



SA Dairyfarmers' Association Inc
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SADA NEWSLETTERS 2017





SADA NEWSLETTER

January 2017

Contact SADA

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Power Cuts SADA can respond if you tell us

As you are undoubtedly aware the power infrastructure of South Australia has struggled to cope with recent events. We do have contact with the authorities when these cuts occur but we need to know early. If we don't find out repair crews are redeployed and it takes longer to get things fixed. If your power is down, call us.

John Elferink joins SADA

We are pleased to announce the appointment of Mr John Elferink to the role of policy officer at SADA. John brings great talent and experience to the role and will be an asset for the association.

John was born in Holland but grew up in Darwin after his parents immigrated when he was a toddler. John worked for 15 years in law enforcement across the length and breadth of the Northern Territory, working in major centres, remote areas and as a detective in Alice Springs.



In 1997 he was elected to parliament in the NT representing the bush electorate of MacDonnell in Central Australia representing many people in the Cattle industry.

Announcement of a new Member Benefit – Focus on Power prices

SADA has partnered with one of Australia's largest independent energy brokers, Make It Cheaper to help members save money on electricity.

Make It Cheaper offer a free quick, simple and easy bill comparison service across all types of electricity and gas accounts including small to medium businesses, commercial, industrial and household.

Make It Cheaper can successfully identify lower prices for 4 out of 5 customers* and has already helped SADA members with their energy requirements.

To see whether you could save for your business (or home):

Call the SADA Members Hotline on 02 8077 0006 or email a recent bill with contact details to sada@makeitcheaper.com.au

John held this seat until 2005. He moved back to Darwin where he became the member for Port Darwin in 2008, a position he maintained until 2016, when he retired from Parliament to pursue new adventures in life.

John served as the Attorney General, Minister for Health, Minister for Mental Health Services, Minister for Disability Services, Minister for Corrections and Minister for Child Protection. He also had the role of Leader of Government Business in the Parliament.



Giving farmers a voice

SADA – Giving dairy farmers a voice

John recently moved to Adelaide, home of his wife's substantial extended family, to pursue a quieter life post politics. John brings a wealth of experience and knowledge to our team across the public policy, primary industry policy and legal domains.

ACCC Inquiry into the dairy industry

The Australian Competition and Consumer Commission is inviting dairy farmers to participate in a series of public forums. The forums are a part of the ACCC's Inquiry into the Australian dairy industry.

The purpose of these forums is to hear directly from dairy farmers about competition and fair trading issues that affect them. The forums will be held in each state and venues include:

Warrnambool, Victoria, on Monday 27 February 2017

Hahndorf, South Australia, on Monday 20 March 2017

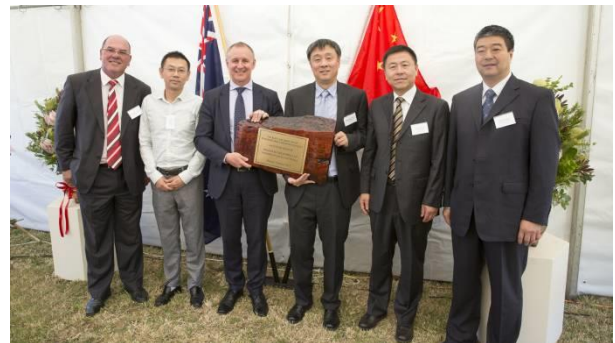
The forums are an important part of the ACCC's public consultation for the Dairy Inquiry, which is examining competition between milk processors, contracts between processors and farmers, global supply markets, and the profitability of dairy farms. Attendees will have the opportunity to discuss issues directly with ACCC Commissioners.

The forums are just one option to have your say. We encourage you to call or email us if you cannot attend one but would like to contribute to the Inquiry.

Contact details, and further information on the forums and the Dairy Inquiry are available at <https://www.accc.gov.au/about-us/information-for/agriculture/dairy-inquiry>. The venues and times for the forums will also be provided at this link shortly.

Blue Lake Dairy.

Members of the SADA Board recently attended the opening of Blue Lake Dairies facility at Millicent. The event also provided an opportunity for John Hunt and Sharon Joppich to meet with Premier Jay Weatherill to discuss issues and challenges currently facing the industry. John and the Premier have committed to continuing this dialogue in the coming months.



With Stage One commissioned, it's positive to see that BLDG is getting the facility ready and getting markets established. There is a lot of opportunity to produce more milk in the SE to support Stage Two. SADA looks forward to working with the company as it turns its focus to the processing of locally produced milk.

Family Leave By CHAS CINI

Unpaid Family Leave is provided for in the National Employment Standards. The modern Awards do not cover this type of leave. A brief summary of the unpaid leave is as follows:-

"All employees in Australia are eligible for unpaid parental leave if they have completed at least 12 months of continued service with their employer.

This includes casual employees but only if :

- (a) They have been employed by the employer on a regular and systematic basis for a sequence of periods over at least 12 months;



SADA – Giving dairy farmers a voice

- (b) Had not it been for the birth (or expected birth) or adoption (or expected adoption) of a child, they would have a reasonable expectation of continuing employment by the employer on a regular and systematic basis.”

There are also paid family leave benefits paid by Centrelink. The Paid Parental Leave scheme is paid for by Centrelink on the basis that the employer pays the employee. On completion of the Centrelink form by the employer, Centrelink will forward payment to the employer who must then pay the employee through its payroll system.

For further information about the Paid Parental Leave Scheme which will have some changes on 1st January 2017 you should visit www.centrelink.gov.au.

Backpackers on Dairy farms

Are you employing Backpackers?
Anyone currently employing someone on a 417 or 462 visa needs to register with the ATO by 31 January 2017 to use the new rate.

If you aren't currently employing backpackers but will later in the year, you do not need to register by the deadline. You just need to register when you employ them.

A registered employer should withhold at a rate of 15 per cent for the first \$37,000 paid to a working holiday maker. An unregistered employer still has a withholding obligation but at standard foreign resident rates.

To find up-to-date information for employers and backpackers, visit www.ato.gov.au and search 'backpacker tax'.

SADA Board

Your current SADA Board and Administration contact information is listed below. If at any time you wish to discuss any dairy related matters please don't hesitate to contact us.

South East

John Hunt – President

Allendale East SA 