



THE SOUTH AUSTRALIAN DAIRY FARMERS **JOURNAL**

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WHEN WILL THE GOOD APPLES FALL ON MY SIDE OF THE FENCE?

It is interesting to stop occasionally to consider some of the incongruities of our particular dairy world. Too often we accept what happens to us as a matter of fate or beyond our particular control. That attitude or belief that we can do nothing to improve our lot, rings of what Alexander Downer has been accusing certain members of the Liberal Party as suffering from, - GUTLESSNESS.

If we are willing to resign ourselves to be the pawns of others, if we are willing to march to tune of "masters'" drums and if we are willing to leave our destiny in the hands of someone else we will get what we deserve.

This article will raise some questions. Perhaps some SADA members might like to consider some answers and send them in for the February Journal. I don't have the answers because I am just a philosophising theoretician with no practical skills at all.

How can a dairy farmer in Western Australia milk 70 cows, have a sharefarmer and consider that life is not so bad?

Why does his neighbour

milk 300 cows by himself and complain about everything?

What would happen if all dairy farmers across Australia agreed with each other to limit milk production so that Australia only produced 5 billion litres of milk instead of 8 billion litres of milk?

What would happen to milk prices if dairy farmers owned the milk up to the factory door?

What would happen to the price of milk if dairy farmers CO-OPERATIVELY controlled their production levels and did not continue to chase their never attainable goal of maximising productivity?

What does maximising productivity mean?

Do statistics lie or do they expose the truth?

If it is the latter, at what point in time will one dairy farmer with one cow in the only herd in Australia produce all the milk required by the nation?

Who will pay the highest price for milk in 1995 and why?

Why can't we buy the exquisite cheeses of National Dairies' Farmers Union brands in South Australian shops?

Why can't South Australia produce high quality 300 g wax coated cheddar cheeses like the Cobram cheeses that sell for \$4.00 in supermarkets?

Why can't exported products be premium products that actually pay their way?

Why can't the marketers in our industry lift their sights beyond price?

IN THIS ISSUE

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- UK NEWS
- READD NEWS



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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

How can one company fly a Quality Assurance Certification flag yet allow one of its laboratories to be in error in testing for protein for over six months?

Why do dairy farmers trust milk meters on trucks?

How many monitor their milk production by a second, certified process?

Why does National Dairies want to pay for all milk on the basis of litres?

Why can't there be a place for a diversity of breeds in our industry?

How many South Australian dairy farms have herds that are free of diseases such as EBL and Johnes Diseases?

How many dairy farms can prove their disease status?

Why can't South Australia provide equal opportunity to every dairy farmer by having a rational freight system for milk haulage?

How can Dairy Vale treat 4 dairy farmers in the Renmark area different to the rest of its suppliers?

Why are 2 of that 4 treated differently to the other 2?

When will we be a united group of dairy farmers with common goals, common purpose and a sense of identity?

These are just a few of the questions I have reflected on during my break away from the office. There are many more - but let's start 1995 off with these few. Answers please - especially from those with the skills to run businesses - like the Dairy Industry.

Terry Inglis
Chief Executive.

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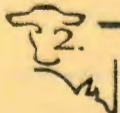
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EQUALISATION

Within the next few weeks a series of information meetings will be held in regional centres. The aim is to explain how equalisation worked, is currently working and what problems have been raised in the recent review conducted by John McQueen.

Members are invited to attend in order to ask questions and more particularly to offer views.

Please keep your eyes out for notices about these meetings.

Equalisation was developed by farmers to ensure all farmers in the respective market centres had access to a share of market milk or city/town milk premiums. It was an act of co-operative endeavour fuelled by common sense, altruism and neighbourliness.

It seems those humane spirits are evaporating somewhat and old jealousies and rivalries are emerging stronger than ever.

From an observers point of view it must be said that strong emotions are generally not aroused when something is going well. The friction that exists must have some cause.

The basic quest all dairy farmers must have is to practice their profession where they can achieve such goals as commercial success, ease of production and market access.

Whilst much has been said about people changing rules a cautionary warning must be made. People outside our industry will change the rules without our involvement if we navel gaze and do not move ahead of the game.

Hilmer does not allow for exclusive trade zones or supply zones in Australia.

Victorian dairy farmers see Australia as their market and when 1998 comes unless the Industry has its own control mechanisms milk will flow more freely across State borders than it does right now - and that is saying something.

No region will be safe from external trade and no region will be left untainted.

Many people claim we have free trade now or that it has been open free trade in the past - we all know that is not true and that certain anti-competitive laws have stopped milk from flowing across borders. But as of 1998 that will all end under revised Dairy Industry laws.

If the Hilmer Report is adopted in full via legislation in 1996 it will over ride Dairy Industry law.

South Australia needs to be prepared for the changed face of the national Dairy Industry under either eventuality.

How prepared are you? Do you understand the implications for you and your farm of total deregulation and the outlawing of anti competitive practices?

Equalisation may need to be replaced with entitlements on a national basis.

What do you think?

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READD NEWS



SALMONELLOSIS

- an emerging problem?

*John Morton - District Veterinary Officer,
Warrnambool*

*Sue Hides - Regional Veterinary Officer,
Gippsland*

How would you like 80 cases of salmonellosis in your 215 cow herd in the next five weeks? This has happened in a severe outbreak of salmonellosis in a Western District herd.

Salmonellosis is commonly diagnosed in East Gippsland, but in the past it has been uncommon for more than one or two cows to be affected at any one time. Over the last few weeks, five outbreaks of salmonellosis in milking cows have come to the attention of the Department of Agriculture.

Symptoms

Typically, affected cows show a dramatic drop in milk production, they stop eating, become dopey and sunken eyed, they may show signs of abdominal pain, they develop a severe watery scour which may contain blood, mucus and strips in gut lining. They can die if they are not treated immediately with the appropriate antibiotic at the correct dose rate.

Where does the infection come from?

The type of salmonella which is responsible for the majority of outbreaks can be carried by all species of domestic animals, man, wild animals, including rodents (rats, mice) birds and reptiles. Salmonella can remain viable for up to seven months in soil, water, manure or on pasture.

Infection usually occurs by eating feed or drinking water contaminated by the manure of a carrier animal or through close contact with an infected animal. Water can remain

infected for long periods, (up to 9 months has been reported). Infected drinking water is a significant source of infection for cattle. Stored feed contaminated by the droppings of rodents can lead to outbreaks.

It can be very difficult to work out where the infection has come from. In all species of animals, there are a percentage of healthy salmonella carriers present at any one time.

Whether or not the disease develops depends on:

1. The virulence of the bacteria,
2. The number of bacteria the animal is exposed to,
3. The susceptibility of the animal.

The presence of the salmonella bacteria alone does not necessarily cause disease. Some stress factor such as calving, cold, wet, windy weather, transport, calving induction, lack of feed and water, may precipitate the disease.

Why do outbreaks occur in some herds and not others?

In the Western District in 1991 and 1992, a study was undertaken to look for differences between herds that experienced outbreaks and those that only had one or two cases. A wide range of herd management factors were assessed. Herds experiencing outbreaks (more than five per hundred cows affected) were different in the following ways:

- Feeding of grain and magnesium oxide
- Herds experiencing outbreaks were more likely to be heavier grain feeders and they fed more magnesium oxide than other herds. Magnesium oxide is often referred to as Causmag, although other brands are available. Causmag is fed to prevent grass tetany and milk fever, and to buffer feed to reduce the risk of grain overload.





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An information Session will be held at Victor Harbor Campus, 1 McCracken Drive, on Monday 13 February between 10.00 a.m. and 11 a.m.

For further information contact Margaret Stephens on 52 1344, Victor Harbor TAFE.

From the results it appeared that magnesium oxide, not grain, was most suspect (but not proven) to increase severity of outbreaks.

- Type of trough
- Large outbreaks were more likely when cows were being fed from continuous troughs, rather than in individual troughs.

Control options

If possible, maintain a closed herd, by breeding your own replacements.

Isolate affected animals to avoid spreading the disease to healthy stock. Following recovery, cattle may become carriers for as long as 10 weeks.

Water should be provided in troughs which are not susceptible to faecal contamination. Vaccination, after an outbreak has begun, does not appear too effective in stopping the

spread of the disease.

Discuss Causmag feeding with local veterinarian.

Human health

Salmonellosis can cause serious, sometimes life threatening disease in humans, so pay strict attention to personal hygiene after handling infected or potentially infected cattle.

Children are more susceptible to infection than adults. Indirect infection via domestic dogs may cause human infection and it is advisable to keep children away from infected pets.

For further information contact your local veterinarian.

Source: Yellow Rag - September '94.





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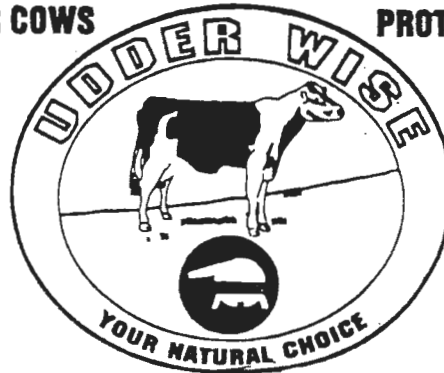
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GOOD NEWS FOR DAIRY FARMERS

River Murray dairy farmers in SA may have some new weapons at their disposal in their battle to improve irrigated pasture productivity.

Preliminary results now emerging from work by PI SA researcher, Mr Martin Philcox, suggest that two of the bigger guns will be Ellett and Yatsyn ryegrasses.

Mr Philcox said that in trials funded by the SA Cattle Compensation Fund over the past three years, these two NZ- bred ryegrasses had outperformed the stable Nui variety by up to 20 pc in terms of total dry matter produced.

“More importantly, they gave a better seasonal spread - into summer for example, when ryegrass production tends to go down,” he said.

“Even if only 60 to 70 pc of this increased production is utilised, it still means a difference of half a cow per hectare in carrying capacity.

“While Ellett and Yatsyn were superior to Nui, a lot of the new varieties did poorly, especially those from Europe.

“Many had production levels 20 to 40 pc down on Nui.

“On one site, there was a 7 tonne per hectare per year difference between the top and bottom producing ryegrasses.

“Field observations indicated that the European varieties Heraut and Edgar

appeared to be more susceptible to salinity.”

Mr Philcox said the Australia-bred ryegrass, Matilda, proved a top performer in winter, but poor in spring and summer.

This meant that farmers whose management involved year round calving and who needed to increase pasture productivity in winter, might consider including Matilda in their seed mixes.



Ron Darling(right) and Martin Philcox inspect growth of clover on site at Ron's farm at Monteith.

He said that as part of the research, 12 ryegrass varieties had been sown at three sites, two at Cowira and one at Monteith.

When quality tests were done on these, there were few differences as far as digestibility, crude protein and energy levels were concerned and digestibility and crude protein levels were high.

However, tests did reveal that from October to March

and particularly in December and February, the energy component fell markedly.

“Farmers need to be aware of this and make sure their stock have access to a high energy ration in this period,” Mr Philcox said.

“And it is advisable for farmers to have their stock feed tested because energy may be a limiting factor to production.

“Kits are available for the tests which are done by the Victorian Department of Food and Agriculture at Hamilton.

“For \$40 a test, it's well worth it for both hay and grain.”

Mr Philcox also assessed five white clovers against the standard Haifa variety to see if something better was around.

He didn't find it, although Victorian Irrigation White had superior production to Haifa in the first year.

The preliminary conclusion was that Haifa was still the best clover variety for the swamps.

Mr Philcox said that while the trials had isolated some superior performing pasture varieties, farmers had to ensure that their irrigation, fertiliser and grazing management was up to scratch to get the most out of the improved varieties.

Further information from Martin Philcox on - (085) 356 400.

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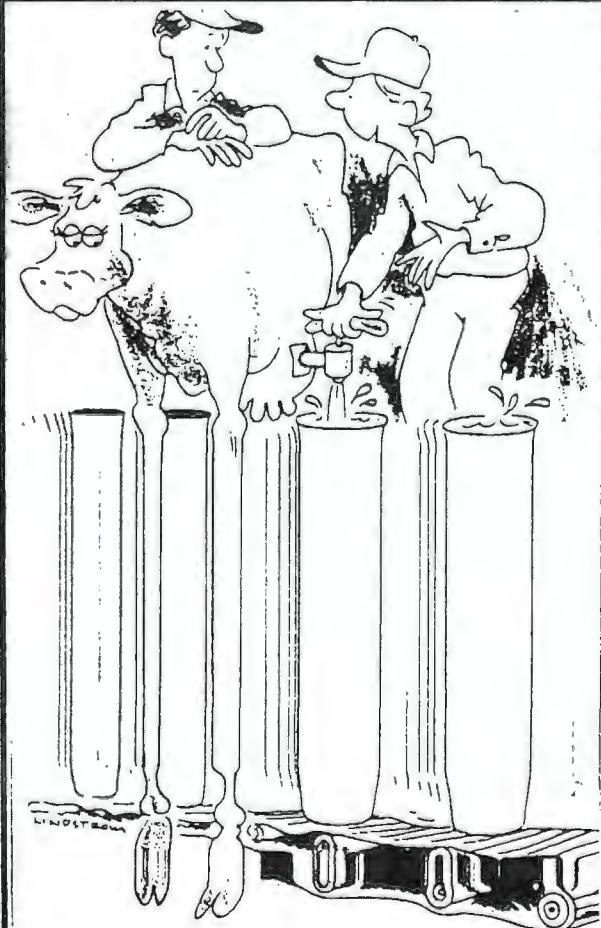


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MORE RESULTS FROM CROSSBREEDING TRIAL

Progeny from Belgian Blue bulls continue to record the highest weight for age over six other breeds, in research which may have far reaching implications for Australia's beef cattle industry.

This long term trial is underway in the South-East of SA and involves inseminating 600 Hereford cows with the semen from seven breeds representing 26 bulls each year for three years.

Those supervising the project are Dr Wayne Pitchford of the University of Adelaide's Waite Campus and Mr Mick Deland of the SA Research and Development Institute, Struan.

Dr Pitchford said the cows dropped their first calves in autumn 1994 and the calves had so far been weighed every 50 days from birth in this project which is funded by SA's Cattle Compensation Fund.

At 100 days the Belgian Blues came out on top, having been the third-heaviest at birth.

When all calves were reweighed in November at the 200-day stage, the average weight of the Belgian Blue crosses was 206 kg.

Then followed South Devon (200 kg), Hereford and Limousin (199 kg), Angus (198 kg), Jersey (187 kg) and Wagyu (180 kg).

"If average breed differences are more than 11 kg, then we consider this significant," Dr Pitchford said.

"So the differences between the Angus and Jersey crosses is significant and the Wagyu, too."

Dr Pitchford said that in calculating the average weight of the calves, data had been adjusted for:

- Sex - whether the calf was male or female.
- Type of birth - whether the calf was a single or twin, all twins having been fostered and raised as singles.



- Their location - the herd is split between Struan and Wandilo nearer Mt Gambier.
- The age of the dam.

He said that between the 100 and 200 day stages, the South Devon-sired calves had exhibited high growth rates compared to their performance between birth and 100 days.

"It is possibly surprising that the Angus, Hereford, Limousin and South Devon calves are so close together in their

weights at 200 days. Pure-bred Hereford calves are performing as well as many of the crossbred calves."

"And it is also surprising that Jerseys are growing faster than the Wagyu."

Mr Deland said the latter were popular in Japan, having originated from the Korean Black breed.

He said some Wagyu had Jersey in the subsequent breed development which might explain the brindled coat color and similar performance so far.

The really high marbling Wagyu types came from the Kobe province - hence "Kobe beef."

The calves were also tested for fat depth at the 200 day-stage, with the average level being highest in Angus (2.3 mm) and lowest in Belgian Blues (0.5 mm).

Other recordings were Jersey, 2.2 mm; Wagyu, 2.1, Hereford, 2.0, Limousin 1.6 and South Devon, 1.1.

"While the maximum fat depth recorded was 6 mm, there was a large number of calves with undetectable fat cover at the 200-day stage," Dr Pitchford said.

"Many animals are only beginning to get into the fattening phase."

He said the next weight recording would be done at 250 days and in late January, muscle biopsies for fatty acid would be conducted by Dr Brian Siebert of the CSIRO.

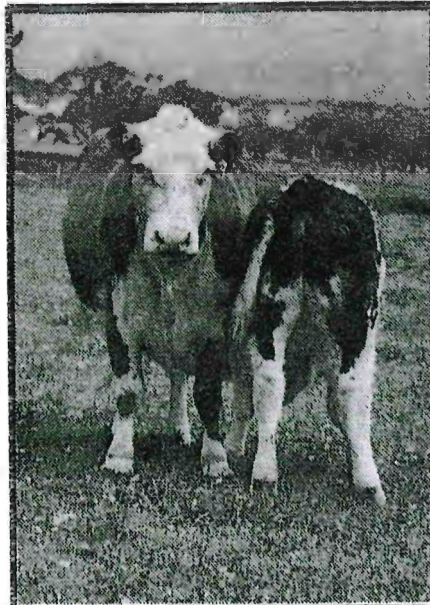
These would show whether

there were any breed differences in fat quality - that is, the relative levels of unsaturated and saturated fats (In other preliminary studies the Wagyu and Jerseys have had more unsaturated fat than the other breeds).

Dr Pitchford said the 1994 drop calves would go into a feedlot in autumn 1995 - probably for 200 days - and weighings would continue.

"We are still looking for a feedlot prepared to take the calves," he said.

The Hereford cows had again been mated to the 26 different sires representing the same seven breeds, and this would also occur in 1995.



The back-end of one of the Belgian Blue calves in the trial, when the calf was about 150 days old.

"The last slaughter will be at the end of 1996 when the 1995 drop calves are 600 days old," he said.

"While these results are specific for the South-East, they provide a guide as to what might happen in most temperate environments and are consistent with results obtained at Clay Centre at Nebraska in the US.

"Ultimately we hope to find out the most appropriate breeds to use as terminal sires to target specific markets."

Further information from Dr Wayne Pitchford (08) 3036538 or Mick Deland (087) 647419.



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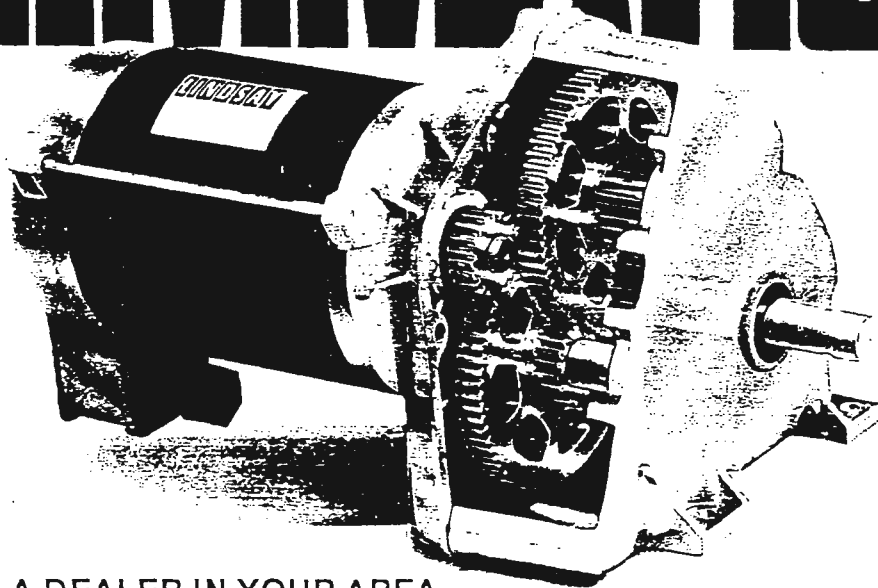
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BUFFER FEEDING FOR DAIRY COWS

British farmers are learning about feeding dairy cows all year round with grass and maize silage. British research work has shown the benefits of keeping cows in good condition. At Crichton Royal, one of the Scottish Agricultural College farms, trials on how to buffer feed dairy cows effectively have proved it a useful strategy when problems arise through grass shortages and palatability, as it prevents a decline in milk yield and excessive liveweight loss. Later experiments showed that increasing the energy content of the forage supplements increased intake from the forage buffer but did not result in increased performance, merely displacing cheaper grass from the diet. For buffer feed-

ing to be effective, it must increase total intake with little replacement of grass by the buffer supplement, and produce more milk.

"Successful buffer feeding depends on a very fine balance between herbage in the field, the cow itself, and the make-up of the buffer feed," the researchers claim.

■ Improve Efficiency

To fine-tune this balance, a series of trials looked at how grass height related to access to the buffer feed could improve efficiency of buffer feeding, and examined the consequences on production. The cows were buffer fed with grass silage when grass height was low - below 7 cm (3 inc), but buffer feeding was stopped when grass height went above 10 cm (4 inc). The second treatment started buffer feeding when grass height fell below 7 cm (3 in) and continued until housing.

The experiment started in mid-June and went on until the cows were housed at the end of September. It showed that buffer feeding was more efficient when grass height was taken into account, and that buffer feeding should only be carried out when insufficient grass is available to the cow. If not, high amounts of forage buffer will be used with only relatively small response in milk yield. The experiment with mid-lactation cows showed grass silage was not effective when grass height was high. Another option to improve efficiency is to buffer feed only those animals which give best response, high yielding cows.

Preliminary work showed that intakes from high and low-yielding animals were similar, and tested with late and early lactation cows in spring. A control group received no buffer feed while the buffer-fed group received a straw-sugar beet pulp mixture twice a day. Average grass height during the experiment was 10.1 cm (4 ins). The buffer-fed animals ate 4.5 kg (9.9lb) of dry matter a day of the straw mixture which, in the late lactation animals, did not result in increased milk production. In contrast, the early lactation group buffer-fed animals produced 3 kg more milk a day. The results showed that early and late lactation animals respond differently to being offered a buffer feed, which should be offered only to early-lactation animals when there is

no grass shortage.

■ Research Farms

A third option for investigation is the characteristics of the buffer feed itself. Buffer feeding experiments were undertaken at a number of British research farms with various types of buffer feeds which varied in dry matter content, energy content and particle size. Response to these different materials varied but did not explain how the buffer feed itself results in a certain response from the dairy cow. An experiment looked at the effect of dry matter content of the buffer feed. Early lactation dairy cows were offered no buffer, a buffer at 30% dry matter, at 50% dry matter, and at 80% dry matter. The buffer was a mixture of straw and sugar pulp. Increasing dry matter content in the buffer resulted in increased buffer intake and increased milk yields, the researchers found. The best response was found at 50% dry matter of buffer feed eaten.

The conclusion was: Access to buffer feeds should be related to grass height; early lactation animals give the best response; use buffer feeds with a high dry matter content. Continuous buffer feeding with no regard to grass height will result in grass rejection and wastage of buffer feeds. Limiting access to buffer feeds to periods when there is a grass shortage does not affect animal production but does reduce quantity of forage needed for buffer feeding. Buf-

fers should be offered only to early lactation animals and to late lactation animals only when grass is seriously short. If possible, buffer feeds which have a high dry matter content should be used for best response. One option is to make high dry matter big bale silage which avoids having to open silage pits during the summer, the researchers concluded.

ELITE MILKERS IN LATEST STUDY

A British experimental husbandry herd is using elite-bred cows to study management inputs required to sustain high performance. For research to have a major impact, it is essential that results are passed back to farmers, according to Dr Bridget Drew, Centre Manager at ADAS (Agricultural Development Advisory Service) Bridget's Research Centre. Dr Drew has initiated a novel funding idea for the latest, and one of the most important, dairy cow management projects at the Centre.

The elite 50-cow dairy herd is being studied to see how high yielding dairy cows work and how their management can be improved. To ensure results are available to all, she has commissioned sponsorship from companies keen to be associated with what she says will be one of the highest-yielding, high-indexing herds in Britain.

The elite herd was set up a year ago from animals already at Bridgets. "This is where the nucleus herd differs from some other elite high-indexing herds," said Dr Drew.

All the animals are out of cows born at Bridgets and sired by bulls available to all breeders for the past 20 years. Breeding policy aim is a high-calibre herd from which is selected high potential foundation stock for the nucleus herd.

The herd is managed in two 25-cow groups of summer and winter carvers. Summer carvers averaged 9086 kg (2003 gallons) in just 258 days, and winter carvers 3324 kg (733 gallons) in 83 days. Predictions for the current year put average herd yield at 10,300 kg (2271 gallons) at 3.96% fat and 3.06% protein off 0.43 kg of concentrates a litre (4.31 lb a gallon) to generate margins of about £1500 a cow, stocking at 3.13 cows a hectare (1.26 an acre).

The herd ranks sixth in the country on National Milk Records' herd genetic report with an average herd PIN value of 931. Dr Drew's research is focused on improving management of high-yielders. She also hopes to discover the best time to dry off, or how frequently to calve high yielders, and how to improve fertility and reduce lameness and mastitis. First, she is examining reproductive and metabolic function, which involves monitoring milk progesterone levels from calving until 80 days into pregnancy, to exa-

mine cyclicity in relation to ovulation and also incidence of foetal loss.

Results to date show the summer carvers averaged 56% pregnancy rate to first service, with 78% pregnant to first and second services. Average number of straws a conception was slightly higher than average at 1.95 a cow.

Milk yields are monitored and blood profiles used to check liver function and energy levels. For example, one cow, despite giving 54 kg (11.9 galls) of milk a day during the first 50 days of lactation without losing any weight, also started to cycle 15 days after calving. Basic diet is still being finely tuned. Cows receive 16 kg (35 lb) of concentrates as part of a complete diet fed twice a day. This includes 1.4 kg (3 lb) of brewers' grains and 14.5 kg (32 lb) of home-mixed concentrates for overall concentrate intake of more than 4 tonnes a cow. It comprises molassed sugar beet shreds, fish meal, soda grain, Brazilian Soyapass, wheat, Megalac, ground maize, minerals and

vitamins. And the cows are fed 6 kg (13 lb) of dry matter of maize silage and 2 kg (4.4 lb) DM of grass silage a day. Total intakes average 22-23 kg (48-50 lb) DM a day but individual cows must be achieving intakes approaching 30 kg (66 lb) DM a day.

When Dr Drew is satisfied with the ration, cows will have "multiple choice feeders" to record individual feed intake and monitor feeding patterns. Housed in straw yards just after calving to relieve stress, cows are milked three times a day as it is considered essential that high yielders are milked more than twice a day on welfare grounds alone.

IMPROVED MANURE FLOW FROM SIDE-DIS- CHARGE MACHINES

A device to overcome the bridg-

ing of manure within its Multis-pread manure spreaders and other makes of auger-fed impeller side-discharge machines has been introduced by Dowdeswell.

The system, a patent for which has been applied for, is designed to overcome the bridging which can occur within the spreader's chamber with certain types of solid, sticky farmyard manure, preventing complete emptying of the machine. Comprising a double-acting ram with a 30-cm (12-in) pusher plate, the anti-bridging device is mounted at the discharge end of the chamber above the delivery auger's feed paddles. If manure builds up over the auger, the tractor driver extends the hydraulic ram, pushing the bridged material back into the chamber to be gathered by the rotating auger. Ram stroke is an effective 60 cm (24 in).

The Dowdeswell anti-bridging device is offered in kit form suitable for fitting to all makes of impeller side-discharge manure spreaders. Price of the kit is £315.

The Market Milk Returns for December 1994 will appear in the next issue due to the Editor being on annual leave.



SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INC.

ANNUAL CONFERENCE AND DINNER DANCE

will be held at the

MURRAY BRIDGE ROWING CLUB,

Sturt Reserve, MURRAY BRIDGE

on

TUESDAY 21 MARCH 1995

1995 ANNUAL CONFERENCE/DINNER DANCE



REGISTRATION FORM

CONFERENCE \$20 - Conference includes lunch - 21 March 1995
- 10.00 am - 4.00 pm

DINNER/DANCE \$25 - includes 3-course meal (all drinks at personal cost)
- 7.00p.m. for 7.30 p.m.

Please tick appropriate boxes

FIRST NAME LAST NAME

CONFERENCE DINNER DANCE

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RETURN THIS FORM WITH YOUR-CHEQUE TO:

ADDRESS TO SEND TICKETS TO:

REPLY PAID 5044

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SA Dairyfarmers' Association Inc.

5/780 South Rd, GLANDORE 5037



Letter to the Editor

Box 33

Dear Sir,

BL YTH SA 5462

After accepting an agreement on equalisation for the dairy industry, the industry is again in turmoil because of a so-called independent review conducted by John McQueen which completely ignores an agreement negotiated in good faith over several years and accepted by all parties.

Central Council of S.A. Dairymen's Association considered the report and failed to make a decision and has referred the report back to all members. I can not see how anyone who understands equalisation can do anything but reject the report because it is contrary to the agreement. Central Council was elected to make decisions and should have rejected the report because it is quite clearly contrary to the agreement instead of passing the buck to members, many of whom do not understand equalisation and certainly will have great difficulty understanding some parts of the report.

The result of the review indicates the attempt by several delegates to limit the terms of reference to a review to determine whether the agreement delivers the aims of equalisation, John McQueen has not even attempted to do that, but has imposed his own ridiculous suggestions on the S.A. dairy industry. Early in the negotiations, Pat Rowley, Chairman of the Australian Dairy Farmer's Federation said we should design a scheme for the S.A. dairy industry and not adopt someone else's scheme, we have done that and will not accept the proposed change regardless of the result of the forthcoming regional meetings.

The review recommendations alter one basic principle of equalisation which is crucial to our acceptance of the scheme namely the freight adjustment. There are two ways equalisation can work, either the South East region pays a freight adjustment for milk notionally produced, processed and sold on their behalf by Northern and Central region dairymen or the South East physically transfers milk to Adelaide, Port Pirie and Renmark to be processed on their behalf. Quite early in the negotiations the South East accepted the notional freight transfer option, but when they see the financial impact of this decision they want to change the agreement. The freight adjustment is incorrectly recorded on the payment statement as an addition to the farmgate price, when in fact it is paid on the 40% notionally supplied on behalf of the South East not on the 30% market milk ratio on which the farmgate price is paid. It should be recorded as a separate "stand alone" item as an Accommodation Milk Adjustment, a term readily understood by the dairy industry which accurately describes the nature of the payment. Funds for equalisation are generated by each region paying into the equalisation pool the farmgate price for every litre of market milk sold; in the South East 6% of their milk pays in the farmgate price in the Central region 40% in the North and Riverland 70%, this money is distributed to all dairymen at the State market milk ratio approx. 30%. This means the South East receives \$8 million or an average of \$45,000 per dairy farmer annually AFTER they have paid the accommodation milk adjustment and they are still demanding a fairer system.

The Chairman of the Dairy Authority of S.A. has conducted an audit of the first six months of the scheme and has found that the Mid North region was disadvantaged by \$150,000 (and there is no way this money can be made up) we expect that as the market milk ratio has dropped to 20% this figure will blow out to a \$400,000 loss in a full year. Equalisation is working as we expected it to except that we did not envisage that number two fund, (which was put in place to see that we are not disadvantaged), would be completely dispersed every month, but would accumulate so that this \$400,000 loss would be met by the fund and the freight adjustment.

We have reluctantly accepted the current agreement, we will not accept the changes suggested by John McQueen.

Yours faithfully,

Don Zweck.

FOOTNOTE:

It was agreed that all facets of the equalisation agreement would be reviewed at the end of the first year of operation. This is necessary firstly to make sure that the result is consistent with the intent and secondly there are so many variables which are continually changing which have to be monitored.

It is true the Dairy Authority's audit shows a shortfall to the North for market milk under the contract with National Dairies. However, what it doesn't show is that as a consequence of equalisation the North is considerably better paid than the Central Region and the South East.

"Nothing in the world can take the place of persistence.

Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb.

Education will not; the world is full of educated derelicts.

Persistence and determination alone are omnipotent.,

Calvin Coolidge



CONTINUING THE DIARY OF THE 1994 STUDY TOUR OF
NEW ZEALAND

NZ conditions. Whereas others had opted to nominate sires where only frozen semen is used and is around \$5 extra per straw, others were using semen from overseas suppliers.

One aspect that stands out is the fact that LIC is very commercially orientated with a fair sprinkling of unregistered sires in the proven team. Little regard is held for colour markings on bulls, and cows selected for contract matings are thought to be pure after three generations of straight breeding. In comparison, our AI organisations are orientated to the registered sector with no bulls being sampled that won't be used in registered herds.

I often wonder if we couldn't make use of and promote the genetic potential in the commercial sector of the dairy industry instead of relying so much on overseas genetics.

Another area the industry could make some savings, I feel, is in sire proving.

I noticed with interest the LIC as, over the next two years, increasing the size of its sire proving scheme by 50pc. The experts state that "by increasing the number of bulls entering the proving scheme you increase the rate of genetic gain available to the dairy herd">

I feel that our own AI organisations are falling into the same trap and that the statement should read, "that by increasing numbers of bulls entering the proving scheme you increase the cost of semen to the dairy farmer."

These sire proving schemes are expensive to run and while no-one would argue their immense importance to the industry, one could argue that the people responsible for purchasing the genetic potential could put more emphasis on the selection criteria of bull dams!

On the topic of genetic potential, I think quite a few of us on the tour went to NZ with the idea of all these underfed cows never realising their genetic potential. The question was in our minds: Why spend money on breeding better cows without feeding to that genetic potential?

Well after seeing firsthand the low-cost pasture based system the majority of farmers operate under, I came away with a completely different outlook.

Genetic potential must be measured against the farming systems you operate under. Given the high cost of grain-based supplements in NZ, they need cows that can convert pasture more efficiently than others. And remember - that pasture is growing on rich alluvial soils that have high rainfall. So I can forgive them for breeding smaller cows and for cross-breeding such a lot.

10. THE FARMS WE SAW AND THE FARMERS WE MET

(a) MINSEN

The very first farm we actually put our feet on was Ian and Jenni Minsen's property at Tai Tapu on the Canterbury Plains just south of Christchurch.

Their total farm was about 700 acres and the milking herd was run on an area of 270 acres. There is good underground water or creek supply on the Canterbury Plains which they use for irrigation, and Ian and Jenni can flood irrigate about 310 acres. Other farms in the region used this border dyke method of irrigating or else used travelling boom irrigators.

The cows were registered Holsteins run under the prefix of Crauford Holsteins and they were milking 166 head when we were there, but averaged 180 head throughout the whole year. Calving was year round as they had a winter milk contract. The cows were large-framed with beautiful dairy bone and were equal to, if not better than, a lot of the top herds in Australia.

Ian fed a grain-based meal in the bale with fresh cows on 4 kg per day, mid lactation 2 kg and late lactation 1 kg. The cost of the meal was \$345 per tonne and in addition to the meal about 100 tonne of pit silage was conserved each year. This was being fed to the milking cows when we were there, as it was very cold and pasture growth was very slow.

The breeding programme at the Minsens was mainly North American genetics, using semen from World Wide Sires and Semex. They were very involved in the Holstein Friesian Association and were selling a young Ambition heifer at the convention sale on June 21.

(b) OPIES

The next farm we visited was Neil and Kaye Opies situated on the West coast of the South Island. The farm was at Rotamanu and to get there we travelled by coach through the alps, through Arthurs' Pass where they have the coldest toilet in NZ. The scenery was breathtaking in this part of the world and we really had a top day with our host families.

The Opies's farm size was 70ha (40ha milking block with a 30ha run-off block) milking 125 cows made up of Friesians, Jerseys and crossbreds. Rainfall was a staggering 230 inches per year, and because of this, Neil applied fertiliser at one tonne per ha per year in three split dressings to overcome the leaching effect. Fertiliser was DAP based with minerals copper and boron added. The cost of this was \$362 tonne and on top of this Neil applied 1.25 tonnes per ha of lime each year.

Breeding programme was LIC Premier Sires with Kay doing the inseminations. AI was used for three weeks only and then the beef bulls were put in. Submission rate to AI was only 72pc with conception rate to AI 75pc. While Neil and Kaye weren't happy with the submission rate, it gave them 67 cows in calf to AI which would give them enough replacement stock. The bulls must have been pretty potent as they all calve down 90pc of the herd in the first six weeks.

Silage is fed to the herd during winter to build them to condition score 6 at calving, after which meal is fed in the bale (price \$345 tonne) until mating is finished, then it is dropped out.

Springtime sees 100 acres closed up for nine weeks to make about 600 tonne of silage, and because of the frequency of rain, there is no wilting time. Neil does the cutting, raking and the rolling of the stack and a contractor with a straitman wagon does the chopping and carting. The cost for this is \$110 per hour. A contractor is also used for deep ripping the paddocks to aid drainage at a cost of \$70 per hour.

Another cost to Neil and Kay is bloat pills in the spring (two applications) and because of the high rainfall, liver fluke is a problem and they are constantly drenching against this pest. Another part of herd health is dry cow therapy for any cow over 150,000. The Opies supply Westland Co-operative Dairies which has 331 suppliers and manufactures mainly butter and milk powder.

Neil was one of the good guys and had broken down last season's payment into butterfat and protein: Fat \$2.14/kg, Prot \$4.50/kg with a penalty of 4.5c per litre.

In the coming season Westland are paying on a total milk solids basis. the dairy board indicator starting price is \$2.90/kg M/S and they estimated (or hoped) the Co-op would add a final payment of 40c to make \$3.10.

We found this type of payment system strange as it gives no clear market signal in regard to fat or protein, the only thing you could bet on is the farmer doesn't make anymore money out of it.

(c) LINCOLN UNIVERSITY

Standing in a frosted paddock at Lincoln University at nine o'clock in the morning is not my idea of having a good time, but that was where we were at the start of Day Three on the South Island.

We were there to hear agricultural research scientist Tom Fraser and view his frosty cultivar plots. He put forward some interesting theories that I will outline. Tom said that with pasture testing he believed in putting the pasture through animals and measuring their performance rather than just cutting the pasture and measuring dry matter.

On the issue of research, Tom said that in NZ it is now very much a user-pay system with money coming mainly from producer boards.

Government monies seemed to be directed more towards Landcare issues and the trendy agricultural industries such as alpacas, ostriches and emus. He thought producer bodies needed to lobby heavily to adjust government thinking to production issues.

Of the cultivars that Tom had been involved with, I thought the new fescue called "advance" looked impressive. It had the same production as "grasslands Roa" but was easier to establish and had nil endophyte. He explained that endophyte in fescue affects the blood vessels, therefore affecting circulation which can stress the cow and also affect reproduction. Endophyte in ryegrass affects the nervous system therefore animals get the staggers. The tests done on "Chickory" were very good, they found it was very palatable and high in trace elements but with milkers you had to watch the tainting of milk. They had tested four new red clovers namely Parmula, Colenzo, Parera and G27. Of these, Parwera was the strongest. Of all the white clovers they had tested they found that not one variety stood out ahead of another.

(d) TASMAN AGRICULTURAL FARMS

The next farm we visited was a "Tasman Agricultural Farms" conversion farm (sheep and cropping to dairy). Tas Ag is a corporate body operating 53 farms on the South Island and now even investing in Tasmania where I believe there are five farms coming on stream this year.

Warren Thomas and his partner Onameek were 50/50 sharemilkers on this property and I have reported on them previously.

They own 150ha effective and last season milked 420 cows for 83,200kg fat and 64,000kg prot. This season they will calve 480 cows starting on 10th August and have an eight week calving spread.

The dairy was a new 40 unit swing-over with cows at 45 degrees. This shed was immaculately clean and guess what, it had "slide pulsators". Apparently this type of pulsation is still popular in NZ and is considered cheaper and trouble free. It was a two-man shed and throughput was 400 cows in two hours.

The farm could be irrigated and this was done by two rotorainers pumping from two bores and a creek.

Soil tests showed olsen P levels of only 18 when the property initially kicked off, so 750kg per ha of super was applied in the first year which put on 80-90kg of P per ha. Latest results show olsen P levels at 2. In addition to this 200 units of N were applied between August and May.

(e) GREIG

The next farm we visited was on the North Island in Manawatu area at Foxton. The farm owners were Allan and Heather Grieg and sharefarmers were their son Owen and His wife Dianne. They were supplying Tui Milk Co-op.

Thirty-five percent of the farm is irrigated from a bore using a mobile spray irrigator with a 90m stationary boom. their farm was one of 50 farms in the whole of the Manawatu that had irrigation. As a seasonal supply farm Owen was concentrating on cross breeding from straight Friesians and Jerseys as he thought these animals were the most economical under their pasture system. They were using LIC Premier Sires service, for nine weeks then follow-up bulls. they would calve down 330 cows on 412 acres this coming season. Their herd of cows was in the top 3pc on the North Island with a breeding index of 133 reliability of 91pc.

Calves were reared on the property, weaned at 90kg and then sent off farm on contract adjustment. They were paying \$1.25 per kg liveweight gain with guaranteed minimums of 320kg liveweight at mating and 450kg at calving.

Conserved fodder was in the form of 580 round bales of hay and 700 tonne of silage, with the bulk of this fed during the cow rest period to restrict pasture intake and slow down the rotation to get feed ahead of the cows.

A copper and selenium deficiency was corrected by putting it in water troughs via a Dosatron.

Next season the Griegs were expecting an all up payment of \$3.21kg M/S>

(f) MASSEY UNIVERSITY "TUAPAKA" BULL FARM

One of the most memorable visits was the afternoon spent at the Massey University "TuaPaka" Bull farm. I found the "Bull Beef" industry just amazing. The thought of 60-70 Friesian bulls in one mob was just unbelievable.

The Friesian bulls were purchased as weaners (85kg minimum) for slaughter at a target of 450kg liveweight at about 18 months of age. The bulls were purchased in November and grazed through the next year and marketed before the next winter. This was the common method of rearing bull beef throughout NZ. Ninety percent of the Bull Beef was marketed to the US.

One the latest figures produced at "TuaPaka" 285 bulls were purchased in Oct/Nov 1991 for \$303 per head and 278 were sold in 1993 for \$737. The bulls are brought through the yards and put over scales every six weeks to monitor weight gain. Any bulls not reaching target weights are culled as these are probably the stirrers doing too much walking and fighting.

The other management objectives are fairly simple; once bulls are put in their mobs they are never shifted to another, and all fencing, including gates, is electric.

Bull Beef is such a big industry in NZ, but imagine our light soils on the Narrung Peninsula full of bull holes and sand drift, as well as having them servicing the whole district's cow population.

(g) SPRINGFIELD FARM

The next farm we visited was on the other side of the ranges from the Manawatu area. "Springfield Farm" was at "Ashley Clinton" in the Southern Hawkes Bay area. The farm has overseas owners from Singapore and is 50/50 sharemilked by Pat and Donna Doherty. Springfield is in its fifth season of dairying, prior to this it was a sheep farm.

Springfield Farm was going to milk 650 cows this season through their 48 bale internal rotary dairy.

Total milking area was 248ha with a run-off lease block of 250ha. After calving the herd is run in three groups for easier grazing, both for the cows and the paddocks. Pat felt that this strategy lifted per cow production and there was less pasture damage. On the negative side, more labour units were required to move the herds into and away from the milking area.

Fodder conservation was 1500 tonnes of grass silage and 7000 conventional bale equivalents of hay. In addition, as part of an annual pasture renovation programme, 18-20ha of barkant turnips were grown as a summer crop.

Pat took us to the lease block to have a look at a mob of 300 in-calf heifers and the smaller three year olds. This was a good opportunity to look at maintenance feed management and try out the "Ashgrove Pasture Meter", a device for estimating pasture dry matter per ha. So there we were, measuring the tonnes DM per ha offered in the next one ha strip and then measuring the tonnes DM left behind and allowing for the kg DM of the hay input. Pat was wanting to provide 8kg DM per head per day, but our calculations came out at 7kg, but I don't think he has anything to be concerned about as the cattle were fat score 7 (my estimation only) and could have done to lose a bit. Also with us on this excursion was Martin Boyle, a farm consultant working for John Reid and Associates Palmerston North. His knowledge of the local area was of great value to us. Consultants are used a lot in NZ and farmers spend around \$1,500-\$2,000 annually in this area. Our tour group spent a bit of time discussing the use of consultants and their practical knowledge, or lack of it. NZ farmers obviously rate their services highly and I think that in the role of working with sharefarmers and owners they could be invaluable. P.S. Springfield Farm had just been put on the market for \$3.2 million if anyone is interested.

(h) HISLOP

Also travelling with us on this leg was our tour organiser in the Manawatu, Dave Hislop. Dave was a sharemilker with 50/50 "partnerships" on two farms, one a seasonal supply farm and the other a winter contract farm. Of course to run this type of enterprise you need good labour and Dave's labour cost was 80c kg milk fat or \$150 per cow per year. This was the highest within his discussion group, but he justified this cost with the statement; "I get plenty of quality time off to spend with my wife and family."

(i) PEDERSON

While on the Manawatu we stayed with Charlie and Chrissy Pederson and family at Foxton.

Charlie and Chrissy were seasonal supply milking 220 cows on 287 acres. Milking plant was 24 unit swing-over with Duovacs. In recent years they had also purchased a run-off block about 7 kms away where they cut hay and ran bull beef.

The Pedersons were typical of many of the hard-working farmers we met in NZ. Having both been bought up in farming backgrounds, they started their working lives away from agriculture, Charlie a school teacher and Chrissy a radiologist. After marrying they decided to go back to dairy farming and took on sharemilking as well as school teaching and radiology. It was a few years of early mornings and late nights, but they eventually purchased Charlie's parent's farm. Now with the family growing up having four children aged from 15 to 9 years, they are well established and have just invested off farm in the form of a beautiful holiday house at Foxton Beach. It is only ten minutes travelling time from the farm and all the milled treated timber used in its construction came from the

The conclusion in our next issue.



From the Dairy... To the Table

FRUITY COLESLAW with COTTAGE CHEESE

- 1/2 pineapple, halved lengthways
 - 1 cup shredded cabbage
 - 2 stalks celery, chopped
 - 1 large orange, peeled and segmented
 - 1 bunch grapes
 - 1/2 cup (100 g) creamed cottage CHEESE
 - freshly ground black pepper
 - 3 tablespoons chopped fresh mint
1. Scoop out pineapple from shell leaving shell in tact and dice pineapple flesh.
 2. Combine diced pineapple, cabbage, celery, orange and grapes.
 3. Season cottage cheese with pepper and mint. Toss through salad. Spoon back into pineapple shell and serve.

SERVES 4

APRICOT YOGHURT RICE CREAM

Any flavoured yoghurt and fruit may be used for this nutritious and low fat recipe.

- 1 cup (185 g) short grain rice
- 3 cups (750 ml) low fat milk
- 1 cup (200 g) low fat apricot yoghurt
- 425 g canned unsweetened apricots, drained
- ground nutmeg

1. In a saucepan, bring rice and milk to the boil, then simmer for 15 to 20 minutes until rice is cooked and liquid absorbed, stirring occasionally.
2. Stir in yoghurt and apricots, heat gently.
3. Sprinkle with nutmeg to serve.

SERVES 6



SAVOURY PANCAKES

PANCAKES

- 1 1/2 cups (185 g) plain flour, sifted
- 2 teaspoons mixed herbs
- 2 1/2 cups (625ml) skim MILK (buttermilk can be substituted)
- 1 egg, lightly beaten

FILLING

- 100 g Cheddar CHEESE, grated
- 2 zucchini (courgettes), sliced and blanched
- 3 silverbeet leaves, shredded and blanched

CHILLI SAUCE

30 g BUTTER

- 2 cloves garlic, crushed
 - 1 onion, chopped
 - 2 tablespoons plain flour
 - 425 g canned tomato puree
 - 1 to 2 teaspoons chilli sauce or powder
 - 1 cup (250 ml) water
 - 1 teaspoon dried basil
1. Preheat oven to 180 degreesC
 2. To Prepare Pancakes: Place flour in bowl, add herbs, milk and egg, mixing until smooth. Heat a non-stick frying pan and pour in a little mixture, tilting the pan to form a pancake approximately 18 cm in diameter.
 3. Cook until golden brown on both sides. Cook remaining batter to make 12 pancakes.
 4. To Prepare Filling: Combine cheese, zucchini and silverbeet and divide between the pancakes.
 5. To Prepare Chilli Sauce: Melt butter in a saucepan and saute garlic and onion until tender. Add flour and stir 1 to 2 minutes. Stir in remaining ingredients and heat until thickened. Keep warm.
 6. Fold each pancake into four and place on a baking tray. Heat in the oven for 5 to 10 minutes. Serve with sauce poured over or serve separately.

SERVES 2

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"THERE IS NOTHING PERMANENT EXCEPT CHANGE"

Heraclitus (B.C. 535-475)

Driving Change

In the light of this modern concept that the only constant we face is change; enclosed with your Journal is an abbreviated version of the Report from the Industry Workshop "Driving Change". The full Report has a great deal of description about the process used. The abbreviated form has the crucial elements. The Workshop came about because a view was shared that held it was better for us to endeavour to be positive about change than to be reactive and essentially negative. Your input is valued so if you have anything to say about the Report, its contents, its direction please commit those reports to writing or make sure someone writes them down and send them to the SADA office. The Future Actions are being addressed and there will be reports in the Journal of progress.

1995 Conference

As a result of members' requests a stand alone SADA Conference is being reconvened. You will all be aware that it is on Tuesday 21 March at the Murray Bridge Rowing Club, Sturt Reserve, Murray Bridge. The Con-

ference has been developed by a committee of Central Council, the Events Committee. The farmers involved are David Harvey, Graham Smart, Gary Spain and Rob Mulhern. Sponsorship has enabled costs to be kept to a minimum. Indeed if the sponsorship support continues into the future it may not be necessary to adjust the price at all.

Members should be aware that SADA will still participate in the joint conference with DIAA to be held in Adelaide Hilton on June 6 1995. This will have a total industry focus.

The Murray Bridge Conference on 21 March is an experiment in timing -knowing we cannot please everyone at any one time.

The Theme is about change, "Will you be farming tomorrow?"

Key topics are:

Finance

Disease

Future products

These are aimed at helping


you face the future. The full programme is included with the Journal.

The keynote speaker will be Rosemary Stanton. Rosemary will help us look to the next century in terms of consumer needs and demands.

A new feature will be a forum featuring SADA Executive and Central Councillors. Members will have the chance to ask anything about anything to the guilty parties.

Equalisation

The consequences of the changes agreed to at Central Council will be explained fully once the Minister for Primary Industries has finished with his due process. Until that has happened the status quo will remain. July 1



IN THIS ISSUE

- COOL COWS ARE MORE PRODUCTIVE
- ETSA's POLICY ON DISCONNECTION
- EBL AND JOHNES DISEASE
- DRDC NEWS

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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

will be the earliest time for change.

Subscriptions

The SADA subscription levy and flat fee are to be reviewed once the 1994/95 SADA financial year ends on 31 March 1995. Any changes will be explained fully, as soon as possible. Members suggestions again in writing - would be valued greatly by Central Councillors. It is the

intention of Central Council to be as fair as is possible. Please have your say because this is **YOUR** organisation. It is the only statewide dairy farmer organisation you can own as dairy farmers.

Issues

The last edition of the Journal has been well received by all dairy farmers who have spoken to me. Some

other people were less than impressed with the issues raised and the manner in which they were raised. Perhaps members would like to raise the issues that concern them via the Journal. You are welcome to exercise your prerogative and write to the Editor or even write your own article.

Terry Inglis
Chief Executive

MARKET MILK RETURNS

(DECEMBER)

Below is a chart showing the premium/penalty that applies to market milk via the equalisation system being based on protein payments. SADA publishes this each month to assist farmers in their understanding of the market milk payment system. These figures are indicative and do not take account of regional adjustments.

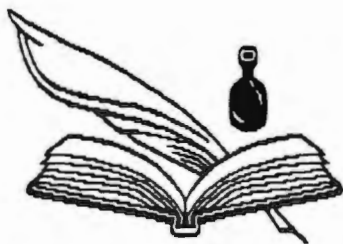
PROTEIN TEST/CENTS PER LITRE		PROTEIN TEST/CENTS PER LITRE	
4.2	61.49	3.35	49.04
4.1	60.02	3.30	48.31
4.0	58.56	3.25	47.56
3.95	57.83	3.20	46.85
3.90	57.10	*3.16	46.26
3.85	56.36	3.15	46.12
3.80	55.63	3.10	45.38
3.75	54.90	3.05	44.65
3.70	54.17	3.00	43.92
3.65	53.44	2.95	43.19
3.60	52.70	2.90	42.46
3.55	51.97	2.85	41.72
3.50	51.24	2.80	40.99
3.45	50.51	2.75	40.26
3.40	49.76	2.70	39.53
		2.65	38.80
		2.60	38.06

*December State Average

The Market Milk Rate prior to Regional Adjustment for December was \$14.6399 kg protein and is common to all test levels.

[Cents per litre = market milk rate i.e. 14.6399 for December ÷ (100 ÷ protein test)]





PRESIDENT'S COMMUNIQUE

Annual Conferences:

This year we will be involved with two annual conferences, one will be a regional meeting at Murray Bridge on the 21st March and the other our joint conference with the DIAA in Adelaide on the 6th June. By doing this we hope to satisfy the requests of some farmers to firstly go back to our regional venues and secondly cater for those people who wish to further develop the joint conference. We think it is very important to persevere with the joint conference because it presents such a marvelous opportunity to further strengthen relationships between farmers and processors. It also give us a chance to put our industry on show, after all we have a great deal to be proud of. We often hear a lot of talk about improving our image and so by holding this sort of get together in some small way we start to do just that. The interaction between manufacturers, farmers and people who service our industry is quite invaluable and I strongly recommend people take the opportunity to attend.

The same applies to the regional venue conferences. There is not a great deal of difference between the concept of the two except the place where they are held. Anybody who feels apprehensive about attending either one, don't be - you might get more out of it than

you expect. We live in such a rapidly changing world today that it is very important to get away from the farm occasionally to hear what's happening around us.

For example there is a lot of work going on at present concerning share farmers under the leadership of Jeff Wright. It would be well worth interested people listening to the current position because there are some real surprises that people should be aware of. This is an area that for too long has been ignored in SA and now that we are starting to focus on it we are finding that much work has to be done. There will be several opportunities during the day to further develop the direction that committee is taking.

Farm finance:

David Johns from the National Australia Bank will be speaking on this age old topic which is so close to many farmer's day to day lives. This is an area that is continually changing so this will be an opportunity for us to hear the latest conditions applying to this sector of our business.

E.B.L. eradication:

Dr Jim Tolson will have for us the latest information on the level of infection in the herd in SA and what the procedure might be into the future for full eradication. If we are to have a marketing

edge it is important that we totally eradicate this disease out of SA. It appears that the incidence is reasonably low and so it is important that we get started as soon as possible, so come along and hear the latest on this subject.

SADA Forum:

After lunch there will be an SADA forum which is designed to give the audience the opportunity to ask any question they like of any aspect of SADA. The panel for this will consist of the Chief Executive, the vice presidents, treasurer, any of the Central Councillors and myself. One of the things that is always hard to convey to people is what we are doing on their behalf, therefore this is an opportunity for you to ask us.

