

# The South Australian Dairymen's...

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# JOURNAL

## INDUSTRY'S PROPOSALS MAY INCLUDE "ENTITLEMENTS"

Whether an "entitlement" scheme will be included in the proposals that the industry will put to Federal Minister John Kerin will depend on the opinions of the dairyfarmer and dairy manufacturer representatives who make up the Australian Dairy Industry Conference.

A working party appointed by the Standing Committee on Agriculture, is at present studying the feasibility of the Industries Assistance Commission's recommendations that the present stabilisation scheme, which supports the domestic price of each product separately, should be replaced by a levy on all milk, including market milk, which would be used to subsidise export returns at a uniform rate, and that market milk prices should be brought down by interstate competition.

The Australian Dairy Industry Conference own working party will present a 3-part proposal to the Conference later in March, which begins with the condition that market milk shall be the responsibility of each State, that interstate trade in market milk shall occur only at the request of, and shall be administered by, the State Milk Authorities concerned, and that farmgate and retail prices, shall be at the officially set levels in the State of origin and the State of sale respectively.

The second part of the "package" proposes the phasing in of a levy on all milk, applied to a uniform subsidy on dairy exports, in three steps, with a corresponding reduction in the present system, over the same period, to a base level where the product pool levies will act only to stabilise domestic prices against fluctuations in export returns.

The third part of the "package", for an "entitlement scheme", is intended to prevent the general fall in farm incomes which would follow if the higher returns that the proposals are intended to bring led to an upsurge in production. Whether an entitlement scheme should be nationally "negotiable" (i.e. saleable separately from the property), or whether it should be administered by each State, independently, with or without negotiability within a State, and with periodical entitlement adjustments between States, is expected to be vigorously debated.



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Greetings,

The IAC Report, having been distributed for study by the Dairy Industry to "form the basis of negotiations on future arrangements for the Industry", has again created the need for numerous meetings between industry leaders throughout Australia.

The Commonwealth Minister for Primary Industry, Mr. John Kerin, has advised that the Standing Committee of Agriculture has established a working group of State and Commonwealth officers to address the concerns of State Governments.

Commonwealth officers are also working on an assessment of the IAC's recommendations, developing options within the framework of those recommendations.

Mr. Kerin expects to be in a position to "enter into discussions of substance with State Ministers and dairy industry organisations" which should be finalised by the end of May, and the industry has been informed that if it wishes to present any alternative marketing arrangements it "should do so now for proper evaluation and development".

It has been estimated that the industry will lose in excess of \$30 million in income from manufactured dairy products alone, with the rate of export subsidy likely to be set out as a result of the IAC recommendations, if implemented.

The industry is anxious to avoid this loss, and the working party mentioned in our Nov./Dec. Journal has forwarded recommendations which were accepted, "in principle" only, by the Australian Dairy Farmers Federation at its February meeting, with 3 States supporting and 3 States opposing the motion for their acceptance.

Further discussions are now being held to refine these recommendations, and another committee, this time including representatives of manufacturers as well as dairyfarmer organisations, has been formed to consider all options. The problem is that the plan will cause considerable hardship to suppliers in NSW in particular, and, to a lesser extent to Queensland, SA and WA whilst giving the Victorian farmers a sizeable boost to flagging incomes caused by excessive national milk production and declining returns from exports.

The donor States are, in return, demanding an Entitlement Scheme, to curb the production increase that would otherwise be generated in the beneficiary States, Victoria and Tasmania, and the consequent increase in the rate of levy that the donor States would have to pay to subsidise the correspondingly greater volume of export.

Victoria, at least, is prepared to accept an entitlement scheme, provided it is "nationally negotiable", that is to say, entitlement certificates can be traded from farmer to farmer within and between States, a condition that is, perhaps not surprisingly, being opposed by the other States, which consider that entitlements should, at least in the early years, be allotted, and administered, on a State basis.

Agreement between the States is urgently needed, otherwise the losses that may be suffered by each and every State will far outweigh the concessions that are required from all parties to achieve agreement. The preservation of orderly marketing is paramount.

While all this is taking place the industry is actively promoting our products with the objective of projecting them as exciting, as well as reinforcing their traditionally required attributes and illustrating new and different usages with a variety of recipes.

The results so far achieved with the cheese campaign is encouraging and on target with original expectations, while butter is finally showing an upturn in sales.

Southern Farmers new promotion on flavored milk and cheese is imaginative and should complement the industry-funded generic advertising campaign.

Whilst I feel we should be aware of the cost of this promotion, let us be positive and calculate the benefits, both short and long term, particularly when the alternative markets are so discouraging.

Sincerely

AUB KRETSCHMER

There is now a pregnancy test available on the market which can detect the pregnancy state of a cow at 22-36 days after service by testing a sample of milk.

The two scientists who have refined the technique, Dr. Bruce Bellinge and Dr. Chris Copeland, feel it should be a tremendous aid to dairyfarmers who are trying to achieve a 365 day inter-calving interval.

Dr. Bellinge, who worked in association with the Milk Marketing Board of UK, where the method was developed, states that the test is based on the hormone of pregnancy, progesteron, being present in the milk, and it will detect 100 per cent of cows not in calf and 97 per cent of cows which are in calf. (The 3 per cent false positives are due to pregnancies which have failed or which are in the process of failing). Dr. Copeland has developed the quantitative test which will be far more accurate than the UK system, as it will give a result in figures.

Changes to the preservatives used in the test, to overcome problems caused by Australia's high temperatures, which can cause the progesteron to break down, so giving a false reading, and other changes in the test, have resulted in an improved technique and a greater accuracy than comparable tests which can claim only 80-85 per cent accuracy.

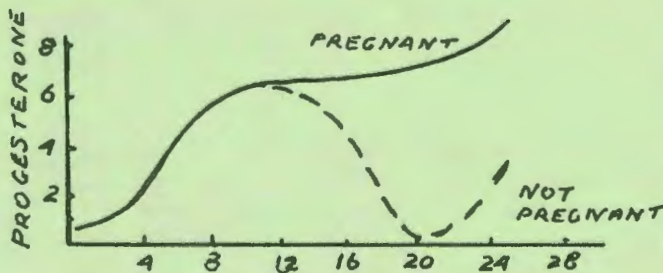
The benefits of an early pregnancy result are numerous. It has been estimated that a cow which is not in calf costs approximately \$2 per day, or more than \$40 per cycle for a cow which went undetected when she was in season. Whilst most of this cost is due to the loss of milk production, it also includes the extra cattle and feeding necessary to make up the milk quota, extra semen costs, labor costs and slower return on calves sold.

Midland Veterinary Laboratories, in Western Australia, which is marketing the service, is offering two free tests to dairyfarmers to try the method. (See advertisement below).

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Please send the necessary materials so that I can )  
take up the "no obligation" 2 FREE TESTS. )

NAME:..... Number of cows in herd .....

ADDRESS:..... Optimal calving season .....

.....POSTCODE.....

## LATEST AUSTRALIAN BREEDING VALUES RELEASED

The latest listing, by the Australian Dairy Herd Improvement Scheme (ADHIS), included as a supplement to this Journal, confirms the quality of the top bulls in the first ABV computer ranking, and indicates that some new top sires will be coming through with excellent proofs.

Australia's 5 major semen production centres should be very pleased with the latest listing as each of them has a bull in the top 5 Holstein-Friesian sires for fat order with known semen availability. Elder's has LUCCOMBE MARALYN STARLITE (LUCK), THIO has THIO WINDERMERE V10 (THIO V10), Graham Park has NEW LINE KRISS COMMODORE (NLKC), VAB has MURRIBROOK STARLITE LOYALTY (NMSL), and Wacol has BARRON VALE STARLITE (15FFV02).

LUCK, MBSL, and 15FFV02, which fill the first 3 places in milk order for Holstein-Friesian sires with known semen availability, are sons of the outstanding Canadian sire, Roybrook Starlite, a top Holstein-Friesian sire of cows and bulls right throughout the world, and, although now dead, is leaving sons that are proving to be just as good, and in many cases, better than he was.

In fact there are many young bulls coming up to the top in ABV's. Sons of two New Zealand bulls, Windermere Perfect Max and Welburn PG Butterman have performed extremely well in the latest results.

Top Canadian geneticist, Professor Ted Burnside, who evaluated the ADHIS during his recent 12 month sabbatical in Australia, told farmers at meetings around Australia that they should be aiming to use up to 50 per cent young bull semen per year to maximise genetic progress. The latest ABV listings indicate that the use of young bull semen will not only produce very high producing daughters, but the farmer will also have the daughters many years sooner than if proven semen only is used.

The use by AB Centres of the ABV's as a basis to select sires to breed sons will further improve the quality of young bulls going into progeny test programs, and further enhance the quality of daughters that farmers will receive by using this unproven semen.

In Jerseys, VAB has 4 of the top 5 sires in fat order with known semen availability, including the most outstanding sire, YARRAVALÉ DANNY BOY (YDB), and ROSECROFT CARAMELLO (ROLO), GANBEER DUCHESS OWL (GDO), and OAKBRAE DICTATOR (OADI). The New Zealand bull, BIRDGROVE BRACKENBURY (72411) splits the VAB bulls by coming third in fat order.

Elder's and Graham Park also have top sires in the Jersey listing with LAMORNA DESIGNS STYLEMAN (STYLE) from Elder's, and BRANSTON ROYAL DEMOCRAT (BRD) from Graham Park.

The top fat A15 bull is SUNNY VIEW SMART TIME (SMART) from Bovine Semen, followed, in fat order, by 3 Wacol bulls: SUNNY VIEW PRINCESS TENOR (15ISK01), WARROOLABA MAGNET (15ISS03), and TABBABONG REDPATH (TRP) with SUNNY VIEW SURVEYOR (SURVEY) from Bovine Semen fifth in fat order for sires with known semen availability.

English bulls have done well in the Guernsey breed with TIRESFORD GISELLES SOUVENIR (G282) being the top milk and fat bull with known semen availability. Wacol has the second best fat Guernsey bull with GOLDEN RAY JULIAN (15GGV01), whilst Elder's has quite a good milk bull, KOOKABURRA CN FOUNDATION (KOOKY).

The latest results have encountered some problems through poor identification of animals. The ADHIS has included an explanation of the problems encountered with this release so that all dairyfarmers will more fully appreciate the need for accurate and correct identification of the sires of their cows. With improved recording of identification and more cows correctly recorded with a known sire, there will be more information to use in developing breeding values on bulls.

(On the accompanying sheets rankings are:- MILK on pages 1 to 5, FAT on pages 6 to 10).

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## FEEDING PREGNANT DRY COWS

**FEEDING DURING THE DRY STAGE** - The dry period, which serves as a resting period for the cow and for the regeneration of mammary tissues, is necessary for a continuance of milk synthesis at optimum levels. The length of time a cow should remain dry has been questioned. Butcher (1980) reported that cows dry 20-30 days produced 421 kgs less milk during lactations than cows dry 50-60 days although, on the other hand, cows dry 90 days or more produced 184 kgs less than those dry for 50-60 days. From this research it appears that drying cows off for 50-60 days is more beneficial.

It is most important to ensure that cows are in good condition at calving. Extremely fat cows are very susceptible to ketosis, parturient paresis, mastitis, displaced abomasum, retained placentas and poor appetite. The "milk fat cow syndrome", characterised by hyperlipaemia and fatty livers, results in decreased resistance to pathogenic challenges because of an impaired synthesis of white blood cells (Morrow et al, 1979).

At the other extreme, pregnant cows suffering from malnutrition may abort, retain placentas, produce less milk, develop milk fever and be more susceptible to infection, depletion of body reserves brought about by the additional demand of the developing embryo. We know that the energy needs for gestation during the last two months of pregnancy (while the cow is dry) are about 30 per cent higher than maintenance; protein needs are increased 80 per cent, calcium 60 per cent, and phosphorus 40 per cent.

Most of the pastures in this State dry up during summer, and many dairyfarmers tend to dry off their cows during this period. This summer, driving around the hills, we did not see any large acreages of irrigated pastures, so it is fair to say that the chances of dairy cows getting fat are remote under South Australian conditions and it is most likely that the dairy cows will be underfed in terms of nutrients during summer. Dry pastures are usually lower in nutrients (energy, protein, vitamins).

**PREPARING FOR LACTATION** - Before calving, dry cows and springing heifers should be fed a ration similar to that fed to the milking cows. Preparation of heifers and dry cows take place over 30 to 40 days. A dairy concentrate in quantities not exceeding 1 per cent of body weight should be fed during this period. Such a practice ensures that the embryo's growth rate requirements for energy, protein and minerals are met and there is no drain on cow's body reserves for this function, as well as ensuring that the calcium and phosphorus requirements are satisfied and the chances of placenta retention and milk fever are reduced.

On the day of calving the cow has little desire to eat. Thereafter, feed should be increased slowly, as increasing concentrate at too rapid a rate will cause digestive upsets. The type of ration fed in early lactation should be similar to that received during the last 2 to 3 weeks of the dry period. One system suggested for building up the energy intake of the fresh-in cow is to offer daily about 3.5 to 4 kg of concentrate just after calving, increasing at 0.7 to 1 kg per day to a level commensurate with the cow's increasing needs. For most cows it will take 10 to 14 days to build up to the desired concentrate intake.

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## CHANGES TO CALF RUN SCHEDULES

### Southern Runs Split : Public Holiday Arrangements

The Combined Southern run will split, from TUESDAY 27 MARCH, into the following two runs:-

#### TUESDAY - SOUTHERN 1

9.00	Myponga	11.30	Second Valley	1.30	Parawa 1
10.30	Wattle Park	12.00	Delamere	2.00	Parawa 2
11.00	Normanville			2.30	Torrens Vale (hail)

#### THURSDAY - SOUTHERN 2

9.00	Waitpinga	10.45	Inman Valley	1.00	Hindmarsh Valley
9.45	Willow Creek	11.30	Back Valley	1.45	Mt. Jagged

The Northern run on MONDAYS, River run on TUESDAYS and Central run on WEDNESDAYS will continue unchanged. Calves will also continue to be purchased over scales at the Factory door on TUESDAYS and FRIDAYS from 8.30 a.m. to 12 noon.

#### PUBLIC HOLIDAY ARRANGEMENT

MONDAY	16	APRIL	Northern run unchanged
TUESDAY	17	"	River run and Southern 1 unchanged
WEDNESDAY	18	"	Central and Southern 2
THURSDAY	19	"	Factory door, but NO Southern 2 run
FRIDAY	20	"	NO factory door
MONDAY	23	"	NO Northern run
TUESDAY	24	"	NO River or Southern 1, NO Factory door
WEDNESDAY	25	"	NO Central run (deferred to Thursday)
THURSDAY	26	"	Central, Southern 1 and Southern 2 runs
FRIDAY	27	"	Factory door as usual
MONDAY	2	MAY	Northern run is ON.

There is NO NORTHERN and NO RIVER run during the week ending 28 April, but all schedules return to normal from Monday 30 April.

### SUPPORT THE S.A.D.A. CALF PICK-UP SCHEME



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**Is John Kerin's Aim**

In his Presidential address to the ADFC Council in August 1983, John Bennett commented on the difficulties to be faced by the Australian dairy industry over the next decade as a result of over-production in the European Community and North America. Mr. Bennett said, "Overseas (dairy) industries are fortunate, however, in that they have governments which are committed to their long-term survival. This is a luxury which the Australian dairy industry does not have".

A copy of the address was forwarded to the Federal Minister for Primary Industry, John Kerin. Mr. Kerin said that "Many of the issues of concern outlined in the Address are ones which I certainly also share". He went on to say however, that, "I must, incidentally, take exception to the remark in the President's address to the effect that the Australian Government is not committed to the long term survival of the Australian dairy industry. This is simply not correct. The Government is committed not just to the survival but to the continued development of an efficient Australian dairy industry".

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## S.A. PASTORAL AWARD RATES INCREASED

**Retrospective to 6 October 1983**

<b>ADULT RATES per 40 hour week without keep :-</b>		<b>\$</b>
Station Hand	- less than 12 months experience	200.80
Station Hand	- more than 12 months experience	202.60
General Stationhand		204.30

### JUVENILE RATES per 40 hour week without keep :-

Age	\$	Age	\$	Age	\$
15	90.40	17	110.40	19	150.60
16	100.40	18	130.50	20	180.70

**WITH KEEP :-** The above rates less \$41.80 per week for adults and juveniles.

## THE INFLUENCE OF COW SIZE ON PRODUCTIVITY Proposed Research Project To Be Debated By Districts

Members have already been debating, at District meetings earlier in 1983, what appears to be a controversial proposal to undertake research into the relationship, if any, between cow size (within a breed) and milk production.

Arguments for and against the project were based, at times, on the belief that the research was intended to investigate the relative productivity of large and small breeds, whilst the view was frequently heard that a laboratory-type experiment carried out at Northfield would be irrelevant to grazing cows in field conditions, where distances between grazing areas and milking sheds were large, and where the topography was steep.

These objections are, however, largely irrelevant. The aim of the project is to attempt to evaluate the impact of the changes within the Friesian breed, which began with the introduction of NZ, British and Canadian semen. Semen is now also becoming available from US Holsteins and there has been a strong tendency in recent years for both studs and AI centres to use North American Holstein bulls in their bull breeding programs.

The consequence of the use of North American semen has been the development of cattle of larger size capable of higher levels of milk production. The question which has not been answered is whether these are the most efficient cattle under the various Australian feeding conditions.

There is no doubt that a positive relationship exists between cow size and milk yield but this does not mean that the larger cow is more efficient. It has been calculated that for cows of different weights to produce at similar conversion efficiencies, the following amounts of milk (at 4 per cent fat) would need to be produced.

800 kg cow - 18.4 kg milk; 600 kg cow - 15.0 kg milk; 400 kg cow - 11.3 kg milk.

When considering cow size, it is necessary to look at the system under which the animals are to be managed. On a world basis, 2 extremes in dairy management systems are evident, namely the US feed-lot system and the New Zealand pasture-based system. Both these countries have had advanced herd improvement programs in recent decades and it is interesting to note the effect that selection has had on cow size within the one breed, namely the Holstein/Friesian. The US system has seen the development of a 600-700 kg cow, capable of high levels of production per cow to maximise profits from a capital-intensive feed-lot system. Under the New Zealand low-cost pasture system a 400 kg cow with a high fat test has developed, not necessarily to maximise production per cow but to maximise production per hectare. Most South Australian feeding systems tend to fit somewhere between these two extremes. Consequently, we need to consider the effect of using these extreme Holstein/Friesian types on the profitability of our dairy industry.

Overseas research programs can give some information relevant to the Australian situation. In a research program in the USA over the last 16 years, half a Holstein herd has been bred to bulls of large size and half to bulls of small size. In 2 generations, a 50 kg difference in liveweight between the two groups of cows has been established. Although the larger cows ate more total feed, smaller cows ate more feed per unit body weight with the result that the smaller cow had a 4 per cent advantage in total feed eaten per kg fat produced.

The question of whether different feeding conditions have different effects on different Holstein/Friesian strains or sire groups has been investigated in several countries. In the largest of these studies the only significant interaction between a sire group and feeding practice was that of sire group and the amount of concentrate fed in addition to pasture i.e. the situation likely to occur in our dairy industry. In these studies a bull from NZ sired the best producers on an all-roughage diet and the poorest on a roughage plus concentrate diets. There are also indications from NZ of interactions between genotype and the conditions under which the herd is managed.

The largest comparison of Holstein/Friesian strains is the experiment currently being conducted in Poland. Data from the first lactation of daughters of sires from various countries mated to Polish dams and fed under normal Polish conditions (including grazing) are currently available. Daughters from US and NZ sires had the highest milk fat production under these feeding conditions.

# COASTAL IRRIGATION SERVICES

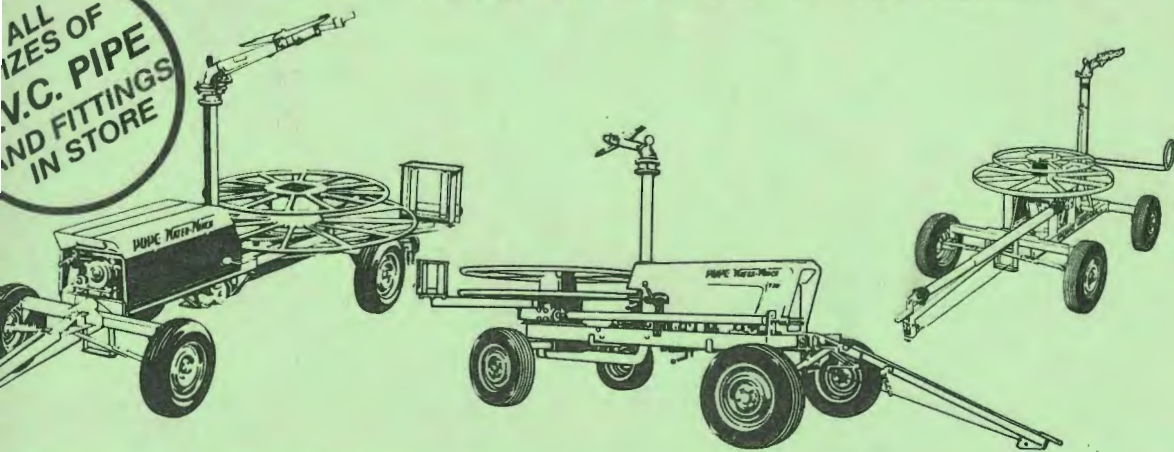
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## COASTAL IRRIGATION SERVICES

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Origin of Sire	Milk (kg/cow)	Fat (kg/cow)	Fat %	Live weight at culling (kg)
US	3962	157	3.94	504
NZ	3795	157	4.13	489

Liveweights of the US and NZ daughters differed by only 15 kg at calving but it must be realised that the US heifers were younger at mating and may take longer to reach mature weight. The differences in mature live weight may therefore become much larger.

Another interesting aspect of the Polish data is that although fat production of US and NZ daughters was similar, the dams of the US bulls averaged 400 kg fat per lactation whereas the dams of the NZ bulls averaged 209 kg fat per lactation. A large portion of this difference is certainly due to the contrasting feeding conditions in the US and NZ but it would be of interest to know whether the NZ sire dams could produce 400 kg fat under US conditions.

The NZ research of recent years on high- and low-breeding index herds of both Friesians and Jerseys is also of interest. These herds were established by selecting cows from the NZ industry on the basis of Breeding Index (BI). The following table shows the total lactation fat production and calving liveweight for cows from these herds.

