessary.



GRANTS FOR FARM FINANCIAL/MANAGEMENT ADVICE

The Farm Financial/ Management Advice (FMA) Scheme provides grants to South Australian farmers for independent financial or management advice. The grants are part of the Rural Adjustment Scheme (RAS).

RAS is set up under the Rural Adjustment Act 1992 (Commonwealth) which came into effect on 1st January 1993.

In South Australia, RAS is administered by the Minister of Primary Industries through Rural Finance and Development (RF&D), Primary Industries, South Australia.

What is the grant?

The FMA grant is for an amount up to \$2,000. This amount can be used in one year or the total amount can be spread over three years.

The grant is to provide eligible farmers with independent financial or management advice which can be used as part of an assessment of the long-term

productivity and profitability of the farm.

Who may apply?

All farmers may apply. They do not have to be RF&D clients. To apply fill out the FMA RAS application form. RF&D will assess your eligibility for the grant.

Existing RF&D clients, with RAS loans or interest subsidies, may apply for the grant using the FMA RAS application form.

New RF&D clients who have been offered a RAS loan or an interest subsidy will automatically be eligible for an FMA grant.

How do I get an FMA grant?

You may be offered an FMA Scheme grant:

- once you have applied on an FMA RAS application form, or,
- as a result of a RAS application for other assistance.

If your application is successful

you will be sent a letter offering you the FMA grant. The letter will list the consultants who are available under the scheme.

Where can I get the advice?

As of February, 1993 there are two groups of approved sources of advice:

- Agricultural consultants. They must be Corporate members of Australian Association of Agricultural Consultants (AAAC)
- Accredited members of the Financial Planning Association (FPA).

The members of other approved professional associations may be added to the register of consultants by negotiation between RF&D and the professional associations.

If you want advice from another professional organisation, ask them to contact the General Manager of RF&D to discuss the possibility of their members being included on the register.



WORDS OF WISDOM

- * Attitudes Influence Behaviour
- * Change is Constant
- * Cannot Predict the Future From the Past
- * Success Breeds Complacency
- * Run A Little Scared
- * Willingness to Compete
- * Commitment to World's Best Practice
- * Get Close to the Customer

Dr Terence Sheppard, Conference '93 Speaker

Superannuation

EMPLOYER'S RESPONSIBILITIES



Rural employers are reminded of their responsibilities under the Superannuation Guarantee Charge (SGC).

Since July 1, 1992, all employers must pay employees not covered by an award, a 3 per cent superannuation contribution into an approved fund. The employer chooses the complying fund.

Award employers who ignore their responsibilities will also be caught by a tax audit under SGC.

Therefore all employers have responsibilities under either their award (if respondent) or the Superannuation Guarantee Charge.

NOTE: SADA Members are respondents to the State Pastoral Award.

As a timely reminder for employers where the SGC applies it effects employees:-

- who earn more than \$450 per month;
- it does not apply to those over 65 years of age, or
- those who are under 18 years of age and engaged in part time work of less than 30 hours per week;
- it does not apply to

household domestic employees working for less than 30 hours per week.

Employees falling within the SGC would include sons and daughters working on the family property, Directors, Managers, Overseers, Jackeroos, Jilleroos and fruit pickers who work outside of an award.

In fact any person who has "paye" tax deducted from wages or is included in the employers Workcover premium, is entitled to superannuation.

Employers (as defined) are required to pay 3 per cent from July 1 1992, (and 4 per cent from July 1 1994) on ordinary time earnings.

On the other hand Award employers are directed by the superannuation clause of the Pastoral Award which is currently 3 per cent from March 1989 (Federal) and May 1989 (State).

The confusion between the two schemes will widen when the legislated percentage increments, compete with the Award prescription and one falls behind the other (or the pay roll threshold is surpassed).

The Act currently suggests employers should adopt the treatment which is most favourable to the employee.

The SA Farmers Federation has sought a rationalisation between the SGC and rural award coverage to limit this confusion presented by the introduction of the SGC scheme.

To that end we have taken the matter to the Government seeking the Award clause be set aside.

A test case on this issue is being prepared.

Finally the method of collection of SGC is self assessment. There are no specific reporting requirements for individual contributions but the onus is on the employer/taxpayer to prove that they have discharged any obligation to pay super.

Employers not currently paying superannuation contributions for employees into a complying fund should attend to this requirement immediately.

More information on the Superannuation Guarantee Charge can be obtained from the SA Farmers Federation Industrial Director, your Accountant or Superannuation Fund Manager.

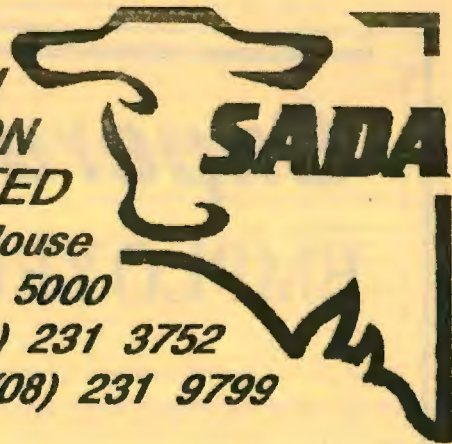
Thanks to Warwick Sutton of SA Farmers' Federation for this information. *Ed.*

**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
Fax (085) 685 494

Executive Officer

Adrian Scott
Telephone (08) 231 3752
Fax (08) 231 9799

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Adrian Scott
Telephone: (08) 231 3752
Fax: (08) 231 9799

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