Consumer Products:

Many of you would probably remember the last time we were at Murray Bridge the contribution of Rosemary Stanton. Since that time you may have also observed her bobbing up here and there in the industry leaving her mark. Rosemary is well qualified to once again present us with an interesting incite into current trends.

This year's conference is devoted to no one particular theme, but we hope that you find the subjects interesting enough to attend and have an interesting day.

There will be further information in a later edition

about the joint conference in June.

Equalisation:

We hope that this is one of the last times that we hear about this subject because too long it has torn at the very heart of SADA and has been so very disruptive. Let's hope we can now take it off our agenda and get on with many of the other important issues. The review process has been completed and once the dust settles the outcome should be much smoother. It has been one of the hardest debates that anyone could be expected to endure, but at

least the outcome should provide for more stability. The Central Council made a very good choice in asking John McQueen to perform the review on our behalf. The professional manner in which he conducted the review followed by his explanation around the District meetings was refreshing to witness. We cannot thank John enough for his part in helping to sort out problems in the current arrangement and putting us on a more even keel for the future. Before we can release the details we are waiting on final ratification from Minister

Dale Baker. Once we have that we will endeavour to inform you of the outcome.

Re-instrumentation:

This is just a fancy word for market support. As soon as the scheme is finalised we will come around the districts and explain equalisation and re-instrumentation. The re-instrumentation will mean that there will be some changes in the way our account sales will look from July 1st so we will discuss this with you soon.

Ray Heinrich
General President

MARKET MILK RETURNS

(JANUARY)

Below is a chart showing the premium/penalty that applies to market milk via the equalisation system being based on protein payments. SADA publishes this each month to assist farmers in their understanding of the market milk payment system. These figures are indicative and do not take account of regional adjustments.

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3.65	53.92	2.95	43.58
3.60	53.18	2.90	42.84
3.55	52.44	2.85	42.10
3.50	51.70	2.80	41.36
3.45	50.96	2.75	40.62
3.40	50.23	2.70	39.88
		2.65	39.15
		2.60	38.41
*January State Average			

The Market Milk Rate prior to Regional Adjustment for January was \$14.7722 kg protein and is common to all test levels.

[Cents per litre = market milk rate i.e. 14.7722 for January ÷ (100 ÷ protein test)]



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6.



READD NEWS



COOL COWS ARE MORE PRODUCTIVE

When cows were cooled at the dairy with shade and by spraying them with water at the afternoon milking, they produced up to 1.5 litres more milk per day.

Summer heat can depress milk yields and protein levels in milk. Researchers in Queensland recently studied whether cooling cows at the dairy would improve milk production. They also assessed the value of shade, and the role of grazing management. Over the 1993/94 summer, researchers investigated the responses to:

- cooling cows at the dairy
- offering artificial shade in the paddock
- varying the grazing management of the dairy herd.

Dairy farmers funded the projects through the Dairy Research & Development Corporation.

SPRINKLERS

In one trial the cows were sprayed from overhead sprinklers for 0, 30 or 60 minutes in a shaded, concrete-paved area at the dairy. The sprinklers were switched on for two minutes and off for five minutes. This cycle allowed maximum evaporative cooling, assisted by natural breezes.

The cows cooled for thirty minutes produced an extra litre of milk per day. Cooling

for a full hour lifted milk production by 1.5 litres.

LARGE DROPLETS

The cooling spray has to deliver droplets large enough to wet the skin thoroughly. Mist sprays cannot do this and may actually impede cooling, making the animals slightly hotter.

COOLER COWS?

Maximum air temperatures during the trial were not particularly high, varying from 25 to 31 degreesC, with relative humidities of 40-60%. The cows had only a short walk to the dairy, as during the day they were offered a mix of conserved forages, grain and protein and mineral supplements on a prepared feeding pad about 100m from the dairy. This area offered shade in the form of corrugated iron shelters. At night the cows grazed lucerne/clover pastures.

So how much cooler did the sprayed cows become? Changes in body temperature were:

Cooling time	Temperature change
0	+0.2degreesC
30 min	-04degreesC
60 min	-06degreesC

REDUCED RESPIRATION

Another indication of the benefits of cooling came from measurements of respiration rates:

Cooling time	Fall in respiration rate (breaths/min)
0	3
30 min	15
60 min	22

GRAZING MANAGEMENT

In a second trial, the researchers compared two feeding routines:

- **Group 1:** conserved forage during the day, with access to shade shelters; and grazing on pasture at night.
- **Group 2:** pasture during the day, with access to shade, and conserved forage at night (the exact opposite of Group 1).

Night-grazed cows (Group 1) produced an extra litre of milk per day. This difference indicates that the grazing system typically used in subtropical regions is superior to daytime grazing.



SPRAY-COOLING

Half the cows in each group were spray-cooled for 60 minutes at the afternoon milking, following a 1 km walk to the dairy for the 'day paddock' cows (Group 2).

Cooled Group 1 cows gave 0.9 L/day more than uncooled

Group 1 cows.

Cooled Group 2 cows gave only 0.6 L/day more than uncooled Group 2 cows.

The research team believes that provision of shade during the day, combined with spray-cooling at the dairy, will yield an economic return

on many dairy farms.

FOR MORE INFORMATION:

Tom Davison

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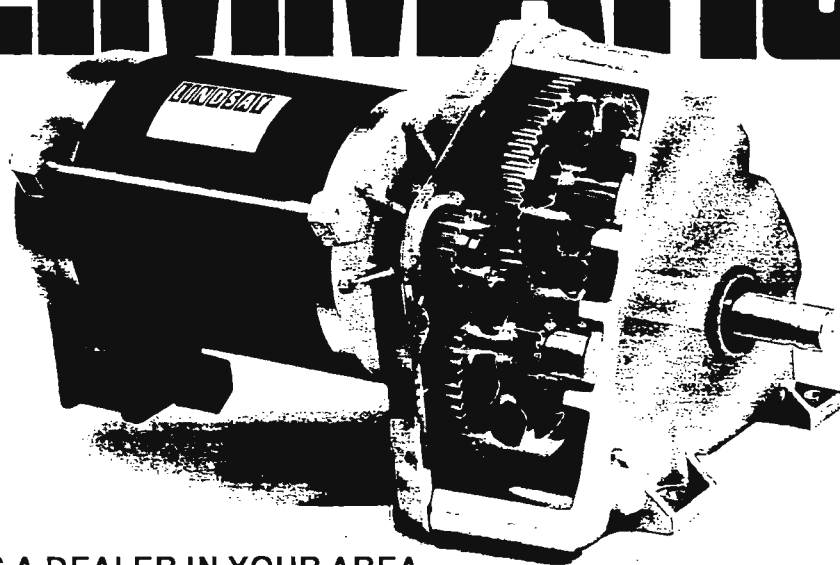
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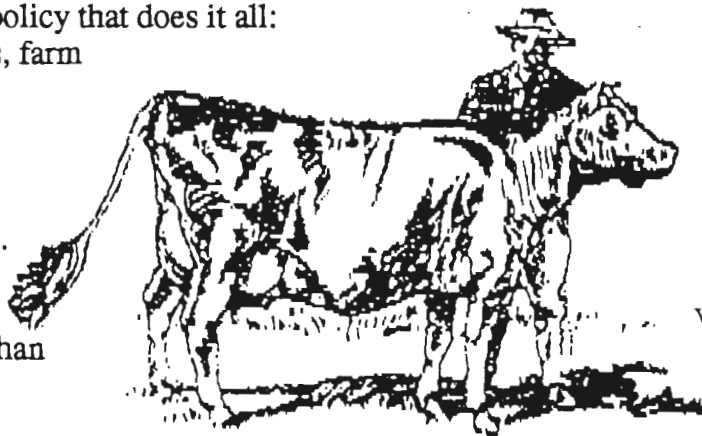
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on

TUESDAY 21 MARCH 1995



REGISTRATION FORM

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- 10.00 am - 4.00 pm

DINNER/DANCE \$25 - includes 3-course meal (all drinks at personal cost)
- 7.00p.m. for 7.30 p.m.

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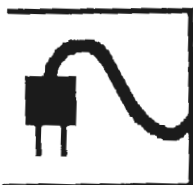
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SA Dairyfarmers' Association Inc.
5/780 South Rd, GLANDORE 5037





ETSA's POLICY ON DISCONNECTION OF POWER AS A BUSHFIRE RISK REDUCTION MEASURE

To succeed in today's environment all organisations need to look for ways to improve the service to their customers. ETSA is particularly aware of this and is committed to developing closer contact with customers to identify ways in which its service can be improved.

Continuity of electricity supply to Dairy Farmers is a topic that has prompted some discussion in recent times, particularly in relation to the need to disconnect power in extreme weather conditions. This article provides general information on the reasons for this and, on request ETSA will be happy to arrange for ETSA representatives to attend group meetings and discuss the matter in more detail.

Some areas of South Australia could face power disconnections this summer on days when extreme fire danger combines with gale force winds. Under these extreme conditions ETSA would disconnect power for safety reasons.

ETSA's electricity distribution system is designed and built to very high standards to provide levels of reliability and safety that are amongst the best in the world.

The distribution system is inspected regularly to ensure that it is in a safe condition to operate and to identify any potential problems that may cause power interruptions. This involves making a detailed examination of virtually every power pole in South Australia and is usually done from ground level or sometimes from a helicopter. In addition patrols are carried out every year before the Fire Danger Season - mainly to check that trees and other vegetation have not grown too close to the powerlines. This is done mainly by helicopter and specially licensed low-flying aircraft.

Every year ETSA spends millions of dollars on maintenance work to reduce to a minimum the number of lines that need to be disconnected in extreme weather conditions. In addition, insulated power lines have been installed in many high-bushfire-risk areas to reduce the likelihood of fires starting from powerlines and to minimise the amount of tree trimming required.

Despite these measures it is impossible to make the distribution system absolutely safe, especially under conditions similar to those of Ash Wednesday 1983. So when there are total fire bans and high average wind speeds, we disconnect to eliminate the risk of fires starting from power lines. This is essential to protect the safety of residents and emergency service personnel.

Where possible, we give advance warnings of disconnections mainly by announcements on radio.

When planned disconnections are necessary, they can be initiated at any time, but are most likely from mid-morning onwards, with power remaining off until later that night. Power cannot be reconnected until the extreme conditions have abated and the powerlines have been patrolled to check for any damage. We must be sure that trees or other material have not been blown onto the powerlines causing damage that might injure people or start a fire when power is reconnected.

The likelihood of power cuts is low. There were only a few of occasions since 1983 where weather conditions have been extreme enough to trigger cuts and they affected only relatively small areas. Even so, we believe it's important that you are prepared just in case. You need to consider how you would cope in the event of a power cut.

Dairy farmers in particular need to be aware of the likely disconnection times, the length of time their milk takes to chill down in its storage, and how fast the temperature of the milk increases on very hot days. If power is required for milk transfer, then some special arrangements may be necessary. If enough advance warning of cuts is given, you may be able to make arrangements for milk to be collected at an earlier stage than otherwise.

Businesses and householders should have a contingency plan in place in the event of a power cut. Some facilities that are taken for granted will be inoperable, so keep a battery-powered radio and torch handy, and remember that essential fire fighting equipment, such as water pumps, should not be powered by mains electricity.

CONVERSION TO THREE PHASE ELECTRICITY

If you are considering having electricity connected to a property or upgrading an existing supply you should first make enquiries at your local ETSA office. You will need to know what ETSA's charges will be, but also you will get advice that may help you to keep your costs to a minimum. If, for example, you are intending to upgrade to a three phase supply there may be substantial charges. ETSA's charges are based on the cost of the work including design, construction, commissioning and obtaining the necessary easements. An allowance is made for additional revenue resulting from the new or upgraded supply. You will have to pay the difference between the cost of the work and the allowance. If the cost can be reduced by using plant that does not require an upgrade to three phase or by staggering the operation of parts of the plant, the savings will be yours.

If you need further information about the above topics please contact your local ETSA office and ask to speak to the Customer Service Manager.

For further information please contact Paul Murray, phone (08) 391 7756 or (085) 326 138 after hours.

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ADFF Research Committee Report

by Hans van Dyk

Following is a summary of proceedings of the ADFF Research meeting that was held in Melbourne on the 5th and 6th December 1994.

DRDC Strategic Development Programme

Dr Paul Donnelly and Dr John Craven reported on the importance of National and Regional Development programmes. National programmes are relevant to all dairy farmers and include some long term work. In many cases National programmes are fed into Regional programmes for application to local conditions and inclusion in extension projects. Regional programmes focus on applied research and extension, with active involvement from local dairy communities. The Northern Dairy Group, the Western Victorian and Murray Goulburn groups are examples where the initiation of Regional Development Programmes have resulted in part time coordinators being appointed to facilitate the implementation of the programmes.

Farm Surveys

A review has been continuing aimed at examining the scope for rationalisation of cost of production surveys of the State Dairy Industry Authorities with ABARE's Australian Dairy Industry Survey. As a "pilot", three State Authorities (Victorian Dairy Industry Authority, NSW Dairy Corporation and WA Dairy Industry Authority) are being covered now and consideration given to the others next year. The Dairy Industry Authority of WA was planning to fund its own separate biennial farm financial survey later this year- but has decided it will use the ABARE survey instead, and will fund the extra farm sample points needed itself. The Victorian Dairy Industry Authority and the NSW Dairy Corporation are planning to test the usefulness of this year's ABARE survey for their purposes.

DRDC Evaluation

Since its inception the DRDC has been focussed on identifying industry's R & D priorities and "growing" programmes to meet those needs. Little attention has been given to performance evaluation. Evaluation of R & D is complex because of a range of factors and the difficulty in deriving simple clear performance measures such as "bottom line" in a commercial business. In developing its "evaluation" strategy the Corporation will be seeking to get greater involvement of the dairying industry in determining R & D strategy through participation at the programme level.

Occupational Health and Safety

There is little doubt that we can improve OH&S in all industries including dairy farming. However, the most appropriate course is hard to determine as there are so many groups involved in funding, research and delivery of the services. The issues may be very complex and require a high level of integration to get much improvement on an industry basis. For example, we know that the prevalence of back injury is high in dairy farmers. To reduce the impact of the problem requires work on the causes and then a wide range of groups will need to be enlisted to address such issues as education, equipment design, work practices, etc. OH&S is an issue in which dairy farmers organisations would have a significant interest and research and development should be closely integrated with other industry wide programmes. The NFF "Farmsafe" programme could be used as an industry based model for farmer training.



Farmer compensation for R & D policy development

A draft paper was presented to address the issue of farmer payments for their involvement in the consultation process including attendances at workshops. The question of where consultation stops and management starts needs to be addressed as well as the "cut off" level for involvement. Further discussions are to be held on this issue in the future.

Farmer Education in Biotechnology

Significant policy and community issues will arise in relation to biotechnology over the next five years. It will be important that agricultural industries have a well informed leadership that can actively contribute to the debate and policy formulation. A number of educational institutions are now offering short introductory courses on biotechnology, targeted for non-scientists. The Corporation is prepared to sponsor the attendance of one to three dairy farmer representatives to introductory courses on plant molecular biology at a cost of \$750-\$1000 including travel, accommodation and course costs.

Dairy Industry Quality Centre

When the Dairy Industry Quality Centre was established two and a half years ago, the DRDC undertook to review all aspects of the Centre's operations in its third year. The review has now been completed and Dr Joe Sullivan reported that the Centre would continue to operate for a further five years.

Reports on State R&D activities

It was resolved that written reports on each State's Research and Extension activities be forwarded to John McQueen prior to each meeting to be included in the agenda for discussion.



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ADVANTAGES - Low dose rates: 45-55g per cow per day protects cows from hypomagnesaemia prior to and during lactation.. No Dust: GRANOMAG AL7 is a granular MgO assisting in cleaner, easier mixing, proper consumption of dosage.

BENEFITS - Improves milk fat production and yields - Reduces milk fever .

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THE TWELVE DAYS OF HARVEST



On the first day of harvest, my true love said to me, "With the kids home from school to help, he wouldn't need me".

On the second day of harvest, the kids all laughed in glee, because all the jobs around the house would now be up to me.

On the third day of harvest, my true love said to me, "Could you whip this sample over to the local silo for a moisture test, and while you're there check it for protein content and find out if they are working on Sunday? Then when you get back, could you dash out on the bike and check all the ewes, cos we're busy".

On the fourth day of harvest, my true love said to me, "About lunch time we're moving to another paddock. Could you bring out the ute, fill up the diesel tank and hook it on behind? And don't forget to bring the tool box, grease gun and tin of spare parts."

On the fifth day of harvest, my true love called me on the C.B. "The portable silos are both full, and I can't get the truck unloaded. Could you bring the old tipper out to the far paddock as fast as you can, but make sure fuel, water and oil are okay."

On the sixth day of harvest, my true love said to me, "We've got a bit of damp what which we'll have to store in the mesh bins. Could you have some new plastic liners delivered, then show the kids how to erect them down by the silo?"

On the seventh day of harvest my true love said to me, "This belt is badly frayed, could you dash into town and pick up another one as fast as you can? We need some more bearings as well. But, please bring the lunches out to the paddock before you go, and this time, for goodness sakes, DON'T FORGET THE TEA."

On the eighth day of harvest, my true love said to me, "Slip into town and pick up the pickle, the grader bloke is coming down the drive, so we can't afford to keep him waiting; don't stop talking to anyone, just hurry."

On the ninth day of harvest, in a flat and wet gully, my true love to the truck and tractor bogged, so he called on the C.B. "Get the old front end loader out of the shed, find the bog chain, drive out to the paddock as fast as you can and pull us out."

On the tenth day of harvest, my true love snapped at me, as I stood by the header handing tools up to him very nervously.

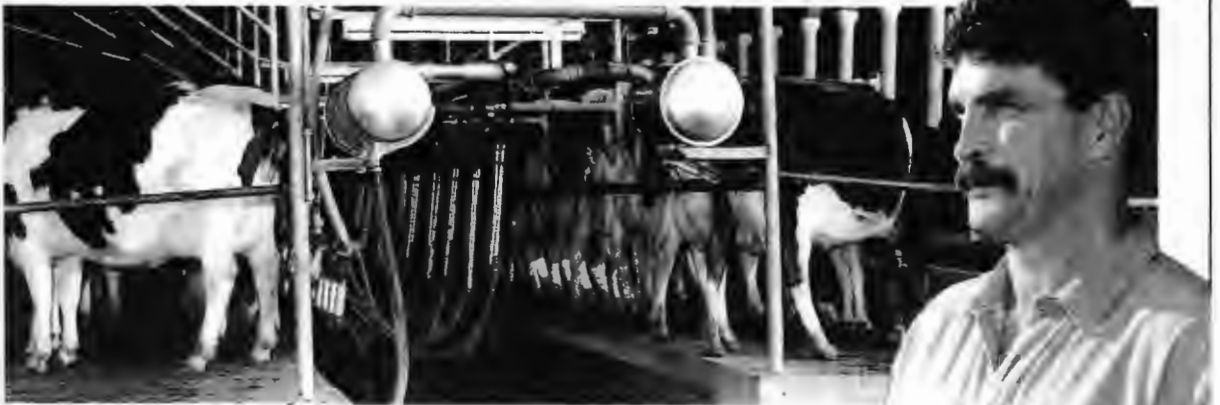
On the eleventh day of harvest, my true love roared at me, "Could you auger out the next load of wheat while we eat? Then fill the header with diesel, then dash home and get two more tarps, and refill the water bottles, cause it's stinking hot out here when you're working."

On the twelfth day of harvest my true love grinned at me, "If all goes well, we'll finish abut five. Aren't you glad this year we didn't need you're help, Honey!"

Author Unknown

One dairyfarmer's experience "I thought I was going to die"

Don't Risk Lepto - Just ask Brian McLaren



Like many other farmers, Brian McLaren of Woolsthorpe Victoria's Western District, knew of lepto but believed it would never happen to him. But it did.

"I had been told that I should immunise the herd against lepto but I always put it off. I didn't believe it was necessary." Brian McLaren was first hit by symptoms of lepto last Christmas.

He was hospitalised. He lost 12kg in weight in just 5 days. He still suffers and could do so for up to 2 years.

"I thought I was going to die. It's a terrible thing. I wouldn't wish it on anyone."

"If it happened at the peak of the season I doubt that the family could have coped.

Drying the cows off would have wiped us out. I doubt we could have withstood the attack if it had occurred at harvest time."

The lepto risk to relief milkers and other farm workers also means the risk of legal compensation under Occupational Health and Safety regulations. Lepto infection of cows can often result in a loss of milk production, abortion, stillbirths and redwater leading to death of calves.

Vaccination to protect your cows against lepto costs very little and also protects you, your family and your enterprise from losses like those suffered by Brian McLaren.

Don't risk lepto. Talk to your veterinarian or vaccine supplier today about CSL Lepto for Cattle Vaccine or CSL 7 in 1 Vaccine for Cattle.



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CERTIFICATES OF FARM PRACTICE - DAIRY

● Trainee Pen Portraits

● DON HEATH

I have been asked as a student in the Certificate in Dairying Course to write about what this course has given me.

Being a mature age student who has not studied for many years, I have found the instruction and assignments both informative and interesting. The knowledge I have gained has helped me apply myself more to the tasks I do.

Having entered dairying as a novice, the course has given me understanding of all facets of dairying and general farm tasks, faster than I would have learned on a day to day basis.

Not only have the course blocks away from the farm helped me understand why certain tasks I do daily are done, but also the implications that could arise if they were not done.

The CERTIFICATE IN DAIRYING COURSE instructs students on methods from many different districts.

As the farm I come from is dryland dairying in the Narrung district and relies heavily on fodder conservation as well as the seasonal growth of the lucerne plant, I have not only learn't about my districts methods, but also the heavier rainfall areas of the Fleurieu Peninsula, Adelaide Hills and also irrigated farms of the River and Lakes areas.

This has given me a broader view of dairying, not restricting me to just what happens on the dairy that employs me, and has enabled me to make contact with dairy farmers with varying levels of experience who I know will be happy to give me advice should I ask.

Finally, having come from the transport to dairying industry, the amount of support and encouragement throughout the course from all levels of the industry, has shown me that the goals and challenges to achieve in the future I can be part of, and I hope to leave my mark on the industry for the future.

● WARRICK THORPE

My name is Warrick Thorpe, I am 26, married and I have a daughter who is one. I have worked on the family farm for 9 years, of which the last 3 1/2 years I have been sharefarming the dairy. The property is at Meadows in the Adelaide Hills with an average rainfall of 879mm. It consists of 130 HA, carrying 130 milkers plus all of the replacements. Last year the herd produced 644,010 litres, 21,579 kg protein and 26,613 kg butter fat. All the cows are AI bred with the majority coming from Australian sires and the rest American blood lines. The herd calves all year round with the heifers calving in Autumn. Rolled barley is fed in an eight a side swingover dairy plus round bale silage and hay. 6Ha of the property is irrigated by permanents and handshift pipe. To help out with farm duties two of my cousins work alternate months.

I am currently doing the On Farm Training Certificate in Dairying which covers around 85 skills/tasks of which at the end of the two year course in June this year, we have to be competent in. A lot of these skills are touched on or covered at block releases which you attend with the other students in the course for 3 days a month. Over the 3 days you are explained the basics, right through to a level which allows you to be competent, with knowledge behind you explaining how and why you could or shouldn't be doing something. Everything in the course may not be applicable to where your working, but it also allows you to learn about other systems, idea's and districts. Now that I have been in the course I would recommend people who do the course as better prepared employee's and would encourage others to do it. I believe the course is a must for people who want to work their way to the fore front of the dairy profession of the future.

EBL AND JOHNES DISEASE

CAVEAT EMPTOR

(BUYER BEWARE)

In the September edition of the Journal several questions were raised on page two concerning animal health.

SADA would advise its members and all South Australian dairy farmers to ensure any cattle, dairy or beef, they intend to purchase, are tested by and certified by the vendor to be free of EBL and Johnes Disease.

DO NOT buy cattle on the promise of the vendor regardless of your relationship to the vendor. They may genuinely have no knowledge of the disease status of their cattle. Therefore you **MUST** demand disease free cattle at a point prior to purchase.

SADA has established a Working Party to assist in the implementation of a statewide scheme to eradicate both diseases. The quickest first step is to stop the movement of the diseases by having the purchasers aware of, alert to and resistant to the disease spreading practice of buying uncertified cattle.

Very shortly PISA will have prepared fact sheets on Herd Management for both diseases. SADA will send copies to every dairy farmer regardless of membership status.

Please be ambassadors for the prevention of infecting the South Australian herd. Counsel neighbours about the diseases and encourage them to ensure any beast brought onto their property is clear from EBL and Johnes.

With good management based on awareness and defence these two diseases **CAN BE** quickly eradicated from our State herd.

DO YOUR BIT - BE ALERT, BE INFORMED AND BE PROTECTIVE OF YOUR STATUS.

Dr Jim Tolson will address these issues at the SADA 1995 Conference at the Murray Bridge Rowing Club.

Every dairy herd has been tested at least once. If you have not received a letter informing you that your herd has suspected reactors it means you have had one negative test and it is likely your herd is free - if you have imported new stock after the test your status is compromised.

In the next Journal we will follow up on Dr Tolson's messages at the conference and remind you of the advice he gives out.

DO NOT BUY CATTLE UNLESS YOU HAVE CLEAR EVIDENCE OF THEIR DISEASE STATUS.

YOU MAY BE IMPORTING MORE PROBLEMS THAN BENEFITS.



FINAL CHAPTER OF THE DIARY OF THE 1994

STUDY TOUR OF NEW ZEALAND

farm. Now they spend every other weekend at the holiday home and if there is an emergency at the farm Charlie can be contacted on the mobile phone by the farm trainee they employ.

Hardworkers and a great family environment - 10 out of 10 to the Pedersons.

(j) LOUTHARD

The first farm we visited on the Waikato was run by Paul and Tracy Louthard who were 50/50 sharemilking for Paul's parents. Farm area was 90ha milking 300 cows. Cows and heifers were synchronised mated using CIDRS with the aim of calving within a three week period. I don't know if they would ever achieve a total herd calving in three weeks, but they certainly get it tight. When asked of his management plan at the start of calving, in regard to checking cows etc, Paul said either he or the employed workers would probably stay out in the paddock all night. The most calves that had been born in a time period was last season, when one night 60 were born in two hours.

Layout of the farm was mainly flat with peat soil which was 80 feet deep in places.

This farm held a lot of interest for the group as it was really like an experimental farm or a mini-research centre.

Many of the heifers and cows were wearing hessian rugs, which cost \$25 each, to see if weight gain was better using this method compared against putting more feed through them to reach the same weight. Milking cows were also to be included in the test this season to measure the benefits of a \$25 rug on production. All of the experimentation was linked up through a computer system and a new adjustable cattle race and squeeze crush with Tru-test scales. This equipment, less the scales, was imported from "Cattle Industries Australia" and cost just \$18,000NZ.

This season all the cows were going to be weighed once a month and body weight compared to milk production and different feeding patterns.

Milking was done through a computerised Milk Harvester which cost \$90,000NZ.

Before the cups were put on the cow, her number was entered via the touch pad alongside the milker. If that number had not been listed in the milking herd then the milk was automatically diverted into the colostrum line. Paul was experimenting with touch tags where the milker only needed to touch the ankle tag on the cow to enter her number into the system. Another little beaut they were developing was a plastic jetting device attached to the underside of the claw. Connected to this was a supply tube strapped to the air and milk droplines containing teat spray. So when you manually drop the teat cups away from the cow after milking, you momentarily hold the claw there, press a trigger and spray the teats, so then it's all done all finished, you don't have to go back to teat spray.

Yet another new thing we saw was a chlorinated foam that you spray over everything in the dairy; the walls, pipework, floors, etc. leave for 15 minutes, then wash off with your high-pressure hose to find it all sparkling and germ free. Apparently this product will be marketed through Tasman Chemicals in Australia. Cost of the chemical, unknown, but the mixing valve for the air compressor is \$700NZ.

Another good thing about Paul and Tracy's farm was the yummy afternoon tea we had.

* * * * *

The next full day was at the "Mystery Creek Field Day" in Hamilton. This was a real buzz and we saw many interesting things, too many to discuss in this brief report.

* * * * *

(k) DAVIDSONS

The next farm visit was to John and Helen Davidsons 1000 cow farm near Hamilton. Kym Spencer was the 50/50 sharemilker on this property and we spoke with Allan Hurst his assistant manager. This young man was only 20 years old and has a bright future in the dairy industry.

The cows were run in three herds and milked on a 40 unit internal rotary. Because of multiple herds six labour units were required. These were the sharefarmer, a manager, assistant manager and three trainees.

Farm area was 300 ha and last season 952 cows produced 152,000kg fat. They were aiming at 1,000 cows producing 189,000kg.

A feature of this farm was the long feed trough just constructed to feed the silage and meal if necessary. It was a rectangular trough with posts for supports, treated pine planks for the sides and ends, and a plywood floor.

(l) RUAKURA RESEARCH FARMS

While we were in the Hamilton area we visited Ruakura research farms No. 2 and No. 5 where we spoke to researchers Kevin McDonald and Tim Mackle. This was very interesting and they brought us up to speed on research being undertaken there. Research trends are similar to those in Australia with NZ farmers interested in altering milk composition.

Our hosts on the Waikato were Herb and Dee Dee Smith at Whata-Whata. Farm area was 80ha with another 32ha leased as a run-off block. Herb and Dee Dee will calve down 207 cows this season. This year Herb bought in 92 wet tonnes of maize silage to feed pre-calving, to help condition dry cows and help build feed reserves.

They used LIC Premier Sires service on their higher BI cows and nominated Belgian Blue semen on the lower BI cows. This was their sideline and hobby, breeding Belgian Blues.

11. CONCLUSION

In conclusion we found NZ farmers to be a very motivated lot, and good at goal setting and reaching those targets. The farmers we met were very hospitable and eager to give and receive information. Supplementary feed was a topic discussed quite a bit, and while they don't have access to low priced grain supplements, NZ farmers do buy enormous amounts of supplementary feed indirectly. This feed is in the form of nitrogen units, and I feel that they may be on the verge of an environmental backlash if they continue this practice. Their motto may well have to be "Green is clean, as long as you don't release too much ammonia into the water tables and atmosphere."

The trip was very motivating for us and we brought back lots of ideas to be put into practise.

We would like to thank the ADFP and the NZFF dairy section for organising the tour, the SADA for giving us the opportunity to represent the State, and also our tour leaders Allan and Julie Manning, for the extra efforts they put in to make sure we got the most from our trip.

Thankyou also to National Dairies SA Ltd and Dairy Vale for the small gifts and information we were able to take to our fellow dairy farmers in New Zealand.

Finally we would like to thank the participants from the other States for making our tour a memorable one. We enjoyed their company immensely and look forward to meeting them again.

Yours sincerely

David and Marlene Amber

MENINGIE South Australia



AUSTRALIAN DAIRY FARMERS' FEDERATION NEW ZEALAND STUDY TOUR 1995

SADA is calling for applicants for the ADFE New Zealand Study Tour in 1995.

Members interested in an expenses paid (airfare/accommodation/most meals) study tour to New Zealand are invited to submit a written application to SADA no later than Wednesday 22 March 1995. Applications may be handed to either Ray Heinrich or Terry Inglis at the SADA Conference on March 21 1995.

A short list of finalists will be invited to an interview to have the opportunity to speak about the goals that might be used to ensure the trip is beneficial to all SADA members.

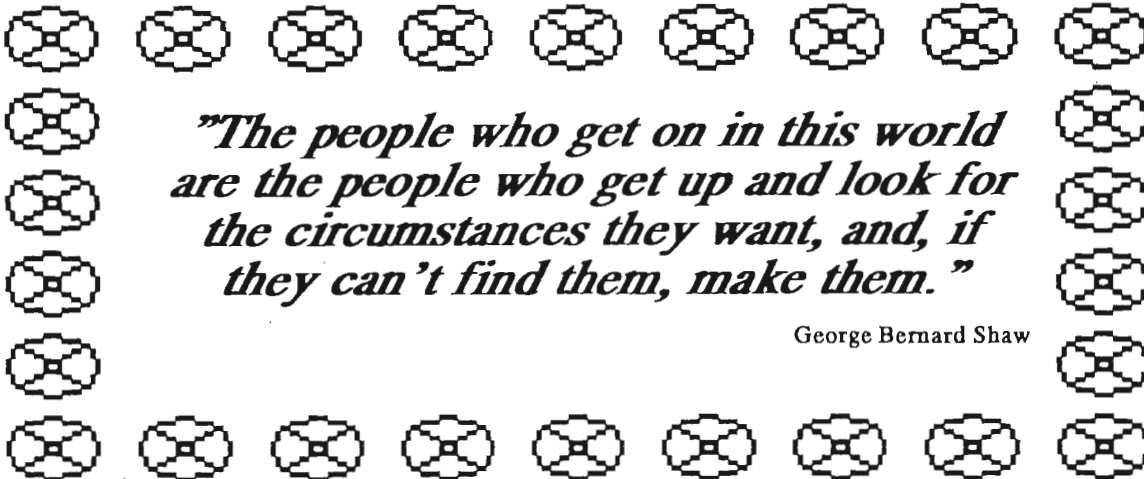
Tour participants must prepare a written report about the Tour and are often invited to speak at SADA meetings or conferences.

The winner will be notified personally and announced publicly in April 1995.

The application should provide basic data about the applicant, the farming operation and a one page statement about how the tour might be beneficial to the individual.

The anticipated Tour dates for 1995 are 3 June - 18 June.

THIS TOUR IS ONLY AVAILABLE TO SADA MEMBERS.



*"The people who get on in this world
are the people who get up and look for
the circumstances they want, and, if
they can't find them, make them."*

George Bernard Shaw

Getting to know our export customers

Export marketing involves far more than packing up your product, shipping it overseas and banking the proceeds. 'Customer service' is not just a catchphrase, it's an essential part of survival in an increasingly competitive world market.

Australian dairy exports brought in more than \$1 billion last year and our manufacturers are continuing to develop new markets in many areas of the world, particularly in Asia.

But, many of our customers are in countries whose food tastes and markets are rapidly evolving, making it all the more important for exporters to have access to information about the changes.

The dairy industry, through the Dairy Research and Development Corporation, is funding a number of research projects which have the potential to add value to Australian exports.

One of these projects is an evaluation of the consumer market potential for Australian dairy foods in Vietnam.

The project is also looking at the nutritional status of Vietnamese women and the role dairy products could play in counteracting any imbalances.

Research manager Dr Martha Morrow, from Melbourne University's Key Centre for Women's Health in Society, says the Vietnamese government is committed to improving the health of its people.

"If the research indicates a significant nutritional deficiency in the female population then the potential for Australian dairy foods to correct that balance can be discussed with the Vietnamese authorities in a much more positive light," Dr Morrow says.

It is this merging of Vietnamese public interest with Australian dairy industry interest that the DRDC hopes will help to create a value-added market for our dairy products.

Dr Morrow says that evaluating market potential in Vietnam will be easier than with most Asian countries. Unlike many of their neighbours, Vietnamese people are familiar with dairy products, a legacy of the country's days as a French colony.

Looking ahead

On a much broader scale, another study is looking at the effect of demographic changes in world markets on the demand for dairy foods throughout the 1990s and through to 2040.

Dr Gus Hooke, managing director of Global Perspectives, the company carrying out the research on behalf of the industry, says the study aims to give a picture of where the long-term market for dairy products is going.

"Once the long term-direction is determined, we can focus on plotting the most beneficial path to reach that point," he says.

The research will indicate the export prospects by region and product. Twelve countries have been selected for examination in the medium term. These are: Korea, China, Taiwan, Thailand, Indonesia, The Philippines, Iran, Turkey, Brazil, Mexico, Vietnam and Russia.

"Indications to date are that income growth in the developing countries particularly Asia will be a major source of demand, while population growth is shaping up to be a lesser factor in the equation," he says.

These studies are part of the dairy industry's pro-active response to meeting the demands of present and future export market opportunities.

For more information contact Peter McKerrow at the DRDC:

Phone: (03) 889 0577, Fax: (03) 889 0053

Milk's a magic mix

Most people know that milk is good for you but researchers are finding more and more ways in which it can help keep us healthy.

Research results are highlighting the potential for milk to play an important role in protecting against diseases ranging from cancer to rotavirus, an infection which kills more than a million children a year in developing countries and hospitalises thousands more in the Western world.

The dairy industry, through the Dairy Research and Development Corporation, is funding a wide variety of research on milk's role in human health and nutrition.

It's a case of what's good for us also being good for the dairy industry. Many of the special pharmaceutical products based on milk proteins, for example, have the potential to create multi-million world markets as well as saving lives.

Dairy whey was once the useless by-product of cheese production but the proteins in whey are fast emerging as potential agents for the control of a wide range of diseases.

Dr Geoff Regester, at the CSIRO Dairy Research Laboratory in Melbourne, is examining the role of dietary whey protein in cancer prevention, particularly retardation of colon cancer.

Other whey proteins have been shown to have significant antibacterial action, with application as antidiarrhetic agents and in toothpastes to protect against dental decay.

Australian yogurt manufacturers have formed a group to work with the DRDC in developing projects to investigate some of the potential benefits of live cultures ('good bugs') in yogurt.

At Melbourne's Monash Medical Centre, Professor John Lambert is investigating the role of certain cultures in assisting with the treatment of stomach ulcers by inhibiting the organism *Helicobacter pylori*, which is implicated in the development of gastric cancer.

Osteoporosis

Osteoporosis is a debilitating disease affecting one in four women and one in seven men. With Australia's aging population and increasing longevity, these rates are likely to increase.

Dairy products are proving a convenient and cheap source of dietary calcium to offset the effects of this debilitating disease. The Australian dairy industry is funding continuing research aimed at understanding the disease's development and ways in which it can be avoided.

One of the projects, at the University of Melbourne and St Vincent's Hospital in Melbourne, has identified a hormone-like factor in milk, called osteostatin, that has been found to prevent loss of bone calcium in laboratory tests. Another project is working with young female gymnasts to examine the effects of exercise and diet on bone mass.

The scope of possibilities seems endless as new techniques and processing technology reveals new applications for the myriad of proteins and trace elements in dairy products.

While some of milk's properties are just being uncovered, Dr Regester points out that whey has long figured in folk medicines. In the Middle Ages, cheese whey was given to children and the sick to treat septic conditions and gut disorders.

The day could come when milk may be more valued for its therapeutic and pharmaceutical benefits than for its food value.

For more information contact Dr Peter Parodi at the DRDC:

Phone: (03) 889 0577, Fax: (03) 889 0053



From the Dairy... To the Table

This salad is great because it is best made the day before serving.

SALISBURY STEAK WITH MUSHROOM SAUCE

You can use thin minute steaks instead of hamburger patties in this recipe. Cook steaks for 2 minutes in step 5 or until cooked through.

Serves 6

Ingredients:

- 1 tbsp vegetable oil
- 6 hamburger patties (1 cm thick)
- Salt and pepper to taste
- 2 tbsp BUTTER
- 1 onion chopped
- 375gms mushrooms, sliced
- 2 tbsp all-purpose flour
- 1 1/2 cups MILK
- 1 tsp Worcestershire sauce
- 1/2 tsp each salt and pepper
- 1/2 tsp paprika
- 2 tbsp fresh parsley, chopped

Method:

1. Heat oil in a large non-stick skillet. Cook hamburger patties approx 4 min per side. Season with salt and pepper. Remove from pan. Keep warm.
 2. Return pan to heat. Add BUTTER. Cook onion and mushrooms about 5 min or until tender.
 3. Sprinkle with flour. Cook 3 min longer.
 4. Add MILK, Worcestershire sauce, salt, pepper and paprika. Bring to the boil. Reduce heat. Cook gently, uncovered 4 to 5 min.
 5. Return hamburger patties to pan for 5 min or until cooked through. Taste and adjust seasoning, if necessary. Sprinkle with parsley.
- Variation:** To make Salisbury Pork Chops, use 6 pork chops (1 cm thick). Cook them for 15 to 20 min in step 5.

LAYERED GARDEN SALAD

Make this colorful salad the day before it is required for the best results.

- 1/2 lettuce
- 250g (2 cups) frozen peas
- 2 hard boiled eggs
- 250g mushrooms
- 125g tasty CHEESE
- 1 cup mayonnaise
- 2 tablespoons sour CREAM
- 2 teaspoons french mustard
- 1 tablespoon lemon juice
- 6 shallots
- 1 tomato
- 4 rashers bacon
- 2 tablespoons chopped parsley

Shred lettuce coarsely, place in salad bowl.

Sprinkle uncooked frozen peas over lettuce, push eggs through sieve, combine with finely sliced mushrooms spread over peas, top with grated CHEESE.

Combine mayonnaise, sour CREAM, mustard lemon juice and shallots, pour over CHEESE.

Cover refrigerate several hours or overnight.

Chop bacon finely, fry in pan until crisp; drain.

Top with tomato wedges, bacon and parsley just before serving.

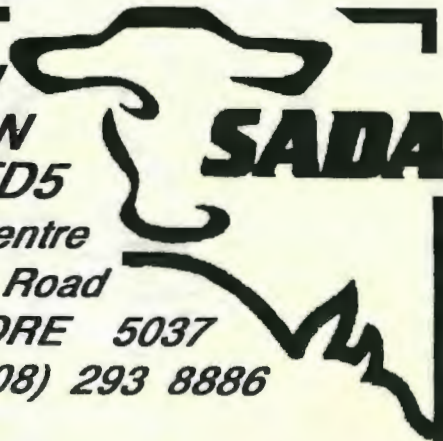
Serves 6 to 8.

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

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MARCH 1995

SO WHAT DOES THE FUTURE HOLD?

Departing SADA a second time is no easier than it was the first time. I was egotistical enough to think that I could help SADA by coming back in February 1994. I hope I have in some small way helped the Industry and in particular the dairy farmers of this State.

I'm off into the world of sports marketing and am grateful that Port Adelaide Football Club are giving me the opportunity to put my career where my mouth is. I have for a number of years been critical of marketers in both the dairy and wine industries. Now I have to perform as a marketer. I am looking forward to proving in the best way possible that I am better than the average marketer.

So much for me, but now to you. Many a sleepless night preceded any decision to leave SADA and often the predominant concern was "What does the future hold for South Australia's dairy farmers?"

For a long time it has been evident that, as deregulation tears down the fabric of our old lives (because of changes in theoretical thrusts in the squalid corridors of inept governments who refuse to

shoulder the responsibility of the corporate good), the measures of our efficiency were no longer to be found in our neighbours' performances, but indeed in the performances of the Victorian dairy farmers who in turn are driven, because of CER, by New Zealand dairy farmers.

The important influences on our dairy farms are from those events many of us regard as so distant as to be irrelevant. But in the end the influence of the world price setters in Brussels, Washington, Tokyo and Wellington impact directly on our farms.

Domestic sales could be better and prices could be better because of that, but as we approach the situation where most of our dairy production is sold, offshore international events assume greater importance.

Internationally sanity is on the drawing board with GATT in place and the good news from the United States that increasing pressure from within will perhaps

force the 1995 US Farm Bill to reduce markedly the support given to US farmers as a means of honouring GATT and reducing the US budget deficit.

This provides immediate hope for all Australian dairy farmers because both GATT and the US Farm bill will have significant influence on the amount of subsidised dairy product traded on the world scene. As subsidies are pruned away the natural advantage of Australia will mean dairy farmers' efficiency gains will begin to be rewarded.

The outstanding long term effort of the Australian Dairy Corporation to change consumers', health "experts"

IN THIS ISSUE

- 1995 ANNUAL CONFERENCE
- ROSEMARY STANTON
- REINSTRUMENTATION
- FOOD SAFETY
- DAIRY BEEF PROFIT



PUBLISHED MONTHLY PRICE \$3.00 \$30.00 PER YEAR, POST PAID P.P. APPROVED 500080/00021

THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

and nutritionists' images of dairy products has begun to yield dividends. If ever there was a case for generic, targeted promotion the Good Food Good Health Good Taste programmes of the 1990's have been the proof.

The cost of the ADC Levy will be paid back many times over.

An additional spinoff of the ADC, campaigns is the perception of the dairy industry as a sophisticated, high technology industry.

The future will be good for all South Australian dairy farmers provided they work with all the component parts of the Industry. That should not be read as subservient because it must be a partnership, a co-operative endea-

your resulting in all round win-win situations.

As I leave SADA for the last time - there will be no further Melba returns - I cannot help but observe how poorly your premium product (white milk) is marketed when I see water sold in 500 ml containers for \$1.50 without complaint, yet your marketers cannot extract that price for a litre of the most amazing liquid food on earth. Regulation cannot now be used as an excuse for the price of milk. It is also interesting to note that per capita consumption of white milk has dropped in South Australia since the generic white milk campaign ceased. Generic advertising and promotion does work because it keeps your best

product in front of the consumers.

I wish every member of SADA the best of success in their dairy enterprise and I hope they are able to make changes at a rate they are comfortable with.

If you haven't got your Port Adelaide Football Club membership application yet, please ring me on (08) 47 4044 and I will ensure you have the same in the return mail.

Thank you to those who have befriended me over the years and thank you to the adversaries who have made life interesting to say the least.

Kind regards
Terry Inglis.

MARKET MILK RETURNS

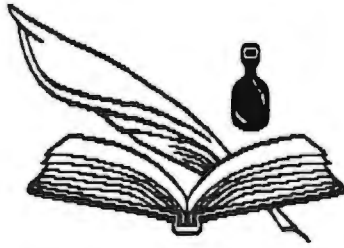
(FEBRUARY)

Below is a chart showing the premium/penalty that applies to market milk via the equalisation system being based on protein payments. SADA publishes this each month to assist farmers in their understanding of the market milk payment system. These figures are indicative and do not take account of regional adjustments.

PROTEIN TEST/CENTS PER LITRE		PROTEIN TEST/CENTS PER LITRE	
4.2	60.81	3.35	48.50
4.1	59.36	3.30	47.79
4.0	57.91	3.25	47.05
3.95	57.19	3.20	46.33
3.90	56.47	*3.19	46.24
3.85	55.74	3.15	45.61
3.80	55.02	3.10	44.88
3.75	54.29	3.05	44.16
3.70	53.57	3.00	43.43
3.65	52.85	2.95	42.71
3.60	52.12	2.90	41.99
3.55	51.40	2.85	41.26
3.50	50.67	2.80	40.54
3.45	49.95	2.75	39.82
3.40	49.26	2.70	39.09
		2.65	38.53
		2.60	37.64
*February State Average			

The Market Milk Rate prior to Regional Adjustment for February was \$14.4783 kg protein and is common to all test levels.

[Cents per litre = market milk rate i.e. 14.4783 for February ÷ (100 ÷ protein test)]



PRESIDENT'S

COMMUNIQUE

SADA Conference (21 March)

It is pleasing to be able to report a successful day packed full of information. Over the years I have attended many conferences, but I think this one was the best run and one of the best if not the best for content. Full congratulations and my appreciation must go to the sub-committee for taking responsibility and the work-load off my shoulders. In the past there has been a lot more pressure on the office staff around these events, but because so many people pitched in it made the job so much easier.

Don't forget our next joint conference coming up on the 6 of June with the Dairy Industry Association of Australia. Again it will be held at the Hilton Hotel and promises to be another worthwhile day so I hope to see many of you there. If you haven't experienced one of these yet, give it a go. I think you will get plenty from the day.

One of the questions asked of SADA at our Conference in the open forum section was - what are our priorities into the future? Because the thing that affects farmers most is their pay cheque we have two areas of responsibility. I realise that all farmers in SA have been affected this year by the season and there should have been some com-

pensation for the extra costs incurred. The only area we can seek help is in the market milk sector, but we were told under no circumstances could we expect another price adjustment until May of this year. However, because the season has developed the way it has and the cost burden which is hitting farmers, we felt we had to act and so we are waiting on a reply to our claim for special relief to seasonal conditions. Also we will be putting in another submission for consideration in May.

The other area that we have to keep a watchful eye on is manufacturing prices. It is very much harder if not impossible to have an influence here. It concerns me the attitude coming out of SA compared to other States. I exclude Kraft from that statement because they could not be more positive. Why the other two companies are saying the things they are when the world trading scene has rarely been in better shape is a big worry. We will have further discussions with them in the near future to try and establish what the problem is and what can be done. I realise at present that export values are not rising because of forward selling, but we must have just about come to the end of that by now. A point for concern is the fact that domestic values are not rising in line with world trends when they should be,

so some questions need to be asked.

Milk in Schools:

We have recently returned from the Annual ADFP market milk convention where we had an update on the NSW pilot scheme to get milk into schools which was reported on last year and since then has gone from strength to strength. This is a subject that has been on many of our minds since the abolition of milk from schools many years ago. This is not free milk to school children as we knew it, but it is an attempt to get pure white milk and flavoured milk to school children at a reduced price which is working very effectively. Farmers, processors and milk vendors all contribute towards the support, with farmers having just voted to increase the scale of the programme and investing .3c/l towards the cost of the operation. Anything that sells more milk, but more importantly getting milk back into the diet of young people is well worth consideration. It is something that I will make sure we hear a lot more about to see what can be done here. I am confident we are starting to see a change in attitude by the consuming public to milk products. For too long there was too much adverse publicity about milk and milk products, but I think by some clever publicity things are starting to change. The im-

fact of those very good advertisements by the ADC is starting to show up. We should never underestimate the power of advertising. It is quite often hard to quantify, but I think there is some very clear evidence starting to manifest itself which clearly demonstrates the success of the present strategy. One last observation about the NSW school milk is that school councils and canteens are putting their support behind the programme at the expense of soft drinks so that shows just what can be achieved.

ADFF Convention in NZ:

It looks like New Zealand's production will be down this year which probably helps us with less product to compete against. It was interesting to observe their "drought" conditions and then to compare them to ourselves. It is horses for courses though because when one observes the way their cattle, sheep and deer are stacked on it is quite incredible. If the reason is not running true to form it is easy to see how they would very quickly come under pressure. Driving through the country-

side on the South Island we witnessed the establishment of many of their conversion farms with many in the scale of 500-800 cows. One thing about the New Zealanders' right through their ranks is their positive approach and their faith in the future. That sort of attitude breeds success as opposed to negative doom and gloom which has the opposite effect. They are not sitting on their hands waiting for their industry to come crashing down around their ears, instead they are investing heavily and putting faith in their judgement in the benefits of GATT for example. I also believe there is a big future out there for dairy with some challenges along the way. One of those being the deregulation of the farm gate price and perhaps that is one lesson we should learn very carefully from NZ.

Changes were made to the town milk supply where large co-ops bought out the rights to the markets there by driving down prices to the farmers, but milk is no cheaper in the supermarkets as a result of this so this is an area we will be very heavily invol-

ved in from now on.

Departure of Terry Inglis :

By the time you read this Terry will be in his new job with the Port Adelaide Football Club, but I hope that doesn't mean we lose contact with him because he has done so much for us over the years in a very demanding job. I doubt if the position he is going to will be any easier, but I guess that is the excitement in life, facing up to new opportunities. I have said it all before, but we can only wish him well and follow his progress with interest.

We are well on our way to selecting a replacement for Terry after having 78 applications for the job. I think that indicates the level of esteem which the dairy industry has attained particularly in view of the calibre of the applicants. We are now down to 6 to be interviewed, following which, I hope we can get down to 2 or 3 to be presented to Central Council for final selection.

Ray Heinrich
General President

IT WILL RAIN IN APRIL 1995

SADA Members will be delighted to know that it will rain in April 1995 - properly. And the next lot of good news is even better. It will continue to be a fantastic season with good rain in May, June, July and September. There will be rain on demand in October, November and December. In 1996 the pattern of ideal farming climate will continue. You deserve it.

The reason: El Nino has oscillated off?

Perhaps, but the truth is out.

The reason is that Terry Inglis has left rural industry. Did you know he began his involvement with rural industry in 1982? Remember that little dry beauty? He went back to teaching in mid 1983. Say no more. He has spent the last six years back in rural industry - not the world's best set of seasons.

He returned to SADA in February 1994 - the past twelve months have not set any records for rain - indeed in 1994 no location in South Australia reached its average rainfall. So, now that he is moving on, the rainfall will return to normal - or better!

4.

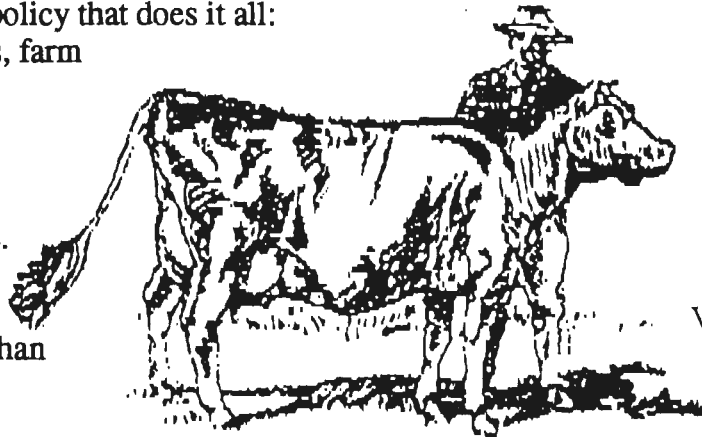
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1995 ANNUAL CONFERENCE

The 1995 SADA Annual Conference hosted by the River and Lakes District was the best conference in terms of organisation ever staged by SADA.

The Events Committee took control of the conference and the energy, enthusiasm and attention to detail of the farmers involved meant the event was always destined to be successful.

The Committee of David Harvey, Gary Spain, Graham Smart and Rob Mulhern ably supported by Jenny Harris deserves SADA's heartiest congratulations and warmest thanks for a truly outstanding job.

1996 should see the Conference hosted by the Fleurieu District. What an act they have to follow.

Along with the great organising team was the best list of sponsors SADA has ever had at a conference. Their contribution to the success of the day was outstanding.

The Major sponsors were

WESFARMERS FEDERATION INSURANCE

AUSTRALIAN DAIRY CORPORATION

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SADA would urge its members to keep in mind the support these sponsors give your organisation at events like the Conference. It is a team effort for your benefit.

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An innovation was the continual draw of spot prizes. Some \$1,000 of prizes were distributed during the course of the day. The draws were aimed at ensuring sponsors displays were visited by all conference attendees.

It seemed to work 1996 team.