	Friesian		Jersey	
	High BI	Low BI	High BI	Low BI
Annual fat production	153 kg	125 kg	172 kg	127 kg
Calving live weight	386 kg	416 kg	367 kg	319 kg

Selection for milk fat under NZ conditions has been associated with an increase in the size of Jersey cows, possibly a decrease in the size of Friesians, but certainly with an increase in the milk fat test in Friesians. Experiments conducted in the 1960's in NZ showed that higher production per hectare could be obtained from Jerseys than Friesians but this may be of little relevance to the 1980's if these changes in breed size have occurred. Does this mean that the 400 kg dairy cow is the optimum cow for high production per hectare under

Selection of Holstein/Friesians under contrasting feeding conditions, namely the US feed-lot and NZ pasture situations, has seen the development of strains of contrasting size, i.e. 600-700 kg US Holstein and 400 kg NZ Friesian. Current standards for type assessment of Holstein/Friesians in Australia are based on the Canadian standard and most of the semen imported from North America is from bulls with a positive rating for size and stature. Semen from NZ is also readily available to the dairyfarmer as is semen from the various Australian AB centres, much of which is from bulls with Canadian or N.Z. bloodlines.

The project to be carried out at the Northfield Research Centre is proposed to evaluate the extreme size types of Holstein/Friesians with high breeding values under a range of feeding conditions. It is anticipated that 2 herds each of 50 cows will be established. Data on the performance of the 2 strains will be obtained from all future nutritional studies conducted at Northfield and from grazing trials conducted off the Centre.

#### **WILL GOVERNMENT CHARGES HEAD DAIRY COST INCREASES?**

It will be some weeks before the Metropolitan Milk Board completes its current production cost survey (February 1983 to January 1984), but, despite continuing double-digit inflation and the recent 4.3 per cent national wage rise, it is unlikely that increases in any other cost items will exceed those already declared for irrigation water rates (up 28 per cent and doubled in 4 years) and electric power tariffs (up 26 per cent and doubled in 4.5 years).



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### **SURVEY OF COW NUMBERS**

#### **Dairy Corporation Reports A Poor Response To The National Questionnaire**

The Australian Dairy Corporation, in an attempt to get more accurate information on which to base its forecasts and forward planning, recently sent out 8 000 questionnaires to dairyfarmers selected at random, asking them, under the cover of anonymity, to provide data on their herd size.

The response, in the form of completed questionnaires returned, was much less than 50 per cent, 32.75 to be precise.

The ADC has now issued a request for co-operation in responding to future questionnaires, pointing out that the sole reason for the questionnaire is to serve the interests of the total Australian dairy industry.



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Although, after 20 weeks, all cows were milked twice daily, the cows milked thrice daily continued to out-produce the control group, and at the end of the experiment the total average production of cows milked thrice daily exceeded that of cows milked twice daily by 383 litres for first lactation cows (4881 litres against 4498 litres) and 791 litres (6485 litres against 5694 litres) for cows in later lactations.

During the first 20 weeks of the experiment, cows milked thrice daily gained less body weight than those milked twice daily, but by the 44th week of lactation weight gains were similar.

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# The South Australian Dairymen's...

## IN THIS ISSUE

Interstate Milk in SA  
Changes In Pastoral Award Rates  
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Individual Cell Counts And Mastitis Control  
National Milk Production Now 8 Year Peak

# JOURNAL



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South Australian Dairymen's  
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## IAC RECOMMENDATIONS - AND OTHER PLANS

The Minister for Primary Industry now has before him four schemes for proposed new marketing arrangements - the original IAC recommendations (now thankfully receding into history), the Australian Dairy Industry Conference proposal, a proposal put by the Minister's own Department of Primary Industry to the Working Party reporting to the Standing Committee on Agriculture, and, most recent, a submission from the NSW Dairy Farmers' Association.

All the proposals have a common factor, a levy on all milk to subsidise export returns. The maintenance of a "safety margin" above domestic requirements is accepted as being in the interests of all sectors, including the market milk industry, which does not, at present, contribute to domestic price stabilisation. The proposals vary on the amount of the levy, the timing of its introduction, and whether the levy should be supplemented by product pool stabilisation.

The two major areas of difference are, first, whether interstate trade in market milk should be regulated, and whether it should take place only at the request of the milk authority in the receiving State, and, second, whether an entitlement scheme should be introduced to curb further over-production, and, if so, when, should it be introduced.

Queensland, NSW and WA are insisting that an entitlement scheme should be imposed immediately, because they fear that, once the levy-on-all-milk scheme is under way, the need for entitlements will be conveniently forgotten. The other States (Vic, Tas, SA) propose that entitlements should be imposed from the beginning of the second year.

On the other hand, the Department of Primary Industry's plan does not involve entitlements at all.

One thing is, however, clear. If entitlements are introduced, and if they are based on average production during the 3 years 1980-81, 81-82 and 82-83, as proposed by ADIC against the recommendation of ADIC's own working party, South Australia will be the worst affected State, as may be seen from the table on page 12.

Greetings,

**INTERSTATE TRADE IN MILK:** After the industry had spent much time and effort to develop a marketing plan that promised security to dairyfarmers throughout Australia, it was alarming to me and the other delegates attending the industry meetings held in Sydney in mid-April, to find milk from the Midland Milk Company in Shepparton, Victoria, being sold through the Jewel chain of supermarkets around Sydney. The milk was in plastic containers and sold below the maximum gazetted retail prices in NSW.

At the time of writing, this supply is continuing and, even though it is a very small percentage of the total Sydney milk market, we are already witnessing what could develop into a widespread disruption of orderly marketing.

Midland is currently receiving its milk from a very large supplier who obviously hopes to achieve short-term personal benefits. It is a very emotional issue and we can only hope that the Victorian Dairy Industry Authority can be persuaded to use its powers to prevent the movement of milk across the borders.

This exercise in interstate trading is supported by a small group of dairyfarmers within Victoria who do not wish (or do not have the foresight) to recognise the economic damage that can follow such trade (even in Victoria), nor do they understand or recognise the very real advantage that Victorian producers will gain from the proposed industry marketing plan.

Indeed, our own very strong support for the plan will be withdrawn unless this uninvited interstate trading of milk is stopped, and I hope that commonsense will soon emerge to stop the dairy industry from again plummeting into the turmoil that has plagued the industry in the past.

**NATIONAL PROMOTION:** The Australian Dairy Corporation, last month, presented to the Australian Dairy Farmers Federation, its proposed promotional campaigns for 1984/85, the funding of which would, if approved, have lifted the promotion levy from 19 to 24 cents per 100 litres.

The increase was opposed by ADFF on the grounds that there had not been an acceptable cost benefit analysis to justify the increased spending and I understand that the campaign budget was subsequently reduced.

**A LARGE OPERATION:** Whilst in Sydney we visited a large dairy farm where about 960 cows were being milked three times daily, using a turnstile dairy, with about another 400 cows dry at that time, (the vagueness of the numbers being due to the fact that even the owners did not know precise numbers).

Milking time was four hours and the cows were divided into three herds. The cows were fed a mixture of grain and cotton-seed husks during milking, followed by brewers grain in a large barn after each milking, in a highly mechanised operation.

Each cow was tested weekly for milk production. Culling was severe. Bulls are always with the herd and all the heifers calves are kept for replacements.

**HERD RECORDING:** The problems being experienced by HISCOL in changing over to the new testing equipment and computer show signs of nearing a satisfactory conclusion.

The patience and tolerance of the clients of herd recording have been tested to their limits, but we have now been assured by HISCOL that the system should be operating satisfactorily by the end of June this year, by which time cell counting of individual cows should also be available.

We recommend, for the sake of future herd recording in this State, that members assist in arriving at this satisfactory outcome, by supplying the information required to complete records, and that outstanding accounts be honored.

With the pressures being applied to our industry, it is becoming increasingly important for survival, to have the ability to farm economically. Herd recording, with the long-awaited cell counting of individual cows, will continue to be an important tool to achieve this.

OUR FIRST ANNUAL CONFERENCE: The Association is, this year, holding its first Annual Conference on 26 June, at Victor Harbor, to be followed, the next day, by the Annual Meeting of the Central Council.

Please come and make this a successful conference, and show your concern for the future of the dairy industry in this State.

Details of the Annual Conference, which will be followed, in the evening, by an Official Dinner, are given elsewhere in this Journal, and members are urged to attend, to hear, firsthand, from a number of qualified speakers, advice that will help them during the restructuring that will inevitably occur in the next few years.

Members are also warmly invited to attend the Central Council's Annual Meeting on the following day, and to consider taking advantage of the fellowship and the opportunities or personal contact provided by staying overnight.

Sincerely yours

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### FIFTY PER CENT INCREASE IN CATTLE COMPENSATION RATE

An approach to the Minister of Agriculture, the Honorable Frank Blevins, has resulted in an increase in the rate of compensation, for cattle compulsorily slaughtered for brucellosis or other compensatable disease, to \$600, or \$200 higher than the previous rate of \$400.

It is, however, interesting to note that the rate of compensation in the United Kingdom is 540 pounds sterling, or the equivalent of \$839.

## INTERSTATE MILK IN SOUTH AUSTRALIA

The General President, in his article on page 2, makes reference to the highly publicised re-incursion of Victorian milk into the Sydney market, which has continued now for some 6 weeks with negotiations taking place at industry and Government level to bring the matter under control.

We should not, however, assume that the negotiations will be entirely successful, nor that South Australia will not suffer a similar fate. In fact Victorian milk has been in this State for over a year, in the form of UHT milk from Camperdown, under the "Borlæ" label, selling in a price range of prices from 57 to 79 cents per litre carton compared with the Adelaide price for pasteurised milk of 64 cents per litre.

This has since been followed by the recent appearance, in most supermarkets, of UHT flavored milk from QUF Industries in Brisbane, under the name "Shake dairy drink", presented in "six-packs" form and priced generally at 37 cents per 250 ml carton (\$2.22 per pack), but with the price substantially discounted when the product has passed the "used by" date (instances of up to 10 weeks beyond "use by" dates were found in a store survey last week).

The latest introduction is the Victorian Dairy Industry Authority sponsored "Big M" UHT flavored milk, now being widely distributed to shops and supermarkets by a subsidiary of the Berri fruit juice organisation, and priced at 50 cents per 250 ml carton and 70 cents per 500 ml carton.

Apart from the fact that the smaller cartons (250 ml and 500 ml compared with 300 ml and 600 ml for South Australian flavored milk) allow what appears, to the unobservant purchaser, to be a price advantage, UHT milk has nothing to offer the consumer, in when compared with pasteurised milk, other than the ability to store it, for a limited time, without refrigeration.

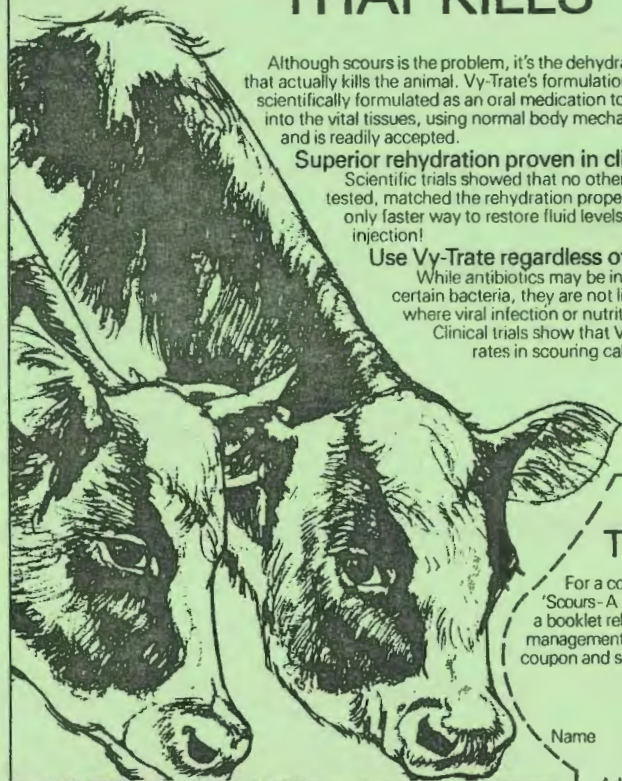
The high temperature used in processing (hence the term "Ultra Heat Treated") depletes the vitamin content of the milk, and may also impart a "cooked" flavor, which, of course, is masked in UHT flavored milks, a fact which makes flavored milks a suitable outlet for the product.

UHT milk is also subject, depending on the degree of control used in processing, to a defect known as "age-gelation", by which the milk becomes of a jelly-like nature.

There is no doubt that UHT white milk fills a need for campers, hikers and other persons without access to refrigeration, although some of the old stand-bys such as evaporated milk (e.g. "Carnation") fulfil the same function in less space, but the unanswered question is whether UHT flavored milk will be used in similar applications, such as, for example, school lunch bags, beach trips and sporting events (although the product is scarcely palatable if not chilled before drinking), or whether it will replace conventional flavored milks.

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## METROPOLITAN MILK SALES DOWN IN APRIL

### And Milk Production Moves Towards Normal

Milk sales in the metropolitan area in April were 3.2 per cent below those of April in the previous year, but this fall in itself may not be important, as, owing to 6 day delivery, monthly milk sales tend to be influenced by the location of week-ends relative to the total of 30 or 31 days, and the April down-turn is more than offset by the increases (3.0% and 1.7%) in the two preceding months.

Milk production in the Central Region fell in April to less than 1 per cent above that of April 1983, accelerating the downward trend that had been evident in the four previous months below the 18.5 per cent peak in November.

### MILK PRODUCTION & SALES STATISTICS

	For Month		Change %	12 Months 1983	Cumulative 1984	Change %
	1983	1984				
<b>MILK PRODUCTION - METROPOLITAN PRODUCING DISTRICT</b>						
Feb (000 litres)	15 040	17 257*	+14.7**	230 852	272 640	+18.1
(000 kg fat)	639	754	+18.1***	9 820	11 920	+21.3
Mar (000 litres)	15 366	16 283	+ 6.0	232 429	273 557	+17.7
(000 kg fat)	670	733	+ 8.4	9 897	11 977	+21.0
Apl (000 litres)	17 125	17 288	+ 0.9	235 418	372 719	+16.3
(000 kg fat)	769	783	+ 1.8	10 046	11 991	+19.1

\*29 days. \*\*10.8% when corrected to 28 days. \*\*\*13.9% when corrected to 28 days

### MILK SALES - METROPOLITAN AREA

Feb (000 litres)	7 331	7 552	+ 3.0	92 293	93 041	+0.8
Mar (000 litres)	8 279	8 244	+ 1.7	92 446	93 186	+0.8
Apl (000 litres)	7 669	7 421	- 3.2	92 490	92 938	+0.5

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We are now at the time of the year when feed is often scarce and animal demands for feed are on the increase. As the cow is approaching calving, or has calved, its demands for both energy and protein are rising, combining with wetter and colder conditions means that the cow has to be well fed, without over-feeding.

To give the cow every chance of using all the available nutrients it is worthwhile considering checking your dairy herd (including replacement stock) for worms.

I made mention earlier that the cow has to be well fed but not over-fed. The reason for this advice is to guard against pregnancy toxæmia and acetonæmia. Fat cows can develop pregnancy toxæmia and die in their last weeks of pregnancy. Alternatively, if the cows do not suffer this fate, there is the likelihood of calving difficulties and, possibly, acetonæmia in various degrees.

Because of the likelihood of calving difficulties with over-fat cows, such cows are usually less interested in eating after calving, which then leads to the body fat being used as the cow's source of nutrients, finally a break-down of products which further depress appetite and resulting in a classic case of acetonæmia.

This is also the time of the year when you should be on the lookout for milk fever and grass tetany. Milk fever is more common in older cows and can be traced to families. If a cow suffered from milk fever last season there is a strong chance that she will again suffer the same fate this season.

The keeping of good records will allow you to monitor these animals more closely prior to and immediately after calving. A preventive dose of "four-in-one" to these animals would, in my opinion, be more than worthwhile.

Grass tetany is often associated with pastures that are rapidly growing. Pastures and/or herds that have traditionally suffered from grass tetany should be treated at a preventive level from autumn to mid spring. The addition of "Causmag" to the cows' diet will help prevent grass tetany. This can be fed out on hay or incorporated in prepared feeds.

Although this article has highlighted some of the problems which may occur around calving time, these problems can be minimised by preventive measures such as reducing parasite burden on the animal. Correct feeding and management of the cow around this period will have a major bearing on the cow's future production potential. The keeping of good records will also allow you to plan in advance the necessary preventive measures against the above problems.

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THE CENTRAL COUNCIL DISCUSSES \_\_\_\_\_ at its meeting on 28 March 1984

**PAYMENT FOR MILK BY COMPOSITION.** Delegates were informed that, following discussions, the Dairy Companies had undertaken to examine whether changes needed to be made to either present testing procedures or to their computer programs to enable a protein test to be added to suppliers' monthly records without much additional cost.

**FARM VAT SIZES.** Discussions with Dairy Companies had revealed that pressure would not be applied to a supplier whose milk output temporarily exceeded the vat capacity if it was possible for additional pick-ups to be made during that short period at very little extra cost.

Where it appeared that milk output would exceed vat capacity for longer periods, suppliers were being induced to increase available vat capacity.

**MONTHLY HERD-MILK CELL-COUNTING.** Delegates were informed that the monthly herd-milk cell-count service now provided by Northfield would cease at 30 June. The question was whether, as individual cow-milk cell-counting would become available within the next few weeks, the Central Testing Laboratory should continue to provide the monthly herd-milk service on a routine basis.

Delegates opinions reflected attitudes already evident from District meetings, with no marked preference for either a continuation of the service or its cessation. Delegates expressed some scepticism of the value of the present service because the cell-counts tended to vary widely, without any apparent reason.

The subject will be further discussed at the Association's Annual Conference, by which time it is hoped that members will have had some experience of individual cow cell-counting.

**ARTIFICIAL BREEDING REGULATIONS - CONDITIONS FOR SYNDICATES.** Delegates were informed that advice had been received from the Department of Agriculture that it was likely that, in accordance with the Association's request, the limit would probably be removed on the length of time that a bull must be owned by a syndicate before semen could be taken.

The Association's other request, for a raising of the limit on the number of owners in a syndicate (a maximum of 4 is currently proposed in the draft Regulations) would probably not be granted, as other States appear to be adopting a firm stand.

Delegates agreed that the Association should continue to press for a relaxation of the limit, and proposed that the minimum number of owners of a donor bull should be the same as the minimum number of herds for inclusion in any list of Australian breeding values.

**LEPTOSPIROSIS.** Delegates were informed that action had been taken to make leptospirosis in dairyfarm employees a compensatable disease under the Workers Compensation Act.

Delegates were informed that although vaccination did not cure leptospirosis, a vaccinated cow discharged fewer organisms, and the risk to dairyfarm workers was consequently reduced.

**NATIONAL MARKETING ARRANGEMENTS.** Delegates were informed that, although the plan adopted by the Australian Dairy Industry Conference was supported by only a bare majority of the representatives making up the Conference, it was important to note that the ADIC plan would have almost exactly the same effect as the recommendations made to the Minister of Agriculture on behalf of the South Australian industry, and, in fact, would achieve practically the same result by a less complicated process.

Delegates from Districts in the Golden North region expressed concern at the impact that the proposed entitlement scheme would have both on suppliers and on the Golden North company itself, which was unfair because the region had not contributed to the over-production problem.

**HERD RECORDING.** A motion from the Torrens Valley District "that the South Australian Dairyfarmers' Association seriously look at the possibility of taking over the management of herd recording in South Australia" was not supported by the delegates, who voted, instead, in favor of a motion "that the Central Council expresses its concern at the problems being experienced by HISCOL, and, because industry funds are involved in herd recording in South Australia, directs the Association to maintain liaison with HISCOL, the Milk Board, the Department and the ADFF, for the purpose of overcoming these problems now and in the future".

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**CELL-COUNTS AND MASTITIS CONTROL..... A SAGRIC VIEW**

*INDIVIDUAL COW CELL COUNTS - Because individual cow cell counts (an indicator of each cow's mastitis status) will soon be available to herds using herd recording in South Australia, it is timely to re-examine the action that should follow the results of these ICCCs.*

*ICCC's are measured in a similar way to the present monthly herd milk cell counts and indicate the concentration of white blood cells in each cow's milk, and thus her mastitis level. The service is an important new development in mastitis control, as it identifies the cows most likely to have subclinical (invisible) mastitis in a herd, and will be available to dairyfarmers who herd test for no extra effort.*

*Farmers should get at least four cell count results for each cow at regular intervals during each lactation. The highest count (the lactation peak) is used to decide if the cow requires dry-cow treatment at the end of lactation, and as a guide in culling.*

*DRY-COW TREATMENT - The most effective dry cow treatments are classified S4 under the Food & Drugs Act and require a veterinary prescription for purchase.*

*BLANKET DRY-COW TREATMENT - on all quarters of all cows is recommended in herds:*

- not using a reliable system for selecting cows for dry cow treatment;*
- with more than two new cases of clinical (visible) mastitis per 100 cows per month;*
- with an average bulk milk cell count above 400 000 for the previous year.*

*SELECTIVE DRY-COW TREATMENT - using an S4 product in all quarters is recommended:*

- for any cow which has had clinical mastitis during lactation;*
- for any cow with a lactation peak ICCC greater than 250 000.*

*LACTATION TREATMENT - should only be used for cows with clinical (visible) mastitis, and not on the basis of ICCCs.*

**CULLING** - ICCCs should be used as a guide to culling cows. For cows with comparable production, those with high counts should be culled before those with low counts.

**FINALLY** - ICCCs are a measure of mastitis, not a magic cure, and must be used in conjunction with these tried and proven control measures:

- Regular milking machine testing and maintenance.
- Effective treatment of all clinical mastitis cases.
- Effective teat dipping.
- Effective dry-cow treatment.
- Culling cows with chronic mastitis.

DR. GREG STEVENS, DISTRICT VETERINARY OFFICER, CENTRAL REGION.

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### QUOTAS PROPOSED FOR EUROPEAN DAIRY INDUSTRY

It has been clear for some time that the European Economic Community is facing increasing difficulties in financing the Common Agricultural Policy. The rapidly increasing cost of Dairy Industry support presents the Europeans with their most urgent problem. Between 1973 and 1981, milk production in the EEC increased at approximately 2.5 per cent per year. During 1982 and 1983 the increase accelerated to 3.5 per cent.

Consumption of dairy products within the Community was increasing at 0.5 per cent in the 1970's but has stagnated in the last two years. At current production levels approximately 1 litre of milk in every 5 produced in the EEC goes to increase the existing stockpile of butter and skim milk powder. In response to this problem the European Commission has proposed the establishment of a quota scheme.

It is proposed that all dairy factories would be allocated a quota based on their purchases of milk in 1981, plus 1 per cent. Milk intake in excess of this would be subject to a "super levy" equal to 75 per cent of the target price for milk. In other words, production in excess of 1981 production plus 1 per cent, would only receive 25 per cent of the target price.

The Commission's proposal is a long way from implementation, but if it were to gain acceptance it would lead to a significant reduction in milk production in the Community. The proposal does, however, appear to be gaining greater acceptance in Europe than many had previously thought possible.

### **BUT UK FARMERS ARE OBJECTING**

"British milk producers warned today that 250 000 British cows will have to be slaughtered following a recent European Community decision to cut milk production. The claim was made during demonstrations in major cities in which dairymen carried coffins containing empty milk bottles and paraded cows with signs reading "Condemned to death"."