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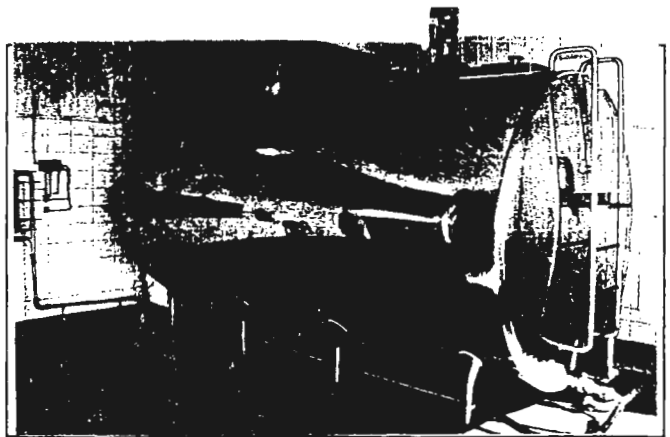
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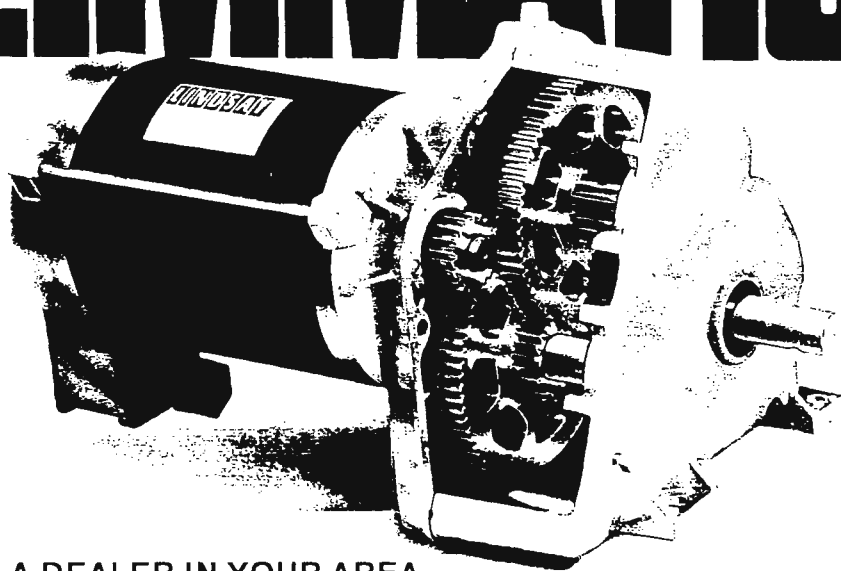
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1995 ANNUAL CONFERENCE

- Keynote Speaker -

ROSEMARY STANTON was the keynote speaker and she really delivered the goods. Her analysis of current and future nutrition and health trends were clear in their direction. Rosemary was extremely professional and humorous in her delivery and below are some key points from her presentation.

One of her stories struck a real chord for those of us with teenage sons: Definition of a teenage boy - a male person who can empty a fridge by walking past it and inhaling.

KEY POINTS FROM ROSEMARY STANTON'S ADDRESS

- Cola interferes with calcium absorption.
- Young women trade dairy products for junk food because of ignorance.
- Holes in teeth are the most expensive diet related health cost (excess sugar = problem)

MAJOR HEALTH PROBLEMS IN AUSTRALIA

- overweight men
- underweight young women
- dental caries
- coronary heart disease
- high blood pressure
- diabetes
- bowel cancer
- breast cancer
- prostate and other cancers
- gall stones
- constipation
- osteoporosis
- iron deficiency anaemia
- People become **TOO FAT** by eating **FAT**
- Alcohol stops the body burning fat
- Not enough **EXERCISE** is a major problem
- Best shape for a female is the "classic female" i.e. slightly pear shaped with centre of body mass around thighs and hips
(**MEN SHOULD COMPLIMENT WOMEN ON THEIR ROUNDED THIGHS AND HIPS EVERY DAY**)
- Australians need to consume less fat, especially saturated fat, and consume more **FIBRE, COMPLEX CARBOHYDRATES AND CALCIUM**.
- The higher the energy **THROUGHPUT** (i.e. consumption and use) the healthier the body

- More FRUIT, VEGETABLES, CEREALS, FISH, BREADS and LEGUMES in diets.
- DAIRY PRODUCTS are clean, healthy, desirable products with good taste and beneficial qualities.

THREATS TO DAIRY PRODUCTS

- Publicity about fat and cancer calcium helps to prevent bowel cancer and impact of fat. (Rosemary indicated that people are not interested in bowels!)
- Use of additives will be detrimental so dairy should AVOID at all costs any additives.
- Lack of knowledge about dairy leads to fears that dairy foods are fattening and mucus causing.

MORE DATA

- Polyunsaturates are NOT the wonder food and contribute to the cholesterol problem because of role as oxidising LDL in blood.
- Olive oil and red wine have anti oxident properties.

FACTORS IN CHOOSING DAIRY PRODUCTS FOR CONSUMERS

- Fat content is becoming more important and so low fat dairy products are the RIGHT way to go.
- Calcium is emerging as a vital nutrient. Its role in bone structure is getting better known, but its importance in preventing bowel cancer and resisting fat accretions is only just becoming known. Also influences healthy blood pressure.
- Cholesterol - saturated fat is a key problem.
- Appropriate level of fat content means that children UNDER 5 NEED REGULAR MILK, cheese and even butter for growth energy and CALCIUM. Over 5 low fat is fine, but calcium still very important. Teenage girls need dairy products low in fat, but calcium intake is vital. (By 25 bone structure is set for life and no real long term benefit gained)

MORE DATA

- Fish helps to reduce asthma
- Asthma linked to polyunsaturated fats.

ROSEMARY STANTON IS A DIRECTOR ON THE BOARD OF THE AUSTRALIAN DAIRY CORPORATION

*** ROSEMARY STANTON ***

Rosemary Stanton is a nutrition consultant with a science degree, post-graduate qualifications in nutrition and dietetics, and a graduate diploma in administration.

She is the author of 20 books, including the nutrition textbooks *Food for Health* (now in its 3rd edition) and *Food for You*, as well as *The Art of Sensible Dieting*, *Eating for Peak Performance* (2nd edition now published), *The Food Fun Book*, *Rosemary Stanton's Complete Book of Food and Nutrition*, *Rosemary Stanton's Healthy Cookbook*, *Food for Under Fives*, *The Diet Dilemma*, *The Health and Energy Cookbook*, *Eating for Life*, *The Gut Buster Waist Loss Guide*, *The Things We Eat*, *Rosemary Stanton's Fat & Fibre Counter*, *Windbreaks*, *Rosemary Stanton's Healthy Cooking*, *The Good Gut Cookbook* and *The Gut Buster Recipes*.

... 3 ...

Rosemary has also contributed over 2500 articles to magazines and newspapers throughout Australia and New Zealand, appears regularly on television and radio, and lectures to medical students, doctors, teachers, nurses, sporting groups and to the general public.

In her consulting business, clients include State and Commonwealth government departments, sports associations and teams, primary industry groups, selected sections of the food industry, advertising and public relations companies. She is a director of the Board of the Australian Dairy Corporation.

A member of the NSW Department of Health Advisory Committee on Nutrition and Health, she is also a member of many professional associations including the Dietitian's Association of Australia, The Nutrition Society, The Australian Institute of Food Science and Technology, The Gut Foundation, The Australian Sports Medicine Association, The Australian Health Communicators Association, Home Economists in Business and the Medical Writers Association.

Rosemary's major aim is to change Australians' poor eating habits so that people have healthier diets, and eat more enjoyable foods which create minimal environmental damage.

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REINSTRUMENTATION of NATIONAL MARKETING ARRANGEMENTS

(Rejigging of the Crean Plan!)

To comply with GATT Uruguay Round agreement the National Marketing Arrangement (the Crean Plan) have to be changed. The new scheme is based on levies on products destined for the domestic market. The net effect of the new scheme is to provide the industry with support that is as close as possible to that which would have applied under the Crean Plan had it continued to the year 2000.

Legislation for the National Marketing Arrangements to apply from 1 July 1995, will go before Federal Parliament during the Autumn Session.

Under the new scheme the Domestic Market Support Fund (DMSF) receives funds from the product levy on market milk (paid by farmers) and from the product levy on domestic manufactured products (paid by manufacturers). These funds will be redistributed to farmers based on the amount of manufacturing milk they have supplied.

Farmer returns

Slight changes to a farmer's net financial position may occur under the new scheme because the levy collection and payment will be on a fat and protein basis rather than the previous fat equivalent basis. The fat and protein calculation is considered to be more equitable because it also is the basis for determining the commercial value of the milk.

There will be no All Milk Levy. Milk for market milk for consumption in Australia however, will incur a product levy (on fat and protein) at a rate in line with the current All Milk Levy rate. Farmers will not pay a levy on manufacturing milk or on liquid milk sold overseas.

Since 1986, manufacturing milk prices have included benefits received by manufacturers from the farmer funded Market Support Fund. While farmers could identify the All Milk Levy deductions on their monthly milk statements they were unable to calculate the benefit received. Under the new scheme the manufacturing milk price and direct payments from the DMSF will be identified separately on farmers' factory statements, along with the product levy on market milk.

The "unbundling" of the milk price and

direct payment will give farmers a clearer market signal on the commercial returns achieved from manufacturing milk.

The following example shows the difference in the two schemes (for manufacturing milk) but a common final return/total:

	<u>Crean Plan</u>	<u>New Plan</u>
Farm gate price		
(manufacturing milk)	20c/L	20c/L
Plus Support	4c/L	nil
Plus Direct Payment	nil	2c/L
Gross return	24c/L	22c/L
Less All Milk Levy	-2c/L	nil
Nett Return	22c/L	22c/L

Changes for manufacturers

Manufacturers will pay a product levy, at the rate of approximately 4 cents per litre based on fat and protein content, on all manufacturing milk used in product sold on the domestic market.

Manufacturers liability for the product levy on manufacturing milk will be determined each month by the following formula: Domestic Manufacturing Milk = Total milk received in that month, less market milk received that month, less exports that month.

Manufacturers have agreed to separately identify on farmer milk statements the price of manufacturing milk, the direct payment received from the DMSC for manufacturing milk and the product levy deducted on market milk.

Market milk processors

Farmers will be liable for a levy on market milk. The levy will apply to all liquid milk sold for consumption in Australia, ie. long life, flavoured and white milk.

Under this definition liquid milk sold overseas will be treated as manufacturing milk.

Manufactured product on hand

Stocks held by manufacturers at the end of the Crean Plan will be rolled into the new scheme and treated as having paid the new levy. This prevents any marketing hiccups

and also ensures no company will be worse off than if the current scheme continued.

If these stocks are exported they will be eligible for the same benefit as product manufactured under the new scheme. Under this approach, the net result is a liability of around A\$15 million to the Domestic Market Support Fund. This liability will be financed over the life of the scheme. (This amount would have been required in the year 2000 to wind up the Crean Plan had it run its full

term.)

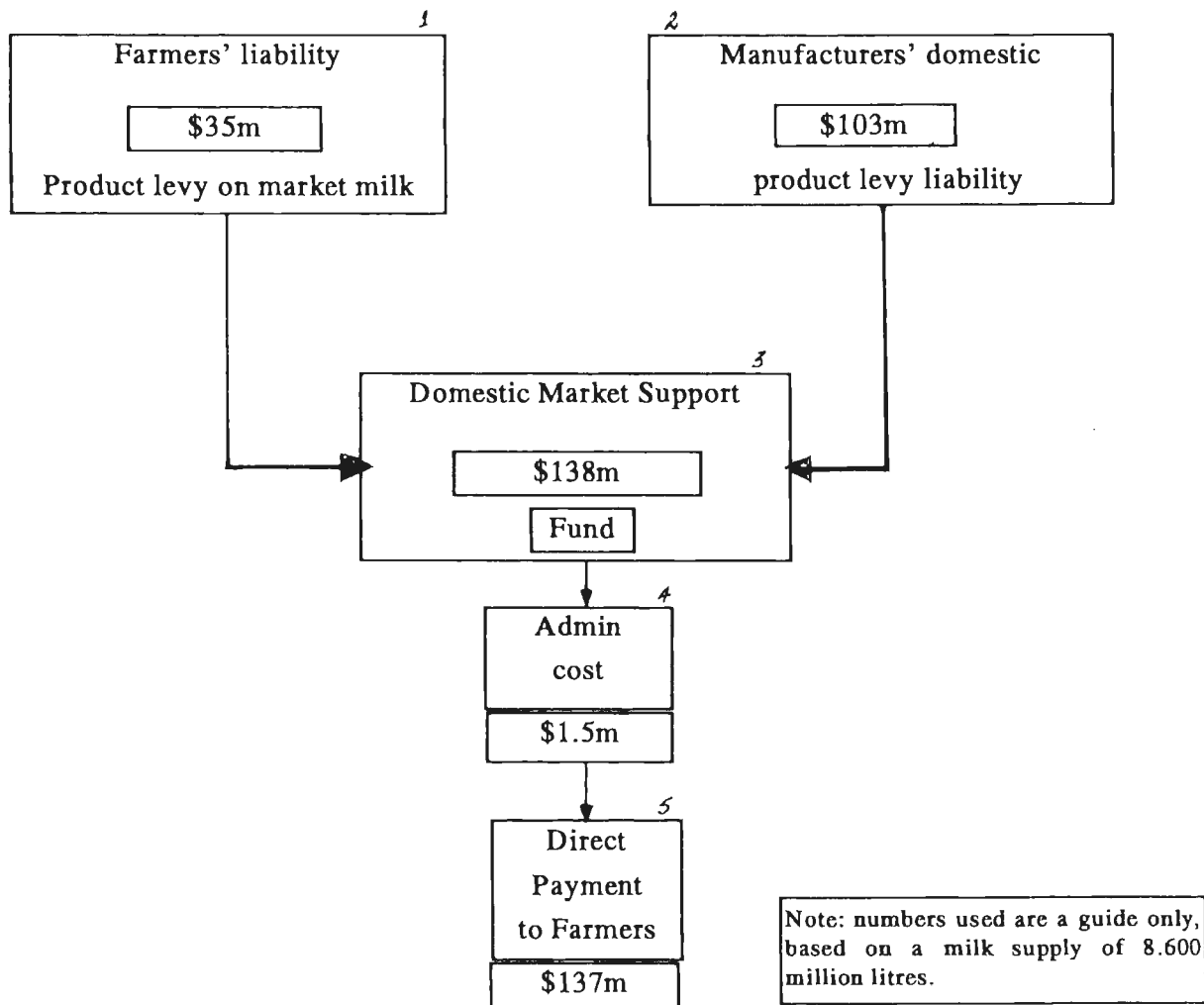
Administration

The DMSF will be administered by the Australian Dairy Corporation.

The cost of administering the scheme will be borne by the Fund.

Manufacturers will act as agents for the Corporation in the distribution to farmers of direct payments for manufacturing milk.

New Product Levy Scheme For The Australian Dairy Industry



- 1) Farmers' pay a product levy based on the supply of market milk.
- 2) Manufacturers' pay a product levy on domestic manufacturing milk. This liability is calculated as total manufacturing milk received in that month less exports that month.
- 3) Assets of the Domestic Market Support Fund comprise revenue obtained from the product levies on market and manufactured milk.
- 4) The administration costs are estimated to remain at current levels. Transition from the Crean Plan to the new scheme will incur some additional financing costs.
- 5) Direct payments from the Domestic Market Support Fund paid to dairy farmers on the basis of total manufacturing milk supplied.

Given the recent food health scare SADA wrote to the Premier, the Minister for Health and the Minister for Primary Industries seeking a ban on raw milk sales.

Callum Elder's column in the March National Dairies Newsletter bears repetition for National Dairies suppliers and exposure to all other dairy farmers.

If you take risks you place yourself and your industry in extreme peril. Your profit could be short lived.

Terry Inglis.

FOOD SAFETY and RAW MILK

Everyone is aware of the recent food poisoning scare in South Australia and the terrible toll exacted on the innocent victims and the emerging legal ramifications for the producers of the contaminated smallgoods.

Health authorities are being targeted for some of the criticism and the investigation into the causes of the outbreak will no doubt reveal some very unsatisfactory practices and possibly neglect of duty by certain parties.

I am still astounded that the sale of raw milk to the public is permitted in this State and I wonder whether dairy farmers and others are aware of their liability with respect to potential food poisoning cases.

An article in the February 1995 issue of Food Safety and Security details the death of a dairy farmer in the U.K. as a result of the consumption of his own raw milk.

The micro-organism responsible, *Streptococcus zooepidemicus*, was isolated from the man's cerebrospinal fluid as well as from a bulk milk sample and subsequently from one cow with a raised cell count, suggesting subclinical mastitis.

The cow was removed from the herd and slaughtered.

A similar outbreak of infection from raw milk occurred in 1984 and resulted in the death of eight people.

The loss of sale by the milk processors as a result of the small amount of raw milk being sold is not the issue.

The entire dairy industry would be severely impacted to the same extent as the smallgoods industry should a similar outbreak occur.

Under Product Liability Legislation, the producer or manufacturer of the product is strictly liable for death or injury resulting from the use of the product.

The producer must also foresee potential misuse or abuse of the product by the consumer so a warning on a pack of raw milk regarding boiling before use and not feeding to infants or young children provides no protection should that occur.

Raw milk is a potentially serious health risk, particularly to immunosuppressed members of the community.

Dairy farmers selling raw milk should carefully consider the potential for criminal prosecution and civil litigation that would undoubtedly follow any death or injury to their customers.

Callum Elder


Research and Development Manager

National Dairies



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APPEAL TO NON-MEMBERS

No Members – No DFA, it's that simple

DFA Executive Director, Winston Watts, wants all non-members of the Association to seriously consider their position and to lend their weight to the DFA's effort by immediately becoming members.

Mr Watts said this week, "The DFA is not some self-existing agency that will be there regardless — it exists only because it has member supporters and in their absence there would be no DFA — no dairy farmer representative body."

"Every NSW dairy farmer has a stake in the DFA and every NSW dairy farmer should bear their proportion of the cost and the responsibility of ensuring the wellbeing of their sector.

They should also be active participants in the affairs of their organisation.

"The only way that NSW dairy farmers can attain the prosperity, stability and security they seek for their farms is to have a vibrant, strong and effective farm organisation. There is no other way.

"If 80% of dairy farmers can see the need for supporting the DFA then it is hard to understand why the other 20% ignore this need. They are letting the side down and their contribution is sadly missed and just makes it all that much harder.

"There are enormous challenges (threats) before the industry which are going to take a significant effort to overcome and to retain the prosperity, security and stability objectives.

"We can do that if we stay strong,

united and all put our shoulders to the wheel. At present we are 20% weaker than that necessary position and that is not good enough," he said.

Mr Watts sends this message to non-members: "If you have a gripe with the DFA or its policies then you won't alter them from the outside. Only members can set DFA policy and guide its behaviour. So, if you want changes, you must first belong and argue your case at the relevant forums. Having a gripe is no excuse — get in there and do something about it.

"Finally", said Mr Watts, "if the industry, farmers, don't win their battles, don't receive for themselves a rightful and enduring future and your farm business and family suffers as a result, who are you going to blame?"

"You can't blame the DFA — you weren't a member and you didn't contribute or give your support. You left the fight to others,

"It's about respect. Stand up with your colleagues and fellow farmers. Be an active part of the dairy farmer team.

**TO JOIN THE DFA, JUST RING
(02) 318 0688 OR SEE YOU
LOCAL DFA BRANCH SECRETARY**

p3 "Dairymen's Digest" March 1995.

This article by Winston Watts CEO of NSW DFA says it all. Dairy farmers in South Australia are in no different position. Sniping works in a war zone until the sniper is identified isolated and eliminated. It has no place in positive human relationships. Come in from the cold all of the non-members of SADA. Make YOUR organisation effective on your collective behalves.

The alternative is isolation, victimisation and a worse position. Association of dairy farmers is feared by companies because they like to treat individuals differently to create divisions and acrimony. Unity is the dairy farmers only weapon to lever power in the market place and in society. Ignore unity at your individual peril.

Terry Inglis.



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- Trainee Pen Portraits

● DAVID EDWARDS

My name is David Edwards. I am 27 years of age. I am married and live at Woodside. I have grown up on a dairy farm as my parents own a small dairy in Oakbank.

I work for Max Green of Woodside on a mixed Dairy and Beef farm. We milk about 170 fresian dairy cows and have an Autumn and Spring calving programme.

We have an Artificial Insemination Programme and finish the herd off with a Fresian bull.

We milk in a modern sixteen aside herringbone dairy and feed barley and lupins in the bale. We cut and bale our own hay and cut a grass pasture-silage crop which we store in pits. We also grow a maize crop for green chop and silage.

I am currently doing the Certificate in Farm Practice Training Course which has been really great. We have learnt everything from mechanics, pasture renovation, vehicle maintenance, nutrition, farm plans and many other skills farmers need today. Many of the skills I may not use now, but in the future will be very useful.

Farming being what it is today is a real challenge and farmers need to know just about everything about the land and their animals to survive. I would recommend this course to any young dairy farmer who wants to make dairy farming his future.

● ELDON FISCHER

My name is Eldon Fischer, aged 19. I work on my family farm located near Tailm Bend along the Murray. We milk 200 cows on 298 acres which 100 acres of River Flats with flood irrigation, 100 acres of highland irrigation with 250 acre pivots and a few permanent sprinklers. Dairy is a 9 a side double up herringbone. We crop 900 acres, 200 of oats hay, 700 barley on 2300 acre is 28 km away where we run all our dries and replacement stock.

I've gained a fair bit of valuable information and skills from the course. I would recommend anyone going into the dairy industry to do the course.

● SCOTT THORPE

As you may well have read in the previous edition of the Journal, some of the students have been asked to put pen to paper and give you a bit of an insight into our farms and views on the Certificate In Farm Practice - Dairying course.

I'm currently employed on Rillamead Pty Ltd at Meadows and on our family farm Kangara Pty Ltd at Kangarilla. The sharefarmer (Richard Dellatoree) currently milks about 110 milkers (Holstien Fresians). In the last 12 month period across the herd we averaged 6500 litres, 255.4 kg butterfat and 208.5 kg protein. The cows are run on 112ha of which about 5ha is irrigated using permanants. All the poddy calves are reared on the property before the Hereford calves and steer calves are taken to our block at the S.E. to be grown out and the 25-30+ heifers are reared as replacements.

The family block at Willalooka down the S.E. runs about 500 merino wethers. 120-130 Hereford + beef breeders and their calves, and as I mentioned before we grow out all our dairy calves down there as well. Several years ago we also tried cereal cropping but it wasn't economically viable.

The Certificate in Farm Practice Course for me was a chance to continue learning new skills and improve some former skills while still young and motivated. It has been a welcome change from being just out of school, where you were told to do certain things as to being invited to give your opinion, as well as listening to the lectures in a more relaxed environment.

I've set myself goals for the future, but only time and effort will tell if I achieve them.

Thanks for taking the time to allow me to tell you a bit about myself and the course.

● **GAVIN McCULLOUGH**

Since I left Urrbrae Agricultural High School in 1990 I have been working on various farms in the Mt Torrens area for the past four years. Most recently I have been working for Bern and Barb Gladigau on their dairy farm which is in the Mt Torrens/Harrogate area and is just up the road from where I live.

It is a dry land dairy farm on 600 acres in 28 inch rainfall area, currently milking 80 to 120 cows. The dairy is a five a side abuled up herringbone. We use AI bulls, many from Australia and back up bulls. We start calving in Autumn through to about Spring. We currently feed 3 to 5 1/2 kg of barley, triticale and concentrate mix with molasses in the bale, in addition to that feed hay and round bale silage each day. He has about fifty beef cattle, many Charolais and two cross bread ewes for lambs. Each year Bern grows about 10 acres of potatoes.

There are many tractors and implements on the farm which are kept very busy in the hay season on contract work.

I am doing this course because I like all aspects of farm work and the course teaches us most of the things we need to know about dairy and general farming. I have learned alot from the course so far, including cow health, AI, pasture, machinery maintenance, cow nutrition and lots more.

I have met lots of people in the industry who seem very willing to help and in doing the course in dairy will be to my advantage in the long run.

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Enrol in the Certificate in Farm Practice - Dairying.

This course is the only one offered in this State.

The next course is to commence in July 1995 and a number of young farmers have already indicated they want to join the scheme.

For more information about the two year part-time traineeship contact either of the Lecturers or the Rural Studies Clerk by telephone:

Tony Sutherland - Lecturer Rural Studies

at work 085 52 1344

at home 08 381 9973

Bob Holman - Lecturer Rural Studies

at work 08 391 7371

at home 08 278 2614

Janet Renk - Rural Studies Clerk

at work 085 52 1344



The Certificate in Farm Practice - Dairying is part of a nationally co-ordinated total career package. This certificate is aimed at the skilled farm worker level where duties can be carried out unsupervised.

For a person aiming at a progressive career in dairying the certificate is a must and leads on to further TAFE and higher level studies as the dairy farmer becomes more involved in industry leadership.

The intent is to match the educational progression with the ownership progression and to make each relative to the other.

If you have thought about doing the Certificate DO IT. It can only help your future get brighter.

Terry Inglis. 19.

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20.

WATER BUFFALO -

A NEW DAIRY HERD FOR AUSTRALIA.

A HERD of 140 milking water buffalo will soon go into quarantine on Torrens Island as part of an ambitious plan to produce gourmet cheese.

The Bulgarian Murrah water buffalo are being imported from Denmark by the Gleneagles Pastoral Company, which has previously imported alpacas through the Cocos Island Quarantine Station.

Riverine water buffalos have been imported from America in the past but they were for meat production and were not used for milk production. The herd which will arrive on Torrens Island at the end of March will be the first milking buffalo imported into this country.

The company has plans to use the milk from the Murrah water buffalo to make mozzarella cheese. Italy's national herd of these unusual dairy cattle stood at 140,000 head in 1993 supplying the mozzarella market. Italian producers air freight fresh mozzarella to New York as a delicacy.

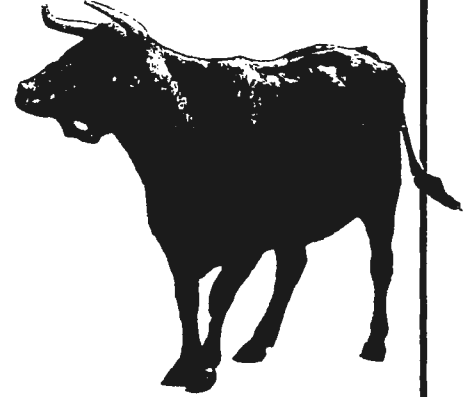
The cattle have been tested for disease in Denmark, where they are nearing the end of six months housed in a purpose-built shed under observation before embarking on their journey to Australia.

The milking water buffalo will spend the regulation 30 day quarantine period at Torrens Island before they start on their final journey, to their new home in the western districts of Victoria. The importers are hoping to start mating the cows soon after they clear quarantine, allowing them to start milking, and making cheese, by mid-1996.

FURTHER INFORMATION -

David Banks (06) 272 5527

Reproduced from AQIS Bulletin - March 1995



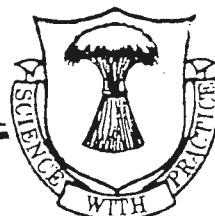
URRBRAE AGRICULTURAL HIGH SCHOOL FOUNDATION

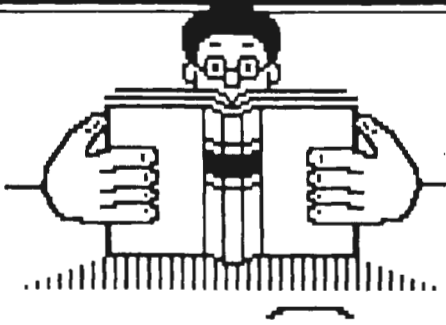
The Urrbrae Agricultural High School Foundation has been launched by Premier Dean Brown on 16 October 1994.

Recently it held an information night in the format of a Dinner in the School's Hall. Over 60 guests heard Malcolm Buckby, MP Member for Light and Chairman of the Prince Alfred College Foundation speak about that Foundation's activities.

Brian Martin QC provided an interesting talk on WA Inc and an amusing anecdote or two about his experience as a SANFL Commissioner. Brian is also Chairman of the Westminister School Council.

Any old UAHS scholars or anyone who believes in Urrbrae as an integral and important part of agriculture in this State are encouraged to find out about the Foundation and its membership criteria by ringing principal Terry Tierney (08) 272 6955, Chairman of the Foundation Dr Bruce Eastick (085) 222014 or Chairman of the UAH School Council Terry Inglis (08) 384 1061.





NEW PUBLICATION FOR DAIRY FARMERS

SmithKline Beecham Animal Health have worked closely with Dr Ian Lean from University of Sydney to publish a new booklet for dairy farmers, their advisors and other people involved with servicing the dairy industry.

The new booklet, titled "Calf to Cow-Care and Profit", is designed to help the dairy industry increase productivity. According to Dr Bruce Farquharson, Manager of Clinical Development for SmithKline Beecham, "good management of heifers is an integral part of every farming programme and is essential if cows are to produce to their full production".

The author, Dr Ian Lean, acknowledges the editorial assistance provided by Professor R.C. Kellaway, Dr J. Gooden, Dr B. Farquharson, Dr J. Sillince and Mr R. Taylor.

Dr Bruce Farquharson said, "Ian Lean has done an excellent job in presenting this information, most of which is from his won experience and from data he has been able to generate in his veterinary career. He is a veterinarian who is respected by the dairy industry and veterinary profession throughout Australia, and the dairy producing countries of the world."

Members of the "Orbenin Herd Health Club" will be sent a copy of this publication as part of their membership benefits according to Mr Robert Taylor, Product Manager- Dairy for SmithKline Beecham Animal Health. "Calf to Cow follows on from the highly successful Mastitis Management booklet, sponsored by SmithKline Beecham in conjunction with NSW Agriculture."

Mr Taylor said his company were proud to be responsible for this new publication. Dairy farmers and others interested in obtaining a copy are invited to call SmithKline Beecham Animal Health on 008 022 442 or contact their local SmithKline Beecham Animal Health territory manager.

Lodge a tree from its fruit; not from
the leaves

S·A·R·D·I

NEWS RELEASE

SARDI RESEARCH REVEALS CLUE TO DAIRY BEEF PROFIT

Why to some Aussie dairy beef carcasses fetch a \$5000 profit margin on others in Asia?

This question is the focus of a major dairy-beef research project coordinated by SARDI and funded by the SA Cattle Compensation fund.

South-East researcher, Mick Deland, has found dairy beef carcasses sell between \$2000 and \$7000 in Japanese meat trading houses.

And the difference may be due to the blood line of cattle as well as the rearing systems used.

“When we tracked Friesian calves through the production chain - dairy, rearing, feedlotting and slaughter - we found it was the dairy of origin which had a strong link to carcass prices,” Mr Deland said.

“We believe this is a genetic effect. Some lines of dairy cattle produce the type of carcass which can attract premiums prices.”

Mr Deland said there was much work to be done in the field of dairy beef genetics.

“Traditionally the need to breed for beef from dairy cattle has not been an issue. Everything has been focussed towards greater milk production,” he said.

“Perhaps it’s time to look at blood lines which produce dairy beef calves able to grow out quickly, yield more meat and produce a better carcass grade.”

Mr Deland said dairy beef had the type of marbling demanded by the Japanese. The potentially lucrative industry had been borne out of using previously unwanted male dairy steers.

Given the huge price variations, Mr Deland said farmers might need to revise their rearing systems and intended markets.

“If farmers have a line of dairy cattle which consistently produces beef worth \$2500/carcass in Japan, the margin is poor because of freight and lotfeeding costs. Anything more than \$4000 makes for a healthy profit,” he said.

For these steers in the lower margin, Mr Deland had been looking at an alternative to lotfeeding for Japan. His results showed potential for finishing dairy beef on grass for alternative markets in the USA and EEC.

“Looking at carcass values for grass-finished dairy beef, we found steers fetched an average of \$700 a head at 29 months of age,” he said.

“Accounting for rearing costs of \$200-\$260/head, a margin of \$200 -\$250/head per year was made.”

Mr Deland said this put the rearing of dairy calves for the USA in line with traditional steer fattening operations in SA’s South East.

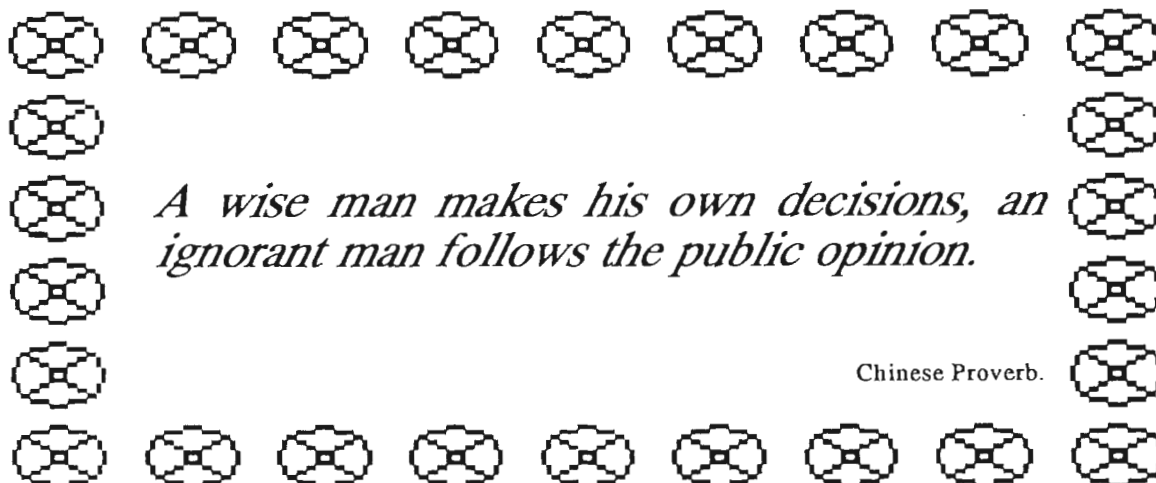
Meanwhile Mr Deland said the Holstein-Friesian steer had become the backbone of the beef middle market sector in Japan where 65 per cent of domestic beef production comes from dairy cattle.

“If Aussie producers do the right thing by supplying a consistent product of well-bred

cattle weighing 350-400 kg at 18-20 months, they will be in a position to command market premiums," he said.

"But for other farmers, aiming for a different rearing system and end market might be the answer."

Mr Deland said farmers adopting measures recommended by the dairy beef project had been able to grow cattle to 300 kg in 11 months compared to a previous average of 15 months or more.



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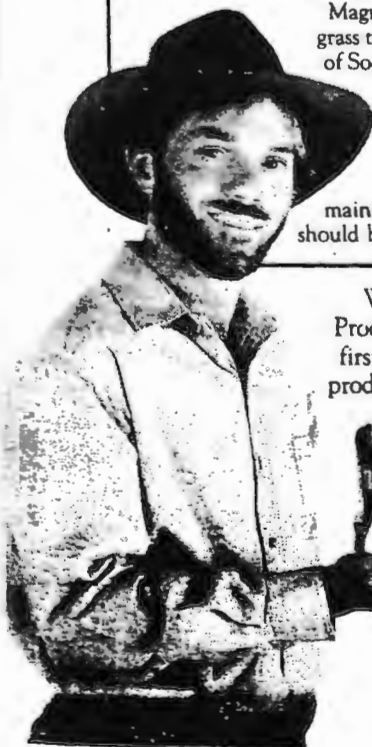


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For further information contact the Milk Producer Nutritional Advisory Service on (02) 604 9922.



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Extracts from March 1995 edition of UDV

DAIRY FACTORIES ANNOUNCE STEP UPS

Bonlac Foods announced a step up on 31 January 1995 of 6¢/kg bf and 19¢/kg protein retrospective to 1 July 1994, bringing the Bonlac price to \$1.97/kg bf and \$4.54 protein for Aug-Dec 1994 and \$2.11/kg bf and \$4.83/kg protein for July 1994 and Jan-Jun 1995 less volume charge of 2.8¢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 months at 26¢/kg bf and 51¢/kg protein. Quality incentives and an annual production incentive also apply.

Kraft food announced a step up on 24 February 1995 of 5.5¢/kg bf and 12.4¢/kg protein retrospective to 1 July 1994, bringing the Kraft price to \$2.079 bf and \$4.666/kg protein less volume charge of 1.0¢pl July 1994, Jan-Jun 1995 and 3.8¢ for Aug-Dec 1994. Kraft also pays off season incentives ranging from 4 to 12¢pl in the three lowest production months based on production in these months as a % of October 1994 production and an additional premium bonus equivalent to 3% of base rates for bf and protein subject to manufacture milk TPC counts and average protein test for 10 day periods.

In January Tatura Milk announced a step up of 7¢/kg bf and 17¢/kg protein for the season, taking the Tatura base price to \$1.92/kg bf and \$4.33/kg protein for July-Dec 1994 and \$2.17/kg bf and \$4.88/kg protein for Jan-Jun 1995 less volume charge of 2.6¢pl. In addition Tatura pays winter incentives.

Murray Goulburn announced a step up of 7¢/kg bf and 17¢/kg protein for the 1994/95 season. The step up brings the current MG base price to \$1.97/kg bf and \$4.69/kg protein for July 1994 to December 1994 and \$2.07/kg bf and \$4.94/kg protein for January 1995 to June 1995 less a volume charge of 2.65¢pl. In addition MG pays winter incentives and annual productivity incentive.

Nestlé announced a step up of 6¢/kg bf and 18¢/kg protein on the 24 January for the 1994/95 season bringing the current base price to \$1.98/kg bf and \$4.52/kg protein, with volume charge of 2.6¢pl. In addition Nestlé pays off peak productivity incentives and season to season productivity incentives.

On the 6th March Warmambool Cheese and Butter announced a step in manufacture milk price for the period 1 January 1995 to 30 June 1995 of 15¢/kg bf and 30¢/kg protein bringing the interim base price for the 1994/95 seasons to \$1.90/kg bf to \$4.75/kg protein for July - Dec 1994 and \$2.05/kg bf and \$5.05/kg protein for Jan - Jun 1995 less volume charge of 2.67¢pl. Offseason incentives apply for March, April and May.

SCHOLARSHIPS FOR DAIRY FARMERS

Scholarships are available through the DRDC for dairyfarmers who wish to undertake formal post graduate education relevant to the dairy industry. Courses chosen should be relevant to increasing the farmer's ability to contribute to broader dairy industry issues. Applicants need to demonstrate an active contribution to dairy industry and community affairs, have a farming background and earn at least 80% of their income from dairying. For further information contact David Conley at the DRDC, PH: (03) 889 0577.

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From the Dairy

....

To the Table

LEEK & BROAD BEAN SOUP

1 medium leek, sliced, washed and finely chopped
2 rashers bacon, chopped
1 x 500g pack frozen broad beans
1 large potato, roughly chopped
3 sticks celery, finely chopped
2 chicken stock cubes, dissolved in 5 cups water
1/4 cup KRAFT shredded Parmesan CHEESE
black pepper, to taste

1. Heat a little butter in a large saucepan and cook leek and bacon for 5 minutes or until leek is soft
2. Add broad beans, potato and celery and cook for 2 minutes. Add stock, cover and simmer for 40 minutes.
3. Top with Parmesan CHEESE and pepper just before serving. Delicious with crusty bread.

Serves 6.

HERB & MARSALA VEAL

4 veal steaks
1/2 cup KRAFT Grated Parmesan CHEESE
1/4 teaspoon dried sage
1/4 teaspoon dried oregano black pepper, to taste
1/4 cup plain flour
1/4 cup BUTTER
1 clove garlic, crushed
1/4 cup Marsala
3/4 cup red wine
3/4 cup water
1 beef stock cube, crumbled

1. Flatten out veal between plastic wrap.
2. Combine Parmesan CHEESE, herbs and pepper in a bowl. Spread 1/4 of mixture over each veal steak. Roll each one up and secure with toothpicks. Coat in flour.
3. Melt BUTTER in a frying pan, add garlic and cook for 1 minute. Add veal rolls and cook until golden brown. Place on even tray and bake a 180degrees for 20 minutes or until cooked.
4. Add Marsala, red wine, water and stock cube to the pan and cook until sauce reduces and thickens.

Serves 4.

MOIST TOBLERONE RICOTTA CAKE

Crumb Base & Topping:

1 1/2 cups plain flour, sifted
1 1/2 teaspoons baking powder
1/3 cup brown sugar
1/2 cup ground hazelnuts
1 egg, lightly beaten
100g cold BUTTER, cut into cubes

Filling:

2x250g tubs KRAFT Smooth Ricotta CHEESE
3/4 cup castor sugar
1/2 cup chopped hazelnuts
30ml dark Creme de Cacao liqueur
1x50g TOBLERONE Swiss Dark Chocolate, finely chopped

1. Combine all crumb ingredients in a food processor for 1-2 minutes, or until mixture resembles breadcrumbs.
2. Press half the mixture into the base of a 22cm spring form pan; chill
3. Prepare the filling by combining Ricotta CHEESE, sugar, hazelnuts, liqueur and chocolate. Pour onto hazelnut base.
4. Top cake by sprinkling with remaining crumb mixture. Place onto oven tray and bake at 180degrees for one hour.

Serve cold with whipped cream and berries.

Serves 6-8.

*Our recipes this month come from
the KRAFT Peter Russell-Clarke's
ITALIAN COOK BOOK*



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DAIRYFARMERS' ASSOCIATION
INCORPORATED⁵**

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780-802 South Road*

GLANDORE 5037

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Chief Executive

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APRIL 1995



PRESIDENT'S COMMUNIQUE

Market Milk Price Rise

I have often had farmers say to me that once deregulation came in post the farmgate that would be the last time we would see a price rise for market milk. Thankfully I am able to report that this isn't the case because from the 21st May the price will rise for us by 2.79c/l to 49.08c/l.

I must admit we did apply for 4 cents knowing full well that we could justify much more when we take into account the effects of the much higher prices for cattle feedstuffs this year, but we had to be realistic about what was achievable. Under the circumstances this doesn't ever come close to covering our increased costs, but I guess it is also unfair to expect market milk price rises to cover all our increases. With increased production and the effects of UHT into the market we are more and more reliant on manufacturing prices, so there is considerable pressure on manufacturers to perform.

Appointment of CEO

At this stage we would like to welcome Chris Luz-Ray-

mond as our new Chief Executive Officer. We had seventy eight applications for the position and so for Chris to be successful has been quite an achievement in itself, so welcome to our ranks Chris and I hope you find the job challenging and rewarding. We have the round of AGM's coming up so some of you will get to meet him then, but failing that anyone is welcome at anytime to drop into our office and make themselves known; I'm sure Chris will be glad to meet you.

Raw Milk Code of Practice

At long last we know where we are going with unpasteurised milk sales. Minister Baker has continued to condone raw milk sales, but at least now it does have to comply with a code of practice and the producers licenced with the Dairy Authority the same as everyone else.

We would have preferred to stop sales altogether because Louis Pasteur did not perfect pasteurisation for no reason. There was a case of young children drinking raw milk recently and becoming quite ill, but fortunately the mother concerned was very responsible and so the situation didn't blow out of all proportion, but next time we may not be so lucky.

VetLab

We have been having discussions with VetLab lately because the government is threatening to take \$700,000 out of their budget which would decimate the service.

IN THIS ISSUE

- DIAA/SADA 1995 ANNUAL CONFERENCE
- READD NEWS
- FARM SAFETY COURSE
- AMAZING RESULTS FOR SA DAIRY FARMER



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There are 32 people working there and this would effectively remove about 12 of them. We have established that all sections of the laboratory are interdependent upon one another and so remove any one section and the complete diagnostic service is fragmented and weakened. With the emphasis on food safety and market protection we have to do our utmost to give them as such support as we can. To this end we have written to several politicians and hope that someone will give us the support we need to obtain a satisfactory conclusion.

SAFF

I was surprised to learn this week that SAFF are considering re-instating their dairy section again. This time last year we tried to set up an affiliation with them, but in the end the only thing which was acceptable to them was full amalgamation which just did not suit us. There is no way we were going to sell our soul to anybody, so negotiations broke down. There is a lot more to having dairy representation than just saying "we are going to have a dairy section". It really isn't healthy for SA to have two bodies representing them,

but I don't know what we are going to do about it. I really don't think SAFF have got the funds to commit to do the job properly.

Conference

The next conference jointly with the DIAA at the Adelaide Hilton Hotel is going to be well worth everyone attending. I know it is hard to get away from the farm for the day, but try and make the effort and attend both the conference and dinner that night and I think you will enjoy yourself.

Ray Heinrich
General President.



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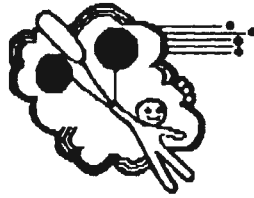
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READD NEWS



"WASTE WORKS"

Andrew Crocos

Dept of Agriculture Wodonga

Land Disposal of Nutrients

Environmental considerations have lifted the pace in research in New Zealand on utilising farm dairy effluent by spreading to land.

Research projects range from Waikato to Manawatu and Canterbury, with results so far showing financial and environmental returns from land disposal.

Figures are being revised as new data come to hand. In one example, a recent survey of 40 oxidation ponds in Waikato has doubled previous nitrogen and phosphorus values per 10,000 litres of effluent direct from the farm dairy to 4.5kg N. 0.8 kg of P. Potassium (K) values are about the same at 3 kg.

Pond effluent values per 10,000 litres are also up, based on the Waikato survey. N goes from 8 kg to 16.5kg; P is up from 1 kg to almost 3kg, and K is up from 2kg to 5kg.

The data - coupled with environmental considerations - put new light on value of farm dairy wastes disposed to farmland as nutrient.

Researchers urge farmers to investigate their own situation and costings before deciding on which route to take with land-based disposal. Factors influencing the decision include local weather, soil types, topography and drainage, staying inside regional councils' criteria for maximum loadings of nutrients, how the extra nutrients and water will be utilised best as extra nutrients and water will be utilised best as extra pasture of crop, and capital available for gun irrigator systems, fixed pumps and pipes and movable lines versus minimal investment if a contractor with spray wagon is brought in.

Annual Analysis

Vital for farmers is at least one analysis per year of the effluent being applied. Nutrient analyses will vary widely between farms; it is important that farmers have their own, says Dr. Ants Roberts, soil scientist, soils and fertiliser group, AgResearch Ruakura.

Using data from the Waikato dairyfarm ponds survey last year, plans are to develop a simple on-farm system to work out nutrients values and application rates for effluent. He hopes this will be available within the next year.

AgResearch at Hamilton is involved in studies to manipulate water tables in poorly drained soils to minimise N losses to groundwater from dairy washings.

The project, funded by the Foundation for Research, Science and Technology (FoRST), involves Lincoln Ventures, Land-care and AgResearch.

A large-scale trial looking at applying farm dairy washings to maximise pasture production under grazing is proposed for the next FoRST funding round. Factors to be measured include pathogen die-off and nutrient leaching. Other groups are involved with projects to enhance effluent pond function.

Massey University's agricultural engineering department plans to look further into environmental benefits of spraying pond-treated effluent to pasture. Pond sizing for maximum benefit of pond-treated effluent as irrigation water as well as for nutrients will come under scrutiny.

At Lincoln University, work with lysimeters moves on from the measurement of leaching losses of nutrients and bacteria from ground spread dairy pond sludge to environmental impacts of applying dairy effluent to free-draining soils. The work with sludge showed a boost to pasture production; work with pig slurry gave a 50% boost to pasture growth.



Trebling of pasture production over 90 days was demonstrated on Massey University's No. 4 dairy in the late 1970s when all farm dairy wastewater from a herd of 320 cows was sprayed directly to 1.6ha of intensively drained pasture. Young stock grazed 24 hours behind the spray irrigators averaged better than 1kg/day liveweight gain to double their weight over 90 days. No clinical symptoms of nitrate poisoning were seen in the yearlings.

Almost a tonne of N/ha was applied each milking season through the irrigators. At least 90% of the N was removed as it made its way through the pasture and soil system.

Over 3 years, 160kg N/ha and 54kg P/ha were removed in animal liveweight gain.

About 140kg P/ha - equivalent to 1600kg of straight superphosphate/ha - was applied through the effluent each season, with 98% removed by the pasture soil system. Between 5300 and 7000 cubic metres/ha of farm dairy wastewater was applied each season.

The Massey effluent irrigation work was abandoned after 3 years. Rekindled interest over the next decade was triggered by mainly environmental considerations, as well as data showing nutrient value in the dairy effluent stream. Researchers were concerned also about considerable losses of nutrients to the environment - particularly N, P and K - from conventional anaerobic-aerobic twin-pond treatment systems.

Monitoring of the ponds at No. 4 dairy last season showed they were 'relatively poor' in terms of N & P removal. Land based discharged by direct irrigation of farm dairy washings may minimise losses of these nutrients with good uptake by the pasture-soil system, based on the earlier work at Massey No. 4 dairy.

Dr. Mike Hedley, senior lecturer in Massey's department of soil science, says that from the end of the spray irrigation trials in 1979, the No. 4 dairy diverted yard washings into anaerobic and aerobic ponds. Over the next 2 1/2 years, some 860 cu. metres of recoverable sludge accumulated in the lagoon; it was spread at 14 tonnes per ha in total solids.

Compared with spray irrigating the effluent, the sludge had 'lost' 3 tonnes of P and 54

tonnes of K in 2 1/2 years.

To replace the P and K, 43 tonnes of 30% potassic super would be required at a cost in 1987 of \$9000.

Adding the \$3000 cost of desludging the lagoon brought a system maintenance cost of \$12,000.

Even allowing for sludge having a fertiliser value at least equal to the cost of its removal, net loss in monetary terms is considerable.

At the time of this exercise little N fertiliser was used strategically.

Nitrogen lost down the drain rather than pumped through the irrigators as in the trial irrigation period represented a further loss of \$10,000 over the 2 1/2 years while effluent was diverted into the ponds rather than spray-irrigated.

Virtually all the P and K and much of the N lost in 2-pond systems would be recovered by spray irrigating aerobic pond water on to pasture.

At Massey No. 4 milking 350 cows, nutrient requirements of 60ha would be met by irrigating 1ha a week.

Dr. Hedley says much of the data for this trial were collected by Dr. Dave Warburton, now of Auckland, for his PhD thesis.

Dr. Hedley warns nutrient values from No. 4 dairy cannot be extrapolated to other farms' anaerobic ponds. Analyses are required.

Indicators from several sources point to benefits in future from a composite system of ponds and spray irrigation. The primary anaerobic pond would continue functions of settling out sand, stones and heavy organic matter.

The lighter liquor flowing to the aerobic pond would still contain the beneficial nutrients, to be spray irrigated at a time suited to farmer needs.

This may require a much larger aerobic pond for storage - particularly winter storm-water.

Solids in the primary anaerobic pond would still require removal every 3 to 4 years. Removal then seems preferable to wear and tear on pumping and irrigation equipment.

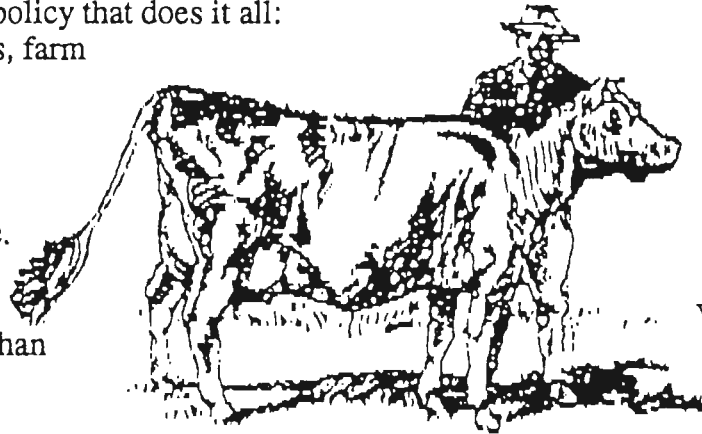
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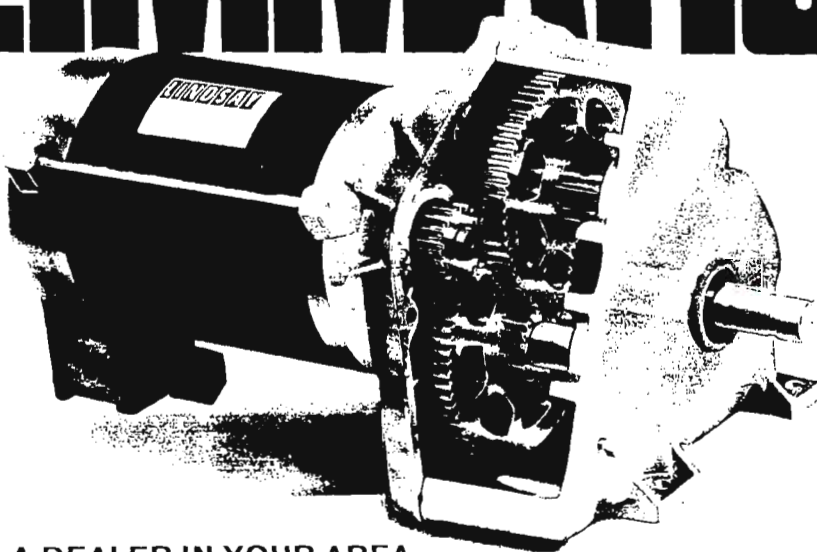
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12.



ADFF Research Committee Report
by Hans van Dyk

- **DRDC Strategic Development programme**

Northern Dairy Group (NSW/QLD)

The NDG has accepted a report from the consultants (Palamere Pty Ltd) subject to some changes in the detail. A program committee has been set up and a part time coordinator is to be appointed.

Western Victoria

Newly appointed Dairy Research Leader, Dr Joe Jacobs, has moved quickly to establish projects including a major survey of silage. Coordinators have just been appointed to work on a focus farm project and an issues identification project.

Goulburn-Murray Region

The Northern Victorian Committee for Dairy Industry Development has run a series of meetings and undertaken a major survey eliciting local attitudes to the regional program. It is expected that the preparation phase of the program will be completed by the end of June, 1995.

Gippsland

Discussions have been held between the DRDC, the local Target 10 Chairman and the UDV Research Committee representative. Moves to form an interim regional industry committee similar to those operating elsewhere in Victoria will commence shortly.

NSW

Detailed discussions are currently being held between the DRDC and key players in NSW with a view to developing a regional approach.

South Australia

Following the "Driving change" workshop at Victor Harbor in December 1994 industry representatives, through READD, are currently holding discussions with a view of developing an integrated regional program. The aim is to address all the issues that were identified during the workshop process and to work closely with the DRDC in establishing a program for South Australia.

Other activities in the regional development program

The regional development program includes a number of technical issues that relate primarily to the feedbase. Some key developments include:

- fertiliser studies
- supplementary feeding
- review of extension projects



Fertiliser studies

The DRDC has appointed Assoc. Professor Graeme Blair as coordinator, Soil and Nutrients Program. There is a degree of confusion about the most appropriate amounts of fertiliser to use in some regions as well as concerns about the movement of nutrients off farm land. These issues are being addressed by a major cooperative reactive rock phosphate study.

In addition a major new programs being developed at Ellinbank to explore the production potential from high rates of phosphorus and high stocking rates. This is a major project involving the Department of Agriculture, DRDC, Pivot Fertilisers and the Universities of Melbourne and La Trobe.

Supplementary Feeding

Three workshops on supplementary feeding have been held at Shepparton, Warragul and Warrnambool. These workshops involved a number of farmers and researchers from Victoria and other states. The conclusions of the workshops are being compiled by Dr Peter Doyle and the information will help the DRDC determine directions in this complex area.

Review of extension projects

The review of the Target 10, Project 20 and TOP projects have now been completed. It was found that the projects were well focussed in general but some improvement was possible. The management of the programs was considered to be satisfactory but noted that there can be conflict where departmental policy varies from program requirements. It was recommended that the programs be continued and be developed in a way that ensures greater industry involvement. **The programs should be an integral part of an industry development plan.**

Animal Genetic Improvement

The major development in this program has been the completion of plans to re-write the ADHIS software. The re-write will incorporate two components with ADHIS management supervising the re-writing of the software and Dr Mike Goddard at the University of New England undertaking research to identify the best approach to take for ABV assessment.

Milk Harvesting

The emphasis of this program has previously been on the milk harvesting process. However, the rapidly developing interest in milk quality has led the DRDC to develop a new program entitled "Farm Milk Quality and Milk Harvesting". The program will encompass the former manufacturing program, "Milk Quality for Manufacture", and the farm program, "Milk Harvesting". The program draws heavily on the expertise of Dr Graeme Mein. Graeme established an international reputation when he was leader of the Milking Research Centre at Werribee and currently works at the University of Wisconsin, USA.

Dr Dianne Ryan prepared a report that examined in detail the current progress with mastitis control programs. This report also proposes an approach to improving national coordination of mastitis control programs. It is expected that this program will become an integral part of the "Farm Milk Quality" program



Farm Benchmarking

DRDC is about to commission a dairy farm benchmarking project, which will be the first stage of a landmark national program aimed at providing information on "best in class" dairy farm performance in various dairying regions around Australia. This project will be a "pilot" activity covering 1 region only (the Western District of Victoria) to establish the appropriate framework for subsequent stages of the program covering other regions.

Feed Grains Study

DRDC is participating in a Feed Grains Study at present, which is being jointly funded by several R & D corporations. The study aims to analyse supply and demand for feed grains in Australia over the short and longer term. The topic is pertinent to the dairy industry given the increased interest in supplementary feeding of dairy cows in recent years

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A balanced diet of maize silage and lucerne hay has increased milk production by more than 20% on one South Australian dairy farm.

Richard Hodge milks 180 Holstein cows on 300 hectares of light, sandy soil at Currency Creek, on the Fleurieu Peninsula.

He began growing maize three years ago, producing 2000 tonnes of silage in the first year. Today, he plants out 28 ha between mid October and early January, to feed his own herd and is growing extra for neighbouring dairyfarmers.

“We started because we could see that in the United States maize is basically what they feed dairy cows,” Richard said.

“Maize is very high in energy and low in protein and lucerne is high in protein and low in energy so by combining the two together, in a mixing wagon, we are able to give the cows a balanced diet.”

The mix of 60% maize and 40% lucerne hay is fed to the cattle at night, in troughs. In early autumn, the maize is fed as green chop and the remainder is stored as silage in above-ground pits.

Richard grows enough to feed the herd for almost 11 months of the year. He also produces his own lucerne and buys some from his son, Robbie, who has his own block of land nearby.

Richard favours the Snowy River 73 and 103 maize varieties. He is particularly impressed with the cob size and fast growth rates of Snowy River 73 which, he says, seems to do best in the area.

Planting starts in mid-October, when ground temperatures start to rise, and finish in mid-December. Richard chooses to use Hi-Fert 8:11:10, with 3% zinc at a rate of 300 kg/ha, applied at sowing.

“I have tried different types of fertiliser and

I’m more than happy with the results of Hi-Fert,” he said.

“We have tested the nutrition value of the maize but I basically go on past experience and, more importantly, what the cows are giving to us in milk production.

“Our top cow here last year peaked at 64 litres, and many of the cows in the 50s, producing up to 521 kg butterfat and 370 kg protein for their 300-day lactation, whilst we had heifers peaking in the 40s, and up to 377 kg butterfat and 273 kg protein in 300 days.”

Richard says a lot of local dairyfarmers are showing enormous interest in maize which he believes is an economically worthwhile feed source for dairy cattle.

In the extremely dry conditions of the past season, it also proved a valuable supplement for cattle from the Waterfront Simmental Stud which forms part of the enterprise.

“The economics are certainly very, very worthwhile for our operation because we are able to milk cows on the same area,” Richard said. “It’s a crop that’s not cheap to grow but when you consider the yield can be anything from 20 to 30 tonnes per acre, that more than offsets the cost.

“And this season we have been supplementing all our beef cattle with maize silage. If we hadn’t had it, we would have had to sell a lot of stock - it’s really an integral part of our whole operation.”

The Simmental stud comprises 80 breeders, and is managed by Richard’s wife, Wendy, and daughter, Tracy, who are also responsible for the day-to-day operations of the dairy farm.

Richard’s time is mainly taken up with importing the Lindsay Zimmatic range of centre pivots from the United States. Lindsay is the largest exporter of centre pivots in the US and Richard supplies them through three dealers in SA and one in NSW. →

His knowledge of irrigation is proving very useful on his own property where he uses the computer controlled centrepivots to apply precise amounts of water to his maize.

“The centrepivot is fully programmable for weeks in advance and, with that type of technology, we are able to apply the water at the optimum time for the optimum results,” he added.

“Once the crop emerges, we usually give it about 12 mm a week for the next three weeks. From then on, depending on weather conditions, we start stepping up the amount of water to a maximum of around 50 mm per week.

“From a height of about one metre, through to cob setting, we also apply around 50 kg of urea every 10 days, up to a total of 180 kg. Maize is a very nitrogen-hungry crop.”



Hi-Fert Adelaide Hills representative, Mark Egarr (left), Strathalbyn Hi-fert agent, Grant Lyon, (centre) and dairyfarmer Richard Hodge, inspect a crop of maize almost ready for harvest at the Currency Creek property.



From the Dairy... To the Table

These delicious cheesy potato balls will complement any meal, from a sophisticated dinner party to a family meal.

SAUSAGE AND EGG QUICHE (microwave-style)

Crust:

1 cup flour
1/2 teaspoon salt
1/3 cup BUTTER
2 to 3 tablespoons cold water

Filling:

1-1/2 cups shredded Swiss CHEESE
1 tablespoon flour
4 precooked smoke sausages
13-ounce can evaporated milk
3 eggs
1/2 teaspoon salt
1/8 teaspoon pepper
1/8 teaspoon onion powder
2 teaspoons parsley flakes

Crust: Combine flour and salt; cut in BUTTER until fine crumbs form. Stir in water until dough forms ball. Roll out; fit into 9 or 10 inch quiche pan or pie plate. Prick crust with fork. Microwave uncovered 4 to 5 minutes or until no longer doughy.

Filling: Sprinkle CHEESE over pastry shell; dust with flour. Cut sausage into 1/4-inch pieces; sprinkle over CHEESE. Microwave MILK on HIGH for 3 to 3-1/2 minutes or until hot. Beat eggs with seasonings and parsley flakes; beat in hot MILK. Pour over pie. Microwave uncovered on MEDIUM for 8 to 10 minutes or until centre is almost set. Let stand for 5 minutes before serving.

Serves 6.

Pommes Noisettes

460g potatoes, peeled and cut into chunks
30 g BUTTER
Salt and freshly ground black pepper
60 g Gruyere or Edam CHEESE, finely grated
60 g ground hazelnuts
Oil for shallow frying
Fresh parsley or watercress sprigs, to garnish

1. Cook the potatoes in boiling salted water until tender then drain and mash well.
 2. Add the BUTTER, seasoning and CHEESE and fork through until well combined then refrigerate until completely cold.
 3. Shape spoonfuls of the cold mashed potato into 2.5cm/1-inch balls.
 4. Spread the nuts on a plate and roll the potato balls in the nuts, making sure they are well coated.
 5. Heat the oil in a large frying pan and saute the potato until golden, turning frequently until they are lightly browned and crisp.
 6. Serve garnished with parsley or watercress.
- Serves 4-6.**

CREAMY CURRIED EGGS

This quick and easy dish is made by combining cream CHEESE, CREAM, curry powder and pepper.

Pour over sliced hard-boiled eggs and onion slices.
Garnish with parsley and paprika.

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

ISSN 0049

VOL.37 NO.3

MAY/JUNE 1995

From the Parade Ground to the Paddock!

As I sit down to write my first Journal editorial, the only thing I can think of is that it is a long way from the Parade Ground to the Paddock!

My first month as CEO has seen me:

- attending the majority of Branch meetings leading to the 60th AGM of SADA.
- taking part in the DIAA/SADA Conference at the Hilton
- attending a number of meetings including READD (at Flaxley); Sharefarmers' meeting; On Farm Training Scheme (at Strathalbyn)
- meeting with DIAA; DASA; SAMMEC etc etc

amongst other things. Then there are the thousand and one sales/marketing consultants who visit/phone fax - all selling things that you 'might' need. It has been an interesting time

One of my first tasks is to give the Journal a 'kick start'

- make it worth the time, effort and resources put into it, at both ends. The new size is easier to produce and mail, easier to read (no fold in the middle).

There will also be a number of added features including: an article on a member's farm/operation; letters to the editor; trading post section (free to members); vet column and a summary of Central Council meetings. From time to time book/journal article reviews will be published as will a list of new books etc that come into the office.

If there is anything that can be added, let me know. By the way there is a \$25 prize for the best Journal article/letter to the editor etc for each edition. So start writing ...

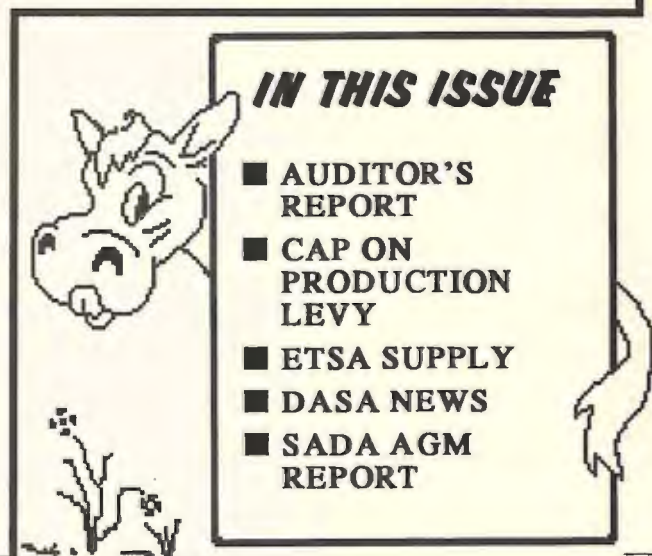
A point on the SADA office and its facilities. They belong to SADA members - and should be

used by members. The office has a number of resources; books, journals, computers, photocopier, videos, tapes etc. Ask for what you want - we (Jenny, Jo & I) will get it for you.

Finally, my many thanks to all those people in the Dairy Industry, in particular all those dairy farmers, who have welcomed me with a handshake and words of encouragement. It makes my job fitting into the organisation (someone called it lacto-politics!) that much easier.

Regards

Chris Luz-Raymond - CEO



IN THIS ISSUE

- AUDITOR'S REPORT
- CAP ON PRODUCTION LEVY
- ETSA SUPPLY
- DASA NEWS
- SADA AGM REPORT

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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

OFFICE BEARERS



At the Central Council AGM held on 7 June
1995 the following office bearers were
elected

<u>OFFICE</u>	<u>NAME</u>	<u>RESIDES</u>
General President	RAY HEINRICH	Mingbool
Vice President	JOHN NIETSCHKE	Koonunga
Vice President	HANS VAN DYK	Jervois
Treasurer	BRONTE WILSON	Mt Gambier

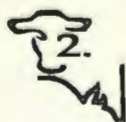
The complete list of Branch Delegates making up the current
Central Council is:

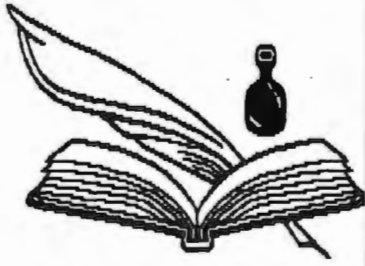
<u>Branch</u>	<u>Delegate</u>	<u>Telephone</u>
BAROSSA	John Nietschke	(085) 656 214
CENTRAL HILLS	Ken Smith	(08) 388 9344
JERVOIS	Hans van Dyk	(085) 723 313
LAKES	Jeff Wright	(085) 755 029
	Paul Kuchel	(085) 754 255
MILANG	Lyndon Cleggett	(085) 373 027
NORTHERN	Don Zweck	(088) 445 032
NORTHERN HILLS	Jeff Semmler	(085) 244 036
ONKAPARINGA	Max Green	(08) 389 7235
RIVER MURRAY	Graham Smart	(085) 354 123
	Roy Dalitz	(085) 325 596
SOUTH EAST	Ron Purvis	(087) 372 829
	Graeme Hamilton	(087) 268 343
	Bronte Wilson	(087) 266 334
SOUTHERN FLEURIEU	Rob Mulhern	(085) 545 277
	Mike Weatherald	(085) 980 266
	Richard Parton	(085) 547 272
SOUTHERN HILLS	Phil Kernick	(085) 561 232

The office bearers are all approachable dairy farmers just
like you. If you have concerns, ideas or complaints speak to them.
They will all listen to you.

FOR SALE

High quality (but less than useful) bits and pieces
around SADA office. Next time you are in have a
browse - make us an offer!





PRESIDENT'S

COMMUNIQUE

SADA Branch AGM's :

Since the last Journal we have attended Branch meetings around the State culminating in the AGM of SADA at our office on 7 June 1995.

These meetings are always a lot of work because of the travelling involved, but it is pleasing to be able to report a much more relaxed atmosphere this year. Equalisation had been eating at the very structure of SADA for so long, I am relieved it is now off the agenda. From now on it will be left to SAMMEC to administer and free us up to get on with other business. Usually after the annual conference the work load slackens off for a while, but this year we seem to have picked up a lot of extra jobs around the branches which is subsequently keeping us very busy. It was a good time for Chris to have joined us also because it has given him the opportunity to meet quite a number of you.

Joint SADA/DIAA Conference - Adelaide:

Once again this concept was well worth-while, with an interesting array of speakers. Something that I think is worthy of bringing to your attention is the profit that some other institutions make eg. banks. We were told that the National Australia Bank, to use an example, which is making heaps of profit, is in actual fact only returning 1%

on their assets. I don't know about you, but I had never thought of their profit in those terms before and so I will probably be considerably more lenient on what I think about them in future. I know I wouldn't like to operate with a 1% return on my capital. The NSW flavoured milk in schools programme created the interest I hoped it would, so that is something for us to build on.

Pat Rowley gave his usual interesting presentation this year centred around de-regulation. We are going to need to be ever vigilant about the outcome of Hilmer and how it effects us. There is a danger under this report of losing the regulated farmgate price for market milk. Under this scenario we could see market milk returns dropping quite rapidly to close the gap between manufacture and market milk. There are examples around the world to prove that the consumer price does not get any cheaper, but the farmer return is eroded quite considerably. With farmer profit potential where it is we are going to need to be very wary of this situation, hence the importance of organisations such as SADA. Fortunately so far Dale Baker as Minister for Primary Industries recognises the importance of the retention of the regulated farm gate price, and has given his support, provided we don't create artificially high liquid milk

returns which have no resemblance to world parity. At the moment there is absolutely no danger of that happening so we should be able to successfully argue our case for some time yet.

The last speaker at the Conference was Mike Dunlap, coach of the Pura 36'ers. We were entertained with something pretty special with his address. It was something very different from our usual which I think had quite an impact on many of us. I know I had a lump in my throat and for some time afterwards I reckon Bob Snewin could have walked through a brick wall, and I think he probably had a few mates. While on Bob, I would sincerely like to thank him on our behalf, for the untiring work he puts into these Conferences, year after year, to make them the success they are. He is a great organiser and puts in an incredible amount of work behind the scenes to make them successful.

Dairy Authority of S.A.: Chris and I recently had a worthwhile meeting with the Authority, firstly to introduce Chris and secondly to discuss a few matters.

We touched on topics such as:

- * price and deregulation
- * effluent on dairies and EPA
- * quality assurance
- * school milk and

*** raw milk sales.**

The other important issue which they were pleased to announce to us was the new licence fee for the next 12 months. It has been dropped from .12c/l to .09c/l with farmers paying .045c/l and processors .045 cents also.

I think the transition from the Metropolitan Milk Board to the Dairy Authority of S.A. has been a success story which is worth noting, considering the changes which had to be made. South Australia is a small production dairy State, and so it was important not to create a huge Dairy Authority, but have one that was capable of doing what needed to be done, and I believe that has been achieved, yet at the same time kept our cost down.

Development Officer:

One of the things I had hoped the CEO and I would have been able to do last year was

call on more farmers. This has proven to be impossible and so we are taking a new approach. We have put \$5,000 into our budget to employ somebody part time as a development officer for a trial period as an experiment. If after we have spent the \$5,000 we are unhappy with the results we will abandon the idea, and conversely if the idea is successful we will naturally continue with it.

Membership Rates:

One of the biggest impediments to our membership has appeared to be the fact we have had no ceiling on what we have charged people, which has meant some people had been paying fairly large sums of money. Therefore the decision was taken at Central Council to cap the charge to 50,000 kg of protein. There are more details of this scheme elsewhere in this Journal.

SAFF:

By the time you read this there probably will have been a lot of press on SAFF and their round of meetings in regard to re-instating their dairy section. Today I attended the first of these meetings from which they tried to gauge support for their proposal. The meeting was attended by eight local farmers, which waters down the claim that SAFF had been making about a groundswell in the SE to reopen the dairy section. The reality is that in the past when SADA have had meetings with something as important as this we get 10 times that many farmers, and even with an ordinary meeting we get 50-60 farmers. At the end of the day we really hadn't established anything new and so we have agreed for Tim Scholz and I continuing discussions.

Ray Heinrich
General President

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WHAT WAS DECIDED AT THE AGM/ CENTRAL COUNCIL JUNE 1995

DEVELOPMENT OFFICER - A Development Officer to be employed part-time for 3 months trial to conduct Membership drive. Mr. Phil Down (who owns a dairy farm) has accepted the position.

ALLOWANCES - Allowances (President, Vice President, sitting fees, travel) to remain at last year's rates. Treasurer, as part of the executive, be paid the same allowance as the Vice Presidents'.

CAP ON PRODUCTION LEVY - A cap was put on the production levy of 1.75 cents kg protein at 50,000 kg. Therefore, total fees will be \$125 plus 1.75 cents kg protein to maximum of 50,000 kg (see article in this issue)

BUDGET/FINANCIAL REPORT - The financial report for 94/95 showed a profit (including a one-off payment from SAMMEC). The proposed budget for 95/96 is expected to show a small profit. SADA is financially healthy.

SAFF - It was decided to continue to push towards affiliation with SAFF.

ADMINISTRATION - As a result of investigation by Executive/Council the cost of managing SADA investment portfolio has been reduced by 60%(!) and general insurance (building/contents/indemnity) has also been reduced.

DRIVING CHANGE - The next Central Council meeting examine the aspects of the 'Driving Change' seminar held in December 1994. This is to be the basis of long term planning for SADA.

VOTE OF THANKS - To David Harvey for his efforts as Treasurer in the last 12 months, Peter Doman as President, South East Branch, Ian Williams and also Bob Snewin ADC.

MILK QUALITY TESTING STANDARDS - The time lag by companies etc getting test results back to farmers is a problem. Contact to be made with companies to get 'standard' turn-around time for all farmers.

MILK INTO SCHOOLS - District Motion (Milang) to examine the concept of 'Milk into schools'.

CHOOSE 'K-RAIL' FOR YOUR DAIRY

Eckermann's Dairy Jersey Stud 'No-E-Da', Narrung

'K-RAIL' is the way of yard construction for the 90's. Being used successfully for all livestock fencing including dairy and beef cattle, it has proved to be a winner. Either for the construction of new yards, repairs to existing yards or extension yards. Many advantages make using 'K-RAIL' economical for all your dairy fencing requirements. 'K-RAIL' is strong, light-weight and durable.

'K-RAIL' is made from high tensile steel so it has high strength but is still easy to handle, transport and install yourself, therefore saving many dollars in labour costs. Standard galvanized 'K-RAIL' has a Z450 coating which is a much heavier coating than normal galvanized steel. This means longer life even in harsh environments such as stock yards, especially where yards are being used daily, and there is a lot of moisture.

'K-RAIL' is very cost effective when compared with similar pipe or mesh yards and fences. It is also maintenance free which means that it will continue saving you money for years to come. 'K-RAIL' is available in five different thicknesses to suit various applications, available in standard 6 metre lengths or custom cut produced lengths by special order. The vertical battens which strengthen the rails between posts are also available.

'K-RAIL' is very friendly to people and animals. It is designed so that stock can see it easily when moving through and around yards. In fact, people who have used it in stock yards claim that animal injuries have been eliminated. Not only are stock safer, but people can move around

'K-RAIL' yards and fences protected from injury by the smooth rolled edges. The natural visibility of a 'K-RAIL' stock yard combined with a well conceived yard design assists stock to flow easily. This reduces time and stress on stock (as well as the operators).

The ease of installing 'K-RAIL' saves a lot of time and expense in erection. 'K-RAIL' has a wide fixing pan on each side of the profile. This is fixed using either self drilling tek screws or bolts.

Narrung Dairy Jersey Stud 'no-e-da', owned and operated by John & Ruth Eckermann, which has been in the Eckermann family for over 30 years, have recently completed their new modern dairy. The dairy was completed with yards built from galvanised 'K-Rail'. John commented that "it was easy to fix to the pipe posts, and a lot of time was saved when installing, in fact installing 'K-Rail' saved two thirds of the construction time of yards, compared to welding pipe etc. The 'K-Rail' was economical compared to other fencing materials. The cows move freely, and easily through the dairy, with nil stock injury.' 'K-Rail' has been used successfully in all livestock fencing and yarding situations.

For decorative fences 'K-RAIL' is available in a number of colorbond colors to suit individual needs. Giving the appearance of older style rail fences at much less cost and without the need for any maintenance or painting. All colorbond 'K-RAIL' has galvanized steel under the long lasting painted surface.

'K-RAIL' has also become a popular product for building stockcrates, loading ramps, portable yards, portable interlockable panels and gates. Because of it's strength but light weight characteristics 'K-RAIL' has had many uses in livestock yards and fencing.

Miegel Bros. Would be happy to help you with 'K-RAIL' materials to suit your yards, either new or repairs to existing yards, or with the construction of loading ramps, portable interlockable panels, gates, portable yards or stockcrates.

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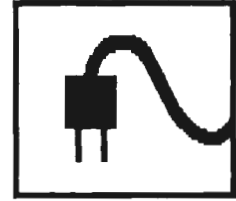


Jersey Stud 'NO - E - Da', Narrung owned & operated by John & Ruth Eckermann. Newly completed Dairy, with "K-Rail" yards.





RELIABLE ELECTRICITY SUPPLY TO DAIRY FARMERS



The question of reliable electricity supply to dairy farmers has been around for some time. At the recent Southern Fleurieu AGM the point was made to Mr Dean Brown, Premier of SA and the local

member.

Through that meeting SADA has been contacted by ETSA's Manager Customer Relations for SA, Mr John Crosby. I have since had lengthy discussions with Mr Crosby on how best we can tackle the problem. He is very keen to make sure that the needs of dairy farmers for good quality power supplies and service is met.

To get a clear picture of what is happening (ie when power disruptions/failures have a direct effect on dairy farmer activities) information is needed. When you have a power failure let me know as soon as possible with: date/time of failure; exact nature (ie short interruptions, interruptions for long periods, etc) and the effect it had on your operation (ie could not milk AM etc).

If the matter is urgent it will be passed on to Mr Crosby immediately. You should also follow up at a local level through ETSA Customer Service Managers.

Over a period of 3-4 months the information collected by SADA will enable a good picture to be developed of the quality of supply. This will be the basis for arguing for better service and supply by SADA on the members' behalf. The information you supply me is vital to any lobbying that is done.

The matter of ETSA policy on **DISCONNECTION** of **POWER** to **REDUCE BUSHFIRE RISK** was covered in the February 1995 Journal (pages 12-13).

Chris Luz-Raymond
Chief Executive

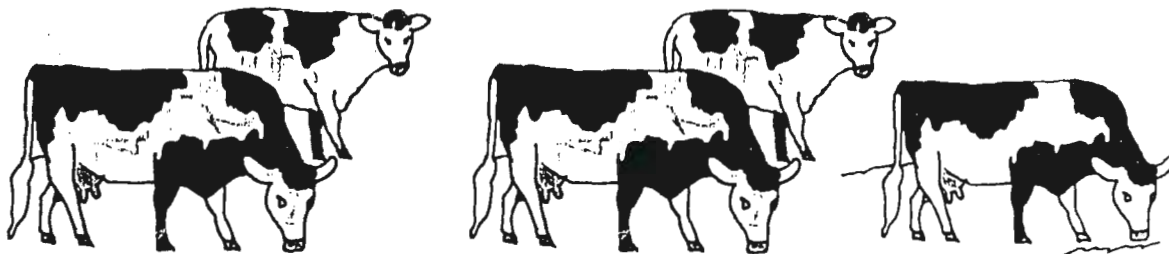
OVER HERD

'...I'm not disinterested, I'm disjointed...' member at a Branch AGM.

Tall, foreign-sounding executive of SADA to slightly confused Premier outside the Mt. Compass Hotel '...vell Dean, where is zeee meetink...'

'...I'm not a farmer, I am a dairyman...' a very proud dairy farmer to new CEO.

'...some people handle the truth a bit carelessly...' the General President's favorite saying during recent Branch meetings.



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DASA NEWS

Recently Ray and I attended a meeting with the Dairy Authority of South Australia (DASA). The Chairperson of (DASA), Mr Owen Downs, in a letter, thanked SADA for 'frank discussions of matters of mutual interest' and asked that the following points be passed on to SADA members.

Licence Fees.

Due to continued high production levels and reduced operating costs by DASA, dairy farmer and processor licence fees, will be further reduced by 25% from , 0.06 cents/litres to 0.045 cents/litre from 1 July 1995.

Unpasteurised Milk.

The Code of Practice for Raw or Unpasteurised Milk will apply from 1 July 1995. Compulsory packaging of unpasteurised milk sold via vendors or retail outlets will be implemented on 1 January 1996.

Copies of the Codes are available through SADA office.

Payment of Farm Gate Price.

The definitions for market milk, fresh flavoured milk, UHT White milk and UHT flavoured milk are in the Dairy Industry Act and Price Control Order of the Minister for Primary Industry.

For farmgate pricing purposes there is a clear distinction between market milk products, which must be paid for at farmgate price, and fresh flavoured milk, UHT white/UHT flavoured, which must be paid at 67% of the farmgate price.

Any market milk product heated above the standard pasteurisation temperature and time combinations, but below that for UHT or sterilised milk, as defined in the Food Standards Code, must be treated as market milk for farmgate pricing purposes.

DASA emphasises it is a priority function of the Authority to ensure that milk for market milk purposes, is correctly paid for at the farmgate price, which is 49.08 cents per litre.

This information is being emphasised to licensed processors.

Chris Luz-Raymond
Chief Executive.



KOONUNGA PROMOTES DAIRY FOODS

At the recent Barossa Valley vintage festival the Koonunga Agricultural Bureau entered a float featuring the dairy industry. Two large trailers were decorated with posters and drawn by a tractor.

The first trailer depicted scenes from the old days of a cow being hand milked, a working separator and butter churn and the bull in his pen complete with thatched straw shed.

More modern scenes of an AI technician, machine milking and packaged milk, flavoured milks, fruche and cheese made up the second trailer.

Four young ladies dressed as dairy maids handed out hundreds of promotional pamphlets from the Australian Dairy Corporation and flavoured milk, fruche and cheese from National Dairies to the thousands of people along the way.

More than 100 floats participated in this 3 hour procession, with Koonunga again taking out first prize in our section.

Koonunga is situated in the Northern part of the Barossa Valley and is a very dynamic Bureau with a membership of 45. As well as dairying our members are involved in wine grapes, wool, grain, meat and fruit production.

Well done chaps!

John Nietschke.



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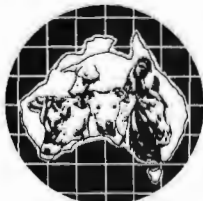
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2	8.28	4.32	8.46
3	12.36	14.34	13.02
4	14.46	20.40	18.66
5	16.14	24.42	22.44
6	17.58	27.30	25.92
7	19.20	29.88	27.12
8	19.68	35.88	36.72
9	20.88	39.90	39.96
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SOUTH AUSTRALIAN DAIRYFARMERS'
ASSOCIATION INCORPORATED
FINANCIAL STATEMENTS
FOR YEAR ENDED 31 MARCH 1995

Page	Item
1	Statement by the Executive Committee and the Central Council
2	Balance Sheet
3-4	Statement of Income and Expenditure
5	Sundry Statement of Income & Expenditure
6-7	Notes to and Forming Part of the Accounts
8	Auditor's Report

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

STATEMENT BY THE EXECUTIVE COMMITTEE AND THE CENTRAL COUNCIL

In the opinion of the Executive Committee and the Central Council the accompanying financial statements as set out on pages 2 to 7:

- (a) Present fairly the financial position of the South Australian Dairyfarmers' Association Incorporated as at 31 March 1995 and the result for the year then ended; and
- (b) Have been prepared and presented in accordance with Australian accounting standards that are applicable to the Association as a non-reporting entity as explained in Note 1 to the financial statements.

The Executive Committee and the Central Council have reasonable grounds to believe that the Association will be able to pay its debts as and when they fall due.

The Executive Committee and the Central Council hereby state that during the financial year ended 31 March 1995:

- (a) (i) no officer of the Association;
- (ii) no firm of which an officer is a member; and
- (iii) no body corporate in which an officer has a substantial financial interest

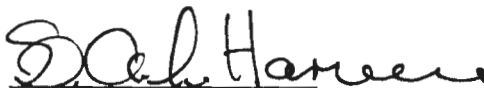
has received, or become entitled to receive, a benefit as a result of a contract between the officer, firm or body corporate and the Association; and

- (b) No officer of the Association has received directly or indirectly from the Association any payment or other benefit of a pecuniary value, except for an amount of \$15,000 paid as a honorarium to the president and amount of \$2,000 paid to each of 2 vice presidents as a honorarium.

The above statement is made in accordance with a resolution of the Executive Committee and the Central Council and is signed for and on behalf of the Executive Committee and the Central Council by:



RAY HEINRICH
President



DAVID HARVEY
Treasurer

Dated this 24th day of May 1995.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

BALANCE SHEET

AS AT 31 MARCH 1995

	Note	1995 \$	1994 \$
ACCUMULATED FUNDS			
Opening balance		241,387	255,849
Net surplus (deficit) for the year		<u>60,303</u>	<u>(14,462)</u>
Closing balance		301,690	241,387
Asset revaluation reserve		<u>3,800</u>	<u>-</u>
TOTAL ACCUMULATED FUNDS		<u>\$305,490</u> =====	<u>\$241,387</u> =====
 REPRESENTED BY:			
ASSETS			
Current Assets			
Petty cash imprest		50	50
Sundry debtors		22,235	9,396
Investments	2	<u>162,356</u>	<u>247,368</u>
		<u>184,641</u>	<u>256,814</u>
Non-Current Assets			
Sundry debtors		-	4,000
Investments	2	-	1,300
Property, plant and equipment	3	<u>158,459</u>	<u>21,286</u>
		<u>158,459</u>	<u>26,586</u>
TOTAL ASSETS		<u>343,100</u>	<u>283,400</u>
LESS LIABILITIES			
Current Liabilities			
Bank overdraft		10,253	19,023
Fully drawn advance		8,937	-
Sundry creditors and accruals		9,443	13,445
Provision for annual leave		<u>4,671</u>	<u>5,854</u>
		<u>33,304</u>	<u>38,322</u>
Non-Current Liabilities			
Provision for long service leave		<u>4,306</u>	<u>3,691</u>
		<u>4,306</u>	<u>3,691</u>
TOTAL LIABILITIES		<u>37,610</u>	<u>42,013</u>
NET ASSETS		<u>\$305,490</u> =====	<u>\$241,387</u> =====

The accompanying notes form part of these accounts

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

STATEMENT OF INCOME AND EXPENDITURE

FOR THE YEAR ENDED 31 MARCH 1995

	1995	1994
	\$	\$
Income		
<u>Operating Income</u>		
Annual conference - net cost	3,252	(2,726)
Insurance commissions	49,209	46,199
Levy Payments	165,553	22,462
Subscriptions received	56,656	66,958
M.M.E.C. contribution	-	<u>103,500</u>
	<u>274,670</u>	<u>236,293</u>
<u>Sundry Income</u>		
Dividends received	6,753	7,089
Interest received	8,742	14,928
Profit on sale of shares	733	7,019
Reimbursement from S.A.M.M.E.C.	29,079	-
Sundry Income	4,427	3,914
Telecom Membership	2,740	-
Yellow Brick Road	2,802	-
	<u>55,276</u>	<u>32,950</u>
TOTAL INCOME	<u>329,946</u>	<u>269,343</u>
Less Expenditure		
Administration salaries	89,795	111,791
Advertising for CEO	2,888	-
Affiliation fees - ADFP	26,000	23,000
Audit and accounting fees	1,725	1,650
Bank Charges	339	953
Central Council meeting and branch expenses	16,287	21,201
Consulting fees	150	8,640
Dairy Vale meeting expenses - net cost	1,331	-
Depreciation	14,016	2,463
Driving Change Committee - net cost	1,717	-
Entertaining	1,995	-
Executive Committee expenses	27,958	42,810
Fringe benefits tax	971	-
General expenses	3,459	4,391
Insurance	3,210	2,750
Interest	3,431	-
Investment management	1,828	1,440
Journal - net cost	7,771	2,635
Legal fees	700	5,468
Light & Power	1,991	-
Loss on sale of shares	-	-
Motor vehicle expenses	1,674	389
Office expenses	7,898	6,762
Outgoings	1,230	-
Postage and telephone	13,608	14,229
Printing and stationery	4,284	3,587
Rates & Taxes	791	-
R.E.A.D.D.	12,000	1,164
Reimbursement of education expenses	-	781
Rent	395	6,522
Sharefarming meeting expenses	1,196	-
Subscriptions and donations	453	549
Superannuation	6,646	3,004
Travelling expenses	<u>11,904</u>	<u>17,626</u>
TOTAL EXPENDITURE	<u>269,641</u>	<u>283,805</u>
NET SURPLUS(DEFICIT) FOR THE YEAR	\$ 60,303 =====	\$ (14,462) =====

The accompanying notes form part of these accounts

SOUTH AUSTRALIAN DAIRYFARMERS ASSOCIATION INCORPORATED

SUNDRY STATEMENTS OF INCOME & EXPENDITURE

FOR THE YEAR ENDED 31 MARCH 1995

		\$
1. Annual Conference		
Income:		
Bookings	3,625	
Sponsorship	<u>7,300</u>	
	<u>10,925</u>	
Expenses:		
Music	280	
Promotional	300	
Security	100	
Speaker Fees	1,450	
Venue Hire, Meals & Beverages	3,193	
Marquee Hire	<u>2,350</u>	
	<u>7,673</u>	
Surplus		\$ 3,252 =====
2. Dairy Vale meeting expenses		
Income:		
Donations	1,357	
Expenses:		
Accommodation	178	
Consulting fee	<u>2,510</u>	
	<u>2,688</u>	
Deficit		\$ 1,331 =====
3. Driving Change Committee		
Income:		
Sponsorship	11,850	
Expenses:		
Consulting fees	6,000	
Photocopying	1,336	
Speaker fees	150	
Venue expenses	<u>6,081</u>	
	<u>13,567</u>	
Deficit		\$ 1,717 =====

The accompanying notes form part of these accounts

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

NOTES TO AND FORMING PART OF THE ACCOUNTS

NOTE 1 - STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

In the opinion of the Executive Committee, the Association is of a type identified in Statement of Accounting Concepts 1 as a non-reporting entity. Accordingly, the accounts constitute a "Special Purpose Financial Report" which has been prepared to meet the reporting obligations of the needs of the Executive Committee and the Central Council, and the limited information needs of the members.

The accounts have been prepared in accordance with Statements of Accounting Concepts. The Accounting Standards issued by the Australian accounting bodies have been adopted except for:

- AAS22 Related Party Disclosures.
- AAS28 Statement of Cash Flows.

These standards have not been adopted because, in the opinion of the Executive Committee, the cost of compliance outweighs the benefits of the resulting information.

The accounts have been prepared on the basis of historical costs and do not take into account changing money values or current valuations of non-current assets. The accounting policies have been consistently applied.

Significant accounting policies that have been involved in the preparation and presentation of the accounts are:

- (a) Investments
Interests in listed securities are brought to account at cost. Dividend income is recognised when it is received.
- (b) Property Plant and Equipment
Items of property plant and equipment are brought to account at cost. Property, plant and equipment are depreciated over their estimated useful lives using the prime cost method.

Profits and losses on the disposal of plant and equipment are taken into account in determining the surplus for the year.
- (c) Employee Entitlements
Provision is made in respect of the Association's liability for annual and long service leave at balance date. Long service leave is accrued in respect of all employees with more than 7 years service.
- (d) Operating Leases
Lease payments made under operating leases, where substantially all the risk & benefits remain with the lessor are charged as expenses in the period in which they occur.

SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

NOTES TO AND FORMING PART OF THE ACCOUNTS

	1995 \$	1994 \$
<u>NOTE 2 - INVESTMENTS</u>		
<u>Current</u>		
Shares in listed companies	122,814	130,026
Deposits	38,242	77,342
Debentures	<u>1,300</u>	<u>40,000</u>
	\$162,356	\$247,368
	=====	=====
<u>Non-Current</u>		
Debentures	-	\$ 1,300
	=====	=====
Market value of shares in listed companies	\$125,995	\$142,813
	=====	=====
<u>NOTE 3 - PROPERTY, PLANT AND EQUIPMENT</u>		
Office furniture & equipment	28,841	12,702
Accumulated depreciation	<u>9,583</u>	<u>5,183</u>
	<u>19,258</u>	<u>7,519</u>
Motor vehicle	14,000	14,000
Accumulated depreciation	<u>3,033</u>	<u>233</u>
	<u>10,967</u>	<u>13,767</u>
State Titled Commercial Unit Improvements	130,213	-
	<u>4,624</u>	-
	134,837	-
Accumulated depreciation	<u>6,603</u>	-
	<u>128,234</u>	-
	\$158,459	\$ 21,286
	=====	=====
<u>NOTE 4 - Operating Leases</u>		
Lease Commitments		
. not later than 1 year	3,402	-
. later than 1 and not later than 2 years	3,402	-
. later than 2 and not later than 5 years	<u>10,206</u>	-
	\$ 17,010	-
	=====	=====

AUDITOR'S REPORT
TO THE MEMBERS OF
SOUTH AUSTRALIAN DAIRYFARMERS' ASSOCIATION INCORPORATED

Scope

We have audited the accounts, of South Australian Dairyfarmers' Association Incorporated for the year ended 31 March 1995 as set out on pages 2 to 7. The accounts are a special purpose financial report and have been prepared on the basis explained in Note 1 to the accounts. The Associations' Executive Committee is responsible for the preparation and presentation of the accounts and the information they contain. We have conducted an independent audit of these accounts in order to express an opinion on them to the Members.

Our audit has been conducted in accordance with Australian auditing standards to provide reasonable assurance as to whether the accounts are free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the accounts, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the accounts are presented fairly in accordance with applicable accounting standards so as to present a view which is consistent with our understanding of the financial position of the Association and the result of its activities.

The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion, the accounts of South Australian Dairyfarmers' Association Incorporated are properly drawn up:

- (a) So as to give a true and fair view of the state of affairs of the Association as at 31 March 1995 and of the surplus for the year ended on that date; and
- (b) In accordance with accounting standards that are applicable to the Association as a non-reporting entity.

MANN JUDD
Chartered Accountants


D A MAJOR
Partner

Signed at Adelaide this 31st day of May 1995.

BACKGROUND

Allan Lush had been a milk vendor for 14 years, and had no dairy farming experience as such. Like many kids however, Allan had spent a couple of weeks on a relative's dairy farm in Tasmania.

Seeing a change in the vendor's market share and role, Allan and Annabelle Lush had to make a decision. Buy into the milk round or get out altogether.

Armed with some facts and figures and the desire to be dairy farmers the Lush's approached Mr Higbed the then General Secretary of SADA. Mr Higbed sat with them and talked through the cost benefit analysis of dairy farming. In the back of Allan and Annabelle's mind was the notion of an 80 cow herd, to be cost-effective producers. The message that came through to them from Mr. Higbed was the significance of sound management of all aspects of dairy farming not just herd size.

With this advice Allan and Annabelle began the search for a property. Having found suitable property the Lush's approached a bank for finance, only to be rejected. No experience in farming (dairy farming) meant no finance.

Allan found employment with the Department of Agriculture as a field assistant, while he and Annabelle continued their search for the right property. In 1979 they purchased their farm under vendors finance. Apparently the owner was keen to sell, the Lush's keen to buy.

The First Year

The property is a picturesque 100 hectares on the Range Road, some 14 km outside Victor Harbor. The view from the farm house family and lounge rooms overlooks Backstairs Passage and Kangaroo Island. Annabelle was quick to point out that in 1979 the property consisted of a dairy and '...nothing else - no cows, no home ...' Their first acquisition was a \$15 tin shed! It's still standing.

Living in a caravan, which Annabelle assured us their two sons enjoyed, she and Allan set about building their house and milking their newly acquired herd. The Lush's had become dairy farmers.

Allan and Annabelle have vivid recollections of their first 65 cows arriving one afternoon and having to be milked that evening. It was one Colin Fox, Field Officer - Dairy Vale who was there that evening and again the next morning to give the Lush's a hand. Colin has remained advisor, technical assistant and friend ever since. →



The view from Allan & Annabelle Lushes farm - Willow Creek

The Operation Today

Property

Today, the Lush farm milks 84 Friesian cows. Allan has the property divided into 18 paddocks and strip grazes day/night on about a 25 day rotation. It is typical of dry land farming in the region.

Spring fed and catchment dams are used throughout the property to supply water. A mixture of rye grass, clover and cocksfoot covers the pastures.

The dairy is a seven-a-side herringbone with an overhead loft. The Lush's have extended the dairy from a five-a-side since they bought the property. Milking takes about 11/2 hours, 'cups on to cups off.'

Calving & Calf Rearing

Allan relies on seasonal calving at about the third week in March. This takes into account the break in the weather at the end of summer/beginning of autumn. Lot feeding for a month or so is also conducted.

Calf rearing is conducted in two calf paddocks in two batches of ten. The calves go through a process of being taught to drink on a teat, ad libbed for 4 weeks, then introduced to concentrates and grain pellets. Calves are weaned at 8 weeks. The calves in the paddocks drew very favourable comments from the group who attended the 'farm walk'.

Feeding

Cows are fed up to 8 kg of grain in a mixture of barley, lupin, triticale, minerals and tallow; half in the morning and half at night. The Lush's use an ingenious method of 'identification' for feeding based on tail-tags, some 'secret writings' on the dairy wall leading to a number of pulls on the feeding rope! Annabelle says it is better than going to the gym.

Production

Production for 94/95 was an average of 6,400 litres milk with 265 kg butterfat and 198 kg protein. This compares favourably with an annual production of 4,906 litres milk per cow in SA in 1994. Allan, admits its '...a bit up on the first year... 65 cows producing an average of 148 kg butterfat!!

Herd testing in May of 53 cows showed production of 28.2 litres and 0.84 kg protein per day.

Breeding

Since 1991 Allan has used David James (Genetic Evaluation Mating Service) to relieve themselves of the time consuming and complex task of herd evaluation. Although the full results will take up to 5 years to be seen, nevertheless, the Lush's expect to see improvements in confirmation, ease of milking and increased production.

Conservation/Tree Planting

Allan and Annabelle are 'conservationists' at heart. It also makes good farm management practice according to Allan. Over the last 12 years, as members of 'Trees for Life' they have planted 4-500 trees annually.

Trees are used for fence lines and included in stands of the original Stringy Bark scrub as shelter belts. High spots along ridges also come in for attention to give added protection. Kangaroos are now becoming a problem, with mobs of up to 30 damaging pasture and tree planting as it gets further from the farm house.

Effluent Management

Allan considers himself lucky in that the lie of the land assists the overall effluent management scheme. One large 'pond' is already established. Allan is looking at



The Dairy - Allan & Annabelle Lushes farm - Willow Creek

establishing a smaller pond for solids adjacent the dairy.

Allan is keen to refine his particular management system to meet legislative requirements which come into force in June 1996.

Conclusion

Allan and Annabelle can be quite proud of their achievements as dairy farmers. From novice status they have achieved a successful business operation and unique life style. Allan attributes much of that success to the fact that many people in the industry are willing to share good ideas and information. He stressed the importance of keeping up with industry innovation and changes by attending field days, discussion groups and other activities. Allan and Annabelle were too modest to acknowledge their own efforts, but these showed throughout their farm.

Chris Luz-Raymond

Chief Executive.



CAP ON PRODUCTION LEVY - ITS OFFICIAL

SADA Central Council has put a 'cap' on the production levy paid on protein by members. The levy of 1.75c kg protein will be limited at 50,000 kg. Dairyfarmers producing more than 50,000 kg protein will be entitled to a rebate from SADA. This 'cap' will operate as of 2 April 1995.

Your **total** membership will now be:

- (a) \$125 flat fee (normally deducted by the companies in April/May) **AND**
- (b) 1.75c kg protein levy up to 50,000 kg (taken out of your milk cheque monthly)

If you are producing 50,000kg protein, you will pay \$1,000 (\$125 fee & \$875 levy).

Any person entitled to a rebate, that is producing over 50,000 kg protein, should contact SADA to organise a rebate.

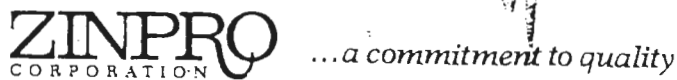
Note that the Companies are **NOT INVOLVED** in the rebate scheme.

Chris Luz-Raymond

Chief Executive.

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READD NEWS



SALMONELLOSIS

Background

Over the last 6 years acute salmonellosis has been occurring in dairy herds of the Gippsland and Western Districts of Victoria. These episodes of disease show no signs of decreasing, in fact it seems that for the last 4 years the incidence has apparently been increasing. Recently a number of major outbreaks of the disease have occurred in the South East, at Meningie and to a lesser extent in other areas of South Australia.

These outbreaks can affect large numbers of cows and, if the outbreak is not managed carefully, there will be loss of animals and reduced production from the survivors. The disease is very difficult to control because the causative organisms are widespread in healthy animals and it is very hard to predict when, where and why an outbreak will occur.

Vaccines

There are, as yet, no effective vaccines for the prevention of salmonellosis although several are currently undergoing field trials. There is some concern that the salmonella will become resistant to the antibiotics currently being used and this will reduce the effectiveness of treatment. The fact that people can also be affected is also of concern.

Incidence of salmonellosis

Dr John Morton has conducted a major study into the incidence of salmonellosis in South West Victoria and its frequency. The first major outbreaks in the Western Districts began in 1988, and since then have been confirmed in at least 750 herds. There are about 2300 herds in the district, so around 30% have been affected. In the past two years the incidence of outbreaks seems to be increasing, with over 10% of herds infected each year.

Over the past ten years there have been a number of changes in the dairy industry which could contribute to the rising incidence of salmonellosis in dairy herds.

1. Increased stress levels as production per cow and per acre have risen with improved management.
2. Initially few farms provided supplementary feeding, more than 90% are now feeding supplements in the form of grains.
3. Herd sizes have increased and many are now between 200-300 cows.
4. Major improvement in pasture management has been directed towards giving high yields.

Possible causes

Following is an attempt to identify the critical hazard points relating to outbreaks together with an indication of how they might interact in order to explain the outbreak.

Studies conducted by Dr AJ Frost, Department of Veterinary Pathology, University of Queensland, indicate that when adult animals are starved or have a change of diet the inhibitory effect of the normal rumen fluid on salmonellas is lost; they can then proliferate and seed the lower gut. Thus:

1. Cows freshly calved, coming from a pasture/hay diet to the metabolic stress of rapid high production, are fed heavily with a grain supplement. We would expect the rumen to lose any ability to inhibit salmonellas. Any present will grow, perhaps to high numbers. It is known that this effect can last for at least 18 days; it may be much longer, and we can expect considerable variation from cow to cow and from time to time in the same cow.
2. Though there are no data, it is possible that grain could be contaminated with salmonellas with the disease being carried by rodents. Grains stored in bunkers covered with plastic could not be expected to keep

out rodents and therefore could be suspect.

It is combination of the two factors which can explain the outbreaks: a source of salmonellas in food, combined with feeding practices which allow growth to a high infective dose in the rumen.

Other factors that have been noted that enhance risk:

3. Common stress and management factors triggering disease outbreaks are transportation, close confinement, calving, temporary food or water shortages and poor nutrition. Salmonella may also emerge as a problem when effluent is dispersed over land immediately before grazing or when water supplies are contaminated by cattle manure, especially when water reserves are low.

4. Cows with a high intake of caustic magnesium oxide could be at increased risk in two ways: either the rumen conditions have been modified to prolong or enhance the growth of salmonellas or, more likely, the pH of the abomasum has been raised.

5. Feeding systems where cows have access to feed in continuous troughs where dominant cows can steal feed from their neighbour. Where infection is present this would enhance the chance of the cow receiving a high dose, and also, the higher

intake of food may improve the conditions for salmonellas to grow in the rumen.

Signs of infection

Adult cattle infected with salmonella go off food and stop producing milk, but they often continue to drink. A severe foul smelling watery diarrhoea, with blood and strip of intestinal lining, may be observed. The cow often strains to pass faeces, has a high fever, abdominal pain and may die over one to five days as a consequence of severe dehydration, shock and toxæmia.

With calves, farmers should look for signs of depression, dullness, severe dehydration and toxæmia sometimes accompanied by diarrhoea which contains blood and strips of intestinal lining. Calves may die within one to two days and sometimes death occurs before the farmer has observed any scour problem. Salmonella bacteria can survive on pasture, in water or faeces for up to seven months.

Treatment

Treatment usually consists of large doses of fluids (to correct any dehydration) and antibiotics (to halt any further damage to the intestinal lining caused by the bacteria). For good results, treatment must be applied early in the course of the disease.

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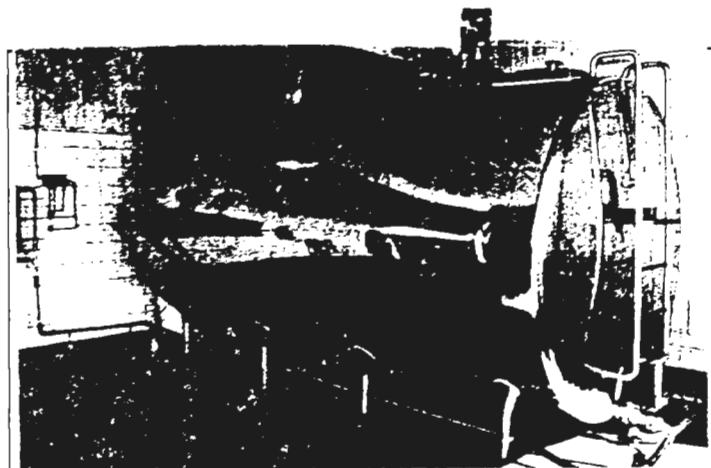
RC Byham

South Australian Representative

139 Jubilee Highway West

Mount Gambier SA 5290

Telephone: (087) 25 7003



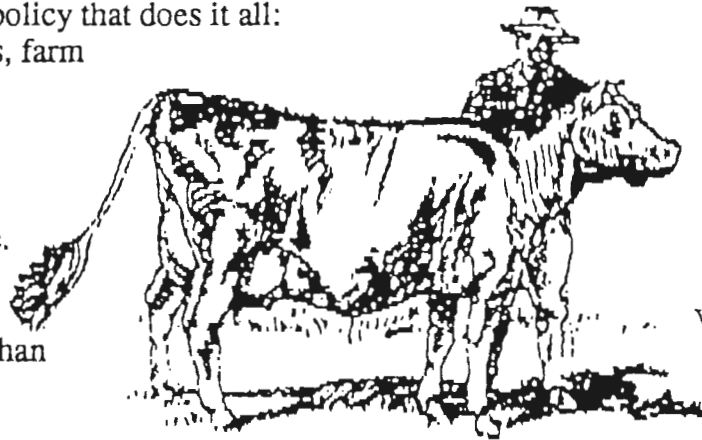
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DRDC NEWS

"PASTURE" STRENGTH IN DAIRY INDUSTRY

Dr Paul Donnelly

Managing Director

Dairy Research and Development Corporation

The Australian dairy industry's commercial strength is not in major international brands or infrastructure but in cheap pastures.

The dairy industry is undergoing an era of unprecedented, unforgiving and ever intensifying global competition.

The world dairy market has become highly competitive and only the fittest will survive.

The Australian dairy industry must continually seek ways of improving its international and collective competitiveness by adopting a strategy of growth.

Individual farmers and the industry had to scrutinise their operation by comparing every aspect of their production against world best practice.

Widely used by major organisations and manufacturers, benchmarking had come to be identified as one of the most potent sources of competitive advantage ever known.

While the general principle of benchmarking had been used by dairy discussion groups for years, it was far more zealously applied in the commercial world where it yielded valuable information on how to outperform competitors.

A major dairy industry benchmarking project, funded by the DRDC, identified the low cost of pasture based milk production as one of the biggest strengths of the Australian industry.

Completed last year, the benchmarking project covered the farming, processing and marketing sectors of the Australian dairy industry and compared their performance with those in New Zealand, USA, and Netherlands, UK and Ireland.

The report identified the potential increase in nett profit to the Australian dairy industry of the order of \$350-\$400 million by adopting world best practice.

More than half of this potential improvement lay in the farm sector.

While the report found Australia's average farm costs were substantially lower than those in the USA, the Netherlands, UK and Ireland, they were still 55% higher than New Zealand's.

The study also compared the performance of the Australian dairy industry over five years and found while farmers had increased per hectare productivity (by increasing stocking rates) and herd productivity, their profit margins were being eroded by rising farm overhead costs.

The Australian dairy industry can narrow the difference between domestic milk costs and those in New Zealand but it is essential that farmers have the information, resources and motivation to manage their pastures and herds in a way which continually reduces farm costs.