"Advertiser"

## NATIONAL MILK PRODUCTION NOW EIGHT-YEAR PEAK

Monthly milk production in Australia is again exceeding that of the same months in the previous year, after a slowing-down from September to January and indications are that total output in 1983-84 will exceed 5 900 million litres, (compared with 5 524 million litre. in 1982-83), a level not previously attained since 1976-77, when 5 773 million litres wa. produced.

The following table shows milk production in each State during March 1984, compared with March 1983, the cumulative total production for the 9 months July 1983 to March 1984, the estimated production during 1983-84 and the production for each of the previous 10 years

<b>National Milk Production By States (million litres)</b>							
	Vic	Tas	Qld	NSW	SA	WA	Aust
March 1984	199	21	49	73	20	16	378
" 1983	158	19	46	73	18	16	330
Change %	+26	+11	+47	-	+11	-	+15
Cum 1984	3 027	298	492	732	302	181	3 032
" 1983	2 850	283	436	699	260	172	4 770
Change %	+6	+5	+13	+5	+17	+5	+7
1983-84*	3 362	338	645	946	395	233	5 920
1982-83	3 164	322	572	905	340	221	5 524
1981-82	3 028	294	557	875	306	209	5 269
1980-81	3 065	289	516	778	319	214	5 181
1979-80	3 151	315	506	875	329	222	5 398
1978-79	3 283	364	548	908	332	213	5 648
1977-78	3 167	381	536	876	317	212	5 490
1976-77	3 212	423	624	943	355	215	5 775
1975-76	3 518	435	683	980	398	232	6 248
1974-75	3 745	461	658	958	426	246	6 497
1973-74	3 917	422	665	1 069	439	241	6 756

\*estimated total production.

### Annual Averages and Comparisons (Change %) with 1983-84 Estimates

Prev. 3 years	3 086	302	548	853	322	215	5 325
Change %	+9	+12	+18	+11	+23**	+8	+11
Prev. 5 years	3 138	317	540	807	325	216	5 408
Change %	+7	+7	+19	+17	+22	+8	+10
Prev. 10 years	3 325	371	587	917	356	223	5 779
Change %	+1	-9	+10	+3	+11	+5	+2

\*\*indicating that South Australian dairyfarmers will suffer most if any entitlement scheme based on average production during the 3 previous years.

\$\$\$\$\$\$      \$\$\$\$\$\$      \$\$\$\$\$\$

### AUSTRALIAN BUYING ADVISORY SERVICE (ABAS)

Occasionally members ask whether we have received any reports of the quality of service provided by Australian Buying Advisory Service (ABAS) which was advertised in the Journal d 1983.

Our answer to the question is that the only reports we have received express satisfaction the service provided by that organisation, but we have to add that, although we have not single unfavorable report, the favorable reports probably do not add up to more than a dozen.

We would be very pleased to receive more reports about the service which members received from ABAS, both favorable and unfavorable.

## RESULTS OF U.S. MILK REDUCTION PLAN DISAPPOINTING

US dairyfarmers have not responded as hoped to a Government program that pays them not to produce milk. In fact only 12 per cent, or 38 000 farmers, have accepted the plan, leading to a reduction of 337 000 dairy cows, a long way from the expected 1 million to 1.5 million cattle that pork and beef producers feared would flood the US meat market.

To add further to the Government's dilemma, it is believed that most of those participating are simply being paid for reducing their 1983 level of production, the year in which US milk output was the highest ever recorded, as they were able to nominate either 1981, 1982 or the average of those 2 years as their base for the paid diversion plan.

Many people in the US dairy industry believe that most farmers who increased their output in 1983 will continue to do so during 1984, aided by a continuing increase of 2 per cent per annum in milk production per cow.

The so-called "diversion" plan consisted of 3 parts, a direct payment of \$10 per 100 lbs milk (22 cents per litre) not to produce milk, a levy of 15 cents per 100 lbs milk (3.3 cents per litre) for dairy products promotion, intended to increase domestic sales by 2.5 per cent, and a reduction of 50 cents per 100 lbs (1.1 cent per litre) in the support price.

US Department of Agriculture officials have concluded that the paid diversion plan now operating will not cut production, but predict that the 50 cent price cuts will have a long-term effect.

Until that occurs US dairy production will remain at record levels for another 12 months at least.

## OPERATING ECONOMIES WITH GREATER EFFICIENCY

*The 30th June is a terribly important time of the year. At this point in time, all of us, with a year's trading behind us, have become all too conscious of those numerous items of expenditure which are associated with our businesses and which, if not accorded the proper attention they warrant, are likely to have skimmed some of the cream from the milk of a year's labor.*

*Each of us is now aware of the increasing cost of production and maintenance of our gross income, particularly in the light of the present economy spiral. We are also equally aware that the best, if not the only means of combatting the trend is the employment of greater efficiency in our management. Such as - the streamlining of systems and work flow and the control of the numerous items of overhead expenditure.*

*This is not designed to become a lecture on administration but purely serves as a reminder that what is left in the till is largely reflected in the attention one gives to running costs. Which leads us to one helpful suggestion - insurance and what it costs.*

*Our surveys show conclusively that many businessmen are inclined to shrug off this particular problem, often committing themselves to unnecessary expense or worse, exposing themselves to the quite considerable dangers of disastrous financial consequences. And that is why you have been provided with the advantages of the exclusive service of the Federation Insurance Limited. Our own approved and recommended insurer.*

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The Silicon Chip Revolution

The cell-counter and the second milkoscan have just been installed in the Central Testing Laboratory at the Metropolitan Milk Board's premises, and individual cow cell-counts will shortly be added to the information coming out on this "high-tech" facility.

Which leads to the questions - "What is around the corner in milk testing? What is the possibility of a 'cow-side' test for milk quality?"

This second question, asked by one of our members who already owns, and uses, a computer, was referred to the Milking Research Centre at Werribee, and elicited some quite surprising information.

Difficult though it may be to believe, silicon-chip and similar developments may, in the not-too-distant future, enable the measuring of the rate of milk flow through the milk-line, which, when multiplied by elapsed time, gives a measure of the volume of milk produced by each cow as she is milked, and the milk passing through the milk-line can be scanned by selected wave-lengths to provide fat, protein and other compositional analysis.

What about contaminants, and the disease status of the milk?

Those questions have, it is claimed, already been answered, perhaps not in the milk as it passes through the milk-line, but at least in the milking shed, in the form of a "do-it-yourself" milk testing laboratory.

According to "UK Farmers Weekly" the device, developed by electronics expert Donald Frazer, uses changes in the chemical nature of milk when it is adulterated by water, bacteria or chemicals, and, according to the inventor, "... altered conductivity is just one aspect ...".

Devices used for measuring altered conductivity are not new. Some years ago the Association imported such a device, which was submitted to Northfield for testing. The report from Northfield was that the device performed satisfactorily as far as it went, but for any use to be made of it, it was necessary to test the milk from all quarters at fairly frequent intervals, as the interpretation of the results depended on variations from previously established normal values for each cow, because of the wide variations in the conductivity of milk from each cow in the herd, at any one time, as well as changes in conductivity during a cow's lactation.

It was this absence of any recognisable "normal" level of conductivity that led to the reported fall in popularity of the milk testing device used in New Zealand 2 or 3 years ago, which flashed a green light for "satisfactory" milk, and a red light for "abnormal" milk.

It is, therefore, difficult to determine, without being able to inspect and test the new device, just what it does, how well it does it, and how, if at all, it has overcome the deficiencies of earlier devices using conductivity, or how it performs the other tests that are not based on conductivity.

It is difficult, for example, to imagine how such a simple device could satisfactorily replace the present laboratory test for the presence of antibiotics.

The inventor may be on safer grounds when he claims that the device can check "... changes in total solids ...", but we do not know whether the device can actually measure the amount of total solids, apart from testing merely the "changes", which, like conductivity, need a "bench-mark" to be of any use.

But it is a matter of "wait and see". The device, which, in its simplest form for on-farm use, is reported as costing around \$500, is now under test by the UK Ministry of Agriculture.

The same electronic principle is also claimed to be capable of being applied to the claw-piece of milking machines, to direct contaminated milk from one quarter of an udder, so that only acceptable milk goes into the bulk vat.

Concerning this latter adaption of the device, the claim of a spokesman for the UK Ministry of Agriculture that "... if it works it will be one of the most exciting break-throughs ever in the field of analytical science", must be considered as an understatement.

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# The South Australian Dairymen's...

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 ADC Chairman, Malcolm Vawser  
 SA Minister of Agriculture, Hon. Frank Blevins  
 ADFF Executive Director, Clay Manners  
 Changes in Calf Run Schedule

# JOURNAL



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## OUTSTANDING SUCCESS OF FIRST ANNUAL CONFERENCE

The Association's Annual Conference, held at Victor Harbor on 26 July, which was attended by some 250 dairyfarmers, dairy company representatives, Metropolitan Milk Board and Department of Agriculture staff, interstate visitors and other persons associated with the industry, was, by every measure, overwhelmingly successful, as was the Official Dinner which followed, with an attendance of 136.

The technical papers presented by Mr. John Whellams, on "Meeting the Challenge - Alternative Production Strategies", Dr. Norman Snow, on "New Technologies in Milk Production and Processing" and Dr. Graham Mein, on "New Technologies in the Milking Shed" were well reported in the rural press.

Media reports of the other papers, which dealt with the dairy industry's marketing arrangements, were less detailed, and these papers are reprinted in this Journal as essentials to an understanding of the situation in which the industry is now placed.

## IN THE MEANTIME, AT FEDERAL LEVEL ...

The State dairyfarmer organisations have not yet succeeded in agreeing on a common plan. The ADIC plan described by Clay Manners in this Journal is still the "official" policy of the Australian Dairy Farmers Federation, with the support of the majority of votes, and will be considered by the Standing Committee of Agriculture (Director-Generals from each State) and the Australian Agricultural Council (Ministers of Agriculture from each State), towards the end of July, but there is possibly no greater unanimity among State Ministers than there is within the industry.

## ... AND VICTORIAN MILK IS STILL BEING SOLD IN NSW.

Although it is claimed that the Victorian farm-gate price is now being paid by Midland Dairies for the milk it is supplying to NSW, it appears that some, at least, of the charges that would be imposed by the Victorian Dairy Authority on milk for sale in Victoria are not added to the price for the milk for NSW, thereby permitting the retail price to be lower than the recognised price in that State.

## OUR ABILITY TO SELL MUST MATCH OUR ABILITY TO PRODUCE

### General President Aub Kretschmer Calls For Action From Industry And Government

The main concern of the South Australian Dairyfarmers' Association during the past 12 months has been the marketing of the growing volume of our dairy products.

Australian dairyfarmers have developed great expertise in producing milk of high quality, which has enabled the Australian dairy companies to manufacture products that we believe, and we are assured by Peter Russell-Clarke, are equal to or better than those produced anywhere else in the world, but it would seem that this performance is not matched by an equal ability to market these products profitably.

I need hardly remind you that our industry is now experiencing a period of over-production, and new technologies are being adopted that will give dairyfarmers the ability to increase the milk yields of their cows even further. Every farmer I speak to appears to be quite confident that his herd will produce at increasingly higher levels, through better utilisation of pastures and the use of other sources of fodder.

The new Australian Breeding Values have given a challenge to the Artificial Breeding Centres to breed better bulls. Bulls can now be positively identified for their ability to lift production, and the use, in the future, of unsubstantiated propoganda to sell semen will serve little purpose. The potential for even further increases in production through breeding is now recognised by most dairyfarmers, at a time when world markets for dairy produce have become saturated and very difficult trading conditions exist.

The home market has, in consequence, come under even greater competitive pressure as sellers seek alternative outlets for produce for which export markets no longer exist. Unfortunately this competition is now tending to take the form of price cutting, and, in addition, inferior quality produce is all too frequently seen to be securing a greater share of supermarket shelf space.

This is occurring at a time when the current over-supply of milk has removed our opportunity to obtain the price adjustments needed to compensate for the ever-increasing costs of farm inputs. The combined effect can only be a general lowering of prices and a consequent fall in returns to the dairyfarmer.

Yet both the Industries Assistance Commission and government advisers imply that the best way to control milk production is through so-called "market-signals", meaning that returns will be allowed to continue to decline to a level where large numbers of dairyfarmers are eventually forced to leave the industry.

In the mid-1970s approximately half of Australia's dairyfarmers then operating were encouraged to withdraw from the industry because of the low prices prevailing. It would be disastrous for the long term viability of today's greatly reduced industry if that experience was to be repeated.

The Australian Dairy Farmers Federation, after many months' discussion, devised a new marketing scheme for the industry's survival, which, though later modified by the more broadly representative Australian Dairy Industry Conference, still did not achieve the seemingly impossible goal of obtaining the full support of the dairy industry in every State.

The proposed "levy on all milk" was included in the scheme to give equity to those who produce the necessary surplus milk that ensures that the domestic market is consistently and reliably serviced. But it cannot be too strongly emphasised that support for this proposal was conditional on the supply of market milk between States being regulated by State milk authorities and taking place only when requested by receiving States.

In addition, the ADIC scheme incorporated a formula for future price adjustments to be made without Ministerial involvement, and, although the price adjustments would, no doubt, be influenced by commercial decisions regarding consumer reaction, this part of the scheme must be seen as a big "plus" for both the industry and the government.

The scheme included, as a prerequisite, a proposal for a milk production "entitlement scheme". Although mention of an entitlement scheme generates considerable emotion among many, it must, in all fairness, be conceded that an entitlement scheme was, in fact, being seriously considered as a means of stabilising the industry long before the current over-production crisis.

Later today both Clay Manners and John Whellams will discuss the possible effects of entitlements, on dairyfarm incomes and dairyfarmers' production strategies, but, if we address ourselves clearly and positively to the problems now troubling our industry, we will see that we must do more than just tolerate an entitlement scheme as a "bandaid"; we must insist on it as an essential part of the industry's future structure, and get on with the job of implementing a scheme in the fairest possible manner, to halt the continued production of a volume of milk that is clearly more than profitable markets can absorb.

With the beginning of a new financial year only days away, no alternative scheme has yet been brought to the attention of the industry, and we have no option but to insist that the ADIC scheme is adopted if we are to prevent the living conditions of dairyfarmers from plummeting to intolerable depths, and to ensure that increased productivity is only applied to improving the life-style of dairyfarmers in line with that enjoyed by the community at large. We owe this much, at least, to our families.

The ADIC scheme, is, however, only intended to ensure that the marketing of our products is organised in a way that will benefit all dairyfarmers. It does not contain any formula that will maintain the stability of the market milk sector, and it is within the power of the Victorian Dairy Industry Authority alone to halt the irresponsible marketing of milk across State borders.

Victoria would appear to be the one State that combines both the capacity and the desire to sell milk into other States, an action that can be more disruptive than any other, and which demonstrates their failure to see that, in the long run, they will suffer as much as any other State in this contest in which there can be no winners.

Their action has already prevented price changes being made elsewhere to maintain returns in line with ever rising costs, a situation that will not change until this matter is resolved. Politicians and milk authorities are saying plenty; it is time they backed their words with action.

The ADIC scheme is not, however, a blueprint for perfection. It will continue to be as important as ever to maintain sanity in marketing.

The manufacturing sector of the industry must not lose sight of the need to develop new products whilst continuing to aim to sell more of our produce on the domestic market. The dairyfarmer, for his part, can do little in this regard other than to provide the funds for promotional campaigns, and whilst the results of our promotional activities seem, on the surface, to be encouraging, the value of the gains apparently made is diminished by the lack of movement in prices.

Pe'er Russell-Clarke's quip that Australian cheese is "better than the imported stuff" sounds great, but I believe that manufacturers should be induced, or even compelled to identify their products with this great commercial which otherwise will represent nothing less than dairfarmers' money wasted.

Perhaps I am expecting too much, too soon, but I must confess that it distresses me to see inferior cheese being promoted in preference to the quality cheeses that we can, and do, produce, particularly in this State. It should not be beyond our combined powers to convince the consumer that our products are better than all others, yet remain competitive as well.

Trading in the short-term is going to remain difficult, but we must build on the experiences of the past to ensure that we can eliminate the fluctuations that periodically occur in our production. This may be like trying to achieve world peace. It will take time, and headaches will never be eliminated.

But the remedy does not lie only with us. The Government, too, must play a responsible part, and take a realistic approach to ensuring the future of this and other rural industries. One section of the community cannot be expected to operate in an environment in which it is totally exposed to market forces whilst the rest are highly protected. Free trade is no more than a dream of ivory-tower economists; it will never work in the real world, as each country sees itself responsible for maintaining the welfare of its own community.

I hope the Governments of this country will not abdicate their responsibility to us, so that we may all join together next year to celebrate the South Australian Dairyfarmers' Association's 50th anniversary.

## THE NATURE OF THE CRISIS AND THE NEED FOR UNITY

### ADC Chairman Malcolm Vawser Puts World And Local Dairy Scene Into Perspective

It gives me great pleasure to have the opportunity of participating in the first Annual Conference of the South Australian Dairyfarmers' Association.

As dairyfarmers in the eastern States have found, Conferences of this nature provide an extremely important forum for the major issues of the day to be understood and discussed. A well-informed dairy community is one that can plan for the future. With this objective in view I am certain this Conference will meet with every success. I congratulate your Association's Executive for taking the lead in South Australia in bringing the issues before those of you who ultimately decide the future direction of this State's industry.

To say that the industry is in crisis at the moment is not all that far from the truth. In some ways our current situation is analogous with the mid 70's. However, there are very important differences, which leads me to express confidence that we should come through our current difficulties with renewed strength. We can remain a very important part of Australian agriculture. The dairy industry is a very important component of the Australian economy contributing an estimated \$2.3 billion to the gross domestic product. Developments over the next 12 months will be critical to all sectors of the industry.

As most of you are aware, the dairying industry in this country is production rather than market orient. Climatic conditions tend to have the singularly greatest influence over our level of production, and there has been a substantial increase in production in practically every dairying area in Australia over the past 18 months, despite drought for the first six months. The consequence of this is that the volume of production has been thrown out of balance with market opportunity.

Nationally, the industry can find viable markets for 5.3 thousand million litres of milk, consisting of 4.3 thousand million litres for the domestic market (assuming negligible market growth), and 1 thousand million litres for favored export markets.

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This year, we shall produce slightly in excess of 5.9 thousand million litres, some 12% above the desired level. The serious feature is that, given average seasonal conditions, in 1984-85, milk production is expected to be in the order of 6 thousand million litres. This is the root cause of our current problem, therefore, we must arrive at viable solutions designed to best deal with the questions which include:- Whether and how we should control production? What are our marketing prospects? What can we expect from Governments? And how the industry is to be organised and administered?

Achievement of common ground is the most important objective for any real progress to be made in combatting the problems of over-production. In the short term, excess production can only be sold on the export market. Unlike other internationally traded agricultural commodities, such as wheat and wool, manufactured dairy products, with their relatively short and very expensive storage life, have to be sold within six to 12 months of production. Today the international market for the principal dairy products is substantially over-supplied.

Over the past two years, world milk production has increased by an estimated 5%. This has seen a stock build up in the EEC of over 1 million tonnes each of butter and skim milk powder. The cost of storage alone to the EEC has been estimated at around \$US1 million a day. For butter the accumulated stock level represents about twice the total annual world trade.

A similar situation exists in the United States, with butter stocks around 197 000 tonnes, skim milk powder at 547 000 tonnes and cheese at 354 000 tonnes. It is not surprising that the EEC Commission and the United States Government are attempting to limit production and the dependence of their dairy industries on tax-payer support.

In the EEC, agreement has been reached on a new dairy price support package to operate for the 1984-85 season, which includes a freezing of the milk target price and the introduction of a milk quota system based on a so-called "super" levy. The likely results of this package are not yet clear, but the EEC authorities are hopeful that milk production will at least remain stable for the current year, then decline by around 3.5% next year.

Despite this, milk production in the EEC is expected to reach 97 million tonnes (more than 16 times Australia's total output) during 1984-85, against an estimated domestic demand of 85 million tonnes, and a continuing excess for either stock or export of some 12 million tonnes of milk equivalent.

In the USA, milk production is expected to decline in the order of 3 to 5% in 1984 in response to the "paid diversion" program introduced in December 1983, which provides for the payment of around \$5 per kg b.f. to each farmer not to produce. The consequence of these measures should be a decline in stock levels, but there is unlikely to be real improvement for at least 12 months.

New Zealand milk production for the 1983-84 season reached 7 450 million litres, 11.4% above the 1982-83 level, an all time record, and NZ will therefore be competing strenuously with Australia for all available export opportunities.

The rapid build-up in stocks, caused by falling world consumption, has resulted in a downward spiral in dairy product prices. For Australia, butter and cheese export prices have declined some 20% over the past 12 months, which, combined with the greater volume available for export, due to our increased milk production, means that our prospects in the export market in the immediate future are variable.

The Australian Dairy Corporation's advertising and promotion campaigns are designed to expand consumption of all dairy products, but particularly butter and cheese, as these present the greatest avenues for selling butter fat in the Australian market place.

There is irrefutable evidence that, without adequate advertising and promotion, the market does not expand and in fact may even contract. Through the Australian Dairy Corporation's recently expanded advertising and promotion budget, consumption of butter, cheese and cream have all increased in accordance with our consumption targets.

Advertising and promotion in Australia for the dairying industry is not the exclusive province of the Australian Dairy Corporation. To take full advantage of the Corporation's campaigns, the manufacturing and marketing sector needs to follow-up with aggressive brand advertising.

Today we have a number of important issues, which the industry is attempting to sort out, however, there is lacking an over-all direction-setting plan for the establishing of priorities. The industry is divided within itself and, unless this is resolved, we could quite easily drift into crisis.

Current indecision in the industry over the major issues leaves dairyfarmers particularly vulnerable. Unless dairyfarmers show solidarity and unity of purpose, decisions on the future arrangements for the industry will be made for them by Government.

To outsiders, the industry appears to be floundering because of fierce parochialism between the States. We must accept the concept of a "national industry" rather than continue as six separate State groupings, all with implacably divergent views on just about every issue that the dairy industry faces.

The industry needs to resolve the issue of the sharing of market milk between States. How can we preserve the critically important pricing premium, yet retain order within the market to the general satisfaction of all producers?

I seem to have dwelt upon the difficulties the industry faces in this address, but not all is doom and gloom. There is a number of examples of positive initiatives being pursued by the industry at the moment.

Our marketing initiatives are showing results in encouraging increases in table butter and cheese consumption. New technology is being adopted at both farm and factory levels, which is resulting in increased efficiency and improved product quality.

Artificial breeding techniques, which are now universally used throughout the dairying industry, are producing positive results in terms of the quality of the Australian dairy herd.

All these augur well for the future of the dairying industry, provided we go forward as a united industry, in our relationships with the market place and our Government.

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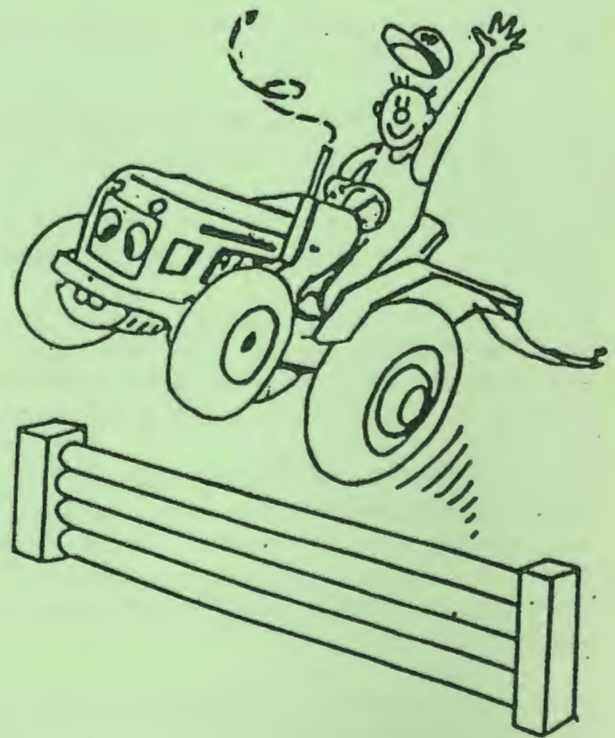


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## AUSTRALIAN DAIRYFARMERS MUST REACH COMMON GROUND - OR GO TO THE WALL

### Minister Of Agriculture Frank Blevins Urges Action To Control Production

When I first became Minister of Agriculture and David Higbed announced to the world that my greatest asset was that I knew nothing about the dairy industry, I've had quite a respect for you ever since. I can only assume that I must have improved, by this invitation to speak at your first annual dinner.

The fact that today has been your first Annual Conference is, perhaps, indicative of the dairy industry's style in this State. You manage to operate in a very complex industry with, from my observation, a maximum co-operation from all sectors of the industry.

Dairyfarmers see themselves as part of the dairy industry and I believe that pays off to you as farmers. You have not been concerned in this State with empire-building, either with people or concrete ... and you usually seek answers which are not legislative answers, which is particularly pleasing for me as a Member of Parliament.

While the industry in South Australia may be going well, the same cannot be said for the degree of co-operation within the industry at a national level, and I shall return to that later. It seems that resolving the national issues in the dairy industry is always put off 'til later in one way or another.

Apart from the national wrangling, I have built up an enormous respect for the dairy industry through my association with all its sectors over the last 12 months. For example, one part of your style that I like is the way you market milk and milk products for what they are ... pure foods. In this regard, I believe Peter Russell-Clarke is on the right track, and that the dairy industry is also on the right track, by sticking to a line that appears to be working.

While a small and efficient industry structure in South Australia, coupled with the benefits of effective marketing, will help the prospects of dairying, there is no doubt that the face of dairying will continue to change over the years. Economies are always subject to change, at both the micro and macro levels, and the scope for stabilising fluctuations and changing the course of economic trends is very limited.

Let me paint a brief picture of what the economic model for dairying looked like early this year:

- It was predicted that 1983/84 milk production, for the nation, would reach 5.8 thousand million litres.
- At this level the Australian Dairy Corporation itself believed producers would be exceeding profitable market demand by about 10 per cent.

So, with that before them, plus reports of world stocks of dairy products growing like Topsy with export prices crashing, dairyfarmers have had to address the production question.

One of my first decisions in relation to the dairy industry was, in fact, to restrict the issue of new dairyfarm licences. That was about 12 months ago. I am assured by David, however, that every seven years we have these crisis meetings on the dairy industry - I just happened to strike a cyclical peak when I became Minister of Agriculture.

It is, nevertheless, a fairly tough time for each dairyfarmer and I know that the pressures on the family are immense. No doubt the experiences of the tough times of the mid-seventies are still very much in the minds of farmers. Similar circumstances saw, in 1976 alone, nearly 8 000 Australian farmers go out of dairying. The upheavals in agriculture, on this scale, often go unnoticed in the cities, even though similar changes in the manufacturing sector grab the headlines.

I am not suggesting that grabbing the headlines has any particular merit. I am merely pointing out the way the agonies of change in agriculture are endured with few appeals for sympathy. Instead, we see an acceptance of the inevitable.

Our country is not the only one grappling with the production problem ... which is heartening considering the massive effects on home prices caused by world over-supplies, and by export mechanisms which are necessary to reduce stockpiles.

Canada has been fairly successful in contracting production, the United States has a scheme to cut production (which, although not working successfully, is at least in train), and even the giant European Economic Community has begun a milk production quota system. The EEC system, which became effective in April this year, aims to bring milk production in member countries back by at least 5 per cent. That relatively small amount by which they want to cut back is equivalent to the whole of Australia's total output. ... Amazing!

This does not mean, however, that there is going to be much relief for our own producers of manufactured dairy products, because, even at reduced production, the EEC will continue to be a major exporter. The trigger for the EEC has, no doubt, been the sheer economic burden of financing a common agricultural policy which, for most of its life, has paid little attention to the real value of dairy production.

Occasional surpluses can be coped with, but to expect the general population to pay, year after year, for the imbalance between supply and demand, became too much. Procrastination would not have earned any points for the political leaders, so they demanded that a plan be drawn up to deal with the problem. Now we hope they'll stick to it.

In Australia we have had a different model ... with the initiative coming from industry as well as from Government, and the real trigger for change not being a financial burden on the community but a realisation by the industry that it simply cannot afford to over-produce. Dairyfarmers in this country have made it clear that, at the present cost of production, they cannot afford to have prices drop, or to rely too heavily on the manufacturing outlet.

As I said earlier, dairyfarmers could go to the wall, as they did in the mid-seventies, largely unnoticed by the wider community. Without any plan to stem production, the farmers ... in their inevitable slide ... would be providing consumers with cheaper products in the process. The political consequences in the short term ... with the masses enjoying cheap milk ... would be fine, but in the longer term, no Government could live with the consequences.

As Minister of Agriculture I have been, and will continue to be, a strong supporter of farmers in South Australia, and of the administrative arrangements you have developed in this State. While you continue to provide milk to consumers at the lowest price in Australia, I will continue to strongly support your position in the face of frequent criticism of the dairy industry and its administrative arrangements, which says that consumers subsidise you as producers. I'm sure most of you would be happy to put the other side of the argument and I will continue to put it, also, in forums such as the Australian Agricultural Council.

However, unless real progress is made, at the farmer level, between different States, I can only see a continuation, and probably an escalation, in the interstate trade in milk, and that will break down current arrangements. Whilst South Australia has so far escaped this trade, that situation may not last. The consumer price here gives you some security, but I don't know how much longer you can continue to absorb cost increases without an increase in your price, and I don't know when the right time for a price increase will be.

So I wish to urge you, as dairyfarmers, to persuade your interstate colleagues in whatever way you can, so that some agreement can be reached in the dairy industry, at the farmer level, which will preserve the stable marketing arrangements you have developed over the last few decades.

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The alternative to not reaching agreement is that dairyfarmers will bear the brunt of any disruption of current market milk.

Of all the sectors of the industry, I believe that dairyfarmers are the most likely to reach common ground first in sorting through the differences (I hope Clay Manners has noted that); I would expect the milk companies to be the last; and Government will simply take the criticism for doing too little too late, or too much too early, depending on which sector of the industry is talking at the time.

So thank you for the invitation to speak at your first annual dinner, and I wish you well in your mission to convert your interstate colleagues.

**NUTRITION NOTES** ----- **NO. 14**

*In this issue I will attempt to answer a few of the questions that dairyfarmers have asked of myself or of our sales representatives.*

**BLOAT PREVENTION** - *There has been some discussion of bloat prevention, and I must say that it is great to see some people preparing to deal with a problem before it arises. There are a number of methods for the prevention of bloat:- drenching the animal, flank application, spraying the pasture, addition of a bloat-guard to the concentrate. It should be pointed out that all these methods only minimise the risk of bloat; they cannot be guaranteed to be fully effective. Nutrition Notes No. 9 explains bloat in somewhat more detail.*

**UREA** - *Because there seems to be some concern about the use of urea in diets, I will briefly outline protein utilisation in the rumen.*

*Some of the protein consumed by the cow escapes breakdown in the rumen. Protein undergoing fermentation (breakdown) is converted to ammonia, organic acids, amino acids, and other products. Approximately 40 to 65 per cent of natural protein in feed is broken down, the extent of breakdown depending upon solubility of the protein and its resistance to breakdown.*

*Many rumen micro-organisms require ammonia for their growth and the production of microbial protein. Ammonia also may be supplied from non-protein nitrogen such as urea, ammonium salts and other compounds. Rumen microbes convert the ammonia and organic acids into amino acids which are assembled into microbial protein.*

*Feed protein (that escapes breakdown in the rumen) and microbial protein pass to the abomasum and the small intestine for digestion and absorption. Therefore urea used widely can be incorporated into rations if the raw materials available allow it to be incorporated.*

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**"Protecting Market Milk Prices Depends On Controlling Production" Says Clay Manners**

The Australian Dairy Farmers' Federation has, since September 1982, been working on more satisfactory marketing arrangements for the dairy industry. The proposals that have been developed are not the result of a panic measure, but have been carefully thought out over a long period of time.

Work started on a new marketing plan because we realised the current marketing arrangements for dairy products were not appropriate to the dairy industry in the 1980s and 1990s. They were based on a system of equalisation of domestic and export returns devised in the 1930s, and, although they have served the industry well over a long period of time, are now showing their age. If the dairy industry is to progress, these arrangements must change.

The current marketing arrangements divide the industry not only into market milk and manufacturing milk, but also into prescribed and non-prescribed products, and into exports and non-export markets, but the arrangements themselves only operate within the prescribed product sector, the prescribed products being butter, cheddar cheese, skim-milk powder (SMP), whole milk powder (WMP), and casein, utilising about 55% of all milk produced in Australia.

The other 45% of production, which falls outside the current marketing arrangements, comprises market milk and the non-prescribed manufactured products, and the milk that goes into these products benefits from the marketing arrangements for prescribed products but makes no contribution to the "cost" of the marketing system.

Within the prescribed product system the current marketing arrangements make no attempt to achieve a degree of consistency between products; the pooling of returns from the domestic and export markets occurs for each product in isolation from the others, resulting in a situation where it becomes profitable for companies to sell a product, say cheese, to relatively low-returning export markets, leaving more profitable markets for other products, say WMP, are ignored.

As the only export products which receive any support from the system are prescribed products, the seeking of export markets for non traditional products is discouraged. In my opinion, the Australian dairy industry has an enormous potential to supply our near-by Asian/Pacific region with UHT milk and certain short-shelf-life dairy products, because of its geographic proximity to those markets.

The domestic market can, and should, be used to stabilise industry returns. The international market is not a market in the true sense, as price levels are arbitrary, and politically fixed, and do not move in response to changes in demand or supply, and the market is, consequently, probably characterised by its instability, with occasionally low prices prevailing which bear no relation to the cost of production in any dairying area in the world. The Australian dairy industry can offset this instability by using the local market as a buffer or stabilising influence.

Because the marketing arrangements only work on half the milk, half this buffering capacity of the domestic market is wasted. About 25% of all milk produced is exported. The returns from the 25% exported are not pooled with the remaining 75%, but rather with that 30% of the milk which is used for domestic sales of prescribed products.

Because only 25% of the milk is exported, you would think that returns to Australian dairyfarmers would be very stable, but the last 2 years have shown that this is not the case, because the stabilisation mechanism works on only half the milk. The 25% of milk exported represents nearly 50% of the milk within the marketing system; manufacturing milk prices therefore fluctuate as if we were exporting 50% of our milk, not 25%.

The system also hides from farmers the true value of additional milk production. In this coming season it is expected that Australia will be selling cheese at GATT minimum prices, which will return the dairyfarmers slightly less than 4c/litre or \$1.00 per kg fat. The BAE estimates the average cost of milk production in the lowest cost areas at about 13c/litre or \$3.20 per kg fat. It is clearly economic folly to sell for 4c/litre a product which costs 13c/litre to produce.

The ADIC Marketing Plan has been designed to address every one of these problems which are inherent in the current marketing arrangements. Many dairyfarmers, and also many bureaucrats and politicians, see the ADIC Plan as simply an entitlement plan. Entitlements are a fundamental part of the ADIC package, but there is much more to the Plan than simply entitlements.

In the ADIC package, a levy will be imposed on all milk, and the revenue so generated used to finance a series of export subsidies which will raise export prices to equal, or very nearly equal, the domestic market price.

As the levy will apply to all milk, the industry, for the first time ever, will have a marketing arrangement that will apply uniformity to the whole industry, with the following advantages:

- No segment of the industry could be considered to be getting a "free rise". All segments of the industry would contribute equally to the cost of marketing arrangement.
- As all milk is involved, the capacity of the arrangement to absorb a sudden downturn in export prices is increased.
- As export subsidies are applied equally to all products, there is no inbuilt bias in the system favoring some export products at the expense of others. Exports of UHT milk would receive the same support from the system as exports of butter or cheese, so encouraging the industry to maximise the revenue available from exports.

An entitlement plan does not impose any restriction on production. Farmers will be free to produce whatever quantity they wish, but for a given volume of production, farmers will receive a relatively stable and satisfactory price, whilst for production in excess of entitlement farmers will have to accept the vagaries of the international market.

I am convinced that the principle of entitlements for the dairy industry is correct. Entitlements are a critical part of the ADIC package, not only because they reflect the true worth of additional milk production, but also because they allow the industry to introduce a levy system in which the levy is of sufficient size to enable the industry to achieve the efficiency gains of which I spoke earlier.

The NSW Dairy Farmers Association has put forward an alternative plan which, in many respects, is very good, but the great weakness of this, and other compromises that have been suggested, is that the proposed levy rates are not large enough to generate sufficient funds to:

- enable exports of all products to be supported equally;
- involve the total industry in the marketing arrangement other than in a token way;
- increase the export price to the domestic market price.

The last is a critical part of the ADIC proposal, for, if export prices are not increased to the domestic market price, anomalies are immediately created. Where this is the case, the price at which factories buy manufacturing milk from farmers becomes a mix of the domestic market price and the export price plus subsidy. In other words, the price at which factories buy milk from farmers and trade milk with each other, fall below the domestic price.

Numerous anomalies arise where this is the case, and I would like to quote 2 of them. The first concerns ice cream, which can be made either from milk concentrate or from butter-oil and SMP. Butter-oil and SMP are prescribed products, and when used to manufacture ice cream for the domestic market, return farmers the domestic market price of about \$4.00 per kg fat, but the price a factory sets for milk concentrate returns to farmers a price corresponding to the equalised price of \$3.00 per kg fat.

The second example concerns Milo and Ovaltine. Ovaltine is made by mixing WMP and SMP together with other ingredients, whilst Milo is made directly from milk. The milk content in Ovaltine returns farmers the domestic market price, but the milk content of Milo only returns the equalised price.

The only way these anomalies can be corrected is to ensure that the price at which factories buy milk from farmers and the price at which is traded between factories, is the domestic market price, which can be achieved by providing an export subsidy which lifts the return from exports to the domestic price. At current export prices this would require a levy of slightly more than 2c/litre on entitlement milk (and 9c/litre on over-entitlement milk). Levies less than these would be insufficient to subsidise export returns up to the domestic price.

There are gains and losses to South Australian dairyfarmers in the ADIC's proposal. The losses are readily quantifiable in terms of the levies South Australian dairyfarmers will be called upon to pay to support the export sector. At current production level, and at current domestic and export prices, South Australian dairyfarmers would have to pay the proposed levy of slightly more than 2c/litre on about 90% of production, and about 9c/litre on the 10% in excess of entitlement.

The gains from the system would occur from:

- an increase of about \$1.10 per kg butterfat in the general price level for manufacturing milk above the current equalised return for prescribed products to the equivalent of the domestic market price for prescribed products, which will be accompanied by a corresponding lift in prices for milk for non prescribed products. In other words, the return to farmers from products like yoghurt, ice cream mix, non-leviable cheese and Milo will increase from the current manufacturing milk price to a price that corresponds to the current domestic price for leviable products;
- a more economically efficient marketing arrangement than the current system, as it will ensure that the returns to manufacturers from each product will reflect its true market value, without the tendency to distort real market relativities as is the case at present, so providing enormous potential improvements in industry revenue amounting to many millions of dollars through removal of the inefficiencies in the current system;
- improvements in net industry revenue if we can stop producing milk that costs 13c/litre, to supply markets which return less than 4c/litre;
- the removal of much of the pressure now on the liquid milk pricing system. The attempts that have been made to break down the liquid milk marketing system by shifting milk from Victoria to NSW, occurred primarily because the gap between the manufacturing milk price and the liquid milk price has become excessive. The NSW industry is trying to stop this trade by shoring up its own system, but, unless the fundamental problem is addressed, i.e. the gap between liquid and manufacturing milk prices is reduced, interstate competition in liquid milk is inevitable. The best way to close the gap is to lift manufacturing milk prices, not to reduce liquid milk prices. The ADIC proposal changes the base price for manufacturing milk from the equalised price to the domestic price and so removes the financial incentive to break the market milk pricing system.



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The losses to South Australian dairyfarmers, resulting from the levies they would pay, would about equal the direct gains resulting from higher manufacturing milk prices. The gain from a more efficient system, the savings that can be made if we stop selling, to markets which return 4c/litre, milk that costs 13c/litre to produce, and protecting the liquid milk marketing system, are clear benefits to South Australian dairyfarmers from the ADIC plan.

Entitlement, (or "2 price quota") schemes for milk have been introduced in the UK, France, Holland, Norway, Finland, Austria, Switzerland, Italy, Germany, Belgium, Ireland and Canada. The Canadian system, in particular, is very similar to that proposed by ADIC. I recently attended a meeting of the Dairy Group of the International Federation of Agricultural Producers where I met a man who was doing a job very similar to mine in Canada at the time when the Canadian Milk Supply Management Scheme was introduced. He left me in no doubt that the Canadian system is working very well.

Many of the concerns about an entitlement scheme expressed by farmers in Australia had also been present in Canada when the scheme was first discussed, but experience in that country suggests that most of these issues are not significant in practice. For example, on the effect of quotas on the entry of young farmers into the industry, the Canadians stated that the stability which quotas brought to the industry attracted younger farmers. The average age of dairyfarmers in Ontario in 1983 was 41.7 years compared with 55 years when the scheme was introduced.

The Canadians faced problems in their initial allotting of quota amongst all producers. Quotas were allocated on a historical basis, but farmers who felt unfairly treated had the right to appeal to a Quota Appeals Committee, and although this Committee was placed under a heavy workload in the first few years, appeals have now tapered off to a trickle.

I was left with the impression, after speaking with the Canadian delegates at the meeting, that the problems of initial allocation of entitlement were difficult but not insurmountable. They worked their way through the problems, and we can do likewise.

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**MONDAYS - NORTHERN (unchanged)**

8.45	Murdocks Hill Cnr*	11.00	Greenock	2.00	Mt. Pleasant*
9.00	Lobethal	11.45	Collingrove H/s	2.15	Birdwood
9.30	Kenton Valley	12.15	Flaxman Valley	2.45	Springhead (Mt. Torrens)
10.00	Gumeracha	12.45	Eden Valley	3.15	Charleston
10.30	Williamstown	1.45	Springton	3.45	Woodside

**TUESDAYS - LOWER MURRAY (unchanged)**

9.00	Murray Bridge	11.15	Ponde	3.00	Wellington
9.45	Mypolonga	12.00	Long Flat	3.40	Jervois
10.15	Wall Flat	1.00	Monteith	4.20	Woods Point
10.45	Mannum	2.00	Jervois	4.45	Swanport

**WEDNESDAY - CENTRAL (unchanged)**

8.45	Echunga*	10.45	The Range Hall	1.00	Page's Corner
9.00	Meadows 1	11.15	Kyeema	1.30	Mt Compass Factory
9.30	Meadows 2	11.45	Hope Forest	2.15	Tooperang
10.00	Kangarilla	12.00	Yundi	2.45	Finnis

**THURSDAY - SOUTHERN (COMBINED)**

9.15	Myponga	11.30	Torresnvale Corner	1.30	Newlandtown*
10.30	Wattle Flat	12.00	Inman Valley	2.00	Hindmarsh Valley
11.00	Normanville	12.30	Back Valley	2.30	Mt. Jagged

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### IN THIS ISSUE

Drop In Basic Milk Price  
Central Council Annual Meeting Report  
New Techniques In Semen Handling  
World Dairy Price Comparison  
Proposed Pasteurisation Regulation

# JOURNAL

## STOP PRESS - NEW MARKETING ARRANGEMENTS

As this issue of the Journal goes to press the Australian Dairy Industry Conference (ADIC) is debating a counter-offer to the proposal presented to the industry by Federal Primary Minister, John Kerin.

The Minister's proposal follows the failure of the Australian Agricultural Council to endorse the majority-supported ADIC Plan (described in Clay Manners' paper in the previous Journal), or to agree on an alternative.

Essentially, the Minister's proposal is for a levy on all milk to provide a 20 per cent subsidy above export returns with a maximum of 2c/litre, eliminating the product pools for skim- and whole-milk powders and casein (because the subsidised export price comes close to, but below, the current bulk domestic wholesale price for these products). Product pools would be retained for butter and cheese until the subsidised export return coincided with the bulk domestic price, either through substantial lifts in world export returns or by reductions in domestic prices in accordance with the formula proposed by the DPI which would keep price movements below CPI adjustments.

The proposal did not include an entitlement scheme, but the Minister conceded that an entitlement scheme would be considered, subject to certain conditions.

ADIC saw merit in the administrative machinery of the proposal, but rejected some of the principles and details, and is preparing a counter-plan which differs from the Minister's proposal in the level of export subsidy (25 per cent instead of 20 per cent), by maintaining stabilisation levies for the 5 product pools, by replacing the proposed domestic price formula by one which allows for CPI flow-on for production up to 5 300 million litres, and including an entitlement scheme as an essential part.

The present state of discussion by ADIC indicates support for a "levy on all milk" of around 1.4c/litre, and an additional "super levy" for over-entitlement milk of around 10c/litre, with entitlements based on an average during the last 3 years.



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## THE GENERAL PRESIDENT'S PAGE

Greetings,

The recent election of the HISCOL Board of Directors again demonstrates how, as in politics of any nature, those who are elected are exposed to the wrath of the electorate even when the events that have caused that wrath are not necessarily their fault.

All too often the real cause of the problem is not recognised, or, if it is recognised, those who are aggrieved see their vote as the only means available to them of recording their dissatisfaction.

Fortunately the HISCOL election has revealed that there are still people prepared to offer their services to the particular organisation when things go wrong, although it is a pity that they must wait for such troubled times before making the offer.

We extend to the new Chairman, Mrs. Betty Hall, whose property is at Penola, and to the other members of the Board of Directors of HISCOL, our best wishes for every success in their attempt to achieve the necessary co-ordination of the segments of herd recording, from collection of samples, through central testing, to the final printout, to give both its clients and the industry the service that the system is capable of providing.