DRDC is introducing a benchmarking project this year which focusses on identifying the most profitable farm management options.

The farm "best in class" benchmarking program is being road tested on 90 farmers in Western Victoria and will let them compare their performance with other farmers in the

region.

Participating farmers will have their farm's physical and financial performance assessed in terms of litres per cow, litres per hectare, total cost per litre of milk produced, operating cost per litre, return on capital and profitability.

In return they will receive a detailed, confidential report and management information on their own enterprise.

Aggregate information from the program will form the basis of a range of regional performance benchmarks which can be used by other farmers, farm advisers and the industry to assess performance.

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Young man, recent experience on sheep property in WA, looking for employment in dairy or other rural commodity. Keen, hard-working. Telephone: Jenny (08) 293 2399 SADA for further details



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ORBENIN MILK QUALITY AWARDS

The Dairy Industry Association of Australia ran a Milk Cell Count Competition for South Australia's dairyfarmers for 1994/95. Pfizer Animal Health generously sponsored prizes and certificates for winners, who were announced at the DIAA/SADA Annual Conference on June 6.

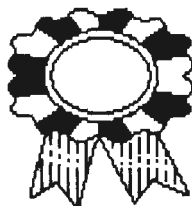
The competition was judged on bulk milk cell counts over the year, with the five READD regions used to determine regional winners.

Overall Winners are:

- * **STATE WINNER:** Mieglich & Sneyder, Charleston
(12 month BMCC average of 46,000)
- * **STATE RUNNER UP:** NL & L Gladigau, Mt Gambier
(12 month BMCC average of 63,000)

Regional Winners are:

- * **SOUTH EAST**
Winner: TE Henningsen, Mt Gambier
Runner Up: IS & SR Fox, Allendale East
- * **MID NORTH**
Winner: GG & MK Harvey, Farrell Flat
Runner Up: PG & DM Neumann, Marrabel
- * **FLEURIEU/SOUTHERN HILLS**
Winner: GD & SM Brand, Victor Harbor
Runner Up: MB Frahn, Victor Harbor
- * **HILLS**
Winner: W & DL Schiller, Mount Torrens
Runner Up: RW & JL Zerk, Lyndoch
- * **RIVER & LAKES**
Winner: LW, DD & LM Thorpe, Meningie
Runner Up: S & CCG Zarantonello, Murray Bridge



Congratulations to all winners and runners up -prizes and certificates will be presented at regional READD meetings or other group activities, with the State winner and runner up enjoying a dinner and overnight stay at one of Adelaide's best hotels, courtesy of Pfizer Animal Health.

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AGENTS FOR THE HILLS

LICENSED AGENTS

**FARMERS IF YOU ARE CONSIDERING SELLING BUYING
OR LEASING ANYWHERE IN S.A. - PLEASE CALL**

WE HAVE CONSTANT INQUIRY FOR DAIRY'S IN ALL AREAS.
PLEASE RING FOR PROMPT ATTENTION IN ANY DAIRYING MATTER

PETER JONES - (08) 388 3515 A.H. (08) 388 9122

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54 Mawson Road, Meadows, S.A. 5201

NEW SERVICE TO MEMBERS

As a result of a suggestion at the River Murray Branch AGM we have been able to get a suitable discount through the 'All Seasons' hotel/motel chain.

Just inform the staff that you belong to SADA to obtain the Corporate rate.

All Seasons has a wide network of accommodation throughout Australia - Suzy Burford is more than happy to help.



ALL SEASONS



FACSIMILE

Hello Again Jenny,

As promised, I have pleasure in forwarding our 1995/96 rack rates and the special rates applicable to the SA Dairy Farmers Association for all of the All Seasons properties.

During our discussions, we spoke about assisting your members with special rates here at the Meridien. I look forward to discussing this with Chris soon.

In the meantime, if you need any assistance with any accommodation requirements, please do not hesitate contacting me.

Kind regards

Suzy Burford Sales Manager - Corporate/Government ALL SEASONS

ALL SEASONS

Corporate Rates 1/4/95 - 31/3/96

<u>Property</u>	<u>Room Type</u>	<u>Rack Rate</u>	<u>Corporate Rate</u>
VICTORIA			
Swanston Hotel	Standard	\$180.00	\$135.00*
Crossley Hotel	Superior	\$170.00	\$130.00*
Welcome Hotel	Standard	\$150.00	\$115.00*
Ambassador, Geelong	Standard	\$120.00	\$ 93.00
NEW SOUTH WALES			
Hotel New Hampshire	1 Bed Apartment	\$160.00	\$115.00
	2 Bed Apartment	\$210.00	\$159.00
SOUTH AUSTRALIA			
Adelaide Meridien	Executive Suite/Standard	\$137.00	\$104.00# \$ 84.00#
QUEENSLAND			
Abbey Hotel	Superior	\$158.00	\$115.00
Sunshine Towers	Single/Double	\$115.00	\$ 85.00
Cairns Village Resort	Standard	\$ 90.00	\$ 65.00
NORTHERN TERRITORY			
Frontier Hotel, Darwin	Single/Double	\$135.00	\$ 95.00^
Frontier Katherine	Single/Double	\$112.00	\$ 80.00^
Frontier Kakadu Village	Single/Double	\$142.00	\$ 94.00^
Frontier Oasis, Alice Springs	Single/double	\$115.00	\$ 88.00^
Kings Canyon Resort	Single/Double	\$182.00	\$112.00^
Frontier Kakadu Lodge		\$ 80.00	\$ 65.00^
Ross River Homestead	Single/Double	\$107.00	\$ 75.00^
Glen Helen Homestead	Single/Double	\$ 95.00	\$ 70.00^
WESTERN AUSTRALIA			
Freeway Hotel	Single/Double	\$ 90.00	\$ 70.00
Atrium Resort Hotel	Single/Double	\$107.00	\$ 78.00~
Rottnest Lodge	Standard	\$148.00	\$118.00~
West Beach Lagoon	2 Bed Apartment	\$131.00	\$ 89.00~
Observation Rise	2 Bed Apartment	\$171.00	\$145.00\
El Questro	Homestead	\$640.00	\$640.00

* Excludes AFL Grand Final, Melbourne Cup and Melbourne Grand Prix

Excludes Adelaide Grand Prix 9-12 November, 1995

^ Includes 5% Northern Territory Tourism Marketing Tax and are not applicable during Darwin Cup & Solar Challenge.

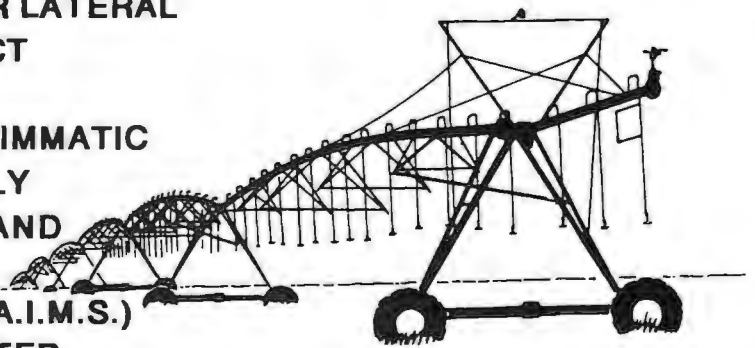
~ Excludes Christmas, Easter, School and Public Holidays

\ Excludes High Season (12/12/95-31/3/96).

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 - Towable Systems move easily from site to site.
- Zimmatic pipe is the heaviest in the industry coupled with 120,000LB gearboxes all adds up to extra value and longer life.
- A.I.M.S. will allow you to pick-up those valuable corner acres effectively, with a zimmatic endgun.

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From the Dairy... To the Table

This economical cake is moist with a light texture. Ideal for birthdays and it is excellent for freezing.

Family Chocolate Cake

Cake can be made 3 days ahead.

2 cups (500ml) water
3 cups (660g) caster sugar
250g butter, chopped
1/3 cup (35g) cocoa
1 teaspoon bicarbonate of soda
3 cups (450g) self-raising flour
4 eggs, lightly beaten

FUDGE FROSTING

90g BUTTER, chopped
1/3 cup (80ml) water
1/2 cup (110g) caster sugar
1 1/2 cups (240g) icing sugar
1/3 cup (35g) cocoa

Grease deep 26.5cm x 33 cm baking dish (3.5 litre/14-cup capacity), line base with baking paper. Combine water, sugar, butter, sifted cocoa and soda in large pan, stir over heat, without boiling, until sugar is dissolved. Bring to boil, simmer, uncovered, 5 minutes. Transfer to large bowl of electric mixer; cool 10 minutes. Add sifted flour and eggs; beat until mixture is smooth. Pour mixture into prepared dish. Bake in moderate oven about 50 minutes. Stand cake for 10 minutes before turning onto wire rack to cool. Spread cake with fudge frosting.

Fudge Frosting: Combine BUTTER, water and caster sugar in pan, stir over heat, without boiling, until sugar is dissolved. Sift icing sugar and cocoa into bowl, gradually stir in hot butter mixture; cover, refrigerate until thick. Beat with wooden spoon until mixture is spreadable.

Suitable to freeze.

Creamy Eggplant Dip

1 large eggplant (aubergine)
1 onion, chopped
1 clove garlic, crushed
1 tablespoon chopped fresh parsley juice
1/2 lemon
250 g cream CHEESE

1. Prick eggplant with fork and bake at 190 degreesC ((375 degreesF) for 45 minutes, until very soft. Cool then cut in half and scoop out flesh.
2. Blend flesh with remaining ingredients and season to taste.
3. Serve in a dip bowl with vegetable sticks.

Butternut Fruit Snaps

12 Butternut Snap biscuits
200g tub Soft Cream CHEESE
1/4 cup lemon butter
seasonal fruit for decoration, e.g. strawberries, mandarin segments, bananas, Kiwi fruit

1. Place each biscuit over the round part of upside down patty pan trays.
2. Bake at 160 degrees C for 4 minutes or until biscuits soften. Remove tray and press warm biscuits down lightly to form a cup shape. Allow to cool.
3. Mix together cream CHEESE and lemon butter and spoon into the biscuit cups. Refrigerate for 1 hour or until set. Decorate with seasonal fruit.

Makes 12.

**SOUTH AUSTRALIAN
DAIRYFARMERS' ASSOCIATION
INCORPORATED**

Unit 5 Emerson Centre

780-802 South Road

GLANDORE 5037

Telephone: (08) 293 2399 Fax: (08) 293 8886



General President

Ray Heinrich

Telephone (087) 398 223

Fax (087) 398 277

Chief Executive

Chris Luz-Raymond

Telephone (08) 293 2399

Fax (08) 293 8886

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- Lobbying
- Representation on Concerns
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- Watchdog Role
- Sounding Board
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(with a convenience!!)



Published By:

The South Australian
Dairyfarmers' Association
Incorporated

Editor

Chris Luz-Raymond

Telephone (08) 293 2399

Fax (08) 293 8886

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Dairying - efficient, clever, innovative and sustainable



THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

The Official Publication of the South Australian Dairyfarmers' Association Inc

ISSN 0049 VOL.37 NO.4

JULY 1995

DAIRY FARMING, LEADERSHIP & YOU

At a time when strong leaders are needed in government, in business, in the rural sector, even in the armed forces, the question must be asked: "Where are all the dairyfarmer leaders?"

Leadership is not about talking. It is not about attending endless conferences and meetings. Leadership is about doing things, getting it right, and influencing others. This editorial is not about the 'lactopoliticians' who are the industry leaders at international and national level.

This editorial is about dairyfarmer leaders at the grass-roots level: at branch, committee and sub-committee level and at farm level.

For too long dairyfarmers have said '...but, I'm not good at that sort of thing...' The truth is quite different. Dairy farmers, by the nature of their industry, innovative, complex, technology driven, can do 'that sort of thing.' Dairy farmers can express an opinion whether on paper or at a meeting, symposium, seminar, or farm visit. They can absorb the vast amount

of information that the industry produces and discuss, debate, and yes, even disagree on topics. But, there is a difference between talking and doing. That difference is leadership.

Where are these opportunities to lead? Quite simply at every level of the dairy farmers operation. You can lead by tackling the hard issues of effluent management on your farm before legislation becomes law. You can lead by actively involving yourself in one of the many committees/groups directly affecting your operation ie Landcare, Water Catchment. You can lead by understanding and applying legislation as it affects you, Occupational Health & Safety, Superannuation, Workcover. You can lead by expressing your view through this Journal.

Nor is this leadership confined to those

'older, wiser heads' in the industry. Young dairyfarmers, armed with qualifications and enthusiasm, must be prepared to shape the industry's future. You must do it now - it is your industry, your future. Women, too long the 'other partner' on the farm, must exert and influence. Dairy farming will continue to be very much a partnership, a family operation.

Leadership is about achievement. Dairy farmers have the talent, knowledge and ability to lead. At the grass-roots level, you as a dairy farmer must use the opportunity to provide leadership within the industry.



IN THIS ISSUE

- DAIRY SHAREFARMING GUIDELINES LAUNCH
- SUPERANNUATION & THE EMPLOYER
- SADA NEWS
- GROUP TRAINING

PUBLISHED MONTHLY PRICE \$3.00 \$30.00 PER YEAR, POST PAID P.P. APPROVED 500080/00021

THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

OVER HERD

RESPECTED rural banker to local dairy farmer on seeing (& tasting) the products at 'Dairy Classics' "... if this is what the Dairy Industry is all about you can borrow any amount you like..."

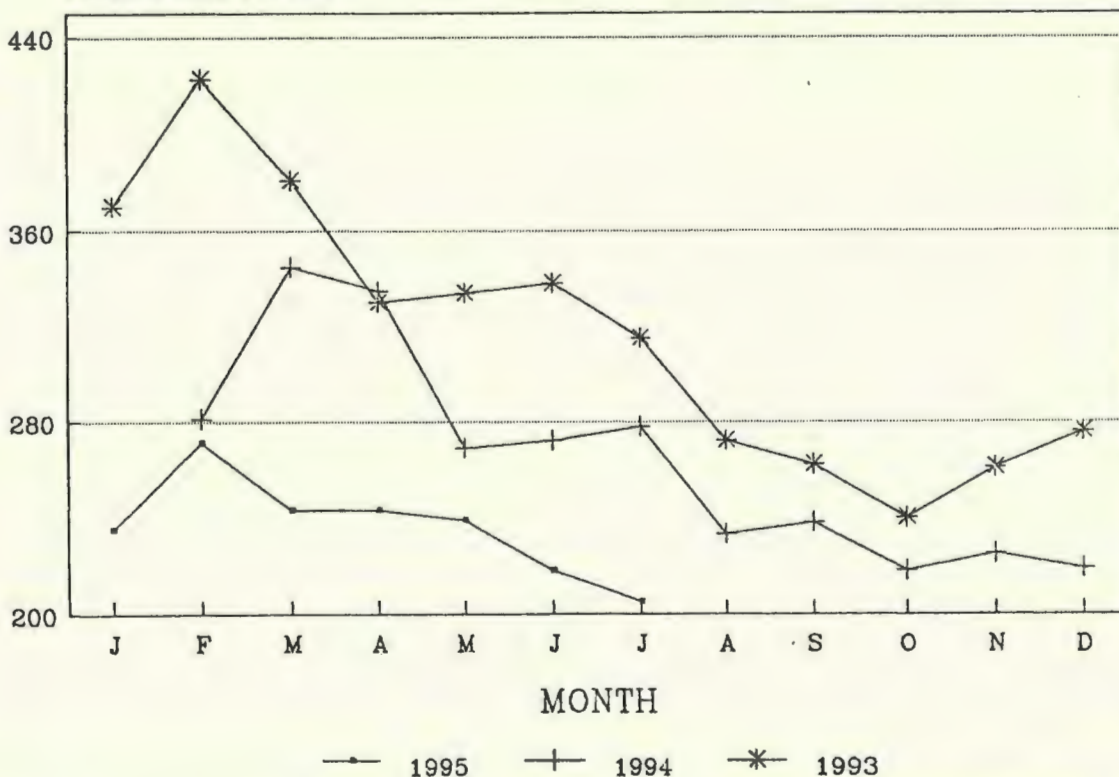
CEO is having car trouble. Not only did the RAA give his dream car a 1 out of 10 rating, but, the SADA vehicle came back with a 'shredded' tyre and looking the worse for wear. He is still chasing Messrs. Down and Mulhern, the culprits for the latter incident, muttering something like '...worse than Army drivers...'

The President likes comparing 'apples to apples'. "What kind of apples Ray? Johnies, Granny Smiths, Fuji, Golden Delicious..."



STATE AVERAGE TO JULY 1995

CELL COUNT x 1000



The figures prove it. SA milk quality is getting better and better. The graph provided, thanks to HISCOL, shows the improvement in State wide cell counts over the last three years.



SUPERANNUATION & THE EMPLOYER

What is the Superannuation Guarantee?

The Superannuation Guarantee is designed to provide better incomes for Australians in retirement. In most cases the Superannuation Guarantee will 'top up' the age pension.

Who does it apply to? The Superannuation Guarantee applies to all employers.

Are you an employer? If you are responsible for paying salary or wages to another individual on a full-time, part-time or casual basis then you are an employer for Superannuation Guarantee purposes.

You may also be an employer if you make payments under a contract that is wholly or principally for labour. Family companies and trusts paying salary or wages are considered employers.

Exemptions. Some categories of employees are exempt including:

- employees paid less than \$450 per month
- employees under 18 years of age, working less than 30 hours, or less per week
- employees aged 65 years and over

Who is an employee? Generally, an employee is an individual who receives payment in the form of salary or wages in return for their labour or services, or, someone who receives payment for work under a contract that is wholly or principally for labour (ie more than 50% of its value).

How much superannuation has to be paid? To check how much superannuation needs to be paid you need to calculate:

$$\begin{aligned} &\text{the employer charge percentage} \\ &x \\ &\text{employee's earning base} \end{aligned}$$

Charge percentage					
Financial year	93/94	94/95	95/96	96/97	97/98
Payroll \$1,000,000 or less	3%	4%	5%	6%	6%
Payroll \$1,000,000 or above	5%	5%	6%	6%	6%

Note the % rise to 7% in 1998/99; 8% in 2000/2001; 9% in 2002/2003 beyond

Example

1994/95 financial year your employee's earnings base is \$25,000 and your charge percentage is 4% - $\$25,000 \times 4\% = \$1,000$.

1995/96 financial year your employee's earnings base is \$25,000 and your employee percentage has risen to 5% - $\$25,000 \times 5\% = \$1,250$.

Superannuation Contributions need to be paid by 28 July year.

If you do not make the minimum contribution for any employee you will be forced to pay the Superannuation Guarantee Charge (which is not tax deductible)

Are Superannuation Guarantee contributions tax deductible for the employer?

Yes, in most cases. But, the employer has to make the contributions by the end of the financial year to claim the deduction.

Are the contributions paid into a complying fund? Superannuation contributions must be paid into a complying fund which satisfies Government standards. Most funds do comply, but, should be checked.

Have proper records been kept? For Superannuation Guarantee purposes records showing calculations and amounts paid must be kept. If enough contributions have been paid no Superannuation Guarantee Statement or charge needs to be lodged or paid.



This is a brief outline of the employer responsibilities in relation to the Superannuation Guarantee. It has been prepared based on information supplied by the ATO, current or at March 1995.

More information can be obtained from:

- a. your financial adviser
 - b. your local Tax office
 - c. the Superannuation Guarantee Hotline 13 1020.
-

Letters to the Editor.

June 28 1995

Dear Sir,

I have disposed of my dairy herd and, at the age of 79, ask you to cancel my membership of the Association.

It may be you have already crossed my name off the membership roll as I fear my membership was in arrears.

I enclose cheque for \$150 to cover, at least, one year's subscription or as a donation.

Now, my very real thanks to you and those serving on the executive committee for all that has been done for the dairy industry over many years.

Yours sincerely,
Keith Griggs - Prospect Hill.

Dear Keith,

On behalf of SADA may I wish you the very best in your 'retirement' from dairying. Rather than cancel your membership, we would like to keep you 'on the books'. You will receive the Journal for as long as you wish. Good health.

Editor.

Letters to the Editor are always welcome.

Next month - Vet Column - your questions to the Vet answered.

July 11 1995

Dear Sirs,

I received your Journal yesterday, & congratulate you on the May-June edition which I consider well presented.

However, an article contained therein which causes concern is regarding "Cap on Production levy." I understand the SADA is for the benefit of all Dairy producers, but the "cap" & rebate for the large operators seems to be discriminatory. Not all dairy farmers have had the opportunity to "get big" & as is sometimes the case, it is the small producer who is over-looked, or forgotten. As you are giving a rebate for the dairy-farmers producing 50,000kg protein or more, have you any plans for those on the other end of the scale? Hoping for a favourable reply.

Yours Truly,
N. Lloyd Jaensch - Hartley

Dear Lloyd,

Your letter raises a noteworthy and complex issue. The 'cap' was introduced to encourage 'big' producers not in SADA to join. At the same time it is not the intention to overlook the 'small' producers. Once the 'cap' is in operation and the current membership drive concluded, the opportunity exists to review the total fee structure as you suggest. You may be interested to note that the 'average' membership (flat fee & levy) for SADA is about \$450. Thanks for the note on the Journal.

Editor.

THE SEMINAR ON SHARE DAIRY FARMING

Launching

“The Dairy Sharefarming Guideline Package”

by the

The SADA Sharefarming Advisory Committee

to be held at

**MURRAY BRIDGE & DISTRICT COMMUNITY
CLUB**

Seventh St., MURRAY BRIDGE

on Thursday, 24th August, 1995

commencing 10.00a.m.

Guest speakers will be giving presentations on:

Financial Planning,

WorkCover and Taxation requirements,

Dispute Mediation and Resolution,

General Insurance and Legal Issues,

and answering your questions in the Panel Forum.

Bookings are essential for catering requirements.

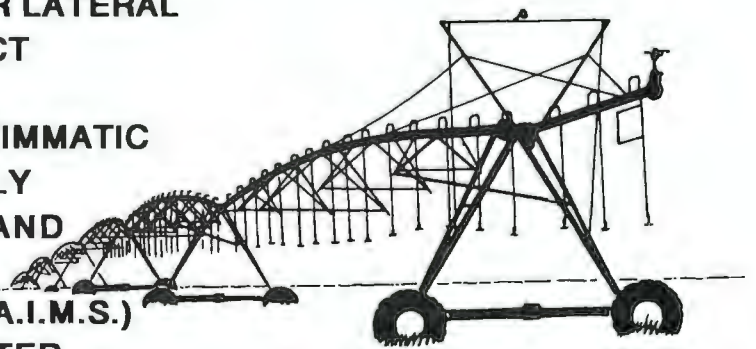
**R.S.V.P. 17 August 1995 - Phone SADA (08) 293
2399 for bookings and enquiries**



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SEMINAR TO LAUNCH DAIRY SHAREFARMING GUIDELINES

A grand seminar on the significant topic of dairy sharefarming has been organised for this month, where the newly written Guidelines to Dairy Sharefarming will be launched, with expert comment and presentations coming from some quality speakers on related topics as well.

The seminar will take place at the Murray Bridge & District Community Club, Seventh St., Murray Bridge, on Thursday, 24 August, starting at 10.00 a.m. and concluding at 3 p.m.

It culminates twelve months work of investigation and research carried out with lots of energy by the SADA Sharefarming Advisory Committee whose task it was to put together some guidelines to help those negotiating suitable dairy sharefarming contracts.

It soon emerges that entering into a sharefarming agreement should not be taken lightly and is a serious change to how farm owners will operate their business.

For they too will become sharefarmers, if the requirements of government authorities, and also the dairy industry, are to be met.

Joint management of the milk producing enterprise is the key to sharefarming status and a successful business venture.

The dairy sharefarming seminar will be a most worthwhile place to be if you want to hear more of such queries often raised like, taxation, dispute resolution, insurance and legal issues, and of course, gain from the extra information in the new take-home package of dairy sharefarming guidelines.

Jeff Wright

Chairman - SADA Sharefarming Advisory Committee.

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GROUP TRAINING - What is it?

Group Training is a uniquely Australian approach to developing work skills which benefit both employers and employees

How does it work?

Group training apprentices and trainees are employed by the group training company through the usual process of job advertisements, interviews and assessments for suitability in a trade or traineeship.

They are then "leased" to business which act as 'host employers' for an agreed period, usually a minimum of three months. The group training company keeps a list of employers - usually small to medium sized businesses who want to hire apprentices or trainees and are willing to help train them.

The normal practice is that host employer pay apprentices and trainees the award wage, depending on age and qualifications, plus holiday and sick pay, workers' compensation and superannuation. They pay an additional fee to the group training company to cover administration. Some group training companies have slightly different administrative arrangements for payments.

The wage includes time spent attending off-the-job training.

Benefits to the Host Employer?

The system also offers employers substantial benefits when taking on apprentices. One of the biggest

benefits - especially for smaller companies - is the flexible system of hiring apprentices.

This means host employers, mainly small and medium sized businesses which may not normally have the resources to employ full-time apprentices, can call on a group training company to provide staff on a short-term basis, taking into account peak demand periods.

By combining a number of part-time jobs, the group training company creates one whole, full-time job for a person under training.

Businesses don't have to take on the responsibility of long-term 'contracts of training' and the group training company arranges TAFE or other classroom training.

The group training company remains the employer of the apprentices/trainees and handles the administrative details of the worker's compensation, superannuation, sick/holiday pay and so on.

The **host employer** meets all employment costs, provides on-the-job experience and allows time through the working week to attend off-the-job training.

More than 20,000 host employers have worked with the scheme since it

began in 1981.

If you as a primary producer consider you may be able to participate in one of these programs or have a need, please indicate in the box and post back to either:

1) South Australian Dairy-farmers' Association Inc
Unit 5 - Emerson Centre
780-802 South Road
GLANDORE SA 5037

2) Combined Group Training (SA) Inc
Colin Harvey
506 Henley Beach Road
FULHAM SA 5024

3) South East Regional Group Apprenticeship Scheme
Helen Dawe
Wesley Church PO Box 1748
Penola Road Mount Gambier SA 5290

Programs of training and employment available to the farming industry:

Farm Traineeship:

Dairy []

Broadacre []

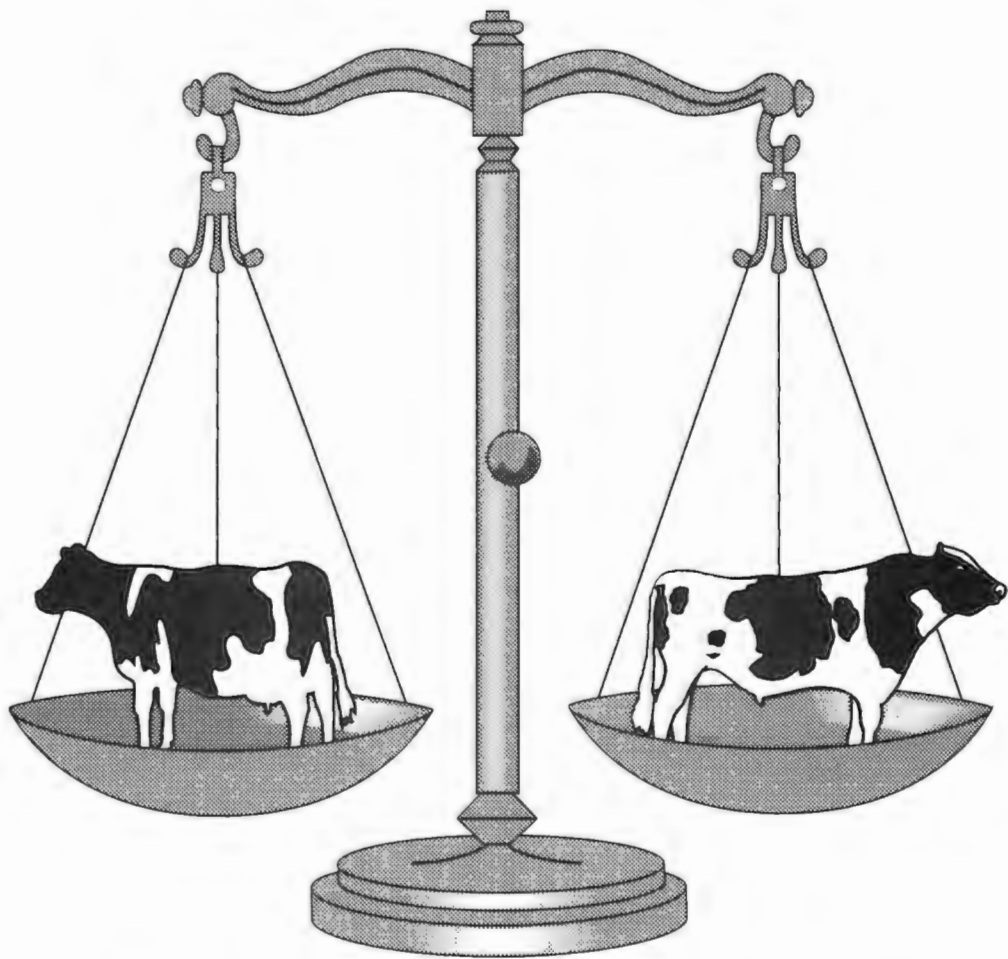
Pig []

Skilled Farm Trainee []
(Entry level training, a new career path)

Training an unemployed person on your farm for 20 weeks at no cost []

Australian Student Traineeship Foundation, links secondary education, work experience to recognised training []





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Progeny test sires are an important and cost-effective source of genetic improvement. Our young sires represent the best of their generation and are at least equal in quality to an "average" proven sire. The Star Search program offers Australian farmers the opportunity to use these young sires at the same time as they are being tested in Canada. At just \$8rrp/dose - even less if you participate in the Star Search program - tip the scales in your favour this season.



Semex - The world's most trusted dairy genetics

For more details about the Star Search program, contact your nearest reseller or Semex Australia:
Semex Australia 8 Station St PO Box 783 Bacchus Marsh 3340 Ph (053) 67 5628 Fax (053) 67 5656

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COW.**

I have just given birth to a calf, sir,
And of motherly pride I am full,
But please do not laugh and please do not
chaff,
When I say that I've not met the bull.

The farmyard's the dreariest place, sir,
The paddocks no longer so gay
Since the one spot of fun in the years' dismal
run
Has by science been taken away!

No bull has embraced me with passion
I've not had the chance of a binge,
I haven't been loved, but ruthlessly shoved
By a vet with a sterile syringe!

Now, you may think it all very well, sir,
But there is one thing a cow cannot say -
It's that these unthinking vets, when they're out
with their pets,
Still believe in the old fashioned way.

WELCOME TO NEW MEMBERS

Welcome to the following new members to
SADA:

- GP & JR Jones
- GJ & JA Beckman
- JJ van Rijthoven
- JD & SD Munro
- GBR & T Nottle
- JT & CJ Schofield
- JF D'Angelo & W & A Quine
- AE & PD Rothe & Sons
- AR, PL & PS Masters
- P & J Thomas
- JH & LO Leese
- KSJ, EJ, PM, GF, KP & LR
Willsmore

**We hope that you benefit from
the Association's endeavours to
promote dairy farming in SA.
Your contributions at whatever
level are most welcome.**



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MY AGRICULTURAL EXCHANGE TO SWEDEN

by Jamie Nietschke

For 7 months of last year I had the opportunity to experience agriculture and way of life on the other side of the world. I worked on a family farm in the Scandinavian country, Sweden, from April to December through the International Agricultural Exchange Association (IAEA). The Association arranges 7,9,12 or 15 month exchange programs for young people interested in agriculture and learning about different cultures. While on the exchange I lived with my host family and worked on their farm 5 days a week.

I was placed on a mixed farm 160 km SW of Stockholm. The 90Ha farm consisted of 30Ha cropping land, 40 Ha forest and the remainder is pasture for their 50 dairy cattle. They milk 20-25 cows which doesn't seem a lot but is average for Sweden. The cow numbers are low, but milk price is high, 55c/litre, and since my host farm was run organically they

received a premium of 10c/litre.

The cows average 7300kg and are fed hay, grain and silage along with the feed they get from the pasture for 6 months of the year. For the rest of the year (late Autumn to early Spring) the cows spend 24 hours a day in the barn, not just because it is very cold outside, but also it is too wet to have the cows walking around and bogging up the snow covered pastures. During the indoor months it takes about 7 hours a day to milk, clean the barn and feed the cows, heifers and calves. Due to 1994 being a dry year the cows could stay outside in the pastures for longer than usual so I only experienced about a month of 7 hour a day barn work before returning home.

The cows are all tied up in a section of the barn and remain in that one spot for the entire 6 months and so they don't have a

normal dairy. In this type of arrangement the milkline runs all the way around to every cow and the pulsators and milking cup clusters are moved around and connected onto the milk and vacuum lines beside each cow. We were able to milk 4 cows at a time. The dairy and barn equipment was natural, all Alfa-Laval as this is a Swedish company.

Other general farmwork included wood cutting, pasture hay and round bale silage making, land preparation for cereals and harvesting cereal grains. Oats and barley were grown for the cows and rye is grown to sell for making bread. The rye crop which I helped harvest yielded 5.3 ton/Ha and was grown without any mineral or chemical fertilizers. In the very southern part of Sweden yields of up to 10 ton/Ha can be achieved in the very fertile soils which are found throughout the entire area.



The Barn on the Farm in SWEDEN



The Heifers are also housed in the barn on a bed of straw.

The forest consists mainly of pine and fir trees which yield high quality timber, but are harvested only every 80 to 100 years.

As I mentioned earlier my host farm was an average size for Sweden, but one of the neighbouring farms was much larger. It consisted of 1200Ha of forest, 500Ha cropping land and 200Ha pasture. This was a dairy and forestry farm on which they were milking 200 cows. On this farm the cows were kept in the barn for 12 months of the year and so all feed is brought into them. In this modern barn the cows could walk around freely and so is called a "loafing barn". The cows were milked in a 12 aside herringbone dairy located in the centre of the huge barn.

Overall my time in Sweden was a fantastic experience. I thoroughly

enjoyed both the time I spent on the farm as well as visiting many different places and countries.

FACTS ABOUT SWEDEN:

- Located in Northern Europe (Scandinavia)
- Area: 450,000 km² (17 times smaller than Australia)
- Population: 8.3 million
- Capital: Stockholm
- Industries include
 - Volvo cars/trucks
 - Saab cars/planes
 - Husqvarna motorbikes, chain saws etc.
 - Alfa Laval
- Has 100,000 farmers - 30% full-time, 70% have another job as well.

- Average farm area: 29 hectares
- Average number of cows per farm: 22
- 70% of farms consist of both traditional agriculture and forestry.
- Total annual milk production: 3.3 billion litres
- Total number of dairy cows: 525,000
- Joined European Union in January 1995.

OTHER COUNTRIES I VISITED WHILE ON MY EXCHANGE:

- Denmark - Norway
- Russia - Germany
- Greece & Greek Islands
- Turkey - Israel - Egypt

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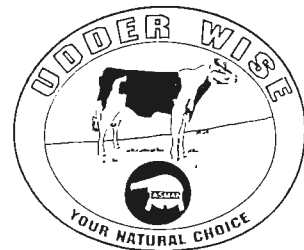
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DAIRY INDUSTRY LAUNCHES MAJOR QUALITY INITIATIVE

Dairy Vale's contribution was initiated in conjunction with the South Australian Dairyfarmers' Association Incorporated.

A new industry initiative focussing on improving milk quality on Australian dairy farms has been unveiled by the Dairy Research and Development Corporation (DRDC).

The Farm Milk Quality and Milk Harvesting Program will provide a valuable link between farm milk quality and the quality of processed dairy products.

The program covers on farm milk quality management, quality assurance, mastitis, milking equipment and education and training. It will provide a valuable link between farm milk quality and processing quality.

On Friday 2 June 1995 the Honourable Chris Schacht launched a major new project in this initiative - On Farm Quality Management for the Dairy Industry.

The two-year pilot project involves working with three dairy companies to develop a generic manual setting out quality management systems for dairy farmers, testing the systems on farms and eventually providing guidelines to other companies on how to improve raw milk quality.

Funded under the AusIndustry Food Quality Program, the on-farm quality management project is being conducted in conjunction with Bonlac Foods, Murray Goulburn and Dairy Vale Foods.

The three manufacturers involved represent almost 50 per cent of Australia's dairy farmers and account for 70 per cent of Australia's dairy exports.

Dr. Paul Donnelly, DRDC Managing Director, said the initiative for this project had come from the industry and that there was enormous support from the industry for the overall program.

"The dairy industry has an impressive record of addressing quality issues but in the past the emphasis has been on the quality of the dairy products," he said.

"The DRDC's new program recognise the milk quality starts on the farm."

"An improvement in the quality of raw milk would result in increased profits to producers, processors and manufacturers by improving the processing properties of milk, reducing the incidence of product downgrading, protecting Australia's reputation for quality dairy products and ensuring customer confidence," he said.

"Australia's production of milk is continuing to increase which means more and more Australian dairy products will need to be sold on overseas markets."

"Overseas buyers are becoming increasingly conscious of quality and if the Australian dairy industry wants to build on its already solid reputation, then we can't rely on the traditional monitoring and associated quality control procedures."

"By focussing on milk quality at the farm, this project will ensure the consistent production of quality milk which processors can use to meet market requirements," Dr Donnelly said.

DAIRY RESEARCH FOUNDATION/READD SYMPOSIUM

DRF/READD ran a highly successful Symposium in SA. Some 140 people attended the day at Murray Bridge on 18 July and up to 45 people at Nuriootpa on 19 July.

Speakers included locals Greg Mitchell, Steve Scown and Simon Chinner, Warren Parker from NZ and Dr Paul E. Johnson from the US. Not only were the speakers highly entertaining, but they put across the message simply and effectively. Any one point or handy tip from the speakers could be taken onto the farm to produce better results.

Dairy farmers can not afford to miss out on the calibre of speakers or quality of advice presented at these events. The Symposium was certainly well worth the 'entrance fee'. Thanks to READD for the coordination of the event and National Dairies for their sponsorship.

DAIRY CLASSICS

The annual showcase of Dairy Industry products. Dairy Classics, was held at the Hilton International on 24 July. Fifteen local and interstate exhibitors put on a dazzling display of gourmet delights to tempt any palate. The product range, and flavours were as diverse as the one thousand or so invited guests.

Dairy Classics is truly a magnificent advertisement for the Industry. Thanks to the Australian



Dairy Corporation in particular Bob Snewin and Julie Couzner for a 'classic.'

SHAREFARMERS' AGREEMENT

Two groups attended a meeting at SADA on 24 July to put the final touches to the Sharefarmers' Agreement.

The first group included representatives from the Companies and a number of consultants; Chris Thomas, Colin Fox, Steve Scown and Bernard Hanscomb amongst them. This group cast a critical eye over the Agreement to ensure that all dairyfarmer aspects were covered.

The second group included representatives from various financial institutions: Richard Thomas (PIBA); Brenton Penney (ANZ); Mike Wedd (Bank SA) and Ross Ford (Commonwealth Development Bank).

The Agreement met with the approval of the financial institutions present - a good start to getting the support of your local bank manager.

Both parties gave the Sharefarmers' Agreement the 'thumbs up' as a professional way of

reaching a well thought out sharefarming agreement.

SADA EXECUTIVE ATTEND SAFF STATE CONFERENCE

SADA Executive (Messrs R Heinrich, J Nietschke, H van Dyk) and Development Officer P Down attended the opening day of SAFF Annual State Conference on 25 July 1995. The Conference was opened by Mr Donald McGauchie - National Farmers' Federation President, who stressed the importance of Australia continuing the process of economic reform. The Conference continued on the second day when SAFF reviewed its Vision 2010 Strategy.

NEXT EDITION

HOW TO EMPLOY A FARMHAND - A 10 MINUTE GUIDE

Next Journal will have the first part of a Two Part article of employment of farm labour. Part 1 will look at the legal requirements for employers. Part 2 will concentrate on the where and how to go about the process and employer/employee relations.

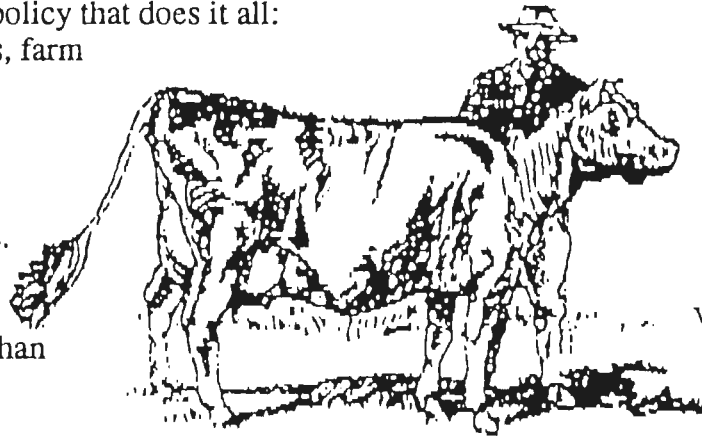
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BOOK REVIEW

WORKPLACE HEALTH FINDER - SA HEALTH COMMISSION

A resource directory covering over 160 services that can help improve the health of your family and yourself. The book gives the name of the organisation; address, telephone, fax etc; topics covered and services provided. Examples of the layout are reproduced for you.

WORKCOVER CORPORATION

Address 100 Wymouth Street
Adelaide, SA 5000

Postal address GPO Box 2668
Adelaide, SA 5001

Telephone (08) 233 2222

Facsimile (08) 233 2466

Contact Reception

Business Hours 9 a.m.-5 p.m., Monday-Friday

Topics covered

- Occupational health and safety
- Rehabilitation
- Work injury
- Work-related disabilities
- WorkCover benefits
- Workers compensation

Services provided

- Administration of the
 - *Occupational Health, Safety and Welfare Act 1986* (SA)
 - *Workers Rehabilitation and Compensation Act 1986* (SA)
 - other legislation prescribed by regulation
- Collecting, analysing, and publishing information and statistics
- Compensating and rehabilitating injured workers
- Conducting, supporting, or promoting research or projects
- Consultation
- Information and advice
- Monitoring the enforcement of codes of practice and standards
- Promoting injury prevention
- Promoting occupational health, safety, and welfare strategies and programs
- Resource centre
- WorkCover and occupational health and safety training

SOUTHERN FLEURIEU HEALTH SERVICE

Address Harbourview Terrace
Victor Harbor, SA 5211

Telephone (085) 52 3033

Facsimile (085) 52 5951

Contact Reception

Business Hours 8.30 a.m.-5 p.m., Monday-Friday

Topics covered

- Aged care
- Diabetes
- Domestic violence
- Intellectual disability
- Mental health for adults
- Mental health for children (visiting service)
- Nutrition
- Personal care
- Women's health

Services provided

- Community support
- Dementia respite
- Developmental worker
- Dietitian
- Health materials, equipment, and supplies
- Home support
- Information and advice
- Occupational therapy
- Physiotherapy
- Policy development
- Respite sitting
- Social work
- Speech pathology

Contact Jenny or Jo for further information. Phone: (08) 293 2399

MANAGING DAIRY-SHED WASTE

Vol 1 Edited by L Monks & R Wrigley

Vol 2 Author R Wrigley

Vol 1 Practical solutions as part of overall farm planning on the issue of dairy-shed waste. It is a resume of the DRDC Workshop.

Vol 2 The pros and cons of different systems to meet climate, terrain etc. Ideas on how to make older systems more efficient.

Both books are easy to read, practical and common-sensed. They are 'required reading' for all dairy farmers on the topic of shed-waste management.

NOTE: Books can be 'borrowed' - but we want them back! Come in and browse through our small, but very good 'library'.

VIDEOS

Dairy farmers can now learn how to plan and manage dairy shed waste management systems from the comfort of their lounge room, thanks to a video released today by Agriculture Victoria.

The 17 minute video titled "Dairy Shed Waste Management" identifies issues and strategies to help plan and manage an effective dairy shed waste management system. The video covers all dairy production systems including irrigated, non-irrigated, flat and hill-side farming.

The video provides a unique opportunity for dairy farmers to view a range of waste management systems operating. A great feature of the video format is that it enables dairy farmers to see more new types of equipment and management practices than would be possible in their own district.

Innovative practices featured in the video include:

- Waste Minimisation
- Yard Flood Washing
- Solids Separation
- Waste Water Re-Use

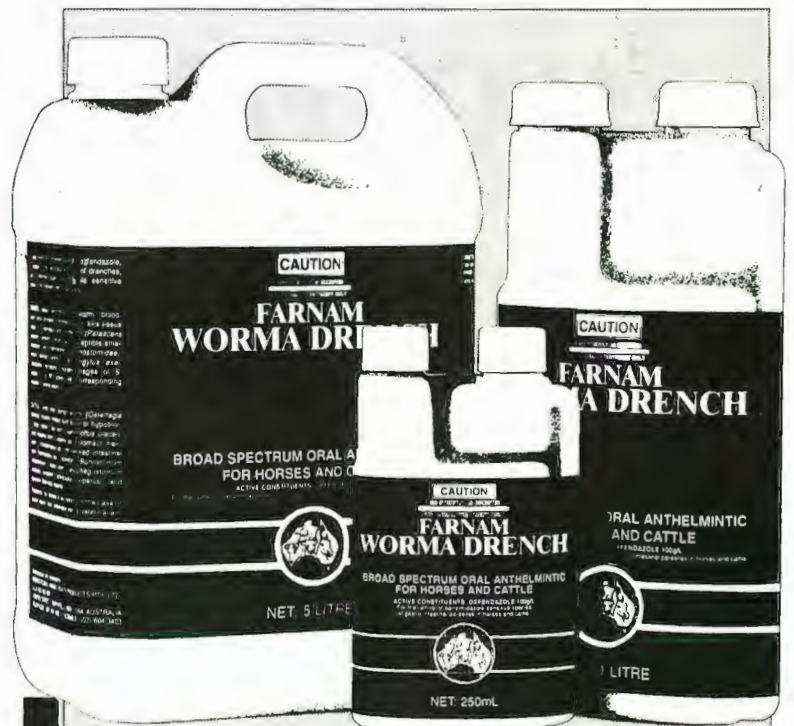
SADA Office has 3 copies of this video for members to view.



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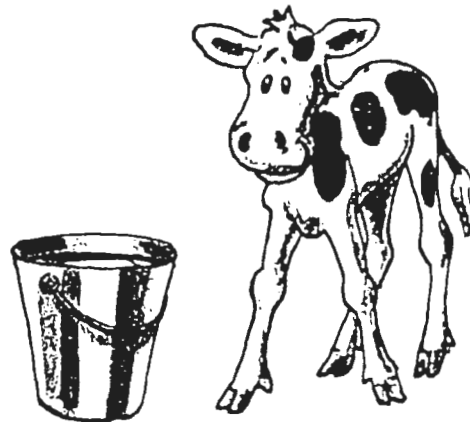
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READD NEWS



DRDC News

The Cost of Johne's disease

Gary Stoneham, Agriculture Victoria,
Melbourne

Anne Hope, Agriculture Victoria, Attwood

Test and cull programs are cost-effective if a commercial dairy farm has at least one clinical case of Johne's disease per year. Vaccination is likely to be a cost-effective strategy for almost all infected herds.

This was a key finding of an economic evaluation of the options for controlling Johne's disease by Agriculture Victoria. Dairy farmers funded the project through the Dairy Research and Development Corporation.

Johne's disease is a disease of cattle, sheep, goats, deer and alpacas. It's a bacterial disease which inhibits an animal's ability to absorb nutrients through the intestinal wall. Johne's disease is mainly a disease of dairy cattle. It is present in about 14% of Victorian dairy herds, and also occurs in some other states.

For dairy and beef cattle producers, Johne's disease is a problem for the following reasons: 1. Johne's disease leads to decreased milk production, wasting and eventually death. Although cows remain bright and hungry, they continue to waste away over a long period, taking a farmer's profits with them. And, what really hurts farmers is that it's usually the second or third calvers which break down - the best milk producers.

2. Trade restrictions apply to animals and properties with the disease.

3. It is hard to detect infected animals because they may not show signs of the disease for years. Until they show clinical signs of the disease, infected (but sub-clinical) animals can be detected only with the aid of special tests.

4. There is no treatment for Johne's disease; however, it is possible to control its spread. Therefore it's in every farmer's interest to stop the disease spreading as soon as possible.

5. The bacteria can be spread in manure, feed and water. So once Johne's disease is identified in a herd, you can be sure that other animals are also infected.

6. If one cow with Johne's disease is introduced into a herd, up to 50% of the herd will eventually be infected if nothing is done to stop the spread to calves.

What's being done?

Current controls include:

- * on-farm calf-rearing programs which minimise the chances of young stock becoming infected
- * test and cull programs for heavily infected herds
- * movement restrictions between states
- * compensation for animals culled because of Johne's disease in some states.

A significant research effort has aimed at developing a better understanding of the disease and the impact of the test and cull program on disease prevalence.

Cost and Benefits

The approaches described above have resulted in significant costs to the dairy (and beef cattle) industries, and have not given individual producers sufficient flexibility to deal with the disease as it affects their particular herd. For some producers, the approach has meant that the costs of implementing control programs outweigh any costs caused by the actual disease. Alternative control strategies, such as vaccination, have not been widely offered or adopted due to perceived problems with these strategies. A Victorian project examined three aspects of the problem:



* the economic impact of Johne's disease in Victorian herds

* the conditions under which it would be wise to control the disease

* industry and government action to facilitate effective management of Johne's disease.

Total Cost

The impact of Johne's disease on a herd depends on the type of enterprise and the disease prevalence in the herd. While the disease can cause significant losses, in some herds its effects are slight and it remains undetected. On commercial dairy farms, the main costs of Johne's disease arise from:

- * lower milk production by infected cows
- * disruption to milker replacement patterns.

When a milking cow dies suddenly from a disease mid-way through a season, the number of milking cows falls and usually cannot be increased until the end of the season. Such a loss can result in the need to invest more resources in replacements than would be the case if Johne's disease were not present, and the loss of future sales of cull animals.

Using a model which represents the workings of a commercial dairy herd, the researchers estimated that on commercial dairy farms the impact of one obviously sick cow per year, combined with the impacts of underlying infection in associated cows, would reduce farm profit by \$1803 per year.

An important contribution to the project came from a database of regional veterinary records of the incidence of Johne's disease in infected herds dating back to 1955. The majority of infected herds (67%) reported only one clinical case per year. Another 4% had on average of one case every two years, and a further 19% had two cases per year. The remaining 10% of herds had more than two clinical cases per year.

Dairy Farms

Using the database, the researchers calculated that the average cost of Johne's disease on each infected commercial dairy farm is \$2368 per year.

Studs

The presence of the disease in a stud herd (even just one detected case) means that no elite stock can be sold interstate for five years, and all stock turned off must be sold for slaughter. In the study, the total loss for each additional animal diverted from stud sales to the slaughter market was estimated at about \$1675.

Again using the database, the researchers calculated that the annual cost of dairy studs averages \$39,152. Losses per stud are very high because once the disease is found, the impact flows to the entire stud animal component of the farm's turnover, which no longer attracts premium prices.

Control Strategies.

It is prudent for dairy producers to privately invest in on-farm control strategies. Farm managers can, potentially, take three steps to control or manage Johne's disease:

- * calf rearing procedures (widely adopted and recommended as good practice)
- * test and cull (currently available to producers in Australia)
- * vaccination (currently not widely used in Australia)

Calf rearing

Early separation of calves from their mothers and subsequent isolation from the adult herd is widely used to control Johne's disease in Victoria. However, immediate separation of calves from their mothers remains difficult, and offspring can be infected before birth. The researchers believe that improved calf rearing can provide a large measure of protection, but not a complete solution. The relatively low cost of the measure encourages adoption where it is seen to have a role.

Test and Cull

The prevalence of Johne's disease in dairy herds can be reduced by testing all adult cows annually, and culling infected animals and their progeny. Because the recommended test identifies only half the infected animals in a herd each time it is used, testing must be done once or twice yearly as



part of a planned program. It costs about \$10-\$20 per cow per test.

The economics of testing and culling depends on each herd's disease incidence. Based on Victoria's records, testing and culling would be economically justified in a little more than half of infected herds. In general, testing and culling is cost-effective in herds with one or more clinical cases per year.

Vaccination

The pros and cons of vaccination are presently under review.

Vaccination has not been widely available for Johne's disease, mainly because vaccinated animals would have confused efforts to detect and remove animals with bovine tuberculosis in the national eradication campaign. Vaccination does not provide complete immunity, and cattle may still develop the disease and shed disease organisms. Vaccination does suppress symptoms and reduce shedding of organisms. As with testing and culling, it is not known whether vaccination can eventually eradicate the disease.

One problem with vaccination is that vaccinated animals may test positive for Johne's disease. Thus, there needs to be a system for marking vaccinated animals, to avoid confusion with infected animals.

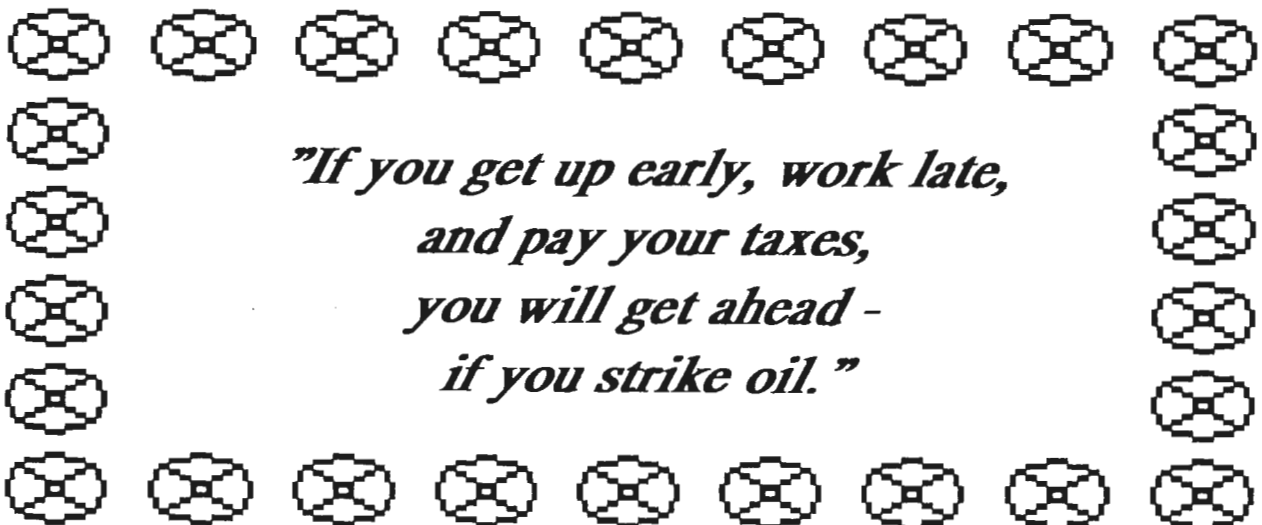
Vaccination would usually be used in conjunction with the calf rearing practices described earlier, with calves being vaccinated within 30 days of birth. Vaccination is most effective if used over a number of years for young stock destined to become replacement cows. After five to seven years of regular vaccination, the milking herd would consist entirely of vaccinated animals, and the decision to continue vaccinating would be a matter of judgement against the risks and conditions applying in each herd. The number of clinical cases seen will fall as the herd becomes fully vaccinated.

Vaccine varies widely in cost, depending on the source and quantity used. At a probable cost of about \$5 per dose, the researchers believe that vaccination would be economically justified in almost all herds described in the Victorian database. It would be economic in herds with one or more clinical cases every three years.

Farm Modelling

Based on further modelling studies, the researchers concluded that testing and culling would be worthwhile if a farm running 135 milkers has one or more clinical cases per year. Vaccination would be worthwhile even if the herd shows up only one clinical case every three years.

Source: Mountain Milkline





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MEDIA RELEASE

UDDER WISE CLEAN BILL OF HEALTH

Following extensive investigation, the National Registration Authority have agreed to renew the permit for Tasman Chemicals to produce and distribute the Udder Wise teat sanitiser. Overwhelmingly, farmers surveyed were happy with the results generated by using Udder Wise. Analysis of mastitis outbreaks on farms using Udder Wise found no correlation between the product and the mastitis. Most cases were related to environmental considerations, or major malfunctions with milking equipment.

One major discovery was the variable quality of water available to dilute teat spray solutions. In many cases the water used from tanks, dams, channels or bores was loaded with bacteria which rendered the teat spray inactive. This situation occurs with Iodine and Chlorhexidine teat sprays as well.

Tasman discovered that the water drawn from the dairy heater was sterile in all cases, and are promoting the idea that this should be the only water used on farm in preparing teat spray solutions, regardless of the active ingredients.

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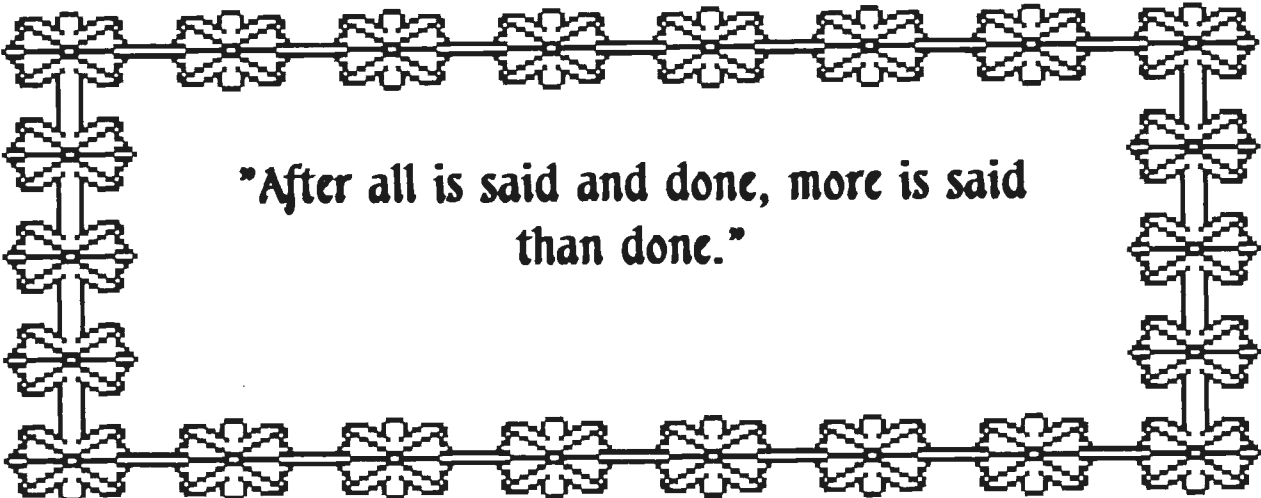
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DATE AND NUT MUFFINS

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Yield: 12 muffins

Ingredients:

- 1 1/2 cups all-purpose flour
- 1 cup wheat bran
- 1/2 cup brown sugar
- 1 tbsp baking powder
- 1/2 tsp salt
- 1/4 tsp cinnamon
- 1 cup pitted dates, chopped
- 1/2 cup walnuts or pecans, chopped
- 1 egg
- 1 1/2 cups MILK
- 1/3 cup BUTTER, melted
- 3 tbsp molasses or honey
- 12 walnut or pecan halves - optional

Method :

1. Combine all-purpose flour with bran, sugar, baking powder, salt and cinnamon. Stir in dates and nuts.
2. In another bowl, whisk egg with MILK, BUTTER and molasses.
3. Stir MILK mixture into flour mixture just until combined.
4. Spoon batter into 12 buttered or paper-lined muffin cups. Place a nut on each muffin, if desired.
5. Bake in a preheated 400 degrees F (200 degrees C) oven for 20 to 25 min.

Variation: For Raisin Bran Muffins, omit dates and nuts and add 1/2 cup raisins.

HONEY AND SULTANA BRAN LOAF

- 1 cup Australian MILK
 - 1 tablespoon honey
 - 1 cup unprocessed bran
 - 1/4 cup sultanas
 - 1 cup wholemeal self-raising flour
 - 3/4 cup brown sugar
 - 1/4 cup chopped nuts
1. Heat the MILK until nearly boiling.
 2. Stir in the honey then pour this mixture over the bran and sultanas. Allow to cool.
 3. Combine the flour, sugar and nuts together in a bowl, stir in the MILK and bran mixture then spoon into a buttered and lined loaf pan 20cm x 12cm.
 4. Bake at 180 degreesC for one hour or until cooked. Cool.
 5. Slice and serve with Australian BUTTER.
- Makes 10-12 slices.**

CREAMY CRAB PATE

- 400 g canned crab, drained
 - 2 teaspoons fresh lemon juice
 - 2 tablespoons chopped chives
 - 1 cup (250 ml) mayonnaise
 - 4 tablespoons CREAM
 - pinch curry powder
 - 6 teaspoons gelatine dissolved in 2 tablespoons water
 - lemon rind and fresh dill sprigs, to garnish
1. In a bowl, combine crabmeat, lemon juice and chives. Fold in mayonnaise, CREAM, curry powder and dissolved gelatine.
 2. Grease four 1/2 cup (125 ml) moulds lightly with oil.
 3. Spoon into prepared moulds and chill. When ready, unmould and garnish with lemon and dill. Serve with toast triangles.
- Serves 4.**

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

JOURNAL

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CHIEF EXECUTIVE'S EDITORIAL

Some three & a half months into the role of SADA's CEO, it's time to take stock of things. After a hectic first two months (Branch Meetings, AGM, DIAA/SADA Conference, ADFP Conference etc etc) things are falling into place.

First impressions you ask? A very complex industry from dairy farmer to final product and beyond. I am constantly amazed at the issues that we come up against.

Best moments? First farm walk (down the Peninsula!) and the Branch meetings leading to the AGM.

Worst moments? Having to write the first lot of Central Council/AGM minutes. It took about 6 weeks - the job you love to hate (second lot took two days!).

Most interesting personality met so far? Mr Pat Rowley, President of ADFP - he certainly is 'the Big Cheese', of the industry, razor sharp - what I call a 'true believer.'

Worst personality so far? The dairy farmer who phoned the office and (without leaving his name of

course!) hung up on Jenny after saying some unsavoury things. Sir, you are a scoundrel!

Is there anything you don't understand? Where do I start? Perhaps the thing that still confuses me the most is price of milk - but then that seems to confuse most people in the industry including the companies.

So where to from here? Clearly, I've had time to make some value judgements on the industry as a whole and about SA dairy farming/dairy farmers and SADA itself.

There is enormous potential in the SA dairy industry because of its size. Six percent of the national milk production, 800 dairy farmers or so, three major companies. Because its such a 'compact' industry it has the ability to change direction to meet market

demands and challenges far quicker than say Victoria or NSW. Its strength is that it can work together as an 'industry bloc'. Compact means efficient, agile, hard-hitting - not cumbersome.

At the same time organisations such as SADA can have a strategic influence on the direction of the industry while looking after its grass-roots members. It has to tackle hard issues - Equalisation & Sharefarming are two of those issues which have been tackled. Not everybody likes the end result, but, it will never be that way on any issue.

So what of the future for

IN THIS ISSUE

- AUSTRALIAN DAIRY INDUSTRY LOOKS TO THE FUTURE
- HOW TO EMPLOY A FARM-HAND
- MILK QUALITY & SOMATIC CELL COUNTS
- AN UPDATE FROM THE DEVELOPMENT OFFICER
- CENTRAL COUNCIL MOTIONS

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THIS JOURNAL IS PRINTED ON RECYCLED PAPER, BECAUSE WE CARE

SADA? I have a number of goals that I believe SADA can achieve and must achieve. Some are short term. For example it's nice to get compliments from people who visit the office, that it now looks 'professional'. We have an efficient filing system and a 'library' for members. We even have some idea of who all our members (and non-members) are! That part of the organisation will get more efficient. At the same time the Journal 'looks' and 'feels' 'better.' It too will improve, particularly in content.

One of my main goals is to get SADA to think and plan strategically ie further than next week! Not that easy you say. True, very true. We are in the process of

writing the SADA Business Plan at the moment.

A second goal is to put together a proposal to enable SA dairy farmers to achieve long term profitable returns. This does not mean going to the companies and saying 'Please sir can we have more?' It is about the industry in SA working together to secure the Industry's long term future. It involves dairy farmers (SADA), the companies, & government. If it involves SADA (representing farmers) tackling companies and government - so be it. But, it will be done openly and honestly. By the way that paper/proposal is being prepared.

The third goal is about membership - not only increasing our fully paid up

farmer membership, but, expanding categories to include students of dairy, farm hands, and others. SADA must represent all these groups.

Sadly, this is the last copy of the Journal non-members will receive. It's not so much a matter of cost, but more so of principle. By now dairy farmers who have met me or read the Journal will have some idea of my personal goals for this organisation. As a member of SADA you are very much part of those goals. That does not mean to say that any dairy farmers (be they member or non-member) will not get a fair hearing from this office. My door is always open to any dairy farmer in SA.

LETTERS TO THE EDITOR

August 15 1995

Dear Sir,

In response to LLoyd Jaensch's note on the levy cap, the current year's budget is \$274,000. If every member paid the same fee to meet the budget the 500 members would need to pay \$548. The levy cap means some members pay \$1,000 the small producer with 8,000 kg protein pays \$265 for the same service.

Yours faithfully
Don Zweck.

Letters to the Editor are always welcome.

July Journal - "Vet Column - your questions to the Vet answered."

The editor received no questions.

29 August 1995

Dear Chris

re: SADA Sharefarming Guidelines Package

Thank you for providing the Authority with a copy of the Sharefarming Guidelines. The document is excellent and the Authority congratulates the SADA on the preparation of this valuable document.

In particular I would like to congratulate Jeff Wright and the SADA Sharefarming Advisory Committee for the excellent work they have done to prepare a document of benefit to individuals and the industry as a whole.

Thank you for the invitation to attend the launch of the Guidelines on 24 August 1995. I was giving a presentation on dairy legislation related to milk cooling to the Refrigeration and Air Conditioning Contractors Association, and all other staff were carrying out field work or holding things together at the office.

Yours sincerely

Steve Rice

Chief Executive Officer.





PRESIDENT'S

COMMUNIQUE

Dairy Sharefarming Seminar

How gratifying it was to see the interest shown recently at this seminar. Judging by the number of new faces about that day, we clearly correctly identified a need for such a meeting.

We have realised for some time that South Australia has been lacking in this department and were determined to do something about it. With what has been uncovered the exercise has been well worthwhile. The important thing is we are talking with people from the Australian Tax Office, WorkCover, Superannuation Guarantee and the like to resolve any issues of dispute before they arise.

There is still no clear black and white because there are many and varied agreements. The Dairy Sharefarming Guidelines Package distinguishes between contract milkers, who incidentally should be paying Workcover, and sharemilkers who do not. Every case however has to be assessed on its own merits. WorkCover support SADA's attempt to separate the grey areas.

Income tax and WorkCover requirements are much the same. Provided a person is carrying on primary production as their primary income then generally they comply as a sharefarmer. If unsure of whether you qualify or not it is advisable to seek advice

from any one of the contacts listed in the package as the first step.

It is important to take the whole agreement into account and not just one specific point to make a judgement as to the legality of the agreement.

Many of the questions put to WorkCover and the Australian Tax Office representatives on the day were not easy to answer which shows how complicated this subject can be, but by communicating with each other these grey areas should be resolvable.

The important message to come out of the day is to make sure we get our affairs in order and don't wait until somebody is prosecuted before we react.

Dispute resolution is very important and the matter should be addressed at the time of drawing up the agreement as to who is going to fill this role. The advice was to try and resolve disputes so that both parties are winners.

The main theme seems to be that there is nothing to be frightened of, but when drawing up a sharefarming agreement it is essential to discuss and document the matter fully. Once that is done it is advisable to bring in a third party for any further advice that might have been overlooked.

Finally I would like to record

my appreciation to Jeff Wright and his committee for the professional way they handled their job, and coming up with an end result which I believe will be of great assistance in future.

This is just one example of a sub-committee working within the structure of SADA for the benefit of others.

Development Officer

We have now completed a trial period with Philip Down as our Development Officer to firstly try and improve our membership numbers to ensure the future of SADA.

So far Phil has been with us for only a few weeks, but already many benefits are evident, in particular we have someone out in the field now who is able to communicate directly with our members.

It is something I had hoped Terry and I would have been able to do last year, but it was just impossible, so now we are trying this new approach.

Unfortunately we had to buy another second hand car, but even this wouldn't be a great loss if for some reason the venture didn't work out and we had to sell the car. I don't foresee that occurring at all, but if for some reason it did then we would not be out of pocket by any large amount because the purchase price hasn't been exorbitant being a second hand car. So far Phil has only contacted non-

members and eventually that will change so that he gets to see everyone. In the meantime if any one has a special reason they would like to talk to Phil, don't hesitate to contact the office and make a time for him to see you.

New Computers

We are having to install a new computer system in the office. There are fewer people doing more and more work and I understand our system

we had just wasn't adequate and so that is being up-graded over the next few weeks.

It is something I know very little about and so once again we have had a sub-committee working on assessing what is needed, and so that will all be in place in the very near future. A lot of the old gear is being used with some additions which should enhance the effectiveness of the office.

There are a lot of people

working behind the scenes to make SADA an effective voice for dairy farmers.

I deliberately haven't commented on opening prices in this issue, but be assured we are collecting information before we make any comment. It is getting harder and harder to make comparisons, but we hope to do so in the near future.

Ray Heinrich
General President.

Milk Quality and Somatic Cell Counts

The bulk milk Somatic Cell Count standard was reduced from less than 600,000/ml to 500,000/ml on 1 July 1995. The State average cell count for June 1995 was 218,000/ml, an excellent effort for which the industry should be congratulated.

The Dairy Authority and dairy companies have been working with individual dairy farmers with high cell count results, which have been impacting on total plate count results and milk quality.

The Authority and dairy companies are monitoring individual dairy farmers with high cell count results in an effort to further improve milk quality in South Australia.

Milk sold as unpasteurised milk under the "Code of Practice for Raw or Unpasteurised Milk" is being monitored for total plate count, coliforms, antibiotics, staphylococci, salmonella, Listeria, Yersinia and Campylobacter. Milk containing pathogens is being removed from sale to ensure public safety.

Dairy Authority of SA

Steve Rice - Chief Executive Officer

NEW COMPUTERS

Thanks to Darryl Gravestocks of MURRAY COMPUTER CENTRE, SADA now has a professional and up to date computer system in the office.

The system includes two new computers (for the four staff Jenny, Jo, Phil & myself), a fax modem and a scanner. Some of the old bits and pieces have been upgraded and reused.

The end result is a far more efficient office system which saves a lot of manual labour time. For example the Journal should now take half the time it does now to produce (at our end anyway).

Darryl runs an extensive computer business aimed at the rural industry. If you are in the market I am sure he will oblige. Certainly the Office looks forward to a long and productive working relationship with Darryl and his team.

Chris Luz-Raymond Chief Executive.

4.

Dear fellow Dairy farmer,

In June this year I was happy to accept the position of Development Officer for the South Australian Dairyfarmer's Association. The position of Development Officer requires me to:

- *develop a data-base of dairy farmers in S.A.*
- *identify all licensed dairy farmers by SADA branches*
- *identify potential members*
- *co-ordinate visits to potential members through/with the local branch executive*
- *to speak to potential members of the benefits of belonging to SADA; outlining SADA recent achievements and long term goals*
- *explain membership levy and fee structure*
- *to answer relevant industry questions or refer them to SADA executive/CEO for reply*
- *coordinate follow-up of potential membership*

At present there are about 800 licensed dairy farmers in this State producing approximately 480 million litres. Our membership two months ago was 60%. Since taking on the job we now have 26 new members. My initial contract was for three months trial, however this has now been extended to twelve months.

The structure of the organisation is fairly straightforward. Employed staff include myself, the Chief Executive Officer, fulltime office manager and a casual assistant. I don't spend a lot of time in the office since I am mostly on the road visiting dairy farmers.

The CEO's name is Chris Luz-Raymond. Chris started about a month before me and has an army background. Chris has been very keen to learn and is rapidly gaining knowledge of the Dairy Industry as a whole. With my practical experience we should complement each other and hopefully make for a strong team.

Initially, Chris and I were sharing the one vehicle, a TP Magna Wagon. This arrangement became very inconvenient at times so a decision to purchase a second vehicle was made. Chris and I attended a Public Auction of State Owned Vehicles and purchased a TR Magna automatic wagon. So far we are very happy with the purchase. Buying secondhand always has an element of risk, but for the price we are confident with our purchase.

I have spent seven days down at Mt Gambier calling in on about 55 non-members in the area. I was surprised how spreadout they are (geographically, that is). I was reasonably successful in my endeavours. I was fortunate in having Ray Heinrich, the General President as my travelling companion. Ray, to his credit, has worked tirelessly for the association and made my job much easier. Without him I would have been lost - literally, my navigational skills in the South East still leave a lot to be desired.

Dairy Vale suppliers in the area were not happy as their returns for the twelve months compared to Kraft were well down. We need to address this situation for it seems if the disparity is beyond reasonable levels it breeds disunity amongst dairy farmers.

The other area I have spent considerable time in is the Adelaide Hills. My impressions from these visits are that over the next few years there might be a reduction in dairy farms in this region due to a few factors. Namely a fall in real returns, small holdings, increased value of Real Estate and the large costs that may be incurred to satisfy impending pollution control measures.

Last week I attended the launching of "The Dairy Sharefarming Guideline Package". This package was put together by SADA Sharefarming Advisory Committee, chaired by Jeff Wright. Many interesting topics were covered. The take home message I feel was that it is a

...2/-



guide only and hopefully will get people thinking about all the issues involved and provide a solid foundation to build upon. There is too much information to cover here on the topic. If you require more information please feel free to contact me or the office.

This coming week will be exciting as we get our new Computer System installed. The current Data Base we are using is fairly archaic and only includes information on members. The new one will be much easier to use and I will also have information on non-members as well.

The Office Manager, Jenny Harris is really looking forward to the upgrade as most of the software will be integrated and the computers will be networked. With all this new technology, over time, we will become more efficient. We will need to!! Just as one problem is put to bed another two or three seem to take it's place. Equalisation of market milk for all dairy farmers is nearly complete, but now we must address the problems associated with the release of the Hilmer Report on deregulation in the dairy industry. This combined with verifying legal obligations with relation to Sharefarming Agreements, maybe looking at an award structure for dairy farm personnel, monitoring returns received by dairy farmers and improving communication between us all will surely keep us on our toes.

Looking forward to hearing from you,

Regards Phil.

AUSTRALIAN DAIRY INDUSTRY LOOKS TO THE FUTURE

The Australian dairy industry has undergone substantial restructuring over the past 20 years in response to major changes to the nature and extent of government regulation of the industry and changes in demand for dairy products.

During this period, the number of dairy farms in Australia has more than halved, and the processing and distribution sectors have been significantly rationalised.

A more efficient industry has emerged enabling greater volume and value of production.

The Australian Bureau of Agricultural and Resource Economics advised the Taiwan Regional Association of Dairy Processors International Symposium on Dairy Industry in Taiwan 3-8 July that by 1993-94 the gross value of Australian dairy production had increased by about 40 per cent in real terms compared with the average value for the five year period 1975-76 to 1979-80. In recent years, milk production boomed to pre-1973 levels despite a 32 per cent reduction in the dairy herd since that time.

Australian milk production in 1993-94 was an estimated 8000 million litres. About 25 per cent of milk output went to the domestic fresh milk market, with the remainder channelled into the production of processed dairy

products.

Over 60 per cent of Australian manufactured dairy products, expressed in milk equivalent terms, are exported, mostly to markets in Japan, Taiwan and South East Asia. Between 1988-89 and 1993-94, Australian exports of dairy products to these countries increased by 68 per cent, with skim milk powder and cheese exports enjoying the greatest increase.

The fastest growth in demand for dairy products is expected to occur in the Asian region. Being a low cost producer within the region, the Australian industry is well placed to benefit from the expansion in import demand.

Government support for the Australian dairy industry will continue to be reduced over the medium term, ceasing by the year 2000, in accordance with the Uruguay Round Agreement.

However, the international trading environment for dairy products for the remainder of the decade is expected to be favourable to Australia as Australian protection of the industry and costs of milk production are below those in most other producing countries.

Source - Issue95/11DPIE.

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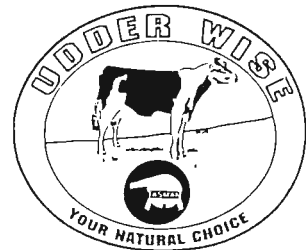
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SHAREFARMING GUIDELINES LAUNCH

Congratulations to the Sharefarming Advisory Committee on an excellent effort to put together and launch the Dairy Sharefarming Guidelines Package. Better than 'Windows 95' (that's a computer joke, Hans!)

Talking to someone from Bank SA (Rural Sector), she noted it was a 'first of its kind' in SA and could be used by other farmer groups. We should have put a 'copy right' on it!

The Guidelines are a good example of the business side of dairy farming and of SADA. Top marks.

GRAIN STORAGE - COOP BULK HANDLING

Graham Smart and Don Zweck have met recently with the Chairperson of Cooperative Bulk Handling, Mr G Clift. SADA are examining a method for dairy farmers to store grain through CBH. Graham reported that the initial meeting went very well and a good result could be expected. More on this initiative soon!

TELECOM/TELSTRA & CALL SAVER FLEXI PLAN

There is some confusion (and dissatisfaction) on the 'Call Saver Flexi-Plan' through Telecom/Telstra at present. A number of issues were put to Telstra at a recent meeting. Telstra rep in turn explained the 'industry' problems.

The simple explanation is:



- Telstra had their hand smacked for being naughty and had to change their way of doing business
- SADA (as part of NFF deal) will stay with Telstra
- Accounts will be quarterly not monthly (sorry - NFF policy deal done!)
- Service difficulties & faults etc go through Telstra (as usual)

Telstra will send all SADA 'Call Flexi-Plan' members information on the changes. (Apparently all the information was going to the 'other' farmer organisation and not SADA - we've fixed that!)

RATES & TAXES - RURAL LAND USE

The issue of rates & taxes for rural land use (in the Adelaide Hills) was raised at last Central Council Meeting. A number of telephone calls (including to Minister for Housing & Urban Development, (Local Government Relations Unit), the Valuer General's Office, local rural Councils), faxes etc reveal a very complex 'little' problem. It will need more work to get a satisfactory answer. Best advice to date is -speak personally to

your 'local council valuer.' By the way, thanks for bringing the subject up Max!!

EDITOR'S NOTE

Things must be busy on the farm....because they are very quiet from the farmers. No letters, telephone calls, faxes, hardly a visitor to the office. I very much appreciate your views/arguments/comments - it certainly helps me with my job (it's also fun!).

FARMSAFE COMMITTEE

Farmsafe Australia has invited SADA to be involved in developing a dairy specific component to the Managing Farm Safety programme. SADA has accepted the invitation.

Dairy farmers interested in assisting in this project should contact the CEO. A small amount of your time, together with your expertise in dairy farming may mean a safer working environment for all dairy farmers.

SHOULD YOU GROW OR BUY YOUR FEED?

Interesting article in the June Ontario Milk Producer (Canada) about the value of growing your own feed (and owning equipment to harvest it).

Bottom line is that the capital value tied up in farm machinery may be better invested in your dairy operation than in cropping. Canadian figures indicate that while cropping enterprises had a negative return on equity, the dairy enterprise generated a 21% positive return.

The message is take a hard look

at your cropping assets. They may be draining profits from your dairy enterprise.

CHILDREN & FARM ACCIDENTS.

Hoard's Dairyman (May 95) noted that children under 10 made up 15 percent of farm accident victims. Are the figures similar in Australia? The article offers this advice: . discuss farm safety with children, tour the farm explain hazards . separate children's play areas from work areas . give children chores that are within their capacity (age & maturity) to do - they need more rest than adults . store chemicals under lock & key, dispose of

chemicals safely . be water safe when it comes to dams, ponds etc. . make sure children understand the hazards of operating machinery (make sure you do!) The 'Farmsafe Australia' initiative will certainly contain all these and more.

KIDS & MILK

There is something very natural about kids and milk. That's why having an operating dairy farm for school children to visit is such a brilliant idea.

The Department of Primary Industries, through a consultant, is conducting a feasibility study into using the dairy at Flaxley

Agricultural Centre in a school visits programme.

Early days yet, but, the idea sounds a bit like getting a 'free-kick' in the goal square. Too good to miss! Well done PISA.

APOLOGIES TO 'NEW' MEMBERS

Two apologies to 'new' members published last month. KJS, EJ, PM, GF, KP & LR Willsmore are 'old' members of some standing. JH & LO Leese are also members, not 'new' members.

I have a feeling my 'somatic cell count' must have been up when the list was being put together. My apologies. Ed.

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SHAREFARMING GUIDELINES PACKAGE

LAUNCH - 24 AUGUST 1995

The 24th of August was just another day for most people. For those dairy farmers involved in sharefarming and for SADA the 24th becomes another important 'milestone'. On that day over 12 months of hard work saw daylight when the Dairy Sharefarming Guidelines Package was launched.

The reason it is an important milestone is simple. SADA, as an organisation tackled a hard issue - sharefarming. Through the Sharefarming Advisory Committee a competent set of guidelines was developed. It is a professional job, well done.

Over 130 people attended the launch of the Sharefarming Guidelines at Murray Bridge on the day. Amongst the many dairy farmers were also bankers, rural economists, consultants, and public servants - all of whom have an interest in the subject. Their comments were positive - they were impressed with what they saw and heard. The work done by SADA made an impact on those people who support dairy farmers.

Not that it was all milk & honey. A couple of people have commented that the Guidelines '...opened up a can of worms...' Perhaps so... but better to use those worms to bait the hook to catch fish for dinner!

Nobody disagrees that there will not be some difficult decisions to make if a true sharefarming agreement is to be established. Let's face it, when you have the Australian Tax Office, WorkCover, Superannuation Guarantee and the like involved, of course it will get complicated! But, the message from those organisations is that they will help to sort things out - they are keen to do business. The opportunity exists for dairy farmers in SA to achieve a very good sharefarming agreement.

The launch of the Guidelines does not mean that the Committee and SADA can sit back either. The hardest work is yet to come. As dairy farmers use the Guidelines, SADA through the Committee has the responsibility to monitor, advise, guide, encourage... At times SADA will have to stand up and make some 'tough decisions' on sharefarming & sharefarmers.

To all those dairy farmers involved in sharefarming the message is clear. The Guidelines provide the best way of assessing your sharefarming agreement. Use it to determine where you want to go and how you want to get there through sharefarming. The bottom line is better management. Better management means sustained profit.



MANDATORY APPROACHES CAN WORK:

Some industries prefer mandatory approaches to environmental regulation, the conference heard. Rob Thomas from the SA EPA told the conference how the SA Dairyfarmers' Association had moved to pre-empt tighter enviro regs. He said the Assn wanted sustainable wastewater practices in dairies, but wanted to make sure any new practice would comply with enviro harm provisions in the newly proclaimed SA Environmental Protection Act. Rather than wait for the Act's enviro water protection policy to be introduced, the industry, in collaboration with the EPA, developed wastewater management guidelines. The guidelines provided a voluntary period for dairies to meet the new standards, after which mandatory provisions applied.

Source - Issue No. 66 - Environmental Manager.

WELCOME TO NEW MEMBERS

Welcome to the following new members to SADA:

- HR & MJ Duell
- S & N McPeake
- F & M Stumpf
- A & A L Willis
- W & A Reid
- W, P & A Colliver
- DP, SG & RB Galpin
- N Pittman
- TP Dow
- NT & JL Dixon
- MG & SM Fimmell
- DJ, IA & GS Jones
- MR & RM Turner
- DR Muller

We hope that you benefit from the Association's endeavours to promote dairy farming in SA. Your contributions at whatever level are most welcome.



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GOOD STAFF CRUCIAL FOR QUALITY MILK

Good staff can make or break an on-farm program geared to producing quality milk, according to a leading US dairy expert.

Dr Paul Johnson told farmers at a series of seminars that quality milk production was virtually impossible without the cooperation and dedication of the farm labour force.

With sponsorship from the Dairy Research and Development Corporation, Dr Johnson is touring NSW, Victoria and Queensland with the Australian Cooperative Country Foods Tour (14 July to 4 August).

Dr. Johnson said while most farmers focused on reducing their somatic cell counts by maintaining milk equipment and a clean environment for their herd, they often overlooked the importance of the 'people factor' in quality milk production.

"Whatever the management program involved, it is usually achieved by the employees on a farm," Dr Johnson said.

"Gone are the days when being a good manager was limited to fostering a good relationship between management and staff.

"In the 1990s dairy farmers using extra labour need to have a broader range of skills including a concern for productivity and employees, as well as an understanding of personnel management.

"Human resources management must also give farm employers the opportunity to use more creative and efficient ways of managing dairy labour."

Dr Johnson said a manager's attitude towards milk quality could have a strong influence on a worker's performance.

While there is a direct connection between employee productivity and farm profitability, there is also a vital, yet not as apparent, link between management concerns for the well being of workers and profitability, Dr Johnson said.

Courteous and consistent treatment, job security, fair pay and safe working conditions are important to employees and, if ignored, could lead to worker dissatisfaction and impede productivity.

Dr Johnson said farm managers need to understand labour management by being aware of the labour market, their legal obligations, union contracts, technology and how individual workers differ.

It is therefore, important, to have well designed job descriptions, a clear picture of how the worker and job fit into the farm organisation, adequate supervision, regular performance appraisal, an attractive remuneration package and ability to handle employee complaints.

Dr Johnson said the benefits of good staff management could be measured in terms of milk quantity and quality, reduced waste through lost milk, fewer cull cows and lower production costs, worker motivation and job satisfaction.

Source - Issue95/11DPIE

FOR SALE

Ex SADA Computer Equipment - much loved, but now looking for a new home

- Sharp PC 4700 Laptop 386 SX

plus

- Canon BJ 10 SX Bubblejet Printer
- IPX 286/C Computer with Keyboard etc.
- Gateway 386 SX Computer with keyboard etc.
- quantity of software - too numerous to list

Price by negotiation. Contact CEO.

HOW TO EMPLOY A FARMHAND - A TEN MINUTE GUIDE

INTRODUCTION

The production of quality milk involves the cooperation and dedication of all those people involved on the farm, including the dairy farmer farm hand. How people are selected and managed will effect the bottom line of the dairy operation. At the same time employers have significant legal obligations to meet in employing people.

This series of articles will outline in broad terms some of the issues involved in employing the right person for the job.

BEFORE YOU EMPLOY - DO YOUR HOME WORK

The legal definition of employment is that you offer someone full-time, part-time or casual work for:

- salary, wages or some kind of remuneration
- instruct them on how the work is to be done and when it is to be done.

Arrangements such as 'cash-in-hand' to get around your employer responsibilities could ruin your business through penalties and/or legal costs.

Talk to your accountant/dairy consultant and see how much more profitable and productive your business will be with an extra person. A cash flow taking into account the added costs is advisable.

HOW MUCH WILL IT COST?

Answer the following questions for yourself to work out the actual cost:

- will the employee be able to contribute immediately or will there be 'hidden' costs in training, supervision, recruiting?
- how much of your productive time will it 'cost'?
- are there government subsidies to offset costs of training by taking on someone who is unemployed, an apprentice or trainee?
- What cash reserves do you need to meet the wages and on-costs until your employee is fully productive?
- are you aware of all the on-costs ie employer funded superannuation, workers compensation insurance, leave loading etc.
- does taking on an employee mean upgrading your premises to meet Occupational Health & Safety regulations and codes?

EMPLOYER OBLIGATIONS

As an employer there is a list of matters you must consider. These include:

WORKERS COMPENSATION

You must register with 'WorkCover' and pay a levy if you employ anyone (including casual staff and possibly contractors)

Workers Compensation
WorkCover Corporation

Customer Service Office

100 Waymouth Street

Adelaide 5000

☎ 08 - 233 2222

Freecall 008 188 000

AWARD & EMPLOYMENT CONDITIONS

Dairy farm hands are normally employed under the Pastoral Industry (South Australia) Award 1991 as Employees Other Than Station Hands. There is also a Federal Award.

Award and Employment Conditions

Department for Industrial Affairs

Level 4 - 45 Pirie Street
Adelaide 5000

☎ 08 - 207 1888

Fax 08 - 207 1939

Federal Awards

☎ 08 - 237 6299

General industrial Information and Public Holidays

☎ 0055 39185

TAX

Tax may be under Pay As You Earn (PAYE), or Prescribed Payment System (PPS). PAYE means you must

- register with the Tax Office (who will then send you all the information you need, instructions, tax schedules, forms)

HOW TO EMPLOY A FARMHAND - A TEN MINUTE GUIDE

- take out tax for the employees wages and send to the Tax Office
- maintain accurate wages records
- provide employees with group certificates

Taxation - Employee deductions

Australian Taxation Office
Installments Section

PAYE & PPS 132 866 (local call free)

Pultney ATO: (08) 208 3101
Waymouth ATO: (08) 208 1001

SUPERANNUATION

The Award will indicate the appropriate superannuation fund(s). As a general rule if your employee is being paid more than \$450 in any month, you will need to contribute to their superannuation (refer July 95 SADA Journal).

Superannuation Guarantee
Australian Taxation Office
Superannuation Guarantee
Co-ordinator

Superannuation Guarantee
Hotline 131 020 (local call free)

OCCUPATIONAL HEALTH & SAFETY

Employers under the OHS & W Regulations 1995 have a duty to provide a safe and healthy working environment for employees.

Occupational Health and Safety

Occupational Health and Safety

Commission (SA) 100 Way-

mouth Street

Adelaide 5000

☎ 08 - 226 3120

Freecall 008 182 223

OTHER LEGISLATION

Employers must comply with various other Acts governing Equal Opportunity, Long Service Leave, Fringe Benefit Tax, Payroll Tax.

Unless there are special circumstances ie you are providing housing/accommodation (FBT), your company's payroll is above \$456,000 (unlikely!! Ed) (Payroll Tax) these should not concern you too much. However, be aware of your responsibilities.

WHAT SORT OF PERSON ARE YOU LOOKING FOR?

There is no cheap solution in looking for a good farmhand. Dairy farming takes a person with above average aptitude and willingness to work and learn.

JOB & PERSON SPECIFICATIONS

It is a good idea to write a 'Job & Person Specification' listing all the things you are looking for in an ideal employee. This makes it easier to talk to employment agencies (ie CES) and when interviewing prospective employees.

List the following:

- What level and type of work is to be done. Do you need a qualified person, a trainee/apprentice, or, can you train/coach an inexperienced person yourself?
- What skills do they need ie ride motor-cycle, drive tractor, computers etc? What personal qualities are you looking for?
- Are there special physical characteristics that must be met to do the job? Dairy farming is hard physical work where an employee needs to be fit and robust. Is a health/medical check required? This could be important in protecting you from claims under workers' compensation.
- What previous training and qualifications do they need?

TERMS & CONDITIONS OF EMPLOYMENT

The terms and conditions of employment as a farm hand are normally covered under the appropriate Award(s). You must understand them, and those terms must be given to employees before taking them on. Any special conditions attached to the job should also be in writing and signed by the employee.

HOW TO ADVERTISE THE POSITION

If you want to advertise

HOW TO EMPLOY A FARMHAND - A TEN MINUTE GUIDE

through the press you need to have a precise job description and put in details of the duties and qualifications you require. Things such as written applications, referees and interviews (personal/telephone) should also be considered.

However, dairy farmers would probably take a less formal approach to advertise. Consider the following:

- local CES office
- field officers/company newsletters
- SADA Journal

Local CES office will screen applicants so that you only have a small number to choose from. They can also advise on selection procedure, wage subsidies and training assistance.

Field officers/company newsletters/ SADA Journal get to the dairy farming community. Those sources can often be a source of names of good potential employees.

WHAT MUST NOT BE INCLUDED IN ADVERTISEMENTS

It is against the law to discriminate against any person on the grounds of age, marital status, gender, pregnancy, physical ability, race or creed. Avoid male/female or he/she - use the term person.

Remember a good JOB & PERSON description will ensure you do not discriminate. Ask your local CES office for help.

PHYSICAL ABILITY TO WORK - A MEDICAL CHECK

If you are unsure whether a person may have the physical strength to perform the work comfortably and safely you have the right to ask for a medical check. Hidden problems such as a bad back might be critical if the work involves lifting and carrying, operating machinery, driving or climbing. Checking these could save you legal problems later.

CONCLUSION

Choosing the right person as an employee is more than a 'ten minute' job. But, its your business, your farm - the time and effort getting it 'right first time' will be well worth the effort. It is also your legal responsibility.

The information for this article has come from:

The Business Centre - BIZ-FACT Information Sheets

Finding & Managing Your Employees - Australian Government Publishing Service (AGPS)

Personnel Management - AGPS

Producing Quality Milk: The People Factor - Dr Paul Johnson

These and other guides are available at the SADA Office.

Next Month: PART 2

- The Interview

Training

The First Day...

Good People Management

- EDITORIAL -

Don't let flies take your \$\$\$'s this Summer

With the fly season all but upon us once again. The importance of stopping the fly breeding cycle is a major issue.

Research has shown animals cannot eat and ruminate and defend themselves against flies at the same time. Milk yield can be reduced by as much as 20%.

Under favourable conditions, the life cycle of the fly can be completed in less than three weeks, with each female fly laying several hundred eggs. By eliminating flies now, we can halt the breeding cycle and control the problem. Act Now and reap the savings throughout the fly season.

A simple yet effective fly trap is now available. The *Fly-End* is a non toxic environmentally friendly way to control the fly population. This system is most economical if introduced before the fly season begins, with its immediate elimination of the fly and their potential hundreds of offspring.

For further information on the *Fly-End* please contact Rural Pacific Marketing Pty. Ltd on Free Phone 1800 648 666.



A sure bet in the lifetime profitability stakes.

Curtsey Duncan **JUDE** JE107 is a fine example of the Canadian balanced breeding philosophy, combining high milk flow, protein yield and fast milking speed with sound type. Sired by the world-acclaimed production specialist, Highland Magic Duncan, and from one of the great

brood cows in North America, Valleystream Title June 25N, **JUDE** leaves complete daughters with outstanding dairy character, wide rumps, excellent feet and legs and well-attached udders. At just \$18rrp/dose, **JUDE** is a sure bet to increase lifetime profitability in your herd.



Semex - The world's most trusted dairy genetics

For more details about Semex sires, contact your nearest reseller or Semex Australia:
Semex Australia 8 Station St PO Box 783 Bacchus Marsh 3340 Ph (053) 67 5628 Fax (053) 67 5656

“NEW PRODUCT RELEASE”

MASTITIS DETECTOR.

Over the past twelve months a new mastitis detector has been marketed in New Zealand by Technipharm International. This detector has taken the New Zealand market by storm. Not only has the unit found extreme favour by Farmers but also the majority of Dairy Companies comment that the detector is the best invention since sliced bread and really helps to improve the quality of raw milk.

How it works

The unit works on the basis of detecting very small amounts of **NACL** (salt) which is produced in larger amounts in the udder as soon as an infection in the milk glands occurs. The readouts are digital and immediate and as such the differences of the various readouts per quarter give a very accurate indication of infection level, sub clinical or clinical. The detector is far superior to any other method currently available!

Many uses

Not only is the detector used for detecting mastitis it is also used to confirm that treatment has been effective, the way this is done is by checking each quarter again after treatment has taken place with the readouts obtained needing to be within the 0.5 margin difference between quarters to declare the quarter clean and healthy. If the differences are greater one should have a close look at the type of penicillin used and maybe change. This way the detector helps to reduce antibiotic resistance build-up and re-occurrence of mastitis due to ineffective treatments. The detector can also be used in conjunction with herd test **Somatic cell counts** for the selection of cows for dry cow therapy.

Credibility

The unit has been tested in New Zealand by **Tui Dairy Company** in Palmerston North. Their findings are concluded in the following statement “**the evaluation shows that portable conductivity meters (with digital display), are very suitable for farmers to use**”. Also Mr. Murray Woolford at Ruakura has been studying the detector and various reports and concludes that this method of detecting mastitis is very accurate and immediate.

In Tasmania **Tasman Agriculture** has been using our detectors for some time now and they too are very impressed.

International success

The detector is already marketed world-wide in countries such as **Belgium, United Kingdom, Netherlands, Germany and Japan**. With the success enjoyed in New Zealand it was logical that the next step was onto the Australian market to provide the Australian Dairy Farmer with the opportunity of improving his milk cheques.

For further information on the **Technipharm Digital Mastitis Detector**, please contact Rural Pacific Marketing Pty Ltd on Free Phone 1800 648 666.



RELATIONSHIP INVESTMENT

One of the best examples of relationship investment is that of our very own Dairy Industry. Three years ago, the Dairy Industry Association of Australia (DIAA) and the South Australian Dairy-farmers' Association (SADA) decided it was time to put their thoughts, problems, ideas, knowledge and experience together in an effort to turn the Dairy Industry around. In this endeavour their Members have come together each year for an Annual Conference where experts in their fields shed insight on the latest technology developments, quality control, advertising, marketing, retail and wholesale advice, industrial relations, economic planning and forecasting, off-shore opportunities as well as general business issues. The results have been staggering.

Can you imagine an environment created where farmers can speak to retailers, where marketing and advertising executives can gain first hand grass roots information from both the primary producer and the supermarket vendor in the one meeting! In case you hadn't noticed, MILK was recently quoted in an Australia-wide survey conducted by Schweppes Cottees, as being the No. 1 rated drink ahead of beer, aerated soft drinks, juice or its

nearest rival - spring water.

They have come a long way since my generation turned completely away from milk as a consequence of being forced to drink from sun-baked bottles stacked in crates against the school wall.

Of course they still have areas on which they differ but the barriers are down, the linkage formed and the commitment solid to developing new strategies which will take farmers and the industry as a whole into the 21st century with confidence and economic strength.

I was privileged to deliver a key note address at the combined DIAA/SADA Annual 1995 Conference in June, held at the Hilton International Adelaide on the subject of *relationship investment* and I can tell you the atmosphere, the attitude, the commitment to united growth was enough to send me in search of my first glass of milk in 20 years and thank goodness it did come cold and with strawberry flavouring!

The building of relations is pivotal to business growth but building relations takes effort, research, flexibility, trust and consistency. Our Asian neighbours are the leaders in this style of business

with obvious success and we too can join them. However we need patience and we need commitment. Our culture is different and we need to be aware of that. Therefore we can not exactly mirror our Asian Neighbours but rather learn from them to develop our own style of relationship investment.

Our first step is to focus in on what we really aim to achieve. This vision then needs to be shared with our own people. Common goals, aligned values and standards need to be established and only then can we venture successfully in the building of relationships with other Companies, Clients and/or Industry Groups. It doesn't happen overnight but the benefit is your consolidation of a long term business investment with your people, your clients and suppliers, your markets.

The recession has revealed a great lack of client loyalty. The only way to turn this around is by the applied effort and genuine demonstration that

our client matters.

Relationship investment is about rebuilding client loyalty and opening the door to new opportunities.

Source Pam Mitchell

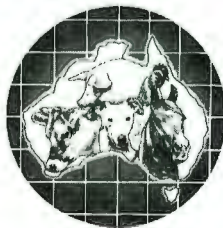
- CORE ISSUES.

"Success is a journey, not a destination."

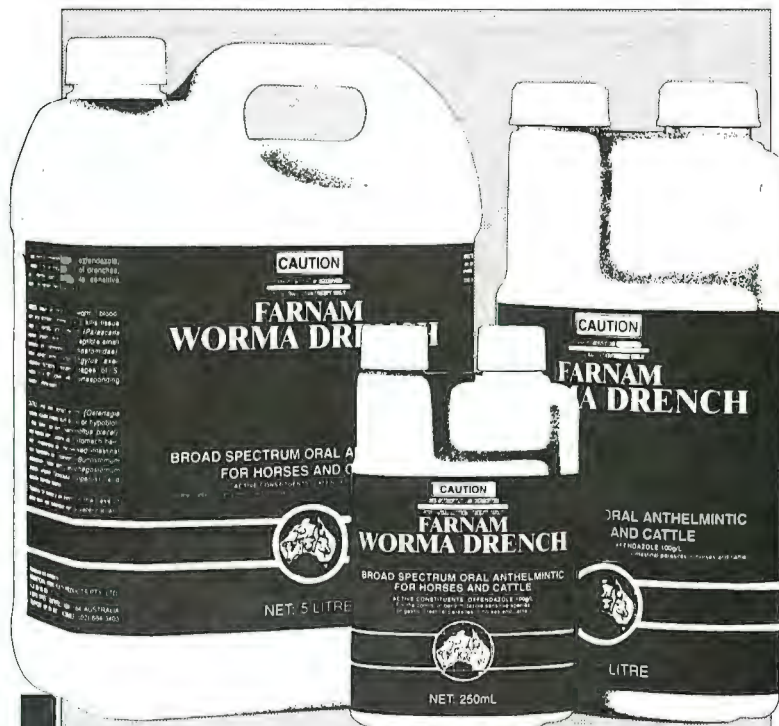
Ben Sweetland




72 hours (of a new kind) of hell for worms!

Farnam's new 'get tough' formulations use Oxfendazole as a principal active . . . compassion for cattle, none for worms!



International
Animal Health Products



	250 ml	1 Litres	5 Litres	DOSE RATE
	No. OF DOSES PER PACK			
 Beef	*10	*40	*200	*Based on 500 kg Animal (25 ml Dose). Administration rate 5 ml per 100 kg bodyweight.
 Dairy				
 Calves	*50	*200	*1000	*Based on 100 kg Calf at 5 ml/100 kg rate. Can be mixed in feed (includes milk and milk replacer).

NIL WITHHOLDING PERIOD FOR MILK – 8 DAYS FOR BEEF

NEW FARNAM WORMA DRENCH

The first high performance worming solution for dairy cattle, beef cattle and horses, you can administer as a drench, by stomach tube or syringe or simply mix with feed.

Works faster and longer than other BZ drenches.

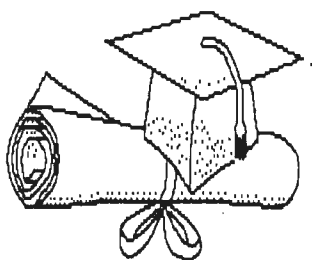
- Remains active up to twice as long (72 hours).
- High blood levels achieved within hours.
- Safety margin eliminates risk of overdosing.
- Can be used concurrently with Flukicides.
- One of the most economical drenches available.

EFFECTIVE AGAINST ALL MAJOR PARASITIC WORMS

OSTERTAGIA	✓	Nodule worm	✓
Small brown stomach worm	✓	Whipworm	✓
OSTERTAGIA (Inhibited)	✓	Large mouthed bowel worm	✓
Barber's pole worm	✓	Small intestinal worm	✓
Black scour worm, small intestinal worm	✓	Lungworm	✓
Thin necked intestinal worm	✓	Tapeworm	✓
Hookworm	✓	ALL YEAR ROUND CONTROL	

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PHONE (02) 604 9922 FAX (02) 604 3403 VIC/TAS 018 044 512 SA/WA 018 600 549 QLD: (076) 34 1017

FARNAM WORMA DRENCH. THE END OF BEING SOFT ON WORMS!



CERTIFICATE IN FARM PRACTICE

- DAIRYING

Friday the 28th of July 1995 140 people gathered at the hotel Crown, Victor Harbor, to join with the Group 6 trainees to celebrate their graduation at the successful completion of the 2 year Certificate in Farm Practice course. Representatives of all areas of the industry were on hand to congratulate the 31 trainees, the largest single group ever, who successfully passed the TAFE requirements of the course and were able to demonstrate that they were competent in a range of dairy farming skills to their trainers. Trainees were rewarded for their efforts by being presented with a National Certificate in Competency in the declared Vocation of Farming and a TAFE Certificate in Farm Practice - Dairying by the Director of the Onkaparinga Institute of TAFE, Ms M. Woolley.

Guest speakers Bob Snewin, Australian Dairy Corporation., and Vince Critchley, past graduate, entertained those present with their addresses, Bob on the Image the Industry needs to portray and Vince on Trainees - Where to now.

A number of the graduates will be travelling to New Zealand at the end of August for a 10 day study tour looking at dairy practices and the New Zealand dairy cadetship scheme thanks largely to the courses major sponsor Dairy Vale and National Dairies who provided generous sponsorship. The graduating trainees wish to thank both companies for their ongoing support of the course and all other supporters of the course.

The group 7 Certificate in Farm Practice is ready to commence and if you wish to become involved do not hesitate in contacting Bob Holman or Tony Sutherland or Janet Renk on 085 521 344 as soon as possible.

CONGRATULATIONS TO GRADUATING TRAINEES 1995

BIRT Douglas

BIRT Joanne

BUTCHER Tim

CLARKE Andrew

CLOSTER Grant

DALITZ Darren

EDWARDS David

ELTON James

FISCHER Eldon

GALPIN Jarrad

HAEBICH Jacqueline

HANSON Narelle

HEATH Don

HINCKS Adrian

HINCKS Royston

KERNICK Shannon

KITE Leigh

LITTLE Briony

McCULLOUGH Gavin

McHUGH David

MEIGEL David

MULHERN Tristan

PARTON Anne

SAMPSON Damien

SAMUEL Joshua

STOCK Lachlan

THOMAS Matthew

THORPE Scott

THORPE Warrick

VAN DYK Todd

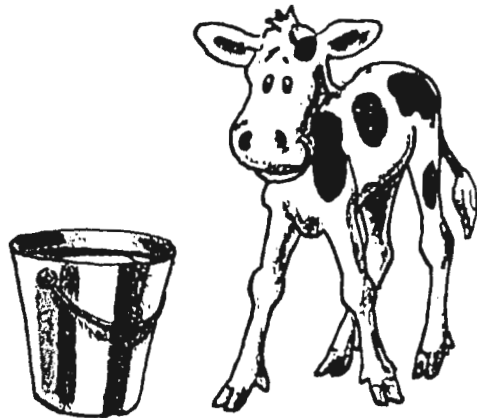
WILLSON Grant



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THE "LIQUID" PREMIX FOR WHOLE MILK.**



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SUMMARY OF MOTIONS PASSED AT CENTRAL COUNCIL 9 AUGUST 1995.

MOTIONS

Alternate SAMMEC Directors

"THAT J NIETSCHKE, H. van DYK AND B. WILSON BE NOMINATED AS ALTERNATE DIRECTORS TO SAMMEC, FOR M. KLEMM, L. CLEGGETT AND R. HEINRICH RESPECTIVELY."

Representative For On Farm Training

"THAT R. MULHERN BE NOMINATED AS SADA REPRESENTATIVE FOR ON FARM TRAINING."

Agricultural & Horticultural Training Council

"THAT J. WRIGHT BE NOMINATED TO REPRESENT SADA ON THE AGRICULTURAL & HORTICULTURAL TRAINING COUNCIL."

EPA POLICY DEVELOPMENT

"THAT A SADA COMMITTEE BE ESTABLISHED TO WORK WITH THE EPA TO DEVELOP A DRAFT POLICY DOCUMENT FROM THE PRESENT EPA GUIDELINES."

Milk Prices

"THAT THE EXECUTIVE PREPARE A CASE TO PRESENT TO THE GOVERNMENT TO STIMULATE MORE COMPETITION IN THE SA DAIRY INDUSTRY."

Generic Milk Promotion

"THAT SADA THROUGH DASA ACCEPT THE ADC OFFER AND USE THE \$60,000 GENERIC PROMOTION FUNDS TO OBTAIN TELEVISION ADVERTISING."

Future Employment of the Development Officer

"THAT THE DEVELOPMENT OFFICER BE EMPLOYED FOR 150 DAYS IN A 12 MONTH PERIOD, UNDER THE CURRENT ARRANGEMENTS."

"THAT A VEHICLE (OF SIMILAR DESCRIPTION TO THE CURRENT ONE OWNED BY SADA TO THE VALUE OF \$15,000 BE PURCHASED FOR THE DEVELOPMENT OFFICER."

Membership Levy

"THAT THE MEMBERSHIP LEVY (\$125) BE ACCEPTED AT A PRO-RATA BASIS FOR NEW MEMBERS."

Computer Purchase

"THAT SADA PURCHASE A COMPUTER SYSTEM TO THE VALUE OF \$10,000."

Staff Salary Increases

"THAT MRS. J. HARRIS SALARY BE INCREASED TO THAT OF CLERK (SA) AWARD LEVEL 4 (2ND YEAR)."

OVERHERD

Sharefarmers Launch

Speaker "...phone 123456 for the hotline..."

" Dairy farmer "...I think you'll get a lot of phone calls on that subject mate..."

" Speaker "...that's why I didn't give you my direct number!!!!..."

Speaker from Government organisation.

"...We would probably not be able to find your letter in our (new) system at the moment - I will deny what I have just said..."

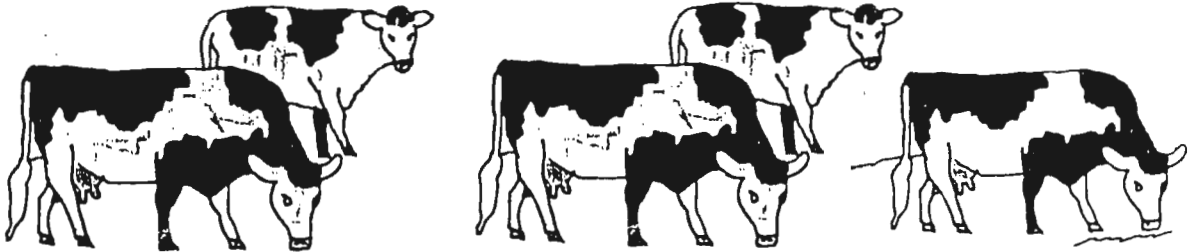
Dairy farmer/Owner "...who's that (speaking)?..."