The ABVs for bulls have already had a significant impact on semen use throughout Australia, with dairyfarmers showing a strong preference for semen from bulls with top ABVs. The ratings of some fashionable overseas bulls have been disappointing, and the swing appears to be to the less expensive but more highly rated Australian bulls.

At first glance, the new ABVs for cows will have less significance for individual dairyfarmers unless one or more of their own cows are near the very top of the list, when they may receive some interest from artificial breeding centres anxious to contract-mate to these Elite Breeding Cows.

The role that these ABVs will play in the further developing of the dairy industry in this country emphasises the need for the reliable operation of herd recording services throughout Australia, with dairyfarmers playing their part in supplying the detailed breeding information that is required.

So that dairyfarmers can make more effective use of ABVs, through better understanding of what they mean, a series of meetings, details of which are given elsewhere in this Journal, have been organised jointly by the Department of Agriculture, the Australian Dairy Herd Improvement Scheme, and this Association, at which John McQueen of the ADHIS and Department of Agriculture officers will explain the significance of the ABVs for cows, and demonstrate the tremendous impact that their use will have on future productivity, through use of better cows to breed better bulls.

The long awaited individual cow cell-counting service has now commenced, and I trust that its performance will live up to expectation. I trust, also, that we will be able to negotiate an equally satisfactory continuation of the monthly herd-milk service that has, if we are to judge from the views of our members, provided useful information during the five years of the Northfield operation.

Our own organisation has again benefited from the willingness of its members to offer themselves for election at District level, and it was gratifying to observe the spirit in which the resulting elections were carried out, and to have the opportunity to welcome the new delegates to the Annual Meeting of the Central Council in June.

New members elected by the Central Council to the Executive Committee were Messrs. Don Holly (Southern Hills) and Ken Smith (Central Hills), whose combined experience and business acumen can only improve the effectiveness of our Association during a time when crucial decisions are being made to mould the future of the industry.

It goes without saying how important it is for any organisation to have the best available persons at the helm, and we must be grateful that there are qualified people prepared to give their time and talents on behalf of others without tangible rewards.

The marketing of dairy products within Australia is currently under strong competitive strain, with the problems caused by our own high levels of production being compounded by an over-supply of dairy products on world markets. These two factors have combined to exert extreme pressure on the level of prices being paid to dairyfarmers for milk for manufacture, and, although our own opening Basic Milk Price is almost 10 per cent lower than that for the previous year, at \$3.05 per kg butterfat, it is high when compared with prices being paid elsewhere in Australia, and reflects the efficiency of our manufacturers in production and marketing.

It was the unanimous opinion of the two companies and the Association that, whatever the current situation might appear to be, it was better to be optimistic, rather than over-cautious as the interstate companies have obviously been in their outlook, and the price will be reviewed in October, when we are able to re-examine the impact of the restricted market opportunities, in the light of a more accurate prediction of milk production.

The continuing saga of the new national marketing arrangements, following the IAC inquiry of a year ago, has been widely publicised elsewhere, and should, by the time this issue of the Journal is received, be very close to finality. The industry has been given very clear guidelines by the Federal Minister for Primary Industry, John Kerin, as to the direction the future marketing arrangements should take.

The Minister has taken a positive step in the matter of interstate trade in market milk, by appointing a committee, under the chairmanship of South Australia's Acting Director-General of Agriculture, Dr. Pat Harvey, and it can be expected that the recommendations of this committee will have a dramatic impact on this feature of the dairy industry.

The committee's terms of reference are "to investigate the prospects for, and procedures to ensure, the economically most efficient sourcing of milk within Australia, consistent with the concern to ensure year-round supply ... Priorities should be given by the committee, to investigate the scope for interstate movement of milk of benefit to both receiving and originating States, and to investigating means to promote uniformity of standards across Australia ...".

The introductory statement to the proposal put by the Minister's staff in the Department of Primary Industry is also worth noting. It reads "The Department of Primary Industry's fundamental goal is the development of a more national approach to the dairy industry. This requires that all Australian producers are given the opportunity to compete in all domestic markets, with success in the particular market going to those producers who can meet the requirements of that market at least cost".

Despite the Minister's reassurance that "adjustment should be at a manageable pace", the DPI statement is hardly likely to cause dairyfarmers to view their future with any optimism, but the industry has, at least, been given a final opportunity to submit, to the Federal Government, a united viewpoint.

We can only hope that common sense will, this time, prevail, and the industry's decision be one that will allow Mr. Kerin to announce, and to legislate for, new and politically acceptable marketing arrangements that will assist the industry to market its products in a manner that ensures dairyfarmers and their families a reasonable future comparable with that enjoyed by the remainder of our relatively affluent society.

I am confident that this objective will, eventually, be achieved.

Sincerely yours

AUB KRETSCHMER

## BASIC MILK PRICE DROPS 10 PER CENT

### But Still Among Australia's Highest

The opening Basic Milk Price in the Central Region has been negotiated at a conservative \$3.05 per kilogram fat, 9.7 per cent below the 1983-84 opening value of \$3.375, but still higher than the prices that will be paid elsewhere in Australia for milk for manufacture into leviabile products.

The reasons for the decrease is the combination of a lower value for cheese and increased costs of manufacture due to higher wages and other factor prices, and higher costs of storing unsold stocks of last season's cheese.

The lower values are due to a combination of factors -

- above normal production of Australian cheese in 1983-84;
- large quantities of cheese entering world trade from northern hemisphere dairying countries, resulting in depressed export prices coupled with difficulty in finding markets for Australian cheese;
- a large backlog of stored cheese from last season which is difficult to sell because of the world supply situation, and which is deteriorating in market value whilst incurring high costs for cold storage and interest;
- a 10 per cent increase in sales of imported cheese over 1982-83.

Government underwriting has again set the opening value, this year at \$1 721 per tonne leviabile (i.e. mainly cheddar type) cheese, compared with a lower \$1 709 in 1983-84, but with the important difference that, whereas, in previous years, the costs of administering the product stabilisation pools have been recovered from the subsequent revenue flows into the pools during the season, the forecast final cheese value for 1984-85 is only \$1 795, the estimated difference of \$74 above the opening value being insufficient to cover the pool administration cost of about \$86 per tonne.

It has, consequently, been considered prudent to make immediate provision, for the first time, for the pool cost by calculating the opening basic price from the net underwritten value of \$1 635 per tonne cheese, instead of the gross \$1 721 cited above.

None of these factors, however, entirely excuses the opening prices of manufacturing dairy companies in other States, the lowest at which appears to be the \$2.30 declared by Lactos in Tasmania, with prices elsewhere ranging from a low of \$2.40 (Wallace, Western District) and \$2.43 (Murray-Goulburn, Swan Hill) to a high of \$2.60 (Kraft, Tatura, Ibis and Murray-Goulburn, Rochester and Cohuna).

One disturbing factor of these very low prices is the ability they provide for the companies to cut domestic prices to the detriment of companies seeking to maintain the recognised premium prices available from the Australian market.

Dairyfarmers in the Central Region are fortunate that the dairy companies they supply operate modern, high technology, cheese factories.

The Basic Milk Price will be reviewed in October, when trends in national milk production and in world market supply and prices can be more accurately predicted.

### CHANGES IN NORTHERN (MONDAY) CALF RUN TIME TABLE

#### Half-hour Later At All Stops From Greenock And Beyond

#### MONDAYS - NORTHERN (unchanged)

8.40	Murdocks Hill Cnr*	11.30	Greenock	2.45	Birdwood
9.00	Lobethal	12.30	Collingrove H/s	3.15	Mount Torrens
9.30	Kenton Valley	1.00	Flaxman Valley	3.45	Charleston
10.00	Gumeracha	1.15	Eden Valley	4.15	Woodside
10.30	Williamstown	2.15	Springton		

\*Indicates will stop if hailed

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## MILK PRODUCTION MOVES CLOSER TO NORMAL

### And Metropolitan Milk Sales Increase For Year Tops One Million Litres

Milk production in the Central Region during May, June and July were below those of the same months in 1983, indicating that the seasonally induced peak production of last year is, for the moment anyway, a thing of the past, although production for the full 12 months period to 30 June 1984 was 11.9 per cent above that for the previous fiscal year.

Market milk sales in the metropolitan area in May and June were very considerably higher than for the same periods last year (May, up 5.4 per cent; June, up 3.0 per cent), resulting in a total for the year of 1.2 per cent above 1982-83, although the increase did not extend to July (down 0.7 per cent).

### MILK PRODUCTION & SALES STATISTICS

	For Month		Change	12 Months	Cumulative	Change
	1983	1984	%	1983	1984	%
<b>MILK PRODUCTION - METROPOLITAN PRODUCING DISTRICT</b>						
May (000 litres)	20 633	20 491	- 0.7	239 287	273 577	+14.3
(000 kg fat)	666	661	- 0.7	10 229	11 989	+17.2
Jun (000 litres)	21 779	21 409	- 0.7	244 113	273 208	+11.9
(000 kg fat)	968	930	- 3.9	10 451	11 931	+14.4
Jly (000 litres)	23 343	22 055	- 5.5	249 138	271 920	+ 9.1
(000 kg fat)	753	711	- 7.3	10 692	11 875	+11.1
<b>MILK SALES - METROPOLITAN AREA</b>						
May (000 litres)	7 683	8 097	+ 5.4	92 389	93 352	+ 1.0
Jun (000 litres)	7 823	8 055	+ 3.0	92 477	93 584	+ 1.2
Jly (000) litres	7 976	7 924	- 0.7	92 250	93 468	+ 1.3

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## JOIN OUR TOUR OF VICTORIA IN MARCH

### To Attend The ASAP/NZSAP Conference On Efficient Dairy Production

The Association intends to organise a coach tour to Albury-Wodonga for members and spouses wishing to attend the Dairy Production Conference jointly convened by the Australian and New Zealand Societies of Animal Production.

The Conference, which will occupy 4 days, from 25 to 28 March 1985, will comprise a range of subjects, including feed management, breeding management, herd improvement, milking shed design and management, and general business management and financing principles, and will be addressed by a large team of dairy experts from Australia, New Zealand and the USA.

It is intended to visit other centres of interest before or after the Conference, including possible attendance at the Warragul and Stanhope field days.

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# RED COMB DAIRY FEEDS

High producing dairy cows have a correspondingly high requirement for energy, protein, vitamins and minerals.

Energy deficiencies are the most common problem in the dairy herds and can lead to low production, low fertility and low solids-not-fat (SNF). Protein deficiencies will result in reduced feed intake, lowered yield and SNF, small calves at birth, retarded growth of calves, and poor health (including more infections and metabolic diseases).

The amount of protein in the ration, and its digestibility are both important. Some dietary protein must escape breakdown in the rumen for maximum production. Higher producing cows have a higher requirement for this undegradable dietary protein (UDP). Responses to feeding UDP have been shown to give up to 15 per cent increase in milk yield (Reference - Rogers 1982). The roles of the essential vitamins and minerals are numerous, and should not be overlooked in your feeding program.

Minerals (mostly calcium and phosphorus) make up about 5 per cent of the weight of the dairy cow, whilst milk itself contains about 0.7 per cent minerals, thus during a lactation, a dairy cow's requirement for minerals will be quite high. Milk fever, anoestrus and grass tetany are a few of the problems that can be caused by mineral deficiencies, during production and fertility.

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## ARE YOU INTERESTED IN BULK MILL MOLASSES?

*Reductions in the demand for sugar have correspondingly reduced the availability of molasses from the Glanville sugar refinery, forcing South Australian users to turn more frequently to the cane mills in northern NSW and Queensland as sources of supply.*

*Mill molasses has an analysis superior to that of refinery molasses; for example the water content in mill molasses is 20 per cent, compared with 25 per cent in refinery "CBO syrup".*

*The Association is currently negotiating for a regular supply, by tanker, of mill molasses in bulk at an attractive price not much higher than that for refinery syrup.*

*But for this scheme to work it is necessary to have a minimum number of "drops", a maximum quantity per drop (say 2 500 litres at least) and plenty of advance notice of requirements so that tanker-loads can be made up, and minimum-distance routes plotted, without the delay involved in telephoning a large number of potential customers.*

*If you are a large user of molasses, please telephone the office, (08) 51 3034, for details.*

## A Packed Agenda Follows The Annual Conference

**FEW CHANGES IN OFFICE HOLDERS** - Only two changes were made to the Association's office-holders in the elections held during the Annual Meeting of the Central Council held at Victor Harbor on 27 June, the day following the Association's very successful first Annual Conference.

The General President, Aub Kretschmer (Jervois) and Vice-Presidents, Allan Manning (Birdwood) and Michael Diener (River Murray) were re-elected to those positions.

In the election for the remaining 6 members of the Executive Committee, Roger Basham (Southern Hills), Graham Camac (Lakes), Andrew McEwin (South Coast) and Ken Turvey (Milang) were re-elected, whilst Don Holly (Southern Hills) and Ken Smith (Central Hills) replaced Frank Beauchamp (no longer a delegate) and Don Zweck (Mid North).

Discussion took place prior to the elections, concerning the method of voting that should be used. The Association's Constitution does not specify any method of voting, and the "first-past-the-post" system, in which the delegates place Xs by the names of the candidates up to the number to be elected, has always been used in the past, despite occasional proposals that preferential voting should be used.

On this occasion the Executive Committee had recommended the use of preferential voting, but delegates opted to continue with X voting for the election itself, with delegates also showing their preferences by the numbers 1, 2, 3, ... so that a comparison could be made of the effect of the two methods on the result of the election.

The election was supervised by Mr. Dean Crabb, an economist with the Department of Agriculture, and an acknowledged authority on electoral methods, who also provided an analysis of the election, which showed that either the "bottom up" preferential system (as used for State House of Assembly and Federal House of Representatives elections) or the quota-preferential system (as used for State Legislative Council and Federal Senate elections) would each have changed the result of the X voting in the same way, by replacing the same successful candidate with the same defeated candidate.

A view was, however, also expressed that consideration should be given to making a major change in the appointment of the Executive Committee, by grouping the Districts into regions, with each region returning a member of the Executive Committee. An identical proposal was rejected by the Central Council in the early 1960's.

The Executive Committee was instructed to examine the proposal and to report back to the Central Council.

**REPRESENTATIVES' REPORTS** - The Association is officially represented on a number of dairy and rural industry bodies, and reports of the activities of those bodies during the year were given by the representatives as follows:-

Murray Valley League - Graham Camac  
Artificial Breeding Board - Michael Diener  
Primary Producers' Advisory Committee (State Planning Authority) - Michael Diener  
Brucellosis & TB Eradication Committee - Allan Manning  
Animal Industry Research Review Committee - Allan Manning  
Dairy Research Advisory Committee - Allan Manning  
Murray Water Resources Advisory Committee - Ken Turvey

### GENERAL BUSINESS:

**Monthly Herd Milk Cell-Counting Service.** Delegates agreed that the Metropolitan Milk Board should be requested to provide a monthly herd-milk cell-counting service, as an aid to the control of sub-clinical mastitis, to replace the service which had been provided by the Northfield Dairy Research Centre during the past 5 years, and which would be terminated on 30 June 1984.

**Faulty Milk Sampling.** The General Secretary informed the Council that a complaint from a Central Hills delegate concerning faulty milk sampling, which led to a number of failures to meet the plate count standard had been traced to unsatisfactory sampling phials.

The problem with the phials had now been corrected, and all test failures which could be attributed to this fault had been disregarded.

**ETSA Power Interruptions.** In reply to a complaint from the Central Council concerning frequent tripping of electrical equipment due to power interruptions, ETSA had stated that the operation of protective switch gear had been "fine-tuned" during the high fire risk season, to reduce the possibility of fires caused by power line contact.

Switch gear operation had now been restored to normal, but studies were still being undertaken into the future procedure to be followed in summer time.

**National Marketing Arrangements - Entitlements.** The major concerns of delegates in considering proposals for new national marketing arrangements were related to any entitlement ("two-price quota") scheme that might be introduced as part of such new arrangements.

In particular delegates noted the effect that an entitlement scheme would have on supplies to the Golden North company, as milk production in that region had not increased nearly as much as elsewhere in Australia, and the total entitlements received by the suppliers would be less than the milk volume needed by the company to service its markets.

This situation is the same as that which could apply to milk contract holders in other States, particularly NSW, Queensland and WA, where the entitlement received by a contract holder could be less than the amount of his contract.

The Executive Committee was instructed to meet with the Directors of the Barossa Mid-North Co-Op to discuss this particular problem.

**Negotiability of Entitlements.** Delegates were divided on the question of whether entitlements should be "negotiable" (i.e. saleable separately from the farms to which they were allotted).

The increase in property values that would follow the monetary value that a negotiable entitlement would immediately acquire was seen as undesirable, but, on the other hand, the ability to purchase additional entitlement was seen as being a way of ensuring the viability of a new-comer to the industry who, otherwise, would not have an entitlement quantity capable of supporting the enterprise.

Finally it was agreed to recommend that entitlements be not negotiable for a period of two years, to give the industry time to adjust to the new arrangement.

**Entitlements And Levies On All Milk.** It was agreed that the Association oppose the introduction of a levy on all milk without the simultaneous introduction of an entitlement scheme.

**Entitlements - Base Period.** The Executive Committee was instructed to consider the desirability of an entitlement base period of 12 months preceding 31 March 1984, as proposed by the Working Party appointed by the Standing Committee on Agriculture.

Although the Australian Dairy Industry Conference's working party had recommended the financial year 1983-84 as the base period, in order to minimise the number of appeals, the Conference itself had rejected the recommendation, in favor of "the average annual production during the 3 years 1980-81 to 1982-83".

**Irrigation Rates And Management Of Reclaimed Swamps.** Motions submitted by the River Murray District "that strong representation be made to the Minister of Water Resources that there be no increases in water rates during the next three years" and for the Association "to investigate, and, if thought feasible, initiate action to transfer the control of Government leasehold swamps to private operation" were both supported by the Central Council.

**Unity.** After lengthy discussion a motion from the Myponga District "that discussions take place between the UF&S and the SADA with a view to amalgamation" it was agreed that the organisations representing dairyfarmers in this State discuss some form of affiliation.

## UP-DATE YOUR HANDLING OF BOVINE SEMEN

### Faster Thawing Gives Higher Conception Rates If Properly Used

Several changes have occurred in the practice of artificial insemination of cattle during the past 15 years, the chief of which is the replacement of the glass ampoule by the plastic straw, the further development of which has produced straws of different sizes for different applications.

The other major change has been the appearance of "Do It Yourself" inseminators, with permits to inseminate their own stock or that of their employers, the responsibility for which has resulted in the acquisition of technical knowledge which previously was confined to the inseminating technicians operating under the supervision of artificial insemination organisations.

Courses in artificial insemination have been designed to provide the technical knowledge required by such people, and these courses have been expanded to keep pace with new technology as it develops. The purpose of this article is to provide basic information about recent technical developments for people who attended courses some years ago and may not be familiar with the latest techniques in the handling of deep-frozen semen.

**HANDLING OF PLASTIC STRAWS.** In recent years evidence has shown that fast thawing of semen in warm water may result in better conception rates than slow thawing in iced water, and a number of experiments have been conducted in order to determine the rationale of the new technique in terms of spermatozoal viability and subsequent conception.

As the plastic straw has a much greater surface-to-volume ratio than that of an ampoule, it is significantly more sensitive to temperature changes, including those brought about during routine straw handling, recommendations for which are set out hereunder.

1. **Transfer of deep-frozen straws from one semen pack to another:** If a deep-frozen semen straw is taken from the tank and exposed to the normal ambient temperature for as little as one minute, motility of spermatozoa will severely decline thereafter. Therefore the recommendation for straw transfers from one semen tank to another should be as stated in the course lectures, namely that all transfers should be performed quickly, preferably within 4 to 7 seconds, and transferring straws should be packaged in goblets filled with liquid nitrogen.
2. **Manipulation of straws within the tanks:** Experiments have indicated that, if the tank is filled with liquid nitrogen to 2/3 or more of its capacity, when the nitrogen-filled goblets are raised to the frost line for selection of straws for thawing there is no evidence that damage to semen will occur. But damage to semen may occur when the level of liquid nitrogen in the tank is low (1/3 or less of its capacity) and, when goblets are raised to the frost line, the temperature will rise above the original storage temperature (-196°C) and stay at that higher level. The temperature will be further increased with any subsequent raising of the goblets, and the recommendation for this part of the handling operation is that liquid nitrogen levels should be maintained high, especially before the breeding season commences. Goblets with semen should be filled with liquid nitrogen when raised to the frost line, and removal of straws should be carried out rapidly.
3. **Thawing of straws and subsequent exposure to varying post-thaw temperatures:** Although, until now, most inseminators have used the previously recommended practice of thawing straws in iced water (+5°C) for 4 to 5 minutes, many inseminators have adopted other alternatives such as thawing under tap water, thawing in the pocket, or in the inseminating pipette, and, depending on the season and other factors, inseminators have obtained good conception results with these unorthodox methods.

Recent experiments have confirmed that thawing in warm water, if the technique is properly used and post-thaw cold shock prevented, may give slightly better conception rates obtained than with slow thawing in iced water. In one experiment involving 20,383 inseminations, where thawing of semen for 30 seconds in warm water (+35°C) was compared with slow thawing for 4 to 5 minutes in iced water (+5°C), results

indicated that warm water thawing gave an average of 62.9% non-return rate compared to 55.8% for the iced-water thawed semen, whilst, in other experiments, fast thawing in warm water showed a minimum of 2% better conception rate.

Care must be taken on cold days to avoid the thermal shock that would follow if the pre-warmed straw was placed directly into the cold insemination pipette (metal) by rubbing the whole length of the pipette for 6 to 7 seconds with a clean paper towel, followed by insertion of the pre-warmed pipette into the cow with the minimum of delay.

It appears that pre-warmed semen (+35°C) will tolerate a temperature decrease of up to 15°C without showing any signs of damage, and the brisk rubbing of the pipette is sufficient to avoid damage even when the ambient temperature is as much as 20°C below that of the pre-warmed semen.

Special equipment for thawing in warm water is not required, and a thermometer is really the only equipment necessary, a dial reading thermometer, which is relatively strong and easy to read, being quite suitable, and costing only about \$12 from semen stores.

## SUMMARY

1. Use warm water from a thermos flask in the thawing flask.
2. Use thermometer for adjusting the temperature of water to +35°C, (within 1 or 2 degrees either way).
3. Leave straw in water for 30 seconds. Use a watch for timing (1 or 2 seconds time variation either way is acceptable).
4. Pre-warm inseminating pipette by brisk rubbing for 6 to 7 seconds prior to loading.
5. Preferably thaw one straw at a time.
6. Introduce the pre-warmed pipette into the cow as soon as possible.

**BRUSH UP YOUR TECHNIQUES.** Although the evidence from the experiments described above reveals some useful information, it is up to the inseminator to decide which technique would be preferable in every-day use. It is, however, strongly recommended that inseminators, particularly those who attended courses before the development of the later methods described above, should take the opportunity to acquire a higher degree of skill in the new techniques than is possible by reading a description, by taking advantage of the half-day "brush-up" courses that are available from time to time, details of which can be obtained by telephoning Mr. David White at (08) 260 3965.

**HOW TO COMPLAIN ABOUT SEMEN QUALITY.** It is well known that other factors may well influence conception rate. As there will be cases of poor performance in the field from time to time, if evidence is available that the poor performance is caused by faulty semen, the best way is to contact directly the semen producing or selling organisation, to obtain the relevant information relating to the claim.

As the methods of handling claims differ from one semen organisation to another, it is impracticable to describe just how to go about making a claim, but, in general, all organisations require copies of accurate artificial breeding records, showing identity of sire used, number of batch of semen, number of docket of semen despatch, number of doses purchased, and where and when the semen was purchased, while, in some cases, surplus straws should be returned for additional tests.

It is also recommended that a duplicate copy of any complaint be forwarded to the Department of Agriculture, not only for advice but also to assist the Department in building up its cross-index of information on semen quality and performance.

Dr. Mike Cholich

Senior Veterinary Officer - Department of Agriculture

## INTERNATIONAL DAIRY PRODUCT PRICE COMPARISONS

### Australian Domestic Prices Low By World Standards

It is not easy, for many reasons, to make rated price comparisons between the prices of dairy products in various countries, chiefly because price itself is a less important measure than the ability to purchase, based on average wage levels.

The best that can be done is to use data as published, which, in the case of dairy products, are no later than 1981.

In the following table the five lowest prices for that year are shown, with Australian prices for that year numerically ranked against 25 nations, and compared with prices in English-speaking countries and the highest priced nation of the 25.

#### 1981 Retail Prices in US Cents

(prices marked \* are government subsidised)

Milk (litre)			Butter (kg)			Cheese (kg)		
Rank	Country	Price	Rank	Country	Price	Rank	Country	Price
1	Hungary	20.2*	1	NZ	188	1	Israel	142*
2	Israel	29.3*	2	Hungary	202*	2	Hungary	188*
3	India	31.4	3	Ireland	227*	3	NZ	307
4	NZ	35.3*	4	<b>Australia</b>	259	4	Greece	316
5	Ireland	46.8	5	S. Africa	284*	5	<b>Australia</b>	321
15	<b>Australia</b>	59.3	8	UK	342	8	UK	474
16	USA	60.0	10	Canada	362*	9	Canada	489*
21	Canada	65.0	14	USA	439	15	Ireland	532
22	UK	66.0	25	Iceland	886*	18	USA	545
25	Japan	104.0				25	Iceland	876

### VALUATION OF CONDEMNED CATTLE

#### The Maximum Compensation Value Is Not Necessarily What You Will Receive

Whilst the increase, from \$400 to \$600, in the maximum rate of compensation payable for reactor cattle slaughtered in connection with the Brucellosis & TB Eradication Campaign, has brought the amount received for a reactor cow closer to the price that will have to be paid for its replacement, it has also brought about a situation where the value of a condemned animal, as assessed by a stock inspector, may now not reach the new, higher maximum.

In the past it has been possible to be fairly confident that the value of any condemned milking heifer or cow would exceed the maximum rate of compensation. The new figure of \$600 removes that certainty, and it is probable that the valuation placed, by the stock inspector, on an animal that is obviously coming to the end of its production life, or would otherwise be a likely candidate for culling, will not reflect the price that the owner would have to pay for the type of animal he would be likely to choose to replace it.

Now the current depression in dairy cattle prices introduces a new factor, in that the price of a replacement animal itself may not reach \$600, and consequently the valuation placed on a condemned animal will be correspondingly less than \$600, even if the condemned animal is otherwise in apparent good health and condition.

Members should be aware that they have a right to query the valuation placed on a condemned animal if it is less than \$600, but they should be equally aware that the valuation made by the arbitrator appointed to resolve the dispute may still be less than the maximum \$600.



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## PROPOSAL FOR COMPULSORY PASTEURISATION OF MILK

The proposal by the South Australian Health Commission, following a survey which revealed poor bacteriological quality in raw (i.e. unpasteurised) milk, that the sale of raw milk should be prohibited, and all milk for sale for human consumption be pasteurised, has created opposition from raw milk vendors, and from consumers who see the proposal as restricting their freedom of choice.

The Association's part in this controversial subject is documented, and simply stated.

In October 1983 a letter was received from the Secretary of the Central Board of Health informing us that a survey had been undertaken by the SA Health Commission into the bacteriological status of unpasteurised milk, and that the Central Board of Health had expressed concern at the results of the survey and "reiterated its' policy that only pasteurised milk should be available for distribution throughout the State".

The concern of the Central Board of Health was understandable, as 45.56 per cent of the samples of unpasteurised milk taken in the survey failed to meet the required standards of bacteriological quality.

The report of the survey recorded that 38 per cent of the raw milk samples taken failed to pass the standard plate count, 28 per cent failed to meet the standard for staphylococci, 18 per cent failed to meet the standard for coliform, and 10 per cent failed to meet the standard for *E. coli*.

However, as no comment was invited, the Association made no reply to the letter from the Central Board of Health.

In May 1984 a letter was received from the Secretary of the Food and Drugs Advisory Committee of the South Australian Health Commission, stating that "routine surveys of raw (i.e. unpasteurised) milk indicate that vendors of unpasteurised milk have difficulty in maintaining at all times the milk in a satisfactory microbiological condition".

The letter further stated that "episodes of ... infection and intoxications (i.e. food poisoning) have occurred in this State due to ... unpasteurised milk", adding that South Australia was the only State in which sales of unpasteurised milk were allowed (other than "farm gate sales").

The writer of the letter then asked whether the Association believed that South Australia should now be brought into line with the recommendations of the National Health and Medical Research Council by prohibiting the sale of unpasteurised milk (other than "farm gate sales").

Whilst it seemed reasonable in the interests of public health, for South Australia to conform with the NHMRC recommendation and be brought into line with all other States, it seemed to be even more important to eliminate any factor that might damage the image of milk in the eyes of the consumer, to the detriment of all dairyfarmers and of the industry generally.

This is the matter that concerns the Association. As one aggrieved raw milk vendor claimed, in a letter to the "Stock Journal", the gain to the mass of dairyfarmers from the prohibition of raw milk sales would amount to only a "few cents", but the financial losses suffered by the whole industry, including the vendors of raw milk, from the repercussions following an outbreak of a milk-borne epidemic would be both large and long-lasting.

Certainly the Association is aware of the questions that have been asked concerning the relationship between the quality of milk supplied to milk processing factories, and that of raw milk vended directly to consumers. The answers may well be found in the care applied to the handling of the milk after it leaves the farm vat.

Milk in a refrigerated farm vat, if produced by suitably hygienic means, may be regarded as being bacteria static; that is to say, the bacterial status of the milk as it is drawn from the cow through a satisfactorily maintained milking machine does not alter markedly whilst it is maintained at the approved temperature. It is from that point on that the milk becomes vulnerable to the effects of contamination, exposure, and the rapid bacterial growth that accompanies even marginal temperature rises.

## SUPPORT THE S.A.D.A. CALF PICK-UP SCHEME



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## IN THIS ISSUE

Two Retrospective Payments Coming  
On-Farm Training Scheme For Young Dairyfarmers  
Two Tractor Roll-Over Frame Kits Now Available  
Milk Meters And Dip Sticks  
More News About Our Victorian Tour  
Our New Telephone Number

# JOURNAL

## NEW MARKETING ARRANGEMENTS - CONTINUED

The efforts of the Australian Dairy Industry Conference, reported in the previous issue of this Journal, to develop a counter-offer to the proposal put to the industry by Federal Primary Industry Minister John Kerin, were successful in at least achieving a greater degree of agreement than previously.

That agreement was manifested in general support for:

- a national entitlement scheme, set initially at a level of 5 300 000 000 litres, allotted to dairyfarmers on the basis of their average milk production during the 3 years to 30 June 1984, with entitlements being transferable between farmers from 1 July 1986;
- the retention of stabilisation pools for the currently leviabale product groups - butter and butter oil, cheddar type cheese, skim-milk powder, whole-milk powder, and casein - the stabilisation levies being derived from the domestic values for levy purposes less the subsidised export return as calculated below;
- subsidy for all exported dairy products to the level of 125 per cent of the real (= inflation adjusted) average export prices for the preceding years (or, if higher, for the 3 years to 30 June 1985), finance by a levy on all milk at an initial level of 1.4 cent per litre, with a maximum of 2 cents per litre;
- a penalty levy on all over-entitlement milk to reflect actual market value of dairy products made from milk in excess of 5 300 million litres;
- a formula to move domestic prices in step with a combination of export prices and national milk flow;
- satisfactory regulation of interstate trade in milk.

Regrettably the industry's negotiators subsequently agreed that the stabilisation pools be phased out by the end of the sixth year of the scheme, and also accepted a formula that ensured that domestic prices would eventually sink towards the subsidised export level.

Continued on page 2



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However, as reported in the General President's Letter, even that diluted version of the ADIC plan, although favored by a majority of State Ministers at a special meeting of the Agricultural Council (though they had changed the basis for entitlement allocations to each farm's best year in the past 3 years), was spurned by the Victorian Minister, who, (contrary to the policy of the Victorian industry), demanded an immediate levy on all milk of 2 cents per litre, which would yield an export subsidy of 144 per cent, a demand which has divided the Ag. Council into 2 equal factions.

What happens now is not clear. The Victorian Minister has suggested an interim scheme to impose a levy of 2 cents per litre on market milk only, to subsidise export prices, but no firm proposal is yet before the Ag. Council.

**NUTRITION NOTES:** \_\_\_\_\_ NO. 15

In my first nutrition notes, I posed this question "Is it worthwhile to supplement a milking cow's grazing?", the question is again in the melting pot due to the drop in milk prices and the increasing costs of production.

There are, again, a number of key areas that have to be examined, the first of which would be, "Are you achieving the maximum nutrition from your pastures?", which is not just measured in maximum dry matter yield but should take into account digestibility, palatability and nutrient value. Strip grazing, top dressing and planting new species are all factors that can influence pasture availability and quality.

Once pasture quality and availability have been maximised, the question of "When and how much supplementary feeding?" can be assessed. Again referring back to one of the earlier nutrition notes, I made the statement that the period of maximum milk yield coincides with the time of mating which, unfortunately, does not always correspond to maximum pasture availability or quality due to seasonal conditions, and it is at this stage in the cow's production that she has to be supplemented.

This supplementation can be in the form of hay, silage, etc. or concentrates. It is important to note that hay quality relies on the quality of the pasture it was cut from and how it was cured. The quality of supplementation is dictated by the level of production that is expected and the price you will receive for that milk at that time, and later, in the cow's lactation. The hidden advantage of correct feeding at this time is improved cow fertility and, therefore, regular calving.

The same rules that were applied to pasture optimisation apply to supplements, that is, make the best use of them. It is pointless feeding to cows producing less than nine litres the same amount of concentrate as those producing twenty to thirty litres.

This approach of feeding individual animals may mean that some modifications to feeder design and/or management practices will be needed. If you have a mixed-calving herd it may also be worthwhile running two herds to make the best use of your resources.

It is not possible to come up with a magic formula that would work on all farms due to the many different sets of circumstances on each farm.

Many of the above suggestions mean more work to enable you to maximise the returns on your present set of resources. I am sure that any effort in the above directions will be rewarded with increased returns.

I believe the way to success is to challenge all aspects of your farming and be willing to make the changes.

ROBIN REID - MANAGER TECHNICAL SERVICES



For further information contact:

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## THE GENERAL PRESIDENT'S LETTER

Greetings. The events of the last couple of months have done little to rid the dairy industry of the uncertainty that has enshrouded it, for the past two years, during which time over-production of dairy products in the Northern Hemisphere has denied dairyfarmers in this country the opportunity to maintain the standard of living enjoyed by most of our community.

Generally, the dairy industry, particularly in South Australia, has employed an income distribution mechanism, in the form of price equalisation, that has provided all dairyfarmers with a reasonably equitable share of the returns for their produce, within any given region, that which has, at the same time, ensured a relatively stable market for our products.

The Australian Dairy Industry Conference (which includes the Australian Dairy Farmers Federation) after debating at length, during the past year, all the issues involved in the various proposals to change the industry's marketing arrangements, eventually devised on a plan that could enable every dairyfarmer in Australia to plan for the future with some certainty, a plan that would continue to provide consumers with good value in the dairy products they bought, and would maintain stable employment in the many country townships situated in the dairying regions.

The major aim of the ADIC Plan was to maintain orderly marketing of dairy products, with special emphasis on market milk, to maximise returns to dairyfarmers, whilst preserving the principle of equity through the provision of compensation for those dairyfarmers who might consider that they had, thereby, been deprived of access to premium markets.

Ironically, if the Victorian dairy industry, which would appear, if we are to believe media reports, to be the source of most dissatisfaction, were to have free access to all markets, its own farmers would achieve little gain, and if it were to win a greater share of the liquid milk market by cutting prices, all dairyfarmers in Australia, including those in Victoria, would suffer a disastrous reduction in income, and many would not survive.

The milk from the Midland Milk Co. in Shepparton that was being sold in Sydney benefited only a few nearby Victorian dairyfarmers and could, if allowed to continue, have threatened the future of the Victorian milk equalisation scheme, to the ultimate disadvantage of dairyfarmers within that State.

I was consequently quite staggered to hear that it was the Victorian Minister of Agriculture (Mr. Eric Kent) who scuppered the ADIC plan at the recent special meeting of State Ministers of Agriculture by asking far too much of the Magic Fish and thereby placing not only the rest of the Australian Dairy Industry at risk, but his own constituents also.

We can only hope the plan will be refloated.

§ § § § §

The action by NSW dairyfarmers in blockading the Midland milk treatment plant and the Jewel stores and warehouses in Sydney to which the Victorian milk was being supplied, was the culmination of the frustration they felt at the erosion of their incomes, and was carried out in accordance with a carefully conceived plan and executed with the active co-operation of the Transport Workers Union. Their success, on this occasion, does not, however, dispel the fear that the problem will emerge elsewhere, in the near future, and emotions will again flare up.

South Australia dairyfarmers will not be slow to respond to any threat of disruption to the orderly marketing of milk in this State, and we must anticipate FULL SUPPORT from our members in any action taken.

§ § § § §

The NSW members of the Holstein-Friesian Association of Australia objected strongly to a Holstein-Friesian sale and convention being held in Shepparton, and successfully had it moved to Warragul. I feel this was to record displeasure of the part a prominent Holstein-Friesian breeder played in supplying milk to Midland Milk for sale in Sydney. § § § § §

Dairy Vale Metro and Southern Farmers are now breathing more easily after quitting stocks of cheese to Japan to meet a shortage created by a quality problem experienced by a large Victorian cheese manufacturer.

§ § § § §

Victorian dairyfarmers and their wives have taken positive action to increase sales of their products. In one large dairying area, dairyfarmers were unhappy with the dominance of imported cheese on the supermarket shelves. A survey demonstrated how much money was being spent by dairyfarmers in the supermarket and management was encouraged to give the local product more prominence.

In another area, dairyfarmers' wives, by arrangement with a supermarket, set up a stall and conducted cheese sampling. The result was so good that another supermarket in the town asked for the same to be done at their store. § § § § §

Our own Dairy Foods Snack Bar at the Adelaide Show was again successful this year, and, once more, many compliments were paid by customers, to the daughters of our members who constitute the staff, for the quality of our food, the service, and the girls' attractive appearance in their green and gold uniforms. § § § § §

What about you? Have you tried some of the new magnificent cheese-based recipes? Do cheese and other dairy products form a prominent part of your entertainment of your city friends? Let us all make every post a winner to encourage greater use of our products.

Sincerely Yours

AUB KRETSCHMER

### NATIONAL & LOCAL MILK PRODUCTION STILL DECLINING

Compared with the same months in 1983, the trend of milk production in all States has now reversed, the national total for July being 0.6 per cent (2 million litres) less than that for the previous July, and for August 3.3 per cent (17 million litres) below August 1983.

Milk production in the Central Region has been declining since May and total production during the past 5 months is 3.7 million litres less than for the same period in 1983.

The generally steady increase in milk sales in the metropolitan area was again interrupted in September, due to industrial action in one of the milk treatment plants.

#### MILK PRODUCTION & SALES STATISTICS

	For Month		Change	12 Months	Cumulative	Change
	1983	1984	%	1983	1984	%
<b>MILK PRODUCTION - METROPOLITAN PRODUCING DISTRICT</b>						
Aug (000 litres)	22 455	24 199	- 4.9	253 670	270 664	+ 6.7
(000 kg fat)	1 116	1 035	- 7.3	10 931	11 794	+ 7.9
Sep (000 litres)	27 324	26 724	- 2.2	257 203	270 084	+ 5.0
(000 kg fat)	1 019	1 133	- 5.0	11 135	11 735	+ 5.4

#### MILK SALES - METROPOLITAN AREA

Aug (000 litres)	7 947	8 172	+ 1.8	92 662	93 693	+ 1.1
Sep (000 litres)	7 645	7 552	- 1.2	92 769	93 600	+ 0.9

#### TWO RETROSPECTIVES IN EARLY NOVEMBER

The first retrospective payment for 1983-84 will be received in early November, following a stabilisation payment of \$20 per tonne in the cheese pool stabilisation fund, this being the first payment for the 1983-84 season, in which, for the first time ever, the pool value (and consequently the Basic Milk Price) remained unchanged for 12 months.

The equalised rate of payment will be 1.80 cent per kg butterfat on all production from 1 July 1983 to 30 June 1984, and at this stage it is expected that a further 7 cents or thereabouts will be forthcoming, in several payments, during the next 12 months.

A further retrospective payment of 1.16 cent per kg butterfat equalised on all production in the previous season (1 July 1982 to 30 June 1983) will be received at the same time.

**THE ON-FARM DAIRY TRAINING SCHEME**  
**A Break-Through In Practical Dairy Education**

South Australia's first on-farm training scheme for young dairyfarmers will start in mid-February 1985.

Centred on the Fleurieu Peninsula, and including trainees from other areas such as the Adelaide Hills and Murray Swamps, the scheme is a major initiative aimed at improving skills training within the State's dairyfarming industry.

Also, for the first time, training allowances will be available for trainers and trainees, following the recent State Government decision to declare farming a vocation, and to make participants eligible for the same training allowances that had applied to apprentices in traditional trade areas in the past.

The Association's General President, Mr. Aub Kretschmer, who was a member of the team that developed the course, said "the timing could not be better. The course will give a boost to the dairy industry at a time when increased efficiency and productivity are becoming even more essential to maintain dairyfarm profitability".

The two-year on-farm scheme in dairying will follow the proven model for this form of skills training developed by the Department of Technical and Further Education (TAFE). It will contain new sections of knowledge and skills that related directly to dairyfarming, but in most respects will be similar to other schemes conducted during the past six years.

Content of the scheme has been kept relevant to the needs of the dairy industry by a sub-committee comprising Michael Diener and Allan Manning from SADA, Tim Newbery, Senior Dairy Advisor with SAGRIC, and Chris Trethewey and John Skull from TAFE.

Most of the training in the two-year course will take place on the home farm, with only short periods of up to five days being spent at training centres where specialist equipment and instructors were available.

Most of those who have agreed to be trainers have quickly recognised that much of the program directed at the trainees would be of equal benefit to them, and already 24 trainer/trainee teams (which can be either farmer-parent and trainee-son or daughter, or farmer-employer and trainee-employee) have applied to enter the course.

Limited number of places are still available and young persons who have been working on a dairyfarm for a year or so are urged to apply.

The first scheme, which will operate Statewide, will be co-ordinated through the South Coast Branch of Noarlunga College of TAFE at Victor Harbor, and requests for further information should be directed to John Skull, South Coast TAFE, Ocean Court, Victor Harbor, 5211, telephone (085) 52 1344.

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## THE LATEST ON ROLL-OVER PROTECTION SYSTEMS

### Two Standard Do-It-Yourself Kits Now Available

The moratorium granted by the Department of Labor & Industry for the fitting of roll-over protection systems to older tractors, for which standard equipment is not available, expired on 1 October 1984, and all tractors which are, or may be, driven by employees must now be equipped with an approved frame or cabin, except when used for work in an orchard.

First, what is an employee? Certainly a worker, including a member of the owner-operator's family who receives a daily or a weekly wage.

A sharefarmer may also be regarded as an employee when driving a tractor which he does not own, in whole or in part. But it is probable that the term "employee" should also be applied to a relief milker whether paid by the hour (which, by the way, is contrary to the award), or by the job, in a case where a relief milker, whether instructed to do so or not, drives a tractor for the purpose of feeding stock or, in an emergency, drives a tractor to pull a car out of a dam.

Now to the ROPS themselves. The first step to take is to make sure that a stock ROPS for that make and model of tractor is not available. Only then can you start looking around for alternative equipment, which must, of course, already carry a certificate of approval. There are, at present, three options from which to select the course of action that best suits your situation.

Chris Grow Engineering Pty. Ltd., at Uraidla, will custom-build and fit a four-post frame to your tractor, for generally between \$450 and \$550, depending on the type of tractor and the extent to which the basic frame must be modified to clear operating levers, lamps, etc., and to allow ready access to the driving position, and to maintenance.

Being a four-poster, adding a simple canopy presents no problem, but the tractor must be delivered to Uraidla, left there for as long a time as is necessary to fabricate and fit the frame, and then picked up again.

The two do-it-yourself approved ROPS kits are both two-posters, and require only a spanner for fitting. In fact any modification, such as welding an extra bracket or flame-cutting a portion for clearance has the effect of cancelling the approval.

The Flatford, obtainable from Power Plant Pty. Ltd. (or through this Office at a discount) is hinged, to enable the tractor to be driven through low shed doors or elsewhere where head clearance is limited.

The list price for the basic frame, which fits a large number of makes and models is \$320, but the additional accessory kits required for some tractors range in price from around \$45 (International 434) to \$120 (Nuffield/Leyland and John Deere 710). A metal canopy is available for around \$230.

The do-it-yourself kits available from R.H. Bare & Co. (or through this office at a discount), vary in price according to the make and model of tractor, from \$275 (list) to \$395.

A hinged version is available, within this price range, and a metal canopy, or a slightly cheaper fibre-glass canopy, are also available.

The maximum fine for the offence of allowing an employee to drive a tractor not fitted with an approved safety frame is \$500.

It is understood that a workers compensation claim may not be invalidated in a case where an employee's injury or death results from an accident where the tractor was not fitted with an approved frame, but members should not, on this account, over-look the possibility of a very expensive civil action being taken by the injured employee or by his family.