CEO "...our General President..."

" Dairy farmer/Owner "...oh, I expected him to be much older..."

Central Council during EBL discussion

"... as far as I know beef bulls do it the same as the others..."



ALOE VERA GEL

NATURAL POWER NUTRITION

Don't Waste that Grass!

As well as supplying essential elements, nutritional supplementation allows more food value to be got from the available feed.

Cycle that Cow!

Improved condition assists on-time cycling. Live plant nutrition improves condition score and reduces stress at calving. Use into calves from birth for faster weight gain. Put natural power into your nutrition.

Why cull animals that could be getting more out of their feed?

For more information contact
Fred Shapley - Mobile: 015 391 744

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UNIQUE TO S.A.

*Helps stop
"slip & fall"
accidents in
YOUR DAIRY!!*



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on (08) 383 7323 for any information
you require, or for a free quote.

NATIONAL
CONCRETE SAWING & DRILLING

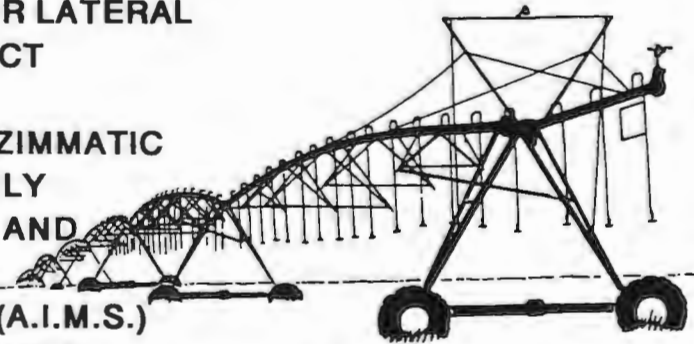
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P. O. Box 120
Kangarilla
S.A. 5157

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AUSTRALIA'S LARGEST IMPORTER OF LINDSAY

ZIMMATIC CENTRE PIVOTS LINDSAY S.A. SALES

- LINDSAY IS THE BEST SELLING CENTRE PIVOT IN THE WORLD
- LINDSAY S.A. SALES CAN TAILOR BUILD A CENTRE PIVOT OR LATERAL MOVE TO SUIT YOUR EXACT REQUIREMENTS.
- THE WORLD RENOWNED ZIMMATIC CENTRE PIVOT IS THE ONLY PIVOT WITH BOTH R-MAC AND AUTOMATED IRRIGATION MANAGEMENT SYSTEMS (A.I.M.S.)
- WE CAN MATCH YOUR WATER SUPPLY TO THE ACREAGE YOU CAN WATER AT VERY COMPETITIVE PRICES.
- THE BEST ZIMMATIC SPARE PARTS BACKUP IN THE COUNTRY.



CONTACT RICHARD HODGE ON (085) 554 097

FOR THE BEST PRICE & ADVICE ON PIVOT IRRIGATION

LINDSAY ZIMMATIC, THE NEW WORLD LEADER.

- Zimmatic Systems are simpler and are more energy efficient than conventional pivots
 - Zimmatic Pivots are constant speed uphill and down dale, and more importantly constant speed day and night.
 - Towable Systems move easily from site to site.
- Zimmatic pipe is the heaviest in the industry coupled with 120,000LB gearboxes all adds up to extra value and longer life.
- A.I.M.S. will allow you to pick-up those valuable corner acres effectively, with a zimmatic endgun.

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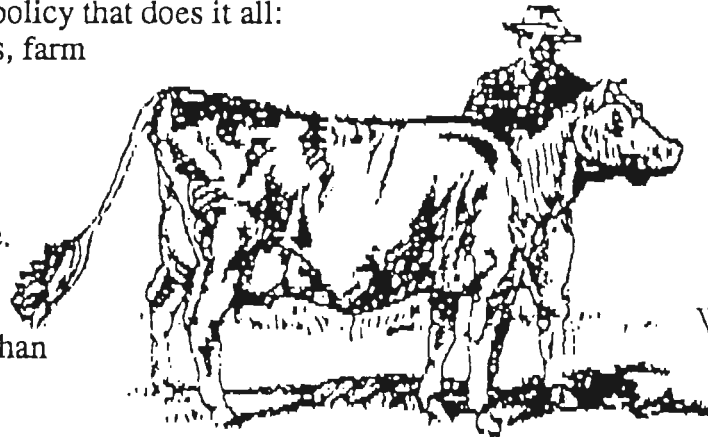
ALL IN ALL, IT'S THE ONLY COVER YOU NEED.

When you know you've got all the risks covered,
you can get on with the job of making a living.

Dairypol is the one insurance policy that does it all:
contamination of milk, limited access, farm
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insurance from the company
you know.



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- Mt Gambier (087) 251 546
- Tanunda (085) 633 466
- Gawler (085) 231 299
- Murray Bridge (085) 321 224

BOOK REVIEW

A Positive Approach to Farm Adjustment

edited by Venton Cook, Ken Edwards and Glenn Ronan

Farm adjustment embraces all of the changes that farm men and women make with their business and family. Changing family life stages interact with business decisions about property development, machinery changeover and asset sales. The farm is a business and a home where, in recent times, the plans and hopes of many Australian farm families have been devastated by seasons too wet or too dry, low farm produce prices, the collapse of industry marketing arrangements and high interest costs on borrowings. Recurring rural crises force the pace of adjustment for businesses and families, resulting in farm failure for some and creating opportunities for others.

This book addresses farm adjustment from its place in the national economic environment, through farm business analysis and the diagnosis of farmers' adjustment needs, coming to grips with real options for action that will improve the chances of success for individual farm businesses to the process of counselling and mediation for positive outcomes, whether they be on or off the farm.

The contributors to this book are people with a range of first-hand experience in helping farm families in financial difficulty. The book draws together material presented at national forums in farm management, farm financial and rural counselling and agricultural outlook in recent years.

This is a book for farm service people and farmers. For accountants, bankers, consul-

tants and educators it provides practical information on a complex area that is rich in conflict. The importance of resolving conflict and helping farm families to find new directions out of rural crisis is emphasised. Irrespective of personal and business position, the book is equally for farm families interested to move on from past set-backs, deal with present realities and choose new routes to the future. The book takes on the challenge of promoting a positive approach in an area where it is easy to fix on negatives. By focussing on helping the people who will determine the future of family farming in Australia - the farmers - the book makes the vital connection between farm perspectives on adjustment needs and farm sector and national perspectives on the need for adjustment.

Rather than look for other 'words' on this book - we have taken the summary off the back page. Could not do it better if we tried.

At \$20 it is worth getting and reading!

LIBRARY NEWS

All three copies of our Dairyshed Waste Management videos are out 'on loan', as are a number of books on dairy farming issues.

We hope you continue to use the 'Library' resource.

From the Dairy... To the Table



CREAM CHEESE and SPINACH TARTS

Pastry: 1 1/4 cups (155g) plain flour, 1/4 teaspoon salt, 90 g butter, diced, 2 tablespoons iced water, fresh watercress, to garnish, cherry tomatoes, to garnish

Filling: 40 g BUTTER, 3 table-
spoons chopped spring onions, 1 1/2
cups spinach, cooked and drained, or
250 g frozen spinach, dash nutmeg,
freshly ground black pepper, 250 g
cream CHEESE, at room tempera-
ture, 4 eggs, separated, 1/2 cup (125
ml) CREAM

1 **To Prepare Pastry:** Put flour into a bowl with salt. Using your fingertips, rub butter into flour until mixture resembles coarse breadcrumbs. Add water and knead lightly. Form dough into a ball, dust with flour, wrap in greaseproof paper and chill for 1 hour.

2 Roll dough out thinly and line six small flan dishes. Prick the base of the shells and chill for 1 hour while preparing the filling.

3 Preheat oven to 200degreesC or (400degreesF).

4 **To Prepare filling:** Melt BUTTER in a pan over medium heat and add spring onions. When soft, add spinach, nutmeg and pepper. Cook for 5 minutes.

5 Place in a bowl and beat in cream CHEESE. Add egg yolks one at a time to spinach. Add CREAM.

6 In another bowl, beat egg whites until stiff and fold them into the spinach mixture.

7 Cover base of each flan with greaseproof paper and dried beans or rice and bake them blind for 15 minutes. Remove beans and paper and allow pastry shells to cool.

8 Fill with spinach mixture, dot with BUTTER and bake at 180degreesC (350degreesF) for 15 to 20 minutes. Cool before serving. Garnish with watercress and cherry tomatoes.

Serves 6

PECAN and BLUE CHEESE FILLET

2 cups (500ml) red wine

1/4 cup whole peppercorns

1 1/2 kg eye fillet or scotch fillet

205 g blue vein CHEESE, crumbled

1/4 cup (30 g) pecan nuts, roughly chopped

1 Combine wine and peppercorns and marinate meat for 2 hours.

2 Preheat oven to 200degreesC (400 degreesF).

3 Remove meat and open out fillet lengthways. Sprinkle CHEESE and pecans along the centre, then close up fillet.

4 Wrap fillet in foil or secure with string. Place on a trivet in a baking dish. Bake for 40 to 50 minutes or longer if you prefer it well done.

Serves 6 to 8.

TROPICAL MOUSSE

440g Tropical blend fruit salad, 3/4 cup sweetened condensed milk, 1/4 cup lemon juice, 1/2 cup slivered almonds, toasted, 2 eggs, separated, 3 teaspoons gelatine, 2 tablespoons hot water, 1/2 cup thickened CREAM, whipped

Combine undrained Tropical Blend fruit salad with sweetened condensed milk, lemon juice, almonds and egg yolks. Dissolve gelatine in hot water, stir into fruit mixture. Fold in whipped CREAM. Beat egg whites until soft peaks form. Fold half into fruit mixture until combined, fold in remaining half. Pour into 1 litre rinsed fancy mould. Refrigerate until set, turn out.

Decorate as desired.

**SOUTH AUSTRALIAN
DAIRYFARMERS' ASSOCIATION
INCORPORATED**

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PRESIDENT'S COMMUNIQUE

At every dairy farmer meeting lately it is evident that many are feeling the 'pinch' through no fault of their own. I can only imagine the soul-searching around the kitchen table; wondering what can be done.

Many of our farmers are perched precariously as SA manufacturing milk prices slip so far behind the other States.

My fear is that prices are being talked down to the lowest common denominator. At a time when prices are buoyant in the marketplace, we farmers cannot help asking 'What is going on?'

As a matter of urgency we (SADA) need to discuss our respective positions with manufacturers, because we can't keep losing dairy farmer members and still have a profitable industry.

There is documented evidence to back up our argument that things are not well. In an ABARE Report on Farm Management & Technology in the Dairy Industry (prepared for DRDC) SA dairy

(Continued on page 2)

MINIMUM STANDARDS

The introduction of 'minimum standards' of butterfat and protein by Dairy Vale and National Dairies as of 1 January 1996 has drawn adverse comment from dairy farmers.

SADA, through Central Council has voiced its concern in the strongest possible terms, in a letter to both Companies.

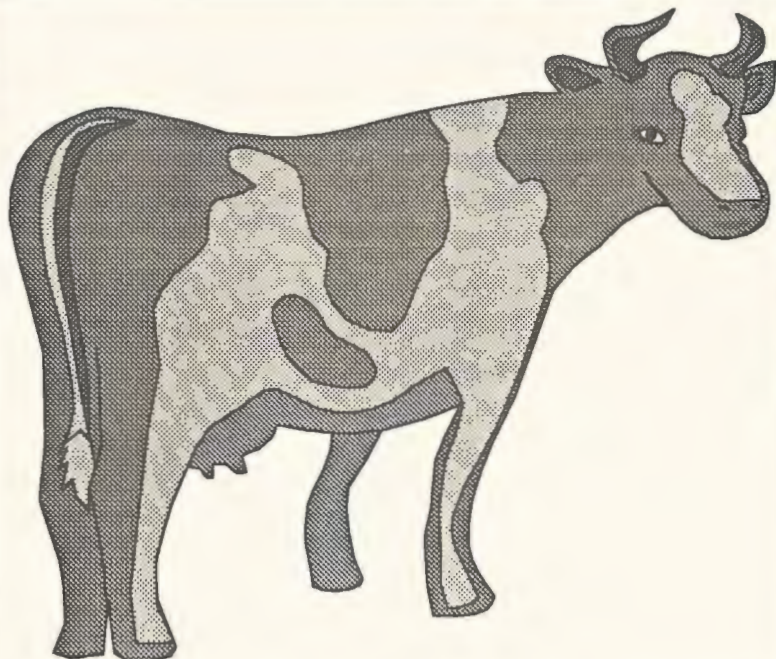
This response has been brought about by an overwhelming number of telephone calls, personal contacts and letters to both Councillors and the SADA office. Members across SA are expressing their very real concern at the change of direction without warning.

Three major issues have been raised in the letter. These are the lack of consultation, overlooking other possible alternatives to achieve the same end result and the current inbuilt 'penalty' that exists in the milk price structure.

The letter to the companies stressed that SADA recognises their right to make commercial decisions without prejudice. However, it also stressed that consultation is an integral part of the Industry protocol.

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PRESIDENT'S COMMUNIQUE

(Continued from page 1)

farmers show a negative \$16,500 farm business profit for 1994/95. The Australian average was negative \$4300. Anyone would be hard pressed to convince me that SA is travelling well.

Since the announcement of opening prices I've prepared some calculations comparing Dairy Vale, National Dairies (SA), National Dairies (NSW), Kraft (SA), Kraft (Vic) and Murray Goulburn (Vic) as a typical Victorian co-operative. If anyone has comments on the prices they can direct them to me.

The method I used was to extract monthly intake figures from SAMMEC to give me an accurate milk flow for SA. I was also able to calculate protein and butterfat monthly from actual solids produced, not something that didn't relate to anything.

To all this I applied the weightings for butterfat, protein, volume charges, incentives etc, for several Australian companies. The results follow:

Company	Cents/l	Butterfat Equiv.	Protein Equiv.
Murray Goulburn	22.93	\$5.62	\$6.95
Kraft Vic.	23.06	\$5.65	\$6.99
Kraft Mt. Gambier	21.60	\$5.29	\$6.55
Dairy Vale	19.81	\$4.85	\$6.01
National Dairies SA	21.37	\$5.24	\$6.48
National Dairies NSW	25.27	\$6.19	\$7.66

These are the results of what would happen to an average SA supplier producing 570,694 litres with a 4.1001% butterfat test and a 3.2331% protein supplying any one of the

companies listed; for manufacturing milk only.

I have already spoken to Kraft about the differential between Mt. Gambier and Victoria's price. I will be having further discussions on the November 8 in Adelaide. We should be receiving the same price NSW is, and then farmers would be able to do the upgrades which are so necessary on their farm to be able to uphold the image of a vibrant industry. I am noticing that farms are becoming run down simply because there is not enough cash flow to do what has to be done. This is not good for the industry and if we don't address the problem the future is very bleak indeed.

Many dairy farmers must feel let down by Dairy Vale as they have supported the restructure in good faith on the grounds that they would receive a competitive price. Farmers and SADA have been very patient allowing Dairy Vale some breathing space.

You can see from the Dairy Vale opening price that those farmers are going to do it incredibly hard. The fact is they cannot

continue to produce milk at that price.

National Dairies on the other hand are paying a considerably lesser price in SA than NSW for manufacturing milk. This is

happening with Kraft SA and Vic comparisons as well.

Shareholders appear to be taking a far greater precedence over suppliers, when without suppliers there won't be any share holders.

In the meantime I appeal to you farmers not to be backward in coming forward. Don't hesitate to call Chris or myself to talk about your thoughts, and also don't be backward in putting pen to paper for our Journal with a letter to the editor.

Chris and I are going to need all the information and the support that we can get before we go to talk to companies. You just may have something that we haven't thought of which could be very useful, so please don't hesitate to talk to us.

Manufacturers must understand that nothing could be further from the truth of their perception that farmers are doing very nicely. At present I have the suspicion that manufacturers are paying us what they think we need to sustain a profitable enterprise rather than what is actually possible to pay us.

Ray Heinrich
General President.

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FARM SAFETY

"Crushed by tractor, but Scott survives" was the page 3 headline (Advertiser Tuesday 10 October). The story was about a 13 year old teenager from Jervois who had broken his pelvis in a tractor accident. Scott was driving a neighbour's tractor loaded with hay - earning some casual pocket-money.

The 'Weekly Times' (October 11) feature on health and safety reported "Farming deaths the highest..'. Fatalities in the agricultural division in Victoria (SA figures would be similar) account for 28 per cent of workplace fatalities with construction (21 per cent) and manufacturing (16 per cent) industries well behind.

Tractors are responsible for more farm injuries and deaths than any other piece of agricultural machinery - 9 out of 10 deaths (Victorian stats). About one quarter of these involve children!

Not only farming, but, living on a farm is being recognised as dangerous to all concerned.

There are many organisations, groups and individuals who are in the business of reducing the hazards of farming. These include:

- Farm Safe Australia
- local Farm Safety Action groups
- Australia Agricultural Health Unit
- Workcover
- Occupation Health & Safety specialists

A broad range of information and education facilities are available to the farmer and the rural community. It is a question of time, effort and 'attitude' to do something about farm safety.

At the same time WorkCover (SA) is funding research grants for 'hot-spots' in the OH&S of specific industries or groups. SADA has applied for one of these grants.

The aim is to have not only a national dairy *Managing Farm Safety Kit*, but a dairy farmer OH&S *Audit Check List* developed through SADA, hopefully as part of the national effort.

The Audit Check List is designed to be a single, effective tool to manage and prevent OH&S risks on the dairy farm. It is to be developed with farmer as well as OH&S technical input. It will enable dairy farmers to identify hazards on their properties and set priorities of work/resources to eliminate or reduce those hazards.

The SADA library has a wealth of information (books; videos; articles on safety) which are available to members. Farmers are urged to use these resources to get a better understanding of the health and safety issues related to dairying. If farmers ignore this advice there is always the fact of government legislation with some fairly tough penalties attached to force them to see reason. Governments will act if individuals do not!

Farmers and farmer families ignore having a safe work and home environment at their own peril. To tackle occupational health and safety matters is to take out a substantial insurance policy on your life, the lives of your family and friends and the rural life style. It is worth the effort.

The SADA Conference is to be held on Wednesday 6 March 1996 at Mt. Compass Sports & Social Club.

Theme for the Conference is

"SUCCESS - A CLASS ACT."

Ms Fabian Dattner, one of Australia's most colourful entrepreneurs is the key note speaker.

FARM MANAGEMENT & TECHNOLOGY IN THE AUSTRALIAN DAIRY INDUSTRY 1993-94: ABARE report for DRDC.

A comprehensive statistical survey of dairy farmers and dairy farming in Australia by State (region for VIC & NSW). It covers every aspect from feeding regimes to herd breeding, milk shed equipment, use of computers.

The financial performance of dairy farmers in Australia is an interesting and valid comparison. If you would like any data from this book contact the Office.

RURAL SAFETY

- Machinery, Stock and General Hazards (A Brown & B Lawler)
- Chemicals and Dangerous Substances (A Brown, B Lawler, D Smith)

Two comprehensive, easy to read books obtained to assist the Farm Safe Committee as well as members understand SAFETY.

All dairy farmers can increase their knowledge on this subject by reading these two books.

DAIRY SHED DESIGN

The Victorian Education Foundation (DEET) - Written by Tom Macdonald. 1993

The purpose of the book is to help farmers make decisions about:

- i) designing and building sheds and facilities or,
- ii) remodelling their existing dairy sheds.

Well illustrated, comprehensive manual, which provides useful reference to all dairy farmers on shed design (currently being read by CEO!)

PERSONNEL MANAGEMENT

HOW TO EMPLOY A FARMHAND - A TEN MINUTE GUIDE (PART 2)

In the last Journal (August 1995) the legal aspects (awards, OH&S, job & person specifications and advertising) were considered. This article will outline:

- the Interview
- Training
- Orientation
- Good People Management

THE INTERVIEW

A list of duties required for the job and the questions you are going to ask each person can make the 'interview' much easier.

Different question techniques can be used. For example a closed question will get you a 'Yes' or 'No' answer. eg "Have you milked cows before?" On the other hand an open question will get far more information eg 'Can you tell me about your milking experience?' Ask questions which seeks the applicants' opinion, this gives you an idea of the person's knowledge and motivation.

Try to make the interview as relaxed and informal as possible. This helps both parties.

At the end of your questions give the applicant a chance to ask questions of you. Remember, the other person wants to know what its like to work for you as well.

Make sure you give the applicant full information on pay rates, hours of work, conditions etc during the interview. Some notes on the subjects can save any misunderstanding later.

It may be appropriate to get the applicants to demonstrate their skills ie the milking operation, welding etc.

References are always a useful guide to an applicant's employment history. A simple telephone call will normally do. Again, ask

specific questions of the referee.

ORIENTATION & TRAINING (THE FIRST DAY)

Between 20 to 30 per cent of all manual workers and 10 per cent of other job starters leave their jobs within four weeks. Although some turnover is inevitable a good orientation and training programme can reduce those figures considerably.

Remember - '*training doesn't cost - it pays...*'

ORIENTATION

A good orientation programme makes the employee's first days in unfamiliar surroundings that much easier. As an employer you are ultimately responsible for your employee. So take the time to:

- show the 'new' person around
- explain the operation and their specific part in it
- explain the safety rules
- describe the supervision that they will get (who will do it, how)

Make sure that what you are explaining is correct, however, rather than '*...she's right mate...*'

TRAINING

More formal training takes some time on the employer's (trainers) part to organise. There is more to training than '*...go and watch so-and-so...*' if you want to achieve the best out of your employee.

Actual training on the farm is done by verbal instruction more often than not. Verbal instructions should be clear and followed by a demonstration. The 'trainee' should be allowed to ask questions then demonstrate their newly acquired skills. You can correct any minor errors then confirm that the trainee has acquired the skills.

Explain - Demonstrate - Practice.

A new employee will not pick up everything in the first week. Have a

basic programme prepared and work through it in 'chunks'. Go back over skills (that you have taught/your employee has learned) to reinforce the important aspects. Revise the skills, supervise, correct.

GOOD PEOPLE MANAGEMENT

You will expect your employee to take their new responsibilities seriously, show concern for the dairy operation and represent you (and the Industry) well within the community. In turn your employee will hope that you value their opinion, will provide positive feedback for a job well done and meet your agreed conditions of employment. Remember, if an employee makes a mistake (we all do! Ed) it is more likely to be the lack of proper training or supervision rather than anything else. Finally, resolve any conflict quickly and reasonably. Do not let a small issue become something out of control.

The information for this article has come from:

The Business Centre - BIZ-FACT Information Sheets

Personnel Management - AGPS

Producing Quality Milk: The People Factor - Dr Paul Johnson

These and other guides are available at the SADA Office.

DATES TO REMEMBER

Wednesday 13 December 1995
10.00 am Central Council
(SADA) Office

Wednesday 6 March 1996
SADA Annual Conference
Mt. Compass

Tuesday 4 June 1996
DIAA/SADA Annual Conference
Convention Centre

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READD CORNER

Effluent Extension Programme by Hans van Dyk

In my last newsletter I mentioned that we had applied to the Department of Environment and Natural Resources for funding to coordinate the Mount Lofty Ranges Effluent Management Extension Program. I can now report that we have been successful and we are now embarking on a full scale extension program for the Mount Lofty Ranges to ensure farmers receive as much assistance possible.

Our first step was to assess the current need for technical advice. We have nearly completed the data base due to a lot of hard work put in by Michelle Drechsler (a work experience student from Dookie College, Vic), John Threlfall and the key farmers in each of the catchments with up to 100% response to the questionnaire in some catchments.

The current status of demonstration farms was assessed by Mr Roger Rigley (Environmental Engineer, Dookie College, Vic) in October and proposals have been put to the farmers involved in the program to

ensure that these systems are completed by the end of the year.

READD has arranged a contract with the Victorian Dairy Industry Authority for the services of Mr Geoff Ruddle for a total of 6 weeks to assist South Australian dairy farmers. Geoff's currently helping Victorian dairy farmers as they address the same regulations for effluent management on their farms. He will be available to assist individuals and catchment groups as required but all arrangements for on farm or group discussions will need to be coordinated through the key farmers representing your catchment. If you are not sure who your representatives are contact John Threlfall at the Flaxley Research Centre.

Geoff's first visit to South Australia will be from 4 December 1995 to 15 December 1995 when he will spend one day with each of the catchment groups to identify the individual and groups needs. A further 2 fortnightly blocks of Geoff's time will be available in early February 1996 and mid March 1996.

There will be no cost associated

with this service to the dairy fanners so I urge you to take advantage of this opportunity to get support and ensure that you are fully informed about your options before the compliance date for implementation of 30 June 1996.

Lower Murray farmers have been given the opportunity to get similar support by attending workshops funded through the National Landcare program which are conducted by Mr Steve Scown. You can contact Steve or myself for further information.

The South East READD committee in consultation with the READD Executive has been conducting discussions with the board of WestVic Dairy to establish a Focus farm in the South East. It is intended that this farm will link up with the 6 Focus farms established throughout the Western Districts of Victoria by WestVic Dairy. The group has advertised for a consultant to oversee the program and will also be looking for technical support. I congratulate the committee for its initiative and look forward to the positive results I expect to flow on to farmers from this project.

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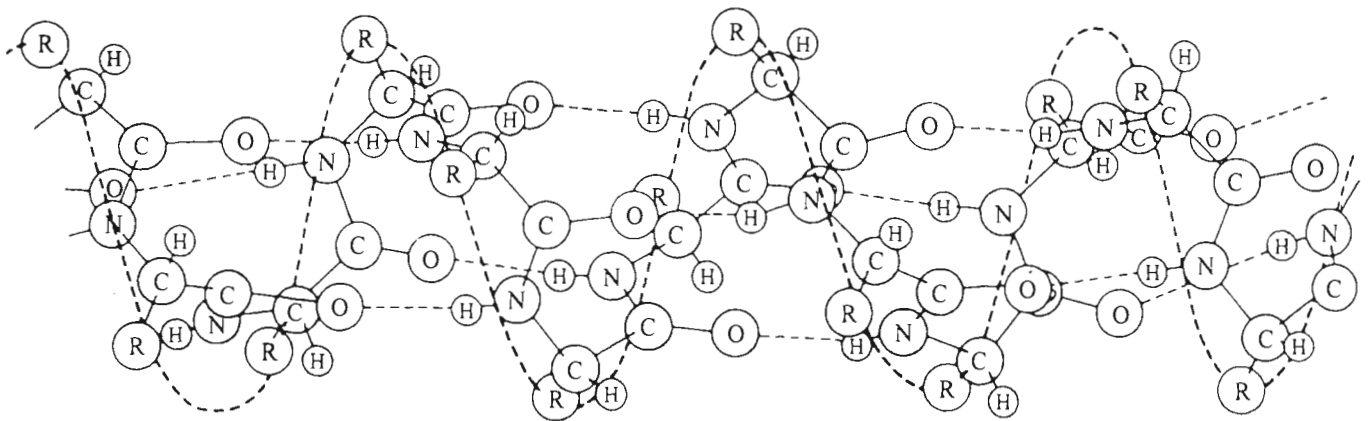
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INTERNATIONAL**US ESCALATES DAIRY
SUBSIDIES TO ASIA**

The Australian Dairy Farmers' Federation spoke out strongly against the US Department of Agriculture's latest rise in subsidies on dairy products to Asia.

At a time when world prices for dairy products is strong and supply tight the subsidising only benefits the traders - US farmers only receive domestic prices for their milk.

At the same time subsidies by the US target the Australian industry through taking sales of Australian products in Asia.

Chairman of the Australian Dairy Industry Council, Mr Pat Rowley warned 'If the US industry want to be competitive in export markets on a commercial basis it had better get serious about putting its own house in order first. And it had better stop doing its best to damage export markets with subsidies'.

GROWTH OF 3.4 PER CENT IN NZ

The NZ dairy industry is 'currently in good shape' with an anticipated growth of 3.4 per cent in production according to Sir Dryden Spring, Chairman of the NZ Dairy Board.

The growth is seen from expanded production on existing farms and from big conversions. The average herd size in Southland (South Island) was now 300 cows.

RE - LOCATION OPPORTUNITIES

Just a thought for a couple of people looking for re-location!

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NATIONAL**INDUSTRY INVESTMENT**

ADIC 'Milk Matters' reports that Australian dairy companies continue to invest in new plant and equipment to keep up with increased milk flow, technology and achieve productivity.

Kraft Foods (Leitchville) VIC \$25m - increased milk storage, automated cheese making plant and increased cool storage capacity.

Bega Coop \$15m - Niro spray dryer, cheese storage warehouse.

Murray Goulburn Coop \$50m (over last 12 months) including a new (\$20m) global distribution centre at Port Melbourne, which is expected to ship more than 10,000 containers annually.

United Milk Tasmania \$2.5m Deveoport and \$3.2m at Wynyard.

Bonlac Foods reported to be on the verge of a \$150m commitment to a 'greenfields' site in West Gippsland.

Queensco - Unity Dairyfoods \$13m

upgrade at Toowoomba.

Malanda Dairyfoods Ltd. \$10m for stage project to increase milk and cream storage.

NSW PAYMENT SCHEME

NSW Dairyfarmers Association has thrown its support behind a new milk payment scheme to double the incentive and penalty payments for somatic cell count.

The new incentive bands will be one cent/litre for cell counts below 200,000 and 0.5 cents/litre for counts between 200,000 and 300,000. Penalty bands in 1996 will be 4 cents/litre for bulk milk cell counts above 600,000 and 2 cents/litre for between 500,000 and 600,000.

Compare the NSW figures with SA's (July 1995 Journal).

ABARE FORECASTS

ABARE September Quarter Forecasts by Trish Gleeson and Ali Abdullar note that:

- Australian prices for manufacturing milk are forecast to rise by 17 per cent in 1995-96, driven by world demand.
- The value of Australian dairy exports in 1995-96 is forecast to increase by 27 per cent.

LOCAL**FARMSAFE COMMITTEE**

Thanks to Lyn Hannaford and Dennis Koch for joining the SADA Farm Safe Committee. At the same time as National Dairy OH&S strategy is being developed, WORKCOVER is offering grants for OH&S projects in SA. SADA is applying for a grant through WORKCOVER to develop a 'safety audit checklist' as part of the national strategy.

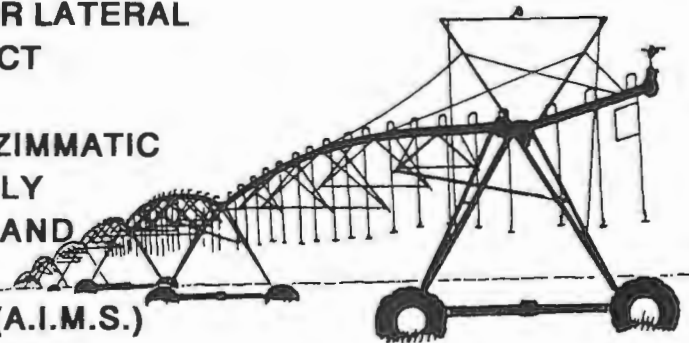


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CERTIFICATE IN FARM PRACTICE - DAIRYING GROUP VII UPDATE

The seventh group to enroll in the **CERTIFICATE IN FARM PRACTICE - DAIRYING** commenced in August with 39 new trainees from various regions including Meningie, Murray Bridge, the Barossa Valley, Central Adelaide Hills and the Fleurieu Peninsula.

A new Management Committee has been established to ensure the course meets industry needs for future dairy farmers. It includes Trainer Farmers, David Amber (Chairman), Jill Williams (Deputy Chairman), Dave Clarke, Phil Clarke, Grant Parsons and Ric Varcoe. Trainees on the committee include Neil Carr, Di Smith, Jason Shean and Sharon McKinley. In addition, Rob Mulhem is there as the SADA representative and past Chairman; Jarrad Galpin as a Past Trainee; Greg Gilbert is representing Dairy Vale and Chris Thomas National Dairies; PISA representative is Brian Bartsch with ICTC represented by George Loizi and TAFE by Bob Holman and Tony Sutherland.

The major aim of the committee is to ensure as many of the trainees as possible can successfully complete the course while maintaining the standard the industry deems necessary.

As a result of industry support, with a special mention for all Di Heinrich's hard work, a group of 11 - 13 trainees has been organised in the South East to commence in the Certificate in Farm Practice - Dairying course in November.

I would like to wish all 50+ trainees all the best over the next two years of training and take this opportunity to thank the industry for its continuing support, especially the course major sponsors Dairy Vale and National Dairies.

If anyone would like to know more about the course please do not hesitate to contact any of the management committee or Tony Sutherland on 08 391 7140 (w) or 08 381 9973 (h); Bob Holman on 08 391 7140 (w) or 08 278 2614(h); or Janet Renk on 085 521 344.

CODE OF PRACTICE FOR RAW OR UNPASTEURISED MILK

A Code of Practice for Raw or Unpasteurised Milk was introduced on 1st July 1995.

If you sell unpasteurised milk to the public please contact the Authority for a copy of the Code and note the conditions on your licence application.

From 1 July 1995 producers who sell unpasteurised milk and cream direct to the public will need to comply with the requirements of the Code, including the need to submit milk samples monthly for quality testing in accordance with the Code.

From 1 January 1996 all unpasteurised milk and cream sold off farm via vendors or retail outlets will need to be sold in sealed packages. Farmers can sell milk and cream from the farm gate provided they comply with the Code of Practice, which includes substantial testing requirements.

COUNTRY CARING

Every year since 1987 Barry Barrett runs a project known as Country Caring to coincide with the Royal Adelaide Show. This provides some 2000 food parcels from 'country people' for distribution through the Salvation Army, St Vincent de Paul, Central Methodist Mission and the Anglican Church.

SADA's role is to do the 'book keeping' (Jenny) and coordinate dairy product from the companies (Chris). Happy to say that it all went well again this year. Next year I hope to get some of our members more involved. Perhaps there is some other produce that can be put into the parcels.

Thanks to Dairy Vale (Ian) and National Dairies (Trevor) for their help and to Barry Barrett for his effort in coordinating all the donations.

AUTHORITY LICENCE FEES

At its meeting on 26 October 1995 the Authority has decided to further reduce licence fees to industry.

Due to continuing high production levels and reduced operating costs by the Authority both dairy farmer and processor licence fees will be further reduced from 0.045 cents/litre to 0.04 cents/litre from 1 November 1995.

The Authority has maintained a very low cost organisation in comparison with other States and has priority programs in the areas of regulating the farm gate price, licensing, quality assurance, regulating unpasteurised milk and advising the Minister on such issues as equalisation.

Licence fees were last reduced from 0.06 cents/litre to 0.045 cents/litre on 1 July 1995.

The Authority will proceed to gazette the new licence fees.

FARMGATE INCREASE SOUGHT

SADA has applied to Dairy Authority of South Australia for an adjustment to the gazetted price for market milk. The last increase was in May 1995 taking the farmgate price from 46.40 to 49.08 cents/litre.

The increase sought in October 1995 is 0.19 cents/litre based on the September quarter CPI of 1.2 percent. This is in line with the Victorian increase of 0.13 cents/litre.

It is anticipated that the results of the application will be known shortly. Increases to farmgate price can be sought twice yearly - in April and October.

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MoreMilk Dairy Heifer Contract Grazing is a family farming operation which takes over the management of dairy heifers from the age of four months to the point of calving.

Heifers are grazed on the property, Woondooma, 40km north of Millicent in the south east of South Australia. In a 28" rainfall area, the 1,500 hectare mixed farming property has pastures of strawbeny clover, rye grass, demeterfescue and sub clovers. It carries a breeding herd of 400 beef cows. Feed crops are barley, broad beans, feed rape and turnips.

SEND YOUR HEIFERS TO MOREMILK DAIRY HEIFER CONTRACT GRAZING FOR...

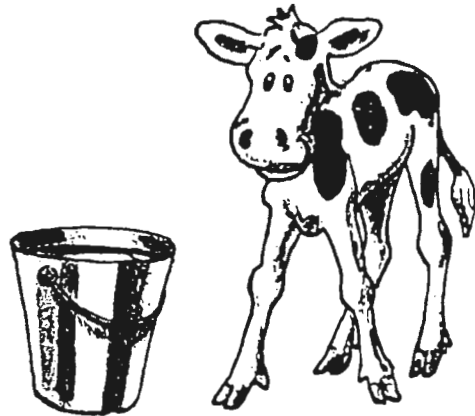
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FOR ENQUIRIES PLEASE CONTACT
Mark Altschwager on (087) 34 3057
Tim Altschwager on (087) 35 7258
David Altschwager
Woondooma, PMB 44, Millicent SA 5280
Phone: (087) 34 3052 • Facsimile: (087) 34 3103

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DAIRY CARE PROGRAM TO ASSURE MILK QUALITY

Processing companies, farmers and the Dairy Research and Development Corporation (DRDC) are joining forces to develop a voluntary on-farm quality assurance program to enhance Australia's reputation for producing quality dairy products.

A workshop was held in Melbourne on 13-14 September 1995 to discuss the development of an on-farm quality management system for the dairy industry known as Dairy Care.

Workshop participants included representatives from Bonlac Foods, Murray Goulburn, Dairy Vale Foods, the Australian Dairy Farmers Federation, state agriculture departments, dairy industry authorities, the DRDC and other industry groups.

Funded by the Federal Government's Food Quality Program, the DRDC and dairy companies, the Dairy Care project involves developing documented guidelines and procedures for producing milk of consistent quality.

The Dairy Care guidelines and procedures will then be tested with a number of dairy farmers supplying

milk to the three processors participating in the project.

Domestic and overseas consumers were increasingly demanding high quality food.

The Australian dairy industry has established a strong reputation for quality and this reputation must be protected and, where possible, enhanced.

The quality of raw milk has a major influence on the quality of the finished product.

An on-farm milk quality assurance program, such as the one being developed under the Dairy Care project, recognises that milk quality starts on the farm.

The Melbourne workshop was designed to give dairy industry representatives an overview of the Clip Care and Cattlecare on-farm quality assurance programs already running in Australia and the on-farm milk programs in New Zealand dairy industry.

New Zealand dairy farmer Bruce Woods, who is one of 840 farmers taking part in a voluntary on-farm quality assurance program for Bay Milk products, said involvement in

the program has improved his farm's efficiency and profitability.

He said overseas buyers for dairy products were also starting to set out product specifications and contracts demanding that goods were produced from milk sourced from farms with audible quality assurance programs.

Developing a Dairy Care program, the Australian dairy industry could build on the experience of other industries which had adopted on-farm quality assurance programs.

The key to developing a successful on-farm quality management system is for each industry to develop their own system and to work closely with farmers to ensure that program has a strong farmer focus.

Participants at the workshop also felt that it was important that it was voluntary for farmers to take part in any on-farm quality management program.

A successful on-farm milk quality assurance program, such as the one being developed for Dairy Care, can bring enormous benefits to the Australian dairy industry.

Dr. John Craven
Program Manager



Rob Mulhern - President Southern Fleurieu Branch addresses 'Farm Walk' Meeting at Rapers' Farm, Myponga.

“Others have tried, but they just can’t get it right. Only Calf Weanaid gives calves the Colostrum Advantage!”

– CHRIS LAWLOR, Managing Director, International Animal Health Products

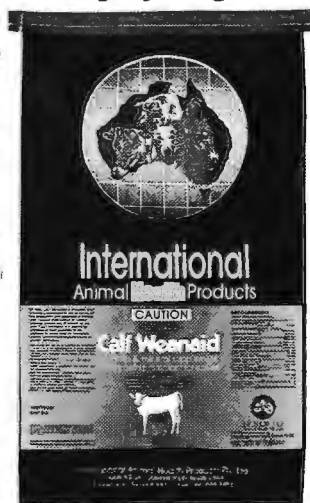


COMPARISON OF VITAMIN AND TRACE-MINERAL LEVELS IN COLOSTRUM, WHOLE MILK AND CALF WEANAID.			
NUTRIENT	Colostrum per Kg (4 litres)	Milk per Kg (8 litres)	Calf Weanaid per 20g dose
Magnesium	400 mg	100 mg	800 mg
Iron	2 mg	0.1-0.7 mg	60 mg
Copper	0.6 mg	0.1 mg	10 mg
Cobalt	5 ug	0.5 ug	1200 ug
Manganese	0.2 mg	0.03 mg	30 mg
Vitamin A	5,000 I.U.	933 I.U.	10,000 I.U.
Vitamin D	40 I.U.	20 I.U.	2,000 I.U.
Vitamin E	3.6 mg	0.7 mg	40 mg
Thiamine	1 mg	0.4 mg	5 mg
Riboflavin	4.5 mg	1.5 mg	6 mg
Cyanocobalamin	10-50 ug	5 ug	20 ug
Choline	370-690 mg	130 mg	25 mg

mg = milligrams ug = micrograms I.U. = International Units

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PROGENY TESTING VITAL

Herd Recording and Progeny Testing should be part of every dairyfarmer's herd improvement program, according to Genetics Australia's Chief Executive Bernie Harford.

"Farmers who fail to herd record miss out on valuable information for both short-term management and long-term herd improvement decisions," he said.

However, Mr. Harford suggested that farmers who were already herd recording but not progeny testing were also missing out on a tremendous opportunity.

"Once herd recording is paid for, the benefits of progeny testing are substantial.

"Progeny testing offers the very best of new generation genetics at rock-bottom prices.

"In addition to the low price for progeny test semen, the discount available on Genetics Australia proven semen means that the progeny test semen is effectively only a dollar or two a dose," stressed Mr. Harford.

Mr. Harford said that in the past four years, sire selection methods used by Genetics Australia had reduced the genetic variation in progeny test teams by half.

"This means farmers can look forward to more consistent performance for progeny test heifers than in the past.

"Of course there will still be some variation in cow performance due to bull performance but the overall calibre of progeny test teams has improved considerably, particularly the genetic difference between the top and bottom bulls."

Mr. Harford said that astute farmers had long recognised that the nature of genetics meant they could breed top heifers from progeny test bulls

that did not make proven bull status.

"Progeny testing is a vital part of Australia's herd improvement," stressed Mr. Harford.

"It allows us to prove bulls suited to Australian conditions and gives us control over the volume of semen available and therefore the price of proven bulls.

"The more farmers who progeny test, the more bulls we can prove and the more competitive our Australian artificial breeding industry will be."

As a Co-operative operating in the interests of farmers, Genetics Australia has a strong commitment to progeny testing.

"Our bulls stand in Australia and once proven for Australian conditions their semen is available at sensible prices.

"It doesn't matter if the bloodlines we test are from North America, Europe, New Zealand or anywhere else as long as they are the best available genetically and we have control over the semen of bulls when they are proven.

"Bulls managed under our control and standing in Australia are our only real guarantee of having the necessary control over semen supplies," said Mr. Harford.

Mr. Harford encouraged farmers to have a look at the Genetics Australia progeny test program.

*Source: Genetics Australia
Phone: (053) 67 3888*

NEW ANIMAL HEALTH BODY FORMED

Federal and State Government Ministers have agreed to improve the delivery of animal health services

Governments and key livestock industries have been working closely together to develop the Australian

Animal Health Council with the aim to ensure national health standards meet domestic and overseas market requirements and the needs of consumers.

The Federal Minister for Primary Industries and Energy, Senator Bob Collins, said the Council had been created from a concern to ensure that Australia can continue to meet overseas demands for information on our animal health status.

Senator Collins said the Council will alert industry and governments as to what national action is required on animal health, actively broker the sharing of resources by the Commonwealth, States and industry for priority health programs, and enjoy international status as a national animal health policy and advisory body.

The Council will be chaired by Dr Alan Donald, formerly a long-serving researcher and senior administrator with CSIRO. Dr Donald has extensive experience in animal health, agricultural, livestock, pastoral and scientific research and administration.

Key issues the Council will address include:

- the duplication and, at times, fragmentation of existing service delivery;
- resourcing animal health services which have commercial benefits;
- the need for greater industry involvement in animal health; and
- the need to meet increasingly complex consumer and market demands.

Funding for the Animal Health Council will be provided jointly by the Commonwealth, States and industry.

A benefit for those industries contributing to the Council's activities is that they will have increased involvement in its decision making.

*Media contact: Brian Johnstone
(06) 277 7520*

REPORT

1995 NEW ZEALAND STUDY TOUR REPORT SUMMARY

Successful graduates of the recently completed Certificate in Farm Practice (Dairying) Course had the opportunity of travelling to New Zealand and participating in a ten day study tour. The itinerary was organised by the New Zealand Agricultural Industry Training Organisation. The tour was packed with visits to farms, agricultural institutions and associated farming support industries.

Generous sponsorship by national Dairies and Dairy Vale covered the majority of the air fares and made the trip financially viable. Contributions were also made by Wesfarmers' Insurance.

The tour group stayed in cabins at the Hamilton Municipal Motor Camp and day trips in two small buses radiated from there. Members were rostered to record information presented by our hosts and make presentations of Australian wine as thanks to the presenters for their time and effort.

Places visited included the Dairy Research Corporation where its aim is to provide the necessary

technology to allow New Zealand dairy farmers to make substantial increases in production. The emphasis is on milk solids per hectare, mainly achieved through the application of nitrogen fertiliser to the pastures. A presentation by Paul Worsley of Nupulse supplied information on milking equipment, including Bodmin claw, plate coolers, cup liners, diaphragm pumps and washing equipment.

Several dairy farms were visited and the management techniques were explained and the operations examined. It was very evident that the successful New Zealand dairy farmer is highly motivated with a lot of enthusiasm for the future of the industry. Their management techniques used strategies to maximise profit per hectare and this was underpinned by low input costs in preference to obtaining maximum production from each animal. The farmers stressed the importance of educational programs which enabled members to adopt new technologies and promoted flexibility of thought. The need for good communication skills and forward planning, coupled with skills in pasture management or budgeting were also highlighted many times.

A day at the Livestock Improvement Centre included presentations by several speakers on subjects such as semen export and animal evaluation. The facility included a viewing area of the semen collection and processing section. New Zealand dairy farms can utilise fresh semen and new developments include encapsulated semen diluted in an egg based substance.

One day was set aside to enjoy the various tourist sites and activities at Rotorua. The Luge proved popular along with observation of hot mud springs and geysers.

The trip was highly successful, with a multitude of learning outcomes. The experience of travelling overseas had its own rewards. Living together as a group, sharing responsibilities and hardships were all part of the experience. I am confident that the people who participated in this study tour have culminated and summarised very successfully two years of training in dairy farming and it should provide an excellent springboard for further career development.

*Tour leader,
Bob Holman.*

**The Old Adelaide Gaol Garden Project
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volunteers who grow fresh fruit and vegetables for people in
need.**

**We are currently looking for a single unit milking machine in
good working order. If you are in a position to donate or sell
one at a reasonable price, please contact**

Phil Davies on 303 9494 (w) or 271 6888 (h).

21. 9. 95

Dear Mr. Luz-Raymond,

I must make a few comments prompted by your "Editor's Note" page 8 of the Journal.

It's a stunned silence you are experiencing. The simple facts are that the dairy farmer should be enjoying top returns considering the excellent season we have had to date, unfortunately the reverse is the case.

Farm costs have escalated dramatically this year.

- Last season hay \$50/ round bale usually \$30 / bale.
- Barley \$250 / Ton and, last year top price \$180. Not expected to change much next year!
- All other farm costs increasing. Rates up 10%.
- Electricity, Fuel, Insurances, all increased.

Milk production on this and I believe many farms has increased this year (Calendar), ours by at least 10%, our returns to date are exactly the same as last year with the higher costs, producing, to date, about a nett 25% drop in profit.

The problem of course lies in the pathetic retail market price for dairy products. The public pay \$3 a litre for beer and 1/3rd of this for a product that the community cannot do without. It is appreciated that white milk represents only a portion of our milk cheque, but it could be at least a start to correct these ridiculous inequities.

Corrections, I believe must start with the producer. There needs to be a National dairy farmer approach to the problem, otherwise the factories will source from Interstate. The factories have no incentive to lift their game to pay us more. In fact, if their costs increase, they immediately look at the producer, rather than increase their selling price. It's too hard.

The D.V. newsletter I believe illustrates the point. Trevor Connor acting M.D. himself a dairy farmer states that (if we can't maintain 3% Protein + 3.7% fat we will have to impose penalties / incentive etc.). It is often quite impossible to control those percentages.

There needs to be a massive ground swell of discontent from the whole Agricultural industry to effect any change. There is an enormous disparity between the returns from Primary and Secondary Industries mainly due to one having to sell into a world market on Mr. Keating's "level playing field" and the other charging what they like; or at least their increased costs get reflected in the selling price.

I probably have told you nothing you don't already know, but someone, sometime has to take a grip of this inequitable situation and start the change.

Yours sincerely

Arnold Leane

Dear Mr Leane

Your letter reflects the comments of many dairy farmers across the State. These comments have been heard by Central Council and are being acted on as we speak.

Ray Heinrich's 'President's Communique' in this Journal reflects the mood and the direction that SADA is taking on behalf of its members.

The fact that the Dairy Industry in the rest of Australia is strengthening yet SA dairy farmers are not able to take full advantage of the situation is cause for concern. The problem is not simple to correct as you so rightly point out.

One fact remains clear. SA as an Industry is strong and agile enough to do well in a competitive environment. Whether there is the courage to work together as an Industry is the question.

DEVELOPMENT OFFICER'S REPORT

Philip Down has been busy over the last couple of months. Not only has he welcomed 13 new members to the Association, but he has attended a number of meetings, seminars etc.

At the moment he and Jo are completing the new data-base of members, branches. This will allow the Office instant access to names and addresses for such things as the Journal. It will also mean that SADA has the most up-to date data on dairy farmers in the State. This is particularly important when arguing a case with the Companies, Government and the like.

The Development Officer will continue to call on dairy farmers as the major part of his job. If you have any comments or questions either the CEO or Philip will be only too willing to listen and find an answer where possible.

ENZOOTIC BOVINE LEUCOSIS

The control and eradication of EBL has been the focus of two meetings since September involving the Dairy Authority, Dairy Vale, Kraft, National Dairies, HISCOL, PISA, SADA, SA Farmers Federation and the Rural Veterinary Practitioners Branch.

All licensed milk producers in South Australia will shortly be receiving correspondence from PISA regarding the next phase of the control/eradication program.

There has been unanimous agreement by all industry representatives that now is the time to introduce an approved eradication program.

The degree of prevalence of the disease in South Australia is low and will never be easier to eradicate than it is now.

*Chris Luz-Raymond
Chief Executive*

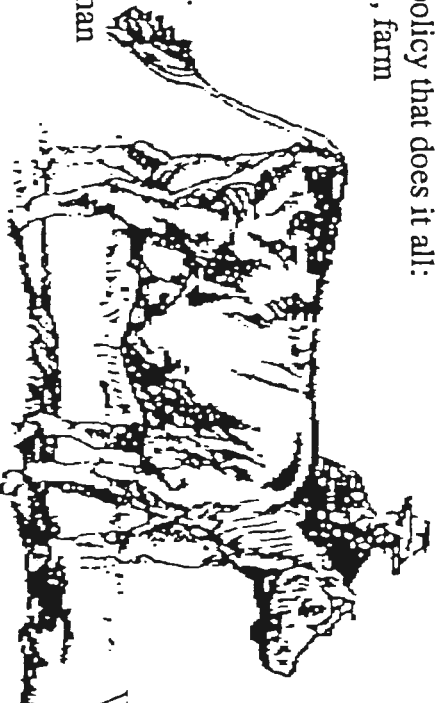
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From the Dairy

To the Table

APPLE DELICIOUS

30 g **BUTTER**
 1/3 cup (90 G) sugar
 3 tablespoons self-raising flour
 1/3 cup (80 ml) skim **MILK**
 1 cup (200 g) low fat creamed cottage **CHEESE**
 2 to 3 apples, stewed
 1/3 cup (60 g) currants
 rind 1 lemon, grated
 2 eggs separated

1. Preheat oven to 180 degrees C (350F).
2. In a bowl, cream **BUTTER** and sugar. Add flour, mixing well.
3. Stir in remaining ingredients except egg whites.
4. Whip egg whites until stiff. Fold through apple mixture.
5. Pour into an 18 cm round casserole dish. Bake for 45 minutes until set and golden brown on top.

Serves 5.

TROPICAL RICE SALAD

1/2 cup (90 g) long grain brown rice, cooked
 225 g canned pineapple pieces, drained
 1/2 cup (60 g) toasted pine nuts
 1/2 chicken, cooked and sliced
 1/2 cup (100 g) figs
 1 mango, pureed
 1 cup (200 g) natural **YOGHURT**

1. Combine all ingredients except mango and **YOGHURT**
2. Combine mango and yoghurt. Pour over salad and serve. This salad may also be served hot.

Serves 4

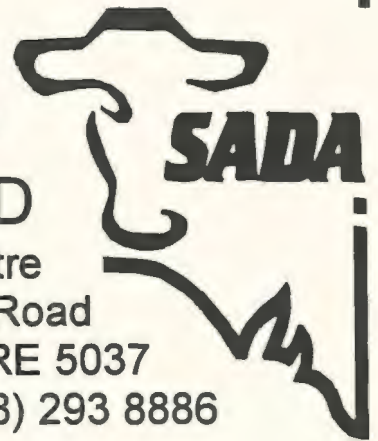
LAMB and NUT KORMA

1/3 cup (50 g) raw, unsalted cashew nuts
 3 dried chillies (hot peppers)
 2 teaspoons ground coriander
 1 teaspoon ground ginger
 1 teaspoon cumin
 1/2 teaspoon cinnamon
 pinch ground cardamon
 pinch ground cloves
 2 cloves garlic, crushed
 2/3 cup (160 ml) water
 2 onions, chopped
 60 g **BUTTER OR GHEE**
 2/3 cup (120 g) natural **YOGHURT**
 750 G lean lamb, diced
 grated rind 1/2 lemon
 2 teaspoons fresh lemon juice
 1/2 teaspoon turmeric

1. Grind nuts and chillies together. If using a food processor add a little water.
2. Mix together coriander, ginger, cumin, cinnamon, cardamon, cloves and garlic. Add nut mixture and water and blend to a smooth paste.
3. In a pan, saute onions in **BUTTER** over low heat until they are soft but not brown. Stir in the spice and nut paste and add **YOGHURT**. Fry over gentle heat until the oil separates.
4. Add lamb, toss well in the mixture and add lemon rind, lemon juice and turmeric. Bring to the boil, cover and simmer for 1 hour.