### **PLEASE NOTE OUR NEW TELEPHONE NUMBER**

*We now have two incoming lines, to avoid those annoying "engaged" signals, both available from the same number (08) 51 3752.*

# RED COMB DAIRY FEEDERS



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MERCHANDISE DEPARTMENT

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DRY CREEK. Telephone (08) 262 4918

## THE BACKGROUND TO THE COMPULSORY PASTEURISATION PROPOSAL And A Look At Some Infectious Diseases Of Concern To Dairyfarmers

Since the announcement by the South Australian Health Commission that it intended to legislate to prohibit the sale of pasteurised milk, correspondence and telephone calls have indicated a belief that the Association was, in some way, responsible for the proposal.

In the previous issue of the Journal it was positively stated that the Association was not involved in the proposal, nor was it concerned about the small loss of revenue to the majority of dairyfarmers caused by the fact that raw milk sales are outside the "system".

The Association's only concern, and the reason why it chose not to oppose the Health Commission's proposal, was the consumer reaction to milk that would follow an outbreak of a milk-borne epidemic, and would seriously affect the sales of all milk, whether raw or pasteurised.

At that time we did not know that the sort of outbreak we feared was believed to have already occurred (though fortunately it was apparently not widespread) and it appears that it was that belief that led the Health Commission to undertake the survey which eventually caused it to propose the prohibition of raw milk sales.

The epidemic took the form of an unspecified number of cases, "which appeared to be related to the consumption of raw milk", of campylobacter infections reported in the 1983 "Annual Summary of Infections and Notifiable Diseases in South Australia" published by the Health Commission's Epidemiology Branch and Communicable Disease Control Unit.

Cases of campylobacter infection, the majority of which were not attributed to raw milk, totalling 921, (79 per cent greater than in the previous year), far outweighed any other recorded disease in the year's total of 3 909 cases.

Included in that total were 17 cases of leptospirosis (6 in 1982) of whom 10 were dairyfarmers, predominantly male, and 1 case (non-rural) of brucellosis (8 in 1980).

Reported cases of leptospirosis have tended to increase since 1977, the number of cases reported in each year for 1977 to 1983 being 2, 9, 15, 11, 11, 6, 17, whilst the incidence of brucellosis appears to be declining, the cases reported from 1977 to 1983 being 6, 11, 28, 27, 11, 8, 1.

## THINKING OF BUYING GRAIN FOR FODDER?

### Competitively Priced Lupins Are Available From W.A.

Lupin growers in WA are looking forward to a good, and early harvest, and South Australia distributor, Craig Mostyn & Co. is soliciting firm orders.

The price, yet to be finalised, will be of the order of \$175 or less per tonne, delivered to the farm, in 25 tonne loads or half-loads, or you can arrange some other split with a neighbour or neighbours to suit your own requirements, provided the total quantity is a full load.

We are assured that the lupins will be clean, but in any case testing for the presence of weed seeds will be carried out on sample consignments.

For further details, or to express interest, telephone this office.

As a guide to value, it can be said that, on an energy basis, lupins are equal to barley in energy value, and the price of lupins should be compared with that for barley, but in a protein-deficient situation, such as, for example, a property without irrigated pasture or fodder crops, the value of lupins is roughly \$50 per tonne above that of barley.

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### POSITION WANTED

16 year old male, at present studying at Westminster College (Year 11), with some dairyfarm experience, seeks permanent position on dairyfarm, to commence at end of school term (mid December).

Telephone David Evans at (08) 276 9187

PLEASE NOTE OUR NEW TELEPHONE NUMBER (08) 51 3752

## DO YOU WANT A DAIRYING PEN-FRIEND IN USA?

*Sue and Terry Murphy of "Emerald Rise," Gumeracha did not expect more than a few replies when they decided to see if they could find a pen-friend or two among United States dairyfarmers.*

*The response was overwhelming - (and the letters are still coming) - from dairyfarming folk keen to learn about the industry in Australia, and just as keen to strike up a friendship on the other side of the world.*

*If you would like to make contact with an American dairyfarming family, please telephone Sue at (08) 389 1259, for a selection of likely correspondents to match your interests.*

# RED COMB DAIRY FEEDS

High producing dairy cows have a correspondingly high requirement for energy, protein, vitamins and minerals.

Energy deficiencies are the most common problem in the dairy herds and can lead to low production, low fertility and low solids-not-fat (SNF). Protein deficiencies will result in reduced feed intake, lowered yield and SNF, small calves at birth, retarded growth of calves, and poor health (including more infections and metabolic diseases).

The amount of protein in the ration, and its digestibility are both important. Some dietary protein must escape breakdown in the rumen for maximum production. Higher producing cows have a higher requirement for this undegradable dietary protein (UDP). Responses to feeding UDP have been shown to give up to 15 per cent increase in milk yield (Reference - Rogers 1982). The roles of the essential vitamins and minerals are numerous, and should not be overlooked in your feeding program.

Minerals (mostly calcium and phosphorus) make up about 5 per cent of the weight of the dairy cow, whilst milk itself contains about 0.7 per cent minerals, thus during a lactation, a dairy cow's requirement for minerals will be quite high. Milk fever, anoestrus and grass tetany are a few of the problems that can be caused by mineral deficiencies, during production and fertility.

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- Optimum levels of necessary vitamins and minerals
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For further information or advice contact

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**MOLASSES AVAILABLE NOW** - The Association has 20 tonnes of molasses available for immediate delivery. Price per litre varies with quantity. Telephone this office as soon as possible, (08) 51 3752, for prices and details.

## ARE YOU ALLOTTED TO THE RIGHT DISTRICT?

### We Want To Make It Easier For You To Go To Meetings

During the past month some members will have received telephone calls asking them which of the Association's Districts they would prefer to be allotted to, in order to make it more convenient for them to attend District Meetings.

Although District Meetings are not held very often, well-attended meetings are essential if the Association's policy is to be based on real rank-and-file opinion, and the one way to increase membership participation is to ensure that members receive notices informing them of impending meetings at the nearest venues.

In many cases the member's postal address does not provide the information we need for allotting to the most suitable District, particularly in the case of postal addresses which are common to several Districts, such as, for example, Strathalbyn, which is an address that can be shared by members in the Central Hills, Milang, and Southern Hills Districts.

If you consider that it would be more convenient for you to be allotted to a different District, please inform this office. The Association's Districts, and the most frequently used venues for District Meetings are:-

NORTHERN	Laura	CENTRAL HILLS	Meadows/Echunga
MID-NORTH	Auburn	MYPONGA	Yankalilla
BAROSSA	Nuriootpa	SOUTHERN HILLS	Mt. Compass
GAWLER	Gawler/Lyndoch	SOUTH COAST	Victor Harbor
SPRING VALLEY	Springton/Eden Valley	MILANG	Belvedere
TORRENS VALLEY	Gumeracha/Birdwood	RIVER MURRAY	Murray Bridge
ONKAPARINGA	Charleston/Lobethal	JERVOIS	Jervois
MOUNT BARKER	Mt. Barker	LAKES	Meningie

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BRIAN RAINEY, Murray Bridge (085) 32 3093

LARRY LANS, Barossa A.H. 31 1853

BRUCE MATTHEW, Sales Manager 425219



## THE ASSOCIATION'S FREE LEGAL SERVICE

A reminder to members who may be experiencing problems for which legal advice might be appropriate - the Association's lawyers, a legal firm of considerable standing, will provide free interviews for the purpose of advising members where they stand in any particular problem, and what action they ought to take.

Interviews and advice are free (the Association pays the firm an annual retainer for this service) but any legal work subsequently undertaken in connection with the problem is charged direct to the member.

Although members make their own arrangements for an interview directly with the firm's solicitors (or may even be able to discuss their problem satisfactorily by telephone), they must first telephone this office with their request.

It may even turn out that the office can provide advice immediately (such as in cases where an event results in a number of members having the same problem), without using up the valuable time of member and solicitor or wasting the free interview.

**PLEASE NOTE OUR NEW TELEPHONE NUMBER (08) 51 3752**

### HOW WELL DO YOU SUPPORT YOUR INDUSTRY?

#### Two Recipes For Cheese Odds-And-Ends

*Like charity, increased dairy consumption begins at home - your home, that is, and South Australian dairyfarmers have an added advantage in that they can buy Australia's best cheddar cheeses from the dairy companies they supply at prices even lower than normal prices, which, nevertheless, are still amongst the lowest in the world.*

*But the economy that cheese can bring to the kitchen is even greater if there is a way to use up the bits that are occasionally left-over; pieces that are too small to slice, perhaps pieces that are dried-out by not being completely wrapped in plastic film before being put into the refrigerator; even pieces that have acquired a little mould. Cut the mould off, if you like, but it's generally harmless anyway.*

*Here are two recipes for using bits-and-pieces; both different except for their economy.*

#### Hot Cheese Balls

1 1/4 cups grated cheese (bits-and-pieces, mind your finger-tips)      1/4 teaspoon salt  
1 tablespoon plain flour      1/4 teaspoon Worcestershire sauce      3 egg whites  
Fine breadcrumbs or breakfast cereal crumbs

*Blend the cheese, flour, salt and Worcestershire sauce thoroughly. Beat egg whites until the mixture peaks, then add to the cheese mixture a little at a time to make a paste that can be formed into walnut-sized balls. (Too much egg white makes the mixture too soft to hold its shape). Roll balls in crumbs until completely coated. Chill (or freeze for later use). When ready to serve, heat oil in a deep-fryer, and fry cheese balls (for one minute if chilled, one-and-a-half minutes if frozen) until crisply brown. Drain on paper towels and serve. Mixture makes 12 - 14 cheese balls.*

#### Phil Alpert's Everlasting Cheese Spread

2 cups grated left-over cheese      2 tablespoons brandy (or dry sherry if you like)  
2 tablespoons olive oil      2 to 4 tablespoons butter

*Mix ingredients and beat or blend until smooth. Age for at least 2 days before using. Continue to add more grated cheese as needed, or more brandy if the mixture becomes too firm. The mixture will keep indefinitely in the refrigerator, and improves vastly with age. Quantities above make 1 cup of cheese spread. Remove from refrigerator at least 1 hour before serving.*

## HOW MUCH MILK IN YOUR VAT?

### Perhaps Less Than You Think

Now that Dairy Vale Metro Co-operative has begun to equip its tankers with diesel milk meters we are receiving a repetition of the earlier complaints about lack of correlation between meter record and dipstick reading.

A request made to the Standards Branch of the Department of Public and Consumer Affairs, to investigate the complaints, resulted in the following report.

A Supervising Standards Officer visited the farmer who provided the figures attached to your letter and examined the records of dipstick readings covering the last 10 years. He examined the farm milk tank without actually check-calibrating it and discussed the issue with the farmer. The Officer also examined the pick-up records at Southern Farmers Co-Operative Ltd. Another farmer who had commenced to keep checks on his farm milk tanks after speaking to the first farmer provided the Officer with further information.

The particular milk meter, No. 6580570, was tested on 31 May 1982 and 11 August 1982 and on each occasion was found to be well within the tolerances for accuracy. These routine tests encompass the period for which records of farm milk tank dipstick readings, meter readings and the discrepancies between them were supplied.

The Branch tested Southern Farmers Co-Operative Ltd. 6 mobile milk meters on 23 occasions since January and found only 5 occasions when any one of them was outside tolerance. The Company attempts to maintain the meters to a higher degree of accuracy than that required by law and the results show that they are to be commended for this.

Whilst it is possible to adjust a meter to record a marginally lesser quantity than the actual quantity passed through it and still be within legally accepted tolerances, the milk meters are calibrated to record marginally greater quantities than is actually passed through them. This is evidenced in a comparison of the figures recorded for milk actually received into the factory against the accumulated mobile meter readings. For instance in the month of August 1982 the Company paid for 1631 litres of milk more than it received at the factory.

The percentage tolerance permitted for milk meters and for farm milk tanks is nearly the same if one calculates the tolerance for the farm milk tank as a percentage of the capacity (the error in a farm milk tank is a constant error, not a proportional one).

In the twelve years that the Branch was testing all farm milk tanks every two years the number of tanks found to be incorrect after the Inspector had levelled the tank was very small. However, all but one were out in favor of the farmer. This was an unusual phenomenon because the design of the tanks is such that the likelihood of error is equal in each direction.

In the case of the particular deliveries for June, it is possible to account for a discrepancy between the readings of the two instruments of about 15 litres on each occasion. This is because:-

- (i) the particular farm milk tank is graduated with 5 litre divisions;
- (ii) the particular tank has an off-centre dipstick and the tank was marginally out of level in the farmer's favor;
- (iii) there is a well-established practice of reading farm milk tank dipsticks to the line above the milk level when the actual level is between graduations (all readings given end in 0 or 5);
- (iv) the error factor in a farm milk tank is a constant plus-or-minus 1 graduation;
- (v) the percentage error factor in the meter at 1 200 litres is plus-or-minus 6 litres although the Company applies a factor equivalent to half this amount.

This in no way accounts for the occasions when the discrepancy was 30 to 33 litres.

Because each instrument has a tolerance band within which the actual error is permitted, discrepancies will occur between farm milk tank dipstick readings and milk meter readings. However, the discrepancies should be consistent within a quantity equal to half the graduation value on the farm milk tank plus half the graduation on the milk meter.

In the case of a farm milk tank within 5 litre graduations, this figure is plus-or-minus 3.5 litres. The milk meters are graduated in litres. Variations of a further 10 litres or more should be viewed with suspicion and brought to the attention of the Standards Branch. Complaints to the Branch should be substantiated by written records of farm milk tank dipstick readings compared to meter readings over a reasonable period.

### **OUR VICTORIAN TOUR AND THE DAIRY PRODUCTION CONFERENCE**

Although we have received only the broadest outline of the program of the combined Australian/New Zealand Dairy Production Conference at Albury/Wodonga from 25 to 28 March 1985, the schedule for the Association's coach tour is now taking shape as follows:-

Depart Adelaide early on Saturday morning 23 March. Visit several outstanding dairyfarms on the way. Attend the Warragul "Farm World" exhibition on Sunday 24 March. A tour of dairyfarms and other places of interest will be available for those not wishing to visit "Farm World".

During the Dairy Production Conference from Monday to Thursday members will be able to choose between attending Conference sessions or participating in organised tours of dairyfarms and other places of interest.

Conference sessions, which will be addressed by overseas and Australian experts, will be divided into the following themes:-

<b>THEME A - FEED MANAGEMENT</b>	<b>THEME D - MILKING SHED MANAGEMENT</b>
Section 1 Pasture Production	Section 1 Dairy Design
2 Pasture Utilisation	2 Milking Management
3 Pasture & Supplements	3 Flexible labor use
4 Lot Feeding	4 Milk Quality
<b>THEME B - BREEDING MANAGEMENT</b>	<b>THEME E - CRITICAL SUCCESS FACTORS</b>
Section 1 Reproductive programs	Section 1 The challenge to achieve (people)
2 Factors affecting time of calving	2 Measurements of success (productivity)
3 Factors affecting submission and conception rates	3 Success in the future
4 Program Monitoring	
<b>THEME C - HERD IMPROVEMENT</b>	<b>THEME F - MANAGEMENT INFORMATION</b>
Section 1 Herd Information Systems	Section 1 National Dairy Industry Information requirements
2 Breeding Values - Their calculation and potential use	2 Dairy Companies - Management needs market information
3 Genetic progress - What is possible and how to get there	3 Information required for effective on-farm decision making.
4 Potential of new developments for increased genetic changes.	

Our tour will leave immediately after the last Conference Session on Thursday, and after another overnight stop and further visits to places of interest, will return on the evening of Friday 26 March.

The total cost, including coach travel, Conference registration, Conference Official Dinner, all other meals and overnight accommodation will be approximately \$400 per person.

Your early enrolment (or notification of interest) would greatly assist us in ensuring the smooth operation of the tour. Telephone this office (08) 51 3752.

# The South Australian Dairymen's...

## IN THIS ISSUE

Increase in Farm-gate Price For Market Milk  
1985 - Our Fifty-Year Jubilee  
Central Council Looks At  
Producers Required For Board's Cost Survey

# JOURNAL

## DOING OUR OWN THING IN DAIRY PROMOTION

Members will have read, in the latest issue of the "Australian Dairyfarmer" of the reported success of demonstrations, in Victorian supermarket stores; of Australian dairy produce by dairyfarmers wives, and, perhaps, have asked themselves "Why don't we do that?"

We can claim, in defence, that, on a small scale, we do, through our Dairy Foods Snack Bar at the Adelaide Show, but experience has shown that attempting to demonstrate products simultaneously with serving a rush-hour crowd with dairy based meals and drinks, is not productive, and the correct site for product demonstration is right in (or outside) the supermarket where customers go for the purpose of buying, not eating.

So it is exciting to learn that the Association's three southern districts, Myponga, Southern Hills and South Coast, have combined to formulate plans to demonstrate South Australian cheeses and possibly other local dairy products in Fleurieu Peninsula townships during the coming holiday season, beginning with a pilot run in Victor Harbor on 3, 4, 5 and 10, 11, 12 January.

Help will be forthcoming from the two local dairy companies, Dairy Vale Metro and Southern Farmers, and from the South Australian Regional Office of the Australian Dairy Corporation.

Awards won by our own cheeses here and overseas prove their quality and it is no longer enough to complain about the better promotional activities supporting imported cheese; it is our job to bring our local cheeses to the customer's attention, not on a television screen or on the side of a 'bus but on a plate, to be tried, and bought!

Fortunately, we will be able to avoid some of the problems encountered by our Victorian colleagues, for example, we are going to make sure that adequate stocks of the products being demonstrated are available for purchase. In some circumstances, in Victoria, the success of the promotion was so great that the stores ran short of product during the following period.



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South Australian Dairymen's  
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## THE GENERAL PRESIDENT'S LETTER

Greetings,

Members of the Executive Council of the Australian Dairy Industry Conference are continuing to negotiate with the Federal and State Governments about dairy marketing plans, and, generally speaking, a consensus (which seems to be the "in" word these days) appears to be emerging.

Although questions have been asked as to whether the proposed new marketing arrangements are really any more than an income-sharing scheme, for the benefit of the Victorian dairy industry, the honest answer is that it is really both:- an income-sharing scheme and an improved marketing scheme intended to overcome the industry's recurring problem which can alternatively be defined as over-production of milk by dairyfarmers or, conversely, the failure of marketers to sell the industry's output at prices that yield a reasonable return to producers.

Superficially it can be claimed that the problem starts with the periodical flooding of world markets by subsidised dairy produce from the EEC, at prices which Australian marketers find difficult to match, leading to the temptation to drastically reduce prices on the Australian domestic market in order to relieve the pressure of accumulating stocks.

Obviously those marketers who have previously been supplying the domestic market must then reduce their prices to meet the competition, thereby sacrificing the differentials in the more realistic domestic prices, and incurring losses, which, ultimately, are shared by both the marketers and the producers.

The Australian Dairy Industry Conference is of the opinion that the primary objectives of the Australian dairy industry, are, first, to be able to service its own domestic market, second, to ensure that imported dairy products compete on a fair and reasonable basis, with tariffs or countervailing duties compensating for the subsidised prices, third, that the proportion of imports entering the country should be comparable with those entering other dairying countries in the Western world, and fourth, that imported dairy products conform to the same compositional standards and are bound by the same health restrictions (particularly in respect to the use of chemical additives) as are imposed on Australian dairy products.

The Conference also considers that, if the dairy industry is to survive, there must be reasonable adjustments in domestic prices, although it has already agreed to accept a rate of increase of only half that of the Consumer Price Index and to the condition that it is necessary to adjust production to match the requirements of payable export markets.

The entitlement scheme proposed by the Conference as part of this survival strategy, is aimed at protecting the interests of those who have been the backbone of the industry, whilst giving due recognition to the special needs of those producers who may have suffered some production-reducing calamity outside their control, who may have already undertaken large investments from which they have not yet received a benefit, or who may be recent entrants to the industry.

Although it is already clear that it is impossible to devise a scheme that suits everybody, the alternative to an entitlement scheme is continued chaos in the market place until such time as approximately 20 per cent of the existing dairyfarmers in Australia are removed from the industry.

Whilst this solution may seem attractive to theoretical economists, it imposes the risk of over-correction to a stage where too many farmers have left the industry, leaving insufficient milk to supply the domestic market with its requirements for "short shelf life" products such as yoghurts and custards in step with demand throughout the year.

Furthermore, it should be noted that, despite the very heavily reduced prices being received, in this current financial year, by many dairyfarmers elsewhere in Australia, production has not responded in a way that many would have expected, and, in the four months from July to October 1984, Australia's output of milk is only 1.4 per cent (a mere 32 million litres) less than for the same period in 1983.

As might be expected, our own dairy companies have reacted to maintain their position within the industry, and a view has been expressed that, under the more competitive environment that will result from the introduction of the new marketing arrangements, their survival would require greatly increased flexibility to adapt to changing market conditions, and the consequent dismantling of the market milk equalisation scheme, which is claimed to be no longer relevant.

The Association's attitude to this view must be clearly understood. First, the market milk equalisation scheme, which originated from the direct action of dairyfarmers, was not devised for the benefit of dairy companies, but for the benefit of dairyfarmers, and the reason for its existence still continues, 49 years later.

But this does not mean that the Association supports every feature of the milk equalisation scheme, or opposes any moves for change. On the contrary, what appears to be, at present, the most contentious aspect of the scheme, namely the "excess butterfat adjustment", has been questioned by the Association on numerous occasions in recent years, and its continued existence (and, indeed, its liberalisation only 3 years ago) resulted from the unanimous decision of the dairy companies.

The same may be said of another contentious issue now facing the industry, the commercial decision of one dairy company to put a "Silver City" brand of milk on the Broken Hill market, to gain the patronage of customers in that important outlet.

The initiative shown by the company, in launching a market-oriented brand, must be applauded, but its action has already been the subject of criticism, and both the action and the criticism read strangely in the light of the recommendation of a small sub-committee, in early 1980, that "... consideration be given to packaging all ... milk under a single brand directed at the Broken Hill market".

Dairyfarmers have nothing to lose, and much to gain, from the milk equalisation scheme, and should be aware that the competitive flexibility that dairy companies may obtain from terminating the scheme may be at the expense of the dairyfarmers who supply them.

As 1984 draws to a close we must be thankful that neither the fantasies of George Orwell, the author of the novel "1984", nor the disasters earlier predicted for the dairy industry have been realised, but we cannot yet look with confidence to a brighter future for either our industry or for the world.

I can, therefore, at this moment, do no more than wish you all the happiest and most prosperous New Year that circumstances will allow.

Sincerely Yours

AUB KRETSCHMER

§§§§§§ §§§§§§ §§§§§§

**A SHORTER TIME-TABLE FOR THE CONFERENCE TOUR**  
**Now Saturday to Friday - And There's Still Room For More**

*There is still time - and room on the motor coach - for those wishing to attend the DAIRY PRODUCTION CONFERENCE at Albury-Wodonga in March, and to participate in the brief tours of dairyfarms and dairy-related institutions of interest on the way to and from the Conference.*

*Full details of the subjects to be presented at the Conference were listed in the previous issue of the Journal, but if you require a reminder, or, perhaps, more details about any aspect, telephone this office (08) 51 3752.*

*Briefly, we will depart early on the morning of SATURDAY 23 March (and will do our best to plan the route so as to pick up passengers on the way, as we have done for our previous Victorian tours), probably going via Shepparton, where we will make our first overnight stop, returning via the Western Districts to arrive in Adelaide late on the night of FRIDAY 29 March. There will be no over-night travelling; nights will be spent in motels.*

*The estimated all-inclusive cost is \$400 per person.*

BUT YOU DON'T HAVE TO WAIT FOR THE NEXT ISSUE OF THIS JOURNAL - BUY A COPY OF THE AUSTRALIAN DAIRY CORPORATION'S

"COOKING NATURALLY WITH AUSTRALIAN DAIRY FOODS"

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**Two Way Pizza**

- 1 x 375 g packet prepared puff pastry
- 1 large tomato, sliced
- 1 medium onion, finely sliced
- 125 g mortadella sausage, cut into thin strips
- 1/4 teaspoon dill salt
- 1 x 198 g can shrimps, drained
- 1/4 cup finely sliced stuffed olives
- 1/4 teaspoon nutmeg
- salt and pepper to taste
- 375 g Australian Matured Cheddar Cheese, grated

On a floured board, roll out pastry to cover a 32 cm pizza tray. Trim edges. Arrange tomato, onion and mortadella over half the pastry. Season to taste with dill salt. Arrange shrimps and olives over remaining half. Season to taste with nutmeg, salt and pepper. Bake at 230°C for 10 minutes. Sprinkle cheese evenly on top. Return to oven. Bake at 190°C for 10 minutes.

**Cheddar Sweeti-Pie**

- 1 quantity shortbread pastry (p. 48)
- 1 cup currants
- 1/2 cup fresh orange juice
- 125 g Mild Australian Cheddar Cheese, coarsely grated
- 2 teaspoons finely grated orange rind
- 1 medium cooking apple, peeled, grated and excess juice squeezed out

Roll out pastry on a floured board. Use to line a 20 cm pyrex pie plate and reserve any trimmings. In a small saucepan, simmer currants and orange juice together till liquid has almost evaporated. Cool thoroughly. Combine with cheese, orange rind and apple. Spoon into pastry shell. Moisten pastry edge with milk. Roll out pastry trimmings to 3 mm thickness. Cut into 1 cm wide strips. Arrange pastry strips across top of the pie leaving 1 cm space between each strip. Brush pastry with milk. Bake at 190°C for 30 minutes. Cut pie into wedges and serve hot or cold with cream or icecream. Serves 6.

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**DAIRY FARM POSITION WANTED** - Just completed Urrbrae course, female, aged 18 years. Rural background. Please telephone (08) 271 0153

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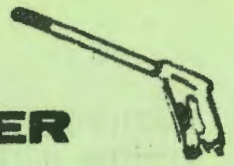
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It will save you money, not only on purchase price, but also on labor costs, and on expensive repairs that are associated with conventional cleaners.

This low-cost, maintenance free, pressure cleaner is simple to operate.

The great advantage over conventional cleaners costing from \$2 000 to \$4 000, is its viability to apply degreasing solvents, kero, and detergents by themselves under pressure. This allows the full benefit of the chemical action to take place before it is flushed off, also under pressure, along with the grease, road grime, stubborn soil deposits, etc.

The THOMAS TI 1000 comes with a 2 year warranty (compare this with most cleaners of up to \$4 000 purchase price which only give a 3 - 6 months warranty), snap-on air and water fittings, 3 lengths of detergent hose, pre-drilled cap, strap for detergent container, 500ml of degreasing solvent and 500ml of road grime remover concentrate.

Satisfied customers include Southern Farmers, United Dairies, Peters Milk, Vee Belt & Powers, News Ltd., RAAF, Royal Adelaide Hospital Maintenance Dept., Stillwell Ford, and many other firms of various sized operations.

As a bonus to SADA members only, we will give you \$16.95 off the price of a Mighty Max Liquid Pump\* (normally priced at \$26.95) when you purchase a Thomas TI 1000 cleaner. Please note - this promotion is only available through Males Caravans, Murray Bridge or Daniel Marketing Co., Wingfield. BRING THE COUPON BELOW.

\*The Mighty Max is an incredible pump from Japan, with a capacity of 4 800 litres (1 050 gallons) per hour, at a pressure of 43 psi, which pushes water up to 30 metres, and fits any electric drill, or AC/DC motor, or fits on to any garden hose. No internal friction, no rubber impeller to burn out.

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ADDRESS: ..... POSTCODE .....

## THE CENTRAL COUNCIL LOOKS AT

**NATIONAL MARKETING ARRANGEMENTS.** Delegates were informed that the Federal Minister for Primary Industry, John Kerin, had agreed to the request from the Australian Dairy Industry Council for calling of a "dairy summit" consisting of all State Ministers of Agriculture and the Presidents of the State dairy organisations, subject to the re-electing of the Hawke Labor Government and his own re-appointment as Minister for Primary Industry.

These conditions have now been met, and the "dairy summit" will be held in Canberra on 20 December.

**INTERSTATE MILK TRADE.** Delegates discussed the successful blockade carried out by the NSW Dairy Farmers Association, in collaboration with the Transport Workers Union, against the Shepparton plant of Midland Milk and the Sydney stores of the Jewel supermarket chain.

In the meantime the Minister for Primary Industry had taken action to enable the speedy proclamation of the as-yet unproclaimed Commonwealth legislation which had been passed in 1977 in order to provide protection unagainst unregulated invasion by market milk from another State. However, as the confrontation between NSW and Victoria had now been terminated by the direct industrial action of dairyfarmers and the TWU, proclamation of that legislation, which would have tested its constitutional validity, was not, at present, necessary.

It was, consequently, possible that common sense could prevail in the industry while we awaited the report, sometime after June 1985, of the Market Milk Co-ordinating Committee which was inquiring into the "rational sourcing" of market milk in circumstances that would ensure the retention of market milk's premium prices.

This latter condition was essential to the continued viability of the dairying industry, and it was hoped that Victorian dairy industry leaders should now be aware that, in pressing for free and unregulated access to interstate milk markets, they would effectively destroy the possibility of continued premium prices, in a course that would mean less for everybody.

**HERD-MILK CELL-COUNTING SERVICE.** Delegates noted that the herd-milk cell-counting service being carried out by the Metropolitan Milk Board at its Central Testing Laboratory was now proceeding satisfactorily, that herd-milk would be tested bi-monthly, and that producers had already received at least one result.

**PRIVATISATION OF RECLAIMED SWAMPS.** Discussion took place on the general subject of the desirability of reclaimed swamps under Government control moving to control by the occupiers themselves, and noted that occupiers at Cowirra and Ponde had decided to continue to press for "privatisation" and to ask for their own representative groups to be allowed to negotiate the terms and conditions of the change-over, instead of the Advisory Boards which had been formed for very different and much less contentious purposes.

It was noted that, although "privatisation" was generally assumed to bring about lower costs than Government control, the example of Golden Heights had indicated that special consideration to the occupiers of Government controlled swamps could place private occupiers in a relatively disadvantaged position.

**BASIC MILK PRICE REVIEW.** Delegates expressed their concern at the refusal of the Minister for Primary Industry to increase domestic prices for manufactured dairy products, and were consequently pleased to note that the two local dairy companies had demonstrated considerable courage in moving away from product pool prices and relying on their own resources to increase the basic milk price by 20 cents, to 325c per kg fat, which appeared to be the highest in Australia being paid by any companies manufacturing leviabile products.

**PAYMENT BY COMPOSITION.** News of the agreement, by the dairy companies, to reprogram their computers to print-out the protein content of suppliers milk was received with approval by the delegates, but concern was expressed at the reluctance of the dairy companies to take the next step, which would be to devise a system of payment by composition, thereby giving dairyfarmers market signals about the type of milk that was required by manufactures to satisfy consumer demand.

**BANK SERVICE CHARGES.** Concern was expressed at the wide variations in the fees charged by various banks for banking transactions, and the size of the changes in those fees that were made by any bank from time to time.

Delegates agreed that the Association should conduct an inquiry into the relativity of service charges and fees imposed by banks in respect to the granting and servicing of loans, and the extent of, and the reasons for, changes from time to time in such charges.

**HISCOL - THE MANAGEMENT CONSULTANT'S REPORT.** After being informed that the Association had paid the fee charged by the management consultant for his study of HISCOL's financial problems and his recommendations for future directions, and that the Association was now seeking some reimbursement from the Dairy Industry Fund administered by the Department of Agriculture, delegates discussed the contents of the report and the recommendations made by Mr. Raggatt.

Many delegates reported inaccuracies and delays in the receipt of sheets, but it was generally agreed that further co-operation between HISCOL and its clients would be needed before there was any certainty that the system would operate without major problems. Nevertheless, delegates were of the opinion that other problems than those relating to herd record sheets were likely to be encountered, the main one being the extent of response from clients to the compulsory levy, and the possible reduction in the number of herds under test, which would lead to further increased charges.

Delegates were informed that the Executive Committee had taken account of this aspect of the current situation, and believed that, during this stage, it would be in the interests of HISCOL and its clients if the Association could provide some input, and had consequently requested representation on the final restructured Board of Management, and, in the meantime, the right to send a nominated observer to attend meetings of the present Board.

**MILK PRICES EQUALISATION SCHEME.** Because, when the Trade Practices Act was passed in 1974, a very large number of commercial agreements had been lodged with the Trade Practices Commission, interim authorisation only had been granted by the Trade Practices Commission to the Metropolitan Milk Equalisation scheme pending a detailed study by the Commission.

Now, 10 years later, the Commission intended to begin its study of the agreement, prior to granting full authorisation, and it was now necessary to up-date the contents of the agreement and to determine how relevant it was to the dairy industry in its present form.

Delegates were informed that, because of some aspects of the agreement, it was not now equally supported by both dairy companies, and the agreement was being examined by the Executive Committee and the Directors of the Metropolitan Milk Equalisation Committee to ascertain whether the contentious sections could be amended or removed. The major cause of the objection was that the reduction in the number of dairy companies to two had left a situation where the companies shares of milk intake and market milk sales were not quite equal, leading to differences in the benefits derived by each of the dairy companies in respect to the amount refunded to each company for disbursement to its suppliers as City Milk Bonus, and the amounts received by each of the companies in the form of excess butterfat adjustments and levy rebates.

**VICTORIAN TOUR.** Further details were provided concerning the number of members and other dairy industry personnel, including Department of Agriculture extension officers, and dairy company field officers who had registered as participating in the Association's tour of points of interest in the Victorian dairy industry on the way to and from the Dairy Production Conference at Albury-Wodonga in March.

**BIOLOGICAL CONTROL.** Delegates were brought up-to-date on the decision of the Federal Government to introduce Australia-wide legislation for enquiries into and conduct of biological control programs, in order to ensure that all interests were taken into account before a decision was made concerning the introduction of biological control of plant and animal pests, and the convening of an inquiry, by the Industries Assistance Commission, into the pros and cons of specifically using current biological techniques to control salvation jane.



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### END-OF-YEAR PERIOD CALF-RUN ARRANGEMENTS

*There will be no calf-runs during the period from Monday 24 December to Tuesday 1 January*

**NORMAL SCHEDULES WILL RESUME ON**

**WEDNESDAY 2 JANUARY 1985**

*and factory-gate purchases over scales will also be conducted on Friday 4 January 1985*

\$\$\$\$\$\$ \$\$\$\$\$\$ \$\$\$\$\$\$ \$\$\$\$\$\$

### S.A. PASTORAL AWARD RATES INCREASED

Effective From 1 November 1984

ADULT RATES per 40 hour week without keep :-	\$
Station Hand - less than 12 months experience	220.00
Station Hand - more than 12 months experience	221.90
General Stationhand	223.60

### JUVENILE RATES per 40 hour week without keep :-

Age	\$	Age	\$	Age	\$
15	99.00	17	121.00	19	165.00
16	110.00	18	143.00	20	198.00

WITH KEEP :- The above rates less \$45.60 per week for adults and juveniles.

In this issue I would like to discuss some mineral requirements in the dairy cow.

TABLE I

MINERAL	FUNCTION(S)	DEFICIENCY SYMPTONS & ASSOCIATED PROBLEMS	RECOMMENDED MINIMUM AND MAXIMUM LEVELS	FEED SOURCES FOR DAIRY CATTLE
Calcium (Ca)	Bone and teeth formation; blood clotting; muscle contraction. 0.12% in whole milk.	Rickets; slow growth and poor bone development; easily fractured bones; reduced milk yield; milk fever is a disturbance of normal calcium metabolism.	Minimum level is 0.55% for young calves; 0.4% for growing heifers; 0.4% to 0.75% for lactating cows depending on production level.	Alfalfa and other legumes; ground limestone; dicalcium phosphate; steamed bone meal.
Phosphorus (P)	Bone and teeth formation; P is involved in energy metabolism, part of DNA and RNA; 0.09% in whole milk.	Fragile bones; poor growth; low blood P (less than 4.6mg/100ml) depraved appetite - chewing of wood, hair, and bones; poor reproductive performance.	Minimum level is 0.4% for growing heifers; 0.3% to 0.5% for lactating cows.	Monosodium, mono-ammonium, and dicalcium phosphates; steamed bone meal; oil seed meals; cereal grains; grain byproducts.
Sodium (Na)	Acid/base balance; muscle contraction; nerve transmission.	Craving for salt; reduced appetite; if very severe incoordination, weakness, shivering, and death.	Minimum level for salt is 0.25% for young cattle and 0.45% for lactating or dry cows.	Common salt.
Chlorine (Cl)	Acid/base balance; maintenance of osmotic pressure; manufacture of hydrochloric acid in abomasum.	Craving for salt; reduced appetite.	(see above)	Common salt.
Magnesium (mg)	Enzyme activator; found in skeletal tissue and bone.	Irritability; tetany; increased excitability.	Minimum level is 0.07% for calves; 0.16% for growing calves and dry cows; 0.2% for lactating cows.	Magnesium oxide; forages.

The above table highlights some of the minerals that are required by the cow. The two minerals that I would like to concentrate on are calcium and phosphorus.

Maintenance requirements of calcium and phosphorus are 20 and 15 gms PER DAY. On top of this is the requirement that is excreted in the milk.

TABLE 2  
CALCIUM AND PHOSPHORUS REQUIREMENTS FOR MILK PRODUCTION

Milk Yield	kg	5	10	15	20	25
Calcium	gms	12	25	37	49	61
Phosphorus	gms	9	18	27	36	44

A cow producing 20kg of milk requires 69 gms of calcium (20 for maintenance plus 49 for milk production), and 51 gms of phosphorus. You therefore have to supply this quantity of calcium and phosphorus in the ration. If the above animal is capable of eating 14kg of dry matter then the calcium percentage of this feed must be 0.5% and phosphorus 0.36%.

As a guide as to what fodders supply what percentages of calcium and phosphorus the following table is presented:

TABLE 3

Fodder	Calcium %	Phosphorus %	Fodder	Calcium %	Phosphorus %
Alfalfa	1.23 - 1.79	0.22 - 0.30	Forage Sorghum	0.56	0.30
Forage Barley	0.21	0.30	Barley	0.09	0.47
Clover	1.31 - 1.61	0.22 - 0.40	Oats	0.10	0.37
Corn Silage	0.28 - 0.31	0.19 - 0.21	Wheat	0.06	0.41
Forage Oats	0.26 - 0.37	0.17 - 0.24	Peas	0.15	0.35

As can be seen from the above table, there is a wide variation in levels of the two minerals in common feeds. For example, if the animal was grazing forage oats there would be a deficiency in both calcium and phosphorus. In the short term this would be supplied from the animal's reserves but eventually a problem would occur. If grains, peas and lupins are being fed then the ration requires calcium supplement. If lupins and forage are being fed then the ration may be deficient in phosphorus.

I would like to take this opportunity to wish you all a very Merry Christmas and a happy and prosperous New Year.

ROBIN REID - MANAGER TECHNICAL SERVICES.



For further information contact:  
MILLING INDUSTRIES LIMITED

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BRUCE MATTHEW, Sales Manager 42 5219

#### SLOW-DOWN IN DECLINE IN NATIONAL AND LOCAL MILK PRODUCTION

The general rate of down-turn, compared with the same months in the previous year, in national milk production that began in July this year, has diminished, with October production being only 0.1 per cent (1 million litres) less than that for October 1983, whilst the earlier down-turn in local (Central Region) production that began in May has been replaced by a small increase, when measured in litres, although monthly butterfat production continues to fall, demonstrating a trend towards the more normal butterfat percentages prevailing before the 1983 drought.

#### NATIONAL MILK PRODUCTION BY STATES (million litres)

	NSW	Vic	Qld	SA	WA	Tas	Aust
July 1984	72	160	46	33	22	11	344
" 83	73	159	47	35	21	11	346
Change %	-1	+1	-2	-6	+5	0	-1
Aug 1984	78	285	51	36	23	20	493
" 83	78	295	52	39	23	21	508
Change %	-1	-3	-2	-8	0	-5	-3
Sep 1984	84	407	55	39	24	33	642
" 83	85	415	56	41	23	36	656
Change %	-1	-2	-2	-5	+4	-8	-2
Oct 1984	92	502	59	44	26	45	768
" 83	92	500	59	44	25	49	769
Change %	0	0	0	0	+4	-8	0

#### CUMULATIVE 12 MONTHS TO

Oct 1984	938	3 385	626	375	235	332	5 891
"	925	3 234	604	364	227	325	5 679
Change %	+1	+5	+4	+3	+4	+2	+9

## ... AND METROPOLITAN MILK SALES INCREASE

Market milk sales in the metropolitan area continue to remain relatively buoyant, and monthly sales were up, compared with the same month in the previous year, in 9 months out of the past 12, with annual sales now being 1.5 per cent greater than a year ago and rising (see table).

By contrast, national market milk sales for 12 months ended September 1984 were only 0.5 per cent above the same period in 1983 and falling.

### MILK PRODUCTION & SALES STATISTICS

	For Month		Change	12 Months Cumulative		Change
	1983	1984	%	1983	1984	%
<b>MILK PRODUCTION - METROPOLITAN PRODUCING DISTRICT</b>						
Oct (000 litres)	30 442	30 452	+ 0.3	261 573	270 074	+ 3.2
(000 kg fat)	1 323	1 278	- 3.4	11 347	11 690	+ 3.0
Nov (000 litres)	27 895	27 913	+ 0.1	265 921	270 092	+ 1.6
(000 kg fat)	1 209	1 174	- 2.9	11 568	11 655	+ 0.8
<b>MILK SALES - METROPOLITAN AREA</b>						
Oct (000 litres)	7 655	7 928	+ 3.6	92 704	93 873	+ 1.3
Nov (000 litres)	7 614	7 847	+ 3.1	92 721	94 106	+ 1.5
	§§§§§§	§§§§§§	§§§§§§	§§§§§§		

### INCREASE IN FARM-GATE PRICE FOR MARKET MILK

After the longest interval between price rises for many years, the Metropolitan Milk Board has announced general increases in prices and margins for market milk sold within the Adelaide metropolitan area to take effect on 23 December, 21 months after the previous increase on 3 April 1983.

The new farmgate price will be 31.04 cents per litre, 2.8 per cent higher than the previous 30.20 cents, compared with the 3.1 per cent increase in the retail price for a 1 litre carton, which rose from 64 cents to 66 cents, reducing the ratio between the farmgate price and the retail price from 47.19 per cent to 47.03 per cent.

Despite the increase, the retail price for a 1 litre carton is still the lowest in Australia, behind Victoria at 67 cents, and further behind Tasmania and WA (both 70c), NSW (71c) and Queensland (78c maximum).

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### PRODUCERS REQUIRED FOR BOARD'S COST SURVEY

More dairyfarmers are wanted to participate in the Metropolitan Milk Board's annual Dairy Farm Production Cost Survey. Very little work is required other than sparing a brief period to go through the farm accounts with Mr. Bill Toner, the Board's Cost Officer and the time spent is more than repaid by the valuable information that the participant receives.

The Survey benefits all participants especially new-comers to the industry, who can measure their expenditure and performance against those of other participants, and take appropriate action to improve their management.

The Cost Survey year is from 1 February to 31 January in the following year, thus alleviating the problem of a 30 June clash when most producers books of accounts are with their accountants for the preparation of their tax returns.

The Survey, which is the only continuing dairyfarm cost survey in Australia, has been in operation for 26 years, and has been of great benefit to participants and the industry.

If you are interested, please telephone Mr. Bill Toner at (08) 223 2277.

**OUR FIFTY-YEAR JUBILEE****And A Very Special Annual Conference**

*Plans are already well in hand for the Annual Conference to celebrate the fiftieth anniversary of the Association, which was founded in July 1935.*

*The Annual Conference will be held at THE COLONIAL, Glen Osmond, on TUESDAY 25 JUNE 1985, closing with the Official Banquet, and followed on Wednesday 26 June by the Annual Meeting of the Central Council.*

*It's not too early, now, to put this date into your diary.*

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**FEDERATION INSURANCE LIMITED - AN AUSTRALIAN ASSET**

Close on the heels of the Association's Jubilee Year come the 50th anniversaries of two other important events, the direct action taken by the Association's members in February 1936, when they withheld their milk from the dairy companies, leading to the creation of the metropolitan milk equalisation scheme, which still operates today, and the selection of Federation Insurance Limited, in August 1936, as the Association's endorsed insurance Company, a relationship which has also continued to the present.

At that time Federation Insurance was not all that much older than the SADA, having been formed in 1927 by the Victorian Employers Federation. Today some 57 years later, Federation has expanded into every Australian State with a network of approximately 60 offices serving a wide cross-section of the Australian community.

Federation's involvement in rural Australia is well known, as is its status as one of the leading Crop Insurers in the country.

The Company's present assets exceed \$70 million, with a gross premium income of approximately \$65 million, and it is affiliated throughout Australia with over 400 associations of self-employed persons which receive over-riding commission on all business written for their members.

The Company is proudly 100 per cent Australian, the major shareholder being the Victorian Employers Federation, which holds approximately 90 per cent of the share issue, whilst the balance is owned by various major associations with which Federation Insurance is affiliated.

Federation continues to expand its insurance and related operations to match the changing requirements of the Australian consumer, and provides a comprehensive range of insurance services and products, including convenient "packages" which group, in the one document, a multiplicity of risks appropriate to the industry being serviced, such as "DairyPool". Clients are assured of wide cover, simplicity and economical premiums.

Federation's motto throughout its history has been "Integrity", which will continue as the Company's symbol as it consolidates its second half-century of operations.

Federation has traditionally been service-orientated, providing obligation-free counsel to clients, and prides itself on the personal service provided by its team of salaried sales staff.

Company objectives are ...

1. To provide insurance services, designed to meet the needs of the community at the lowest possible net cost, while building a sound financial growth.
2. To afford every opportunity to the Company's employees to advance in their chosen field of endeavour and to prosper in accordance with their contributions to the progress of the Company.
3. To conduct the affairs of the Company so as to build and maintain good public relations with the community and the insurance industry.