Serves 4

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Chief Executive

Chris Luz-Raymond
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Incorporated

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THE SOUTH AUSTRALIAN DAIRY FARMERS'

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PRESIDENT'S COMMUNIQUE

At last SADA is able to focus on the big issue which really matters to our members and attempt to ensure that your long term viability is kept in tact.

I thank all those people who have given us support and encouragement that we are on the right track.

So far we have been able to show that SA has some catching up to do with the Eastern States. It is interesting to note when looking at the latest ADC Dairy Compendium figures for manufacturing prices over the last 8 years, we have received less than Victoria and NSW for 6 of the eight years.

Therefore the fact that our farmers have been disadvantaged over the last few years is not something which has been imagined. The big question is what can be done to improve the situation.

One of the biggest problems we have is the substitution for white milk sales with UHT. People in the know have been noticing for some time how besieged we have become with UHT and it has mainly been done on price. SA's UHT retail price is by far the cheapest in the country.



John Threlfall (PISA) makes a point during a recent farm walk at the Rapers' Farm at Myponga held by the Southern Fleurieu Branch.

Fortunately others other than SA are recognising the danger UHT presents to the farmers and so the push is on to get the same price for UHT to farmers as what fresh white milk returns. There is quite large support for this to occur, so where there is a will there is a way. I will keep you posted.

The other problem which is causing us concern is the poor performance of domestic prices compared to export.

The manufacturers claim that the industrial sector is rising, but we are very aware of how the supermarkets are managing to manipulate our markets and playing one off against the other to force discounting, thereby putting pressure on farmer returns. World prices have been rising steadily for the last 18 months so it is imperative that we see this mirrored in our domestic returns.

I cannot stress strongly enough that farmer returns are taking a real beating and we need help, and so the responsibility is on marketers not to bend to the temptation of making a sale at a lower price just for the sake of doing so.

Once again neither Chris nor I, n or any of our councillors for that matter, mind discussing these issues with any one of you at any time. The more we talk about these matters the more chance we will have of

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PRESIDENT'S COMMUNIQUE

(Continued from page 1)

Hilmer:

The challenge is going to be for us to maintain the farmgate price for market milk. If we were to go down the path of deregulating the FGP, imagine what pressure that could put on farmer returns. I think that collectively we can put together enough arguments to mount a campaign against the Hilmer proposals, but it is going to take a lot of work by your State organisations and ADFF.

This work is already started and I think once again it highlights the importance of SADA to you as a member. As an individual there is little you can do, but being a member of SADA gives you a much stronger voice.

I hope we can use the NZ drinking milk market deregulation as a good example of what can happen if we follow that path. The bottom line is that deregulation caused very significant price increases to the consumer, with little or no change to farmer returns over a 3 year period, and very large increases in margins to the processors and retailers.

Therefore let us not fall into that trap and fight for all we are worth to retain what we have and for once learn from other people's bitter experiences.

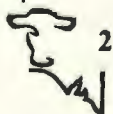
Christmas Cheer:

It is that time of year again when we reflect on what has been and what might have been. To all our members I, along with our staff and Central Councillors extend Christmas greetings and a happy new year, and look forward to seeing many of you in the new year..

Ray Heinrich

SADA 1996 CALENDAR

8 January -	Re-open Office
1 February -	Registration for SADA Conference posted
14 February	- Central Council
23 February	-Journal to printer
6 March -	SADA 1996 Conference - Mt Compass
7 March -	SADA Exec*
22 March -	Journal to printer
23-27 March	-ADFF/NZFF Convention (Tasmania)
1 April	- ADPF & ADIC Executive
10 April -	Central Council
26 April -	Journal to printer
13 May -	DIAA/SADA Conference Flyer
15 May -	SADA Exec*
24 May -	Journal to printer
4 June	- DIAA/SADA Conf - Convention Centre
5 June	- SADA AGM
21 June -	Journal to printer
15 July	- SADA Exec* & Dairy Classics
26 July	- Journal to printer
5-6 August -	ADFF Council
6 August -	ADPF & ADIC Executive
14 August -	Central Council
23 August -	Journal to printer
30 Aug- 7 Sept	- Royal Adelaide Show
11 September	- SADA Exec*
20 September	- Journal to printer
16 October -	Central Council
25 October -	Journal
13 November	- SADA Exec*
22 November	- Journal to printer
2-3 December	- ADFF Council
3 December	- ADPF & ADIC Executive
4 December	- ADIC AGM/Conference
11 December	- Central Council
13 December	- Journal to printer



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NATIONAL

NSW Milk Price Rise

NSW dairy farmers have received a 1.99c/litre (whole milk) and 5.26c/litre (modified milk) price rise in November. Although not meeting industry's full expectations, it will go some way towards cost recovery incurred over the last seventeen months.

Sydney milk prices will increase from \$1.10 to \$1.13 per carton of whole milk and from \$2.21, to \$2.24 for two litre plastic containers. Two litre 'house label' containers which account for 10% of whole milk will increase to \$2.12.

Negotiations are continuing around a mechanism built around the CPI movements for future price increases which will occur every six months. (NSW Dairy Digest Vol 24, No. 10)

ACF/QUD Merger

The NSW Dairy Farmers Association and Queensland Dairyfarmers' Organisation are urging their members to support the merger of NSW-based ACF and Queensland-based QUD Co-op.

An article in the NSW Dairy Digest (November 1995) states that the merger is the most tangible demonstration that the future prosperity of NSW and Queensland dairy farmers will be closely entwined. State borders playing less and less significance.

Is there a message in this to South Australia?

EBL Program in NSW

The NSW EBL Eradication program has reported pleasing progress to date. The Program is similar to that being run in both Queensland and now SA. The aim is to eradicate EBL by the year 2000.

INTERNATIONAL

Canadian News on Milk Consumption

Ontario Milk Producer (August 1995) has a number of articles on 'educating' consumers towards drinking (more) milk. For example the Dairy Farmers of Ontario (DFO) run a Dairy Education Program in schools which explains 'getting milk from the cow to the carton.'

At the same time Colleen Mellor writes that 'nature's' most nearly perfect food is taking a beating these days. She sees the dairy industry constantly having to persuade consumers that milk is safe and nutritious.

A new promotion is looking at educating 30-49 year olds about milk's benefits with the slogan 'Isn't It Time You Came Home To Milk'. Bill Dimmick says that getting every adult (Canadian) to drink just one glass of milk more per week would raise fluid milk consumption by two percent!

There may well be lessons for Australia in the way things are being done in Canada.

LOCAL

Membership Advantage

Steve Jones (Greigsons' Motors, Victor Harbor) is offering SADA members attractive fleet and other discounts on a range of new and used cars. These include Ford, Subaru and Suzuki vehicles.

Steve can be contacted on: (085) 521 933

Sharefarmers' Guideline

Some months ago the Dairy Sharefarming Guidelines Package was launched by SADA at a seminar

at Murray Bridge. Since then a steady stream of inquiries has seen the Package sent to a number of dairy farmers.

As a result of an article on the Package in the Nov/Dec 1995 Australian Dairyfarmer interest has been generated from as far as Victoria, NSW, Tasmania and Western Australia.

Great to see that a little 'local' work on behalf of the Sharefarming Committee is spreading so far!

Client Survey of AQIS

A recently completed survey of the Australian Quarantine Inspection Service noted that '...while other industries have a very strong perception of AQIS's technical competence and professionalism, dairy clients felt AQIS staff lacked specific industry knowledge and training. Areas indicated for future attention included an increased focus on a team approach to client service and continued emphasis on presenting the human face of AQIS...'

THE SADA CONFERENCE

IS TO BE HELD ON

WEDNESDAY 6 MARCH 1996

AT

MT. COMPASS SPORTS &
SOCIAL CLUB.A REGISTRATION FORM WILL
BE MAILED OUT WITH A
PROGRAM IN FEBRUARY.WE HOPE YOU ALL WILL
SUPPORT THIS ANNUAL EVENT.

FOOD LABELLING CHANGES

After lengthy discussions between the Federal Government, the NFF, Consumer Association and Food Council the following food labelling system has been agreed:

'PRODUCT OF AUSTRALIA' will be used where all ingredients and processing is undertaken in Australia.

'MADE IN AUSTRALIA' will be used where the essential character of the food must be Australian.

'PACKED IN AUSTRALIA FROM IMPORTED (name of food...)...' will be used where food has some Australian import even though the ingredients are all imported.

CHANGES TO FEDERAL GOVERNMENT R&D FUNDING

The Federal Government has decided to continue its support for R&D although at a reduced rate. DRDC chair Dr John Drinan reinforced the link between business success and investment in R&D saying that the rural sector is no exception in his presentation to the ADIC.

In terms of national R&D expenditure, as a percentage of Gross Domestic Product (GDP), Australia ranked with Iceland, Ireland and Italy - but, well before world leaders such as Sweden, Japan Germany, the US, UK and France.

The Federal Government's announcement that it would match industry contributions to the DRDC dollar-for-dollar up to 0.4 per cent of the gross value of production (GVP), and beyond that provide one dollar for every two contributed by industry, provided stability for the R&D in the dairy industry according to Dr Drinan.

The previous funding matched industry funds dollar-for-dollar up to 0.5 percent of GVP. Dr Drinan noted that every dollar contributed by farmers for R&D effectively buys four dollars worth of research under the new arrangements.

NOTHING CHANGES ...

Interesting reading the October Hoard's Dairyman (US). A lead story headline warns 'Say "No" to total deregulation' as farmers

SADA CORPORATE PLAN

The SADA Corporate Plan 95-96 is published in this Journal. It is a 'blue-print' for how SADA is going to go about its business for the next six months or so.

A number of the goals are well on the way to being achieved, others will take more than one year to achieve. Yet others will be on going as part of the Association's agenda. Each year the Plan will be re-evaluated and members will be asked for their input.

If you have any questions on the 95-96 Plan, I will be happy to answer them.



Chris Luz-Raymond Chief Executive SADA, about to be in 'deepshit' on Phil & Di Downs' farm at Meningie.

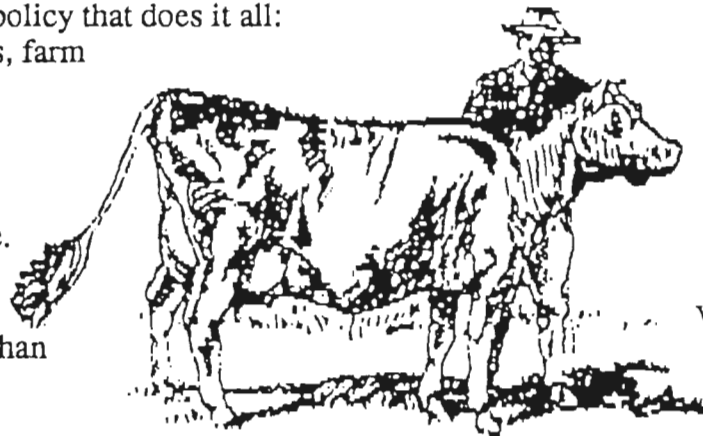
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WESFARMERS - OUR INSURANCE PEOPLE

Recently I had the pleasure of attending a Business Evening with associates of the Wesfarmers Group. Mr Tim Carr, SA Regional Manager for Wesfarmers Federation Insurance (WFI) Ltd was my host.

The association between Wesfarmers (or Federation Insurance as it was known originally) and SADA goes back to 1936. It has been a partnership of sixty years to date.

Insurance is only part of the larger picture of the Wesfarmers Group. The Group has four main operations:

- Wesfarmers Energy which draws together the group's gas and coal operations
- Wesfarmers Bunnings including timber, hardware, retail and manufacturing
- Wesfarmers CSBP which is the significant supplier of fertilisers and chemicals to WA's agricultural mining and industrial sectors
- Wesfarmers Dalgety (including Wesfarmers Federation Insurance) - Australia's largest supplier of primary industry services.

Wesfarmers Group is ranked in the top 60 businesses in Australia by the Business Review Weekly. Net revenue for 95/96 was \$2.5b, employing some 17,200 people.

These figures simply mean that SADA and its members have a very powerful alliance and good friends.

The mutual association between WFI and SADA shows up in many ways. Firstly, through WFI providing insurance to SADA members. Members should not forget that the commission on this insurance shows up as a significant amount in the SADA balance sheet annually. Secondly, WFI sponsorship to SADA activities such as District Conferences, but, most import to me is the fact that Tim and his staff of

consultants will take the time and effort to advise, give opinion or just sit and talk about insurance and other related matters to SADA members.

Tim, on behalf of the members of SADA, thank you to Wesfarmers Federation Insurance for your support and advice. It is much appreciated. We look forward to many more years of our alliance.

Wesfarmers can be contacted by phoning or faxing the following:-

Wesfarmers Federation Insurance
100 Greenhill Road
Unley SA 5061
Ph: (08) 272 5100
Fax: (08)272 3145

Field Staff

John Hall - Fleurieu
Ph: (08) 272 5100
Fax: (08) 272 3145
Mob: 015 321 697

Graham Searle - River & Lakes
Ph: (085) 321 224
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READD CORNER

The "Milk Storage and Cooling" symposium held at the Flaxley Research Centre on Tuesday 31 October attracted a total of 93 participants including 55 dairyfarmers and 12 dairy advisers.

Dr Wasim Saman of the University of South Australia presented the results of the Dairy Research and Development Corporation program on comparative performance of milk cooling options which has been conducted at the Flaxley Research Centre over the last 3 years. The program compared 4 options:

Option 1: Direct expansion in the vat

Option 2: Pre-cooling with a plate cooler + direct expansion

Option 3: Pre-cooling with a plate cooler and ice bank + direct expansion

Option 4: Pre-cooling with an ice bank + direct expansion

In order to facilitate instantaneous milk cooling in the water bank and ice bank systems, the milk flow rate needed to be low and steady. This requirement led to redesigning the milk pumping system so that milk was delivered at 45 litres/minute. To satisfy the milk system washing requirements a second parallel pump was installed to facilitate pumping at a higher rate. Both pumps used are centrifugal.

In option (1) all the heat from the milk is removed by the vat, while 39% of the heat is transferred to the water bank through the plate cooler. In option (2) reducing the milk temperature to 20-22 degrees C in summer and 16-18 degrees C in winter before it is transferred to the vat. Option (3) cools the milk to its storage temperature before it enters the vat, thus the least amount of cooling is required by the vat during the milking period. In this case, most of the heat generated from the milk is transferred to the pre-cooler and ice bank at 34% and 59% respectively. In using the ice bank without the water pre-cooler a total of 92% of the heat from the milk is removed prior to entering the vat.

This option has shown that the water pre-cooler is not essential in order to shock cool milk to the required storage temperature.

Some conclusions reached from the study show the following energy consumption and cost (based on peak milk production) for 1000 litres of milk:

- 12.36 kW hr and \$1.91 for direct expansion cooling
- 13.83 kW hr and \$1.79 for water bank pre-cooling + direct expansion cooling
- 12.75 kW hr and \$1.33 for water bank, ice bank cooling + direct expansion cooling
- 9.65 kW hr and \$1.11 for ice bank + direct expansion cooling

The use of ice bank storage in conjunction with direct expansion refrigerative cooling are most energy efficient and cost effective during or near peak milk production periods. The direct expansion system is more efficient at low production periods.

Off peak water cooling using a cooling tower for the purpose of

milk cooling is not as effective as an ice bank system. Its use is only recommended for the larger dairies.

The use of a two pump milking system, where one pump is used for pumping milk and both are used during the washing periods, proved to be effective. This arrangement provides steady milk flow which is essential in maintaining energy efficient pre-cooling by the water and ice bank systems.

Dr Graham Redding presented some guidelines for the selection of milk cooling equipment as well as a number of other issues related to milk cooling equipment on farm. All presentations are documented in the written proceedings which are available by forwarding a payment of \$10.00 to READD, RMD 4036, Jervois 5259 to cover postage and handling.

I hereby take this opportunity to wish everyone associated with READD and the Dairy Industry a very Merry Christmas and a prosperous New Year.

Hans van Dyk

SADA MEMBERS

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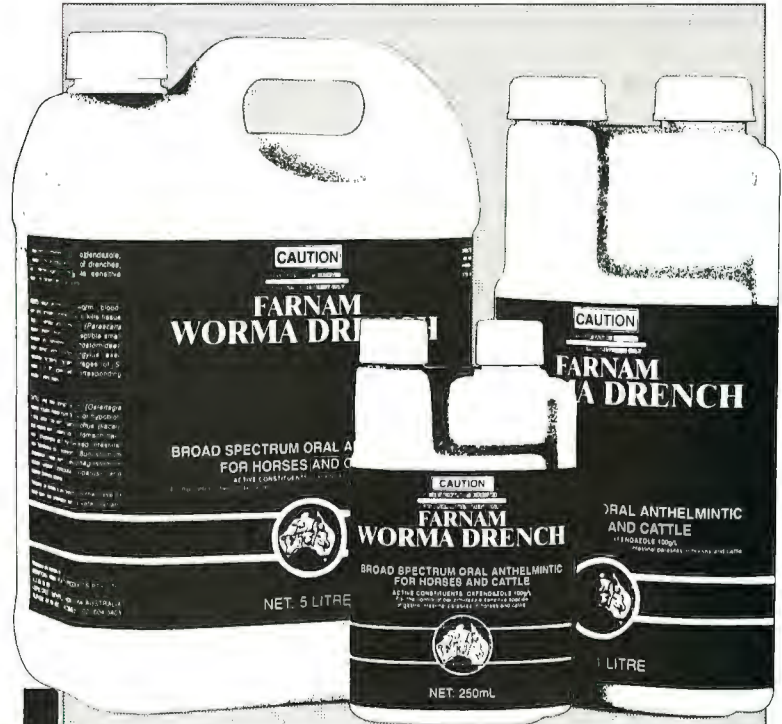




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FARNAM WORMA DRENCH. THE END OF BEING SOFT ON WORMS!

THE SADA CORPORATE PLAN - 1995-1996



The South Australian Dairyfarmers' Association represents the interests of dairy farmers in this State. For some time now, through Membership Surveys, the 'Driving Change' workshop, Branch and Central Council Meetings, a number of issues and ideas have been gathered together by SADA.

The SADA Corporate Plan 1995-1996 puts those issues and ideas onto paper.

At the end of the day, SADA's achievements can now be measured against the goals and objectives of the Plan. Each year will see the Plan reviewed, revised and rewritten to meet the needs of the Association. This process will involve members having their say at every level. It is the most critical part of the Plan.

An account of SADA's achievements, measured against the Plan, will be published in the Association's annual report.

The development of a Corporate Plan is a measure of SADA's growing strength and maturity as an Association. But, any corporate plan is only as strong as the organisation which it represents.

I urge you to read the SADA Corporate Plan carefully and contribute to its success.

**Ray Heinrich
General President.**

December 1995

CORPORATE PLAN 1995 - 1996

GOAL 1 *COMMUNICATION*

SADA must seek excellence in both internal and external communication. Good internal communication gives the opportunity for members to express their point of view and assist in the development of the Association's aims and objectives. External communication must then carry those aims and objectives to the dairy industry, government, the media and other interest groups.

Objectives for Goal 1

1.1 Practice open, honest and effective communication as an organisation representing dairy farmers in S.A.

We will do this by:

- maintaining good formal & informal relationships with government, the milk companies, the media and other interest groups
- contributing well balanced and objective comment and opinion on all matters relating to dairy farming
- developing effective spokespersons for the Association

We will measure our achievements by:

- a. the number and timeliness of the responses we provide to government etc on issues relating to the industry
- b. the percentage (in relation to other commodities) of press coverage obtained from dairy farming issues in the 12 months
- c. the success of our spokesperson(s) is getting the SADA message across clearly

1.2 Ensure excellent communication with members.

We will do this by:

- running interesting, informative and successful conferences, symposiums, discussion groups for members
- producing a high quality, relevant Journal
- providing regular consultation between the Association's members and their elected representatives
- listening to members and ensuring prompt responses to their questions and comments

We will measure this achievement by:

- a. the increased numbers attending SADA events
- b. response to the SADA Journal
- c. the time taken to respond to member's requests

GOAL 2 MEMBERSHIP

SADA has represented and promoted the interests of dairy farmers in SA since 1936. To remain the peak dairy farmer representative organisation SADA must win membership across all section of the dairy farming community. SADA's value to dairyfarmers must be demonstrated through strong representation at Local, State and National level and in particular with the Companies and State Government. Members must be encouraged to contribute actively to the Association at all levels. At the same time membership of SADA should mean access to a comprehensive range of exclusive services and benefits.

Objective for Goal 2

2.1 Establish membership representation from all sections of the dairy farming community.

We will do this by:

- developing different categories of membership for the Association and changing the Constitution to match
- employing a Development Officer and conducting a strong and effective membership drive
- encouraging and recognising greater input from young farmers and partnership members

We will measure this by achievement by:

- a. having a range of membership categories in place within 6 months
- b. increasing membership to 75% within 12 months

2.2 Expand the range of economic, commercial, social and other benefits and services that add value to membership of SADA.

We will do this by:

- continuing to work with Wesfarmers to ensure the SADA insurance service is attractive and worthwhile to both the members and the Association
- developing other membership services that result in cost savings or other benefits of being a SADA member

- gaining access to advice on industrial relations, commercial and a range of other advisory services
- maintaining access to an appropriate legal advisory service

We will measure this achievement by:

- a. an increase in Wesfarmers' commission to SADA in line with increased membership
- b. agreement in place for grain purchase/storage in 6 months
- c. access to sound legal, accountancy/financial, industrial relations and social/welfare resources for members

GOAL 3 *INDUSTRY PARTNERSHIP*

The need for SADA to promote an atmosphere of co-operation and partnership between all elements of the SA industry is vital. The links between industry participants, government and dairy farmers is a key to this partnership. SADA must continue to retain an independent voice on dairying issues while contributing to the general voice of all farmers.

This co-operative and deliberate industry partnership will assist to generate the sustained growth of the dairy industry and lead to maximisation of returns from the market place.

Objectives for Goal 3

- 3.1 Maintain the status of an independent, effective and respected lobby group when dealing with all levels of government and other agencies, industry participants and farmer organisations**

We will do this by:

- enhancing our position as the peak SA dairy farmers body at both State and Federal level
- contributing as representatives on such national organisations as the Australian Dairy Industry Council, Australian Dairy Farmers' Federation as well as retaining involvement and influence in the activities of such organisations as the Australian Dairy Corporation, Dairy Research and Development Corporation, Research and Extension Association for Dairy Development, (in South Australia), South Australian Market Milk Equalisation Committee
- pursuing strong links with the South Australian Farmers' Federation to strengthen the 'farmer voice' in SA.
- carrying forward policy aims of SADA members to the appropriate forums in a positive and dynamic and professional manner

We will measure this achievement by:

- a. having Business Plan accepted by the wider Dairy Industry
- b. strong working relationship, with SAFF over the next 12 months

3.2 Commit to an industry structure and environment which establishes income levels, ability and sustainability that reward dairy farmers for their investment and skill.

We will do this by:

- supporting the current 'farm-gate' pricing system on a national level
- winning a fair and equitable price for both market and manufacturing milk
- developing excellence in farmer/company relationships, which recognise the interdependence of the sectors within the SA industry
- working with our sister organisations in other States, through Australian Dairy Farmers' Federation to establish opportunities for farmers through national initiatives

We will measure this achievement by:

- a. strong support to farm gate price on national level
- b. obtaining commitment for long term milk prices (relative to other States) from companies within 12 months
- c. have in place 'dispute resolution' system in 3 months

GOAL 4 *QUALITY/BEST PRACTICE*

The production of quality milk involves dedication to 'quality systems' in every aspect of dairy farming. The broad range of subjects covered by the concept of quality include total farm management (equipment, animal health, the environment, labour, finance), training and development, research and extension, Codes of Practice.

SADA must play a role in coordinating, organising, monitoring, developing, providing and communicating to enable dairy farmers to achieve quality milk production.

Objectives for Goal 4

4.1 Support, obtain and provide research, development and extension activities on behalf of dairy farmers.

We will do this by:

- contributing financial and other resources to READD for dairy extension
- obtaining research and development resources for SA issues through DRDC & PISA
- communicating research and development through seminars, publications, discussion groups

We will measure this achievement by:

- a. provide READD with funding through SADA membership, clerical & other support
- b. support maintenance of PISA (dairy section), Vetlab as infrastructure to research, development & extension

4.2 Contribute to and monitor Codes of Practice established for the industry

We will do this by:

- participating in the development of Codes of Practice
- overseeing the monitoring compliance of those Codes of Practice as it effects the milk quality produced by farmers

We will measure this achievement by:

- a. in conjunction with industry develop and promulgate codes of practice/procedures for milk testing within 6 months

4.3 Provide a framework for dairy farmers to achieve 'best practice'

We will do this by:

- encouraging dairy farmers to develop their own strategic plan for their operation
- developing benchmarks for dairy farmers to measure their individual performance against
- contributing to the national and regional training and development curriculum for dairy farming
- developing strong dairy farmer leaders to drive the change to achieve 'best practice' results
- promoting and fostering the culture of 'best practice' as an organisation

We will measure this achievement by:

- a. set up 'best practice' sub-committee with terms of reference within 3 months
- b. use 'best practice' and 'quality' theme for SADA Conferences and activities

GOAL 5 *RESOURCES*

The financial resources of the Association are provided almost entirely through membership subscriptions and support for the SADA/Wesfarmers Insurance scheme. Prudent management of these resources has enabled the Association maintain and expand its activities to meet the demands of both its membership and the industry.

At the same time, the efforts of the members through their involvement in the range of SADA activities, from farm-walks, discussion groups, various interest groups and committees, Central Council is recognised as the very essence and strength of the Association.

The sound management of both financial and human resources of SADA, against a well developed plan is critical to the Associations long term future.

Objectives for Goal 5

5.1 Secure the long term financial viability of the Association.

We will do this by:

- increasing membership of SADA to maximise financial resources
- developing detailed annual budgets for responsible expenditure to meet the Association's goals
- increasing the efficiency of SADA as an organisation through the best use of its people and technology resources
- pursuing long term corporate sponsorship and commercial funding arrangements for SADA activities

We will measure our achievement by:

- a. use programme management budget (PMB) for formulation of 96/97 budget
- b. lock in place long term corporate sponsorship for SADA Conference, Journal advertising
- c. fully utilise new office technology to streamline administration

GOAL 6 MILK PROMOTION

SADA must maximise the limited promotional resources and opportunities available to SA. This can be achieved through innovative marketing and promotion strategies.

Objectives for Goal 6

6.1 Promote the consumption of milk and other dairy products by South Australians.

We will do this by:

- continuing to support activities such as Dairy Classics, the Exhibition Dairy and other promotional opportunities
- conducting a feasibility study into a 'school milk' programme supporting the concept of a 'demonstration dairy for schools' proposed by PISA
- liaison with national and state bodies and the Companies on generic milk promotion

We will measure our achievement by:

- a. sub-committee for school milk to report in 9 months
- b. provide resources to support demonstration dairy at Flaxley
- c. gaining additional resources for milk promotion

GOAL 7 DAIRYFARMING AS A CAREER

Dairy farming today needs people committed to a highly skilled profession involving a broad range of professional, technical and manual skills. It is a highly competitive and innovative industry which involves specialised training and development. SADA has to play its role in promoting dairy farming as a rewarding career within the rural sector.

Objectives for Goal 7

7.1 Promote dairy farming as a career path within the rural sector.

We will do this by:

- input to the development of a national curriculum for dairying
- encouraging dairy farmer training and development at all levels of the industry
- seeking appropriate wages and conditions for industry participants

We will measure our achievement by:

- a. the increased numbers of dairyfarmers undertaking training
- b. the achievement of a standardised national curriculum

DAIRY ISSUES

Dairy Effluent Guidelines Group

The South East Dairy Effluent Guidelines Group is a community based group which is looking for ways to better manage dairy shed effluent in order to reduce or prevent groundwater pollution from nitrates. This will affect approximately two hundred dairy farms in the South East.

The dairy industry has taken the initiative and is working to clean up dairy shed effluent to prevent groundwater contamination. Dairy farmers, factory representatives and

various departmental personnel are all involved in the project.

The Dairy Group has received an \$18000 grant to assist with the establishment of four demonstration sites in the South East. These demonstration sites will show best management practices for effluent management and will be working examples for the entire industry. These sites will be open to all dairy farmers, who may visit the sites, talk with the owners of the systems, and learn from their experiences.

Each system will cost between

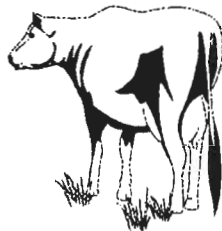
\$5000 and \$25000 in total to install. Some returns will be made to the farmer through the utilisation of effluent as a fertiliser. Although the return will be small economically, the installation of effective effluent management system will help ensure that the dairy industry is environmentally sustainable.

For further information:

Ms Mardi Whiting
Landcare Extension Officer
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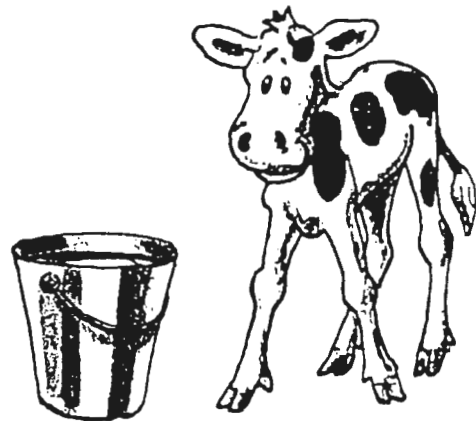
Chris Luz-Raymond, Chief Executive and the Staff of SADA,
would like to wish all members a very Happy Christmas and a
Healthy, Happy and Prosperous New Year.
The office will be closed from 22 December 1995
and will re-open on 8 January 1996.



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Two years on: dairy farming survey updated

The second two-yearly survey of the use of technology and farm management practices on dairy farms offers a 'snapshot' of the industry in 1993/94 compared with 1991/92.

Improving farm productivity has been targeted by the Dairy Research and Development Corporation (DRDC) as a fundamental avenue for ensuring the long-term viability of the dairy industry. In late 1994, the DRDC commissioned the Australian Bureau of Agricultural and Resource Economics (ABARE) to conduct a nation-wide survey of 400 dairy farms covering 1993/94. A similar survey in late 1992, covering the 1991/92 financial year, established a base year for data, against which productivity changes can be measured.

The 1994 survey was the first step in providing time series data concerning technology and management practices on Australian dairy farms.

A comparison of results between 1991/92 and 1993/94 indicates progress in the uptake of technology, productivity and management practices in the industry. However, a longer time series will be required to establish more reliable trend estimates, and further surveys are planned.

The management and technology survey was supplementary to ABARE's annual Australian Dairy Industry Survey, which focuses more on financial data.

FEEDING

Intensive grazing in some form was used by 92% of dairy farms. This was a 2% increase from 1991/92. Strip grazing was practiced by 61% of farmers, while 28% used a 'small paddock' grazing system.

The assessment of pasture for available quantity and quality of feed included 'visual' assessment in 1993/94, with 67% of farmers regularly assessing their pastures.

HIGHLIGHTS

- *Concentrates or grain were fed to 85% of dairy herds, compared with 79% in 1991/92.*
- *Fodder conservation of wilted silage increased by 60%, with most of the additional wilted silage conserved in wrapped bales.*
- *Computers were used on 16% of dairy farms, unchanged from 1991/92, but many farmers indicated a desire to use computers.*
- *The practices of herd recording and artificial insemination were more commonly used than in 1991/92.*
- *Most dairy farmers still devised their own herd health programs, but 16% more farmers used a defined mastitis control program than in 1991/92.*
- *48% of farmers had a 5-year plan and they intended milking an additional 30 cows by 1998/99.*
- *Most farmers were satisfied with their current technology and management practices and those that were not indicated that cost was the main reason for not changing.*

Overall, 85% of farmers fed their cows concentrates or grain, compared with 79% in 1991/92. Total tonnages of grain, concentrates and other such materials fed out were also substantially higher. Drought or dry seasons may be responsible for these increases.

FODDER CONSERVATION

The most popular method of conserving hay across the industry by significant margin was again, round bales. Round bale tonnages increased by about the same tonnage as small rectangular bale tonnages declined, compared with 1991/92.

Bulk storage was still the most common method of storing silage, with 60% stored in bulk, but a trend away from bulk storage was indicated, as 70% was stored in bulk in 1991/92. Conservation of non-wilted silage remained static, while the increase in wilted silage storage went mainly into wrapped bales.

Fertiliser advisory services were provided mainly by departments of agriculture in Queensland and Tasmania, and by company representatives in Victoria, Western Australia and South Australia.

SOIL TESTING AND DRAINAGE

Soil testing had been carried out on 71% of farms, compared with 59% in 1991/92; 63% of dairy farmers who had soils tested changed their fertiliser management practices.

Routine pasture renovation was carried out on 72% of farms.

Drainage work was still required on 16% of farms - similar to 1991/92.

MANAGEMENT ADVICE AND HERD MANAGEMENT

Dairy farmers received advice from several sources, with departments of agriculture used most frequently in New South Wales, Queensland, South Australia and Western Australia. Dairy companies and fertiliser or chemical company representatives were consulted to a lesser degree in all states.

Discussion groups were popular with 50% of farmers (47% in 1991/92), who again attended three discussion group meetings on average in 1993/94.

For the industry as a whole, 58% of

continued over page

farmers considered that advice helped improve their farm profitability, a 2% increase on 1991/92. New South Wales and Western Australia had the highest proportion (72%) who considered that advice helped improve farm profitability.

Only 16% of farms used computers in their farm operations, which is similar to 1991/92. Computers were used mainly in herd breeding and milk production recording, closely followed by budgeting and financial details. Many farmers without computers indicated a desire to use computers in their dairy operations. Factors such as cost and the training time required were the main reasons for not using computers.

Herd recording was carried out on 62% of farms across the industry, up substantially on the 55% recorded in 1991/92. Western Australia again had the highest rate of herd recording (82%).

HERD BREEDING

The use of artificial insemination (AI) was still strong at 80% (73% in 1991/92). AI was still most widely used in Tasmania (89%) and New South Wales (91%) and least used in Queensland (67%).

When selecting bulls for artificial breeding programs, the combination of production, type and price were the selection criteria used by 65% of farmers in 1993/94.

Neither embryo transplants nor synchronised oestrus technology were widely used in any state in this or the earlier survey, although the use of synchronised oestrus increased slightly.

Induced calving was still not widely used across the industry, with an average of six cows per farm induced in 1993/94 and five in 1991/92.

HERD HEALTH

Most farmers (86%) had devised

their own herd health programs, which is similar to the first study. A defined mastitis control program was used on 70% of farms, up from 54% in 1991/92.

Across the industry, the most common mastitis control measure used was dry cow treatment (65%), each farm treating, on average, 54 cows. The next two most common measures were teat dipping (58%) and cell counts on individual cows (49%). These figures are higher than in 1991/92.

The most common dairy cow disease was milk fever, with nine cases per farm on average, closely followed by clinical mastitis, with eight cases per farm.

MILKING SHED AND EQUIPMENT

The most common type of milking shed was again the herringbone design (74% of sheds) and the most common herringbone was a swingover unit. Rotary dairies were still uncommon, comprising 4% of the total.

Annual performance testing of milking machines was carried out on 69% of farms, with biennial testing carried out on a further 18%. This indicates that more farmers (10%) tested milking machines than in 1991/92.

Runoff into a paddock was still the usual method of dairy effluent disposal on 44% of farms, down from 54% in 1991/92. Ponding effluent disposal systems (up 10% on 1991/92) had replaced these runoff systems.

Refrigerated direct expansion bulk milk vats again comprised 97% of the vats used, with the balance mainly refrigerated off peak units. The majority of bulk milk vats were manufactured before 1980 and 75% of vats had a storage capacity less than 2500 litres.

MILKING SHED PRODUCTIVITY

Rotary dairies were by far the most labour efficient in terms of both cows milked per hour (131) and cows milked per operator (133). Herringbone dairy operational rates were less labour efficient than rotary dairies, with average results of 58 cows milked per hour and 79 cows milked per operation. Productivity figures for both rotary and herringbone dairies were above those from 1991/92.

The average number of cows milked per farm was 122, with an expectation of a small rise to 124 in 1994/95.

An estimated 48% of farmers had a 5 year plan in relation to cow numbers, production per cow or total milk production. Those farms with a 5 year plan milked 128 cows and intended to increase the number of cows milked to 158 by 1998/99.

WHETHER TO CHANGE

When asked about their need or ability to change various aspects of their farming operations, dairy farmers generally indicated no need or willingness to change. For example, 62% stated that they would not like to change their existing milking shed and of these, most stated that this was because they were satisfied with it. Of the 38% of farmers who would like to change their milking shed, 55% considered that the cost of doing so was too great.

With respect to management advice, 93% did not want to change their existing arrangements, mainly because they were satisfied with things the way they were.

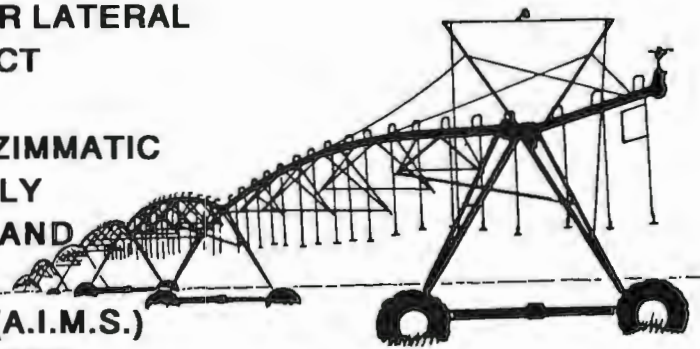
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LETTERS TO THE EDITOR

30 November 1995
CEO SADA
Dear Chris

re: Price Control Order

The Authority is recommending to the Minister that the farm gate price for market milk increase by 0.16 cents/litre to 49.24 cents/litre from 1 January 1996.

This recommendation is made taking account of the recent increase in the farm gate price for market milk in Victoria of 0.13 cents/litre, and the submission from the SA Dairyfarmers Association, highlighting increased costs to SA dairy farmers.

The Authority has resolved to review milk prices in future following Victorian price reviews carried out for 1 May and 1 November, to enable any price adjustments to occur on 1 July and 1 January each year.

The Authority is reviewing the system to determine the farm gate price for market milk and the Authority will request a meeting with you in the new Year to discuss methodology.

The Authority wishes to compliment your organisation on the quality of your milk price application, and thank you for your assistance.

Yours sincerely,

Steve Rice
Chief Executive Officer.
2nd October 1995

SADA Central Council
Dear Central Councillors

Presently there is a huge drive on world wide to minimize agricultural pollution. I agree that every land owner within Australia should do their utmost to lower pollution and become more environment friendly.

The Australian farmer is probably more aware and more environment

friendly than any other groups within Australia. They are well aware that if they are not environment friendly to their properties they will not survive the harsh rigors of the Australian environment and will not be land owners for long.

To improve the environment, money is the greatest shortage, without it very little can be achieved.

A landowner's top priority is to survive and care for his family and under recent very low commodity prices and dry seasons, this has been very difficult in recent years and it does not appear to be much better in the near future.

The next priority is to repair capital works and farming plant on his property so that they may remain viable.

Next would be plant replacement.

Environment issues such as planting trees and protection of these to survive to maturity would be a very low priority on the list of many land owners also effluent disposal systems.

Politicians can correct a lot of the problems with some alterations to the taxation act and tariffs.

All Politicians whether Federal or State, Labor or Liberal have one goal in common to lie and cheat to win the next election and kick all land owners in the guts on the way.

Replies from Tax Department on dairy effluent disposal : allowances of capital works over 40 years, a 30 year old farmer would be retired 5 years before taxation deductions are completed, no assistance at all for farmer borrowing funds to set up a effluent system, they would be totally out of pocket. Plant deductions over 5 years, pumps which could be rebuilt 2 or 3 times in that time. At one of the Demo sites at Jervois, a bit of rubbish got around a float switch and burnt out

the pump in a few weeks.

SADA and other Rural groups should lobby for 100% deduction in year of installation of system. It is stupid that such an important environmental issue should have such penalties imposed by way of long term deductions.

Farmers can get some spare monies for environmental issues if the cost of their farming plant were greatly reduced. This is one of a farmer's greatest nightmares, replacing expensive plant.

Yet 3-4 years ago a friend was in USA at a farm and a new 5 x 4 Round baler was landed on that farm for less than \$15,000 Australian dollars, around the same time we purchased a new baler of the same size and it cost \$29,000.

It would have cost less than \$2,000 to freight to Australia and the dealers in Australia and USA would get about the same to market and service the baler. What happens to the other \$10,000 - \$12,000. Tariffs I suspect.

The Government tells us to use a level playing field. This is only a \$30,000 machine, how much extra does it get from a \$300,000 SP Header or large tractor.

Early 1980's a 1 tonne 4x4 tray top cost less than 20 head of cattle. Today one needs nearly 100 to replace same piece of plant.

Recently I read an article where the 32 cent per litre rebate on diesel fuel is not going to be allowed to stone crushing plants. The concern was expressed by crushers crushing lime stone for neutralizing acidic soils. Ground limestone is the only efficient method of reducing acidity which is occurring in huge areas of our agricultural regions. Acidity causes lock up and inefficient use of fertilizers. Land owners must use more fertilizers to grow crops and therefore there is more to be washed into water ways and causing extra pollution. The government answer

LETTERS TO THE EDITOR

to this is to not allow rebate and cause the cost of ground limestone to rise by approximately 70%.

Tariff protects the jobs of at most 3,000 implement builders in Australia, but is ruining the environment and making it very difficult for at least 250,000 farmers Australia wide. There are around 10,000 dairy farmers in Australia, on average each would support a work force of 3 people plus factory workers this does not include grain growers, sheep and cattle farmers these would far out number dairy farmers.

Bob Hawke's program 1 bil trees. Great. Land owners need huge inputs to a program like this. A tree seedling can be raised on a farm for 25 - 50 cents each, but it takes years of protection from drought times and livestock to see a plantation reach maturity, this could cost up to \$50 per tree over many years. How can land owners provide this with out suitable assistance and help through taxation and tariff acts would be a great help.

These are just a few matters that should be lobbied by SADA through ADFF or NFF.

My suggestion is through our Federal body, a questionnaire be prepared asking for answers of the questions I have outlined. The questionnaire should have 25 - 30 questions on any environment issue and be sent to every Federal Politician throughout Australia requesting an answer to every question within 14 days. Have all the answers and policies of each Politician analyzed and a few days before the next Federal election advertise answers received nationally which Politicians replied and who did not and give each party a bigger headache than they are giving us.

I am a member of the Lower Murray Irrigation Action Group and have been pursuing this for some time but our chairperson feels that our group

is not a lobby group and should be done through SADA. I do not really care who does it as long as it is done and suitable results can be obtained. There is an old saying "The squeaky wheel gets the grease", in that case if 200 groups through out Australia keeps pressure on Politicians we may get results.

Money will help solve many of the problems and this must eventually come for the consumer by way of increased prices to the producer for raw products, lowering the cost of imports into agriculture. It is not that the price for commodities has been too low in recent years, the cost of production is too high.

When are you better off, selling 1 tonne of product at \$100 which cost \$95 to produce or selling 1 tonne at \$85 which cost \$50 to produce, I would opt for the second option and then we would be internationally competitive. Input costs must be reduced such as tariffs etc on plant and more profit will who up to help environment. Farmers are flogging the guts out of their farms just to survive, if inputs were less and profits greater there would not b the need to flog our farms to death.

Food production is the most important Industry in the world today, it has been for thousands of years and will be forever more.

At any given time there is only 3 - 4 months food supply in the world and politicians continually try to reduce the production of food.

Yours sincerely

Eric Stewart.
23 November 1995

Dear Sir

Farmers of SA - It's Up to You

As a farmer leader in another State I have been following with great interest developments in South

Australia and your organisation, SADA.

I believe it is now reasonably clear that SA is being used, inadvertently or deliberately, as the sounding area for a totally deregulated market across Australia.

This particularly applies to pricing of milk to farmers. Just how low can the price be set and still attract sufficient supply? How cheap can we obtain this raw material?

Because there is little, if any, effective competition in South Australia for milk supply it is the ideal ground for such processor action.

South Australian farmers have a battle on their hands but I also believe it is a battle that all farmers in Australia need to address - as a team. South Australia may be the start but other States may be looking at SA as their own future.

You have a good organisation in SADA but you must give it strength through involvement and support. You have excellent concerned leaders but they cannot be strong enough unless each of you gets behind them and backs them up to the hilt. SADA is only its members. No members - no SADA. No representation whatsoever.

The fight back *must* start with all SA dairy farmers supporting SADA actively and financially. Discuss your tactics, set your strategies, enlist the support of your fellow State organisations and ADFF and work hard to achieve your objectives through the single, strong and powerful voice I know we can steadily develop.

And, of course, it is obviously true that if you - the dairy farmers of SA - do not help yourselves then there is little likelihood or reason for others to get involved.

We have our farmer-owned co-
continued over page

operatives around Australia but quite frankly their attitude has gone astray. They are now so focussed on commercial and image objectives they have forgotten their prime objective - to maximise farmer returns for milk. We all need to turn that around. The private companies will follow - they must - because they in turn must maximise returns for their shareholders.

I have written this letter to encourage you. Farmers in other States are facing similar problems and we are concerned for SA farmers as part of our total farm community.

But it all starts with you at the farm. You either all stand firm together or no matter how good your leaders you will lose.

Go for it. See how it will grow.

Yours faithfully
NSW DAIRY FARMERS'
ASSOCIATION LTD

Winston Watts
Executive Director.

The words of encouragement from other dairy farmer Associations are most welcome. SADA has in fact recognised the very real danger that its farmer members face specifically because of the lack of competition. It is now addressing those dangers - strategy and tactics in place.

As much as the Association is growing in strength, (almost 50 new members in the last 6 months) it is now time for members to become more involved. There are growing signs that dairy farmers in SA are willing to do just that.

SA dairy farmers will play their part in getting fair price for their produce. You can be assured of that!

'WHO'S BEING MILKED'

The Bulletin (December 5) in its Business Section ran an article entitled *'Who's being milked?'* Author Ian McIlwraith suggests that tensions are rising in Victoria between processors and dairy farmers because farmers are saying they have borne the brunt of deregulation.

Ivan Jones (President of the United Dairyfarmers of Victoria) states that Australian domestic prices are lagging behind the international price. This position is supported by the ADFF which through its CEO John McQueen has developed a paper on 'Domestic Versus Export Pricing'.

The article goes on to detail how Australian dairy farmers are coping with the many changes in the industry including:

- the conflicting attitudes of dairy farmers who are looking to capitalise on strong conditions after several tough years with that of major domestic processors who want to keep costs down to maximise share holders returns.
- farmers believing that they have shouldered the burden of deregulation
- the efficiency gains made by dairy farmers as the industry restructures (over the last 25

years the number of farmers has fallen from 31,000 to 14,500 yet production has continued to increase)

Interesting statistics from ABARE note that Australian dairy exports are expected to rise 27% this financial year to \$1.7 billion.

Bonlac and Murray-Goulburn are identified as Victoria's larger cooperatives with export earnings of \$1 billion and \$484 million respectively. These companies are ploughing money back into state-of-the-art plant, but, at the same time coming to grips with how to stay farmer co-operatives rather than controlled by non-farmer investors.

A note of concern is sounded by the UDV's Ivan Jones in respect to Victoria's deregulation, which has been at a faster pace than that of the other major States. An example of the tension between farmer and processor has been the legal challenge that was mounted by QUF and National Dairies against a VDIA increase in raw milk prices. The challenge and the price increase has been dropped for now.

South Australian dairy farmers should read this article in its entirety to get a first hand view of what is happening in the Industry.

Chris Luz-Raymond
Chief Executive.



Since my Journal Communique (Sep/Oct) Chris and I have had extensive negotiations with the three companies National Dairies, Dairy Vale and Kraft on:

- manufacturing milk prices
- butterfat and protein minimum standards
- loss of market milk sales

(Kraft on manufacturing prices only as they are not involved in the other issues)

We set out to achieve a performance comparison of the three companies in SA and their contemporaries in other States. To do this we have used 94/95 SAMMEC figures and 95/96 opening prices to project a 95/96 payment to farmers.

Using that methodology we have produced the comparison table that you see in this article.

Remember this is *only a projected figure* but should come close to the actual end figure if the trends stay the same.

The actual figures for the months July-October (95/96 season) based on opening prices/step-ups to Oct 95 will be published in the next Journal. However, based on my methodology and 94/95 SAMMEC figures, because time does not permit at this stage, the current position looks a little like this for July-Aug-Sept-Oct 95:

Dairy Vale - 20.46c/l (including domestic market support payment plus 25c/kg protein quality incentive)

National Dairies - 19.38c/l (including domestic market support payment - ND do not pay an incentive.

Kraft - 18.24c/l (including domestic market support payment and 3% quality incentive).

As the year progresses and changes are made to opening prices these figures will change - we will reproduce the table.

A differential exists for all companies between 94/95 and 95/96 of approximately 2c/l based on the old market support payment which farmers used to have deducted from their milk cheques. To make a valid comparison of prices that 2c/l must be taken off the 94/95 price.

We have written to and discussed at some length the *minimum standard protein and butterfat* with Dairy Vale and National Dairies. I believe there is a chance that National Dairies will change their method of operating the system.

We are continuing to monitor sales but the lost revenue is something we won't ever get back, so it is partly our responsibility to try and address the drop-off and act accordingly. Once again we are watching the situation very closely.

Ray Heinrich

For some time now dairy farmers in SA have sought a comparison of 'manufacturing milk' prices both in this State and other States. SADA has produced what it believes is an accurate and valid comparison.

The results have been published in Sep/Oct Journal. As with any figures there is scope for interpretation and at times even disagreement. The disagreement occurs if the way in which the end result is calculated is not agreed to by all parties.

There has been some debate as to how SADA reached its figures. This has pushed SADA to seek a common methodology agreed to by Dairy Vale, National Dairies and Kraft. SADA will then be able to publish a month by month comparison for the year.

Note that the comparisons are made on the 'average' SA dairy farmer's production as it relates to market milk. It is not meant to be 'your' result, because 'your' litres per month /protein & butterfat 'will' differ from the 'average'.

The comparisons also use monthly SAMMEC figures (supplied by the companies) and individual company pricing structures. It is a straightforward formula with no hidden extras.

What the comparison will give dairy farmers is a strong indication of how their company is performing in comparison to other companies. In this way SADA are doing no more or no less than say the RAA or Choice magazine - giving its members information.

Most importantly SADA is providing the type of information that its members are asking for. SADA will accept criticism for getting the figures wrong ie a simple error in the calculations. As you can see it has already made a correction to the figures. However, SADA will not be prevented from publishing data which it considers in the best interests of its members.

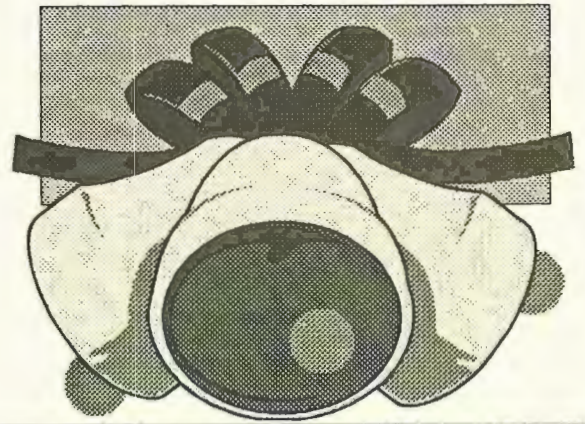
COMPARISON TABLE 95/96 OPENING PRICES

Company	Cents/l 95\96	Butterfat Equiv.	Protein Equiv.
Murray Goulburn	22.93	\$5.62	\$6.95
Kraft Vic.	23.06	\$5.65	\$6.99
Kraft Mt. Gambier	21.60	\$5.29	\$6.55
Dairy Vale	20.63	\$5.05	\$6.26
National Dairies SA	21.37	\$5.24	\$6.48
National Dairies NSW	25.27	\$6.19	\$7.66



From the Dairy

To the Table



MINCE PIE PUFFS

Makes 12

- 1 Packet Puff pastry Sheets
- 1 jar fruit mincemeat
- 1 egg
- Icing sugar for sifting
- 9cm plain round cutter

Using the cutter, cut out as many rounds as you can, then set these aside. Divide 12 rounds between 2 baking sheets, then place a generous teaspoonful of mincemeat in the centre of each one, leaving a 1cm border all round. Brush the borders with beaten egg.

Carefully place the remaining pastry rounds on top, pressing the edges together firmly to seal. Knock up the edges with a small knife.

Refrigerate the mince pies for 30 minutes.

Meanwhile heat the oven to very hot, 450degreesF/230degreesC. Cut three slits in the top of each pie, then bake for 15-20 minutes until the pastry is well-risen, golden brown and crisp.

Carefully remove from the sheets on to wire racks to cool. Sift lightly with icing sugar. Serve warm.

Note: The mince pies may be made now and frozen. To freeze: Make the pies but do not brush them with egg or bake them. Open-freeze the uncooked pies on baking sheets, then pack them in plastic boxes or polythene bags. To bake: Place the frozen pies on baking sheets, brush with egg and cook as instructed, allowing an extra 5 minutes cooking time.

SERVE WITH WHIPPED CREAM

CHRISTMAS BOMBE

Serves 6-8

- 100gms meringue shells
- 300mls thickened CREAM
- 1/2 litre vanilla ice-cream
- 1 jar fruit mincemeat
- 125gms plain chocolate
- 3 tablespoons dark rum
- 30gms BUTTER
- Rum to flame, optional
- pudding basin

Break meringues into small pieces. Whisk the cream until thick, then stir in the meringue. Spread the mixture over the base and side of the basin. Place in the freezer for 1-2 hours until firm.

Soften ice-cream-do not melt-and stir in the mincemeat. Spoon into the centre of the lined basin. Freeze.

Put the chocolate, rum and butter into a basin. Dissolve over a pan of hot water. Stir, then leave to cool and thicken slightly. Turn the pudding out of the basin-slip a hot knife round the sides-on to a plate lined with foil.

Pour the chocolate over the pudding, spreading it with a knife to coat. Return to the freezer to freeze, then wrap.

To use: Place in the fridge for about 1 hour to soften slightly. Transfer to a large serving plate. Carefully heat 2-3 tablespoons rum in a large ladle. Carefully flame it, then immediately pour over the pudding.

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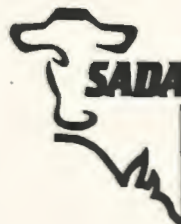
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Association Services

- ◆ Insurance (Westfarmers Federation Insurance)
- ◆ Legal Service
- ◆ Industrial Matters - Wages, Working Conditions, Sharefarming Agreements
- ◆ Lobbying
- ◆ Representation on Concerns
- ◆ Information
- ◆ Watchdog Role
- ◆ Sounding Board
- ◆ Friendly Stop with parking (with a convenience!!)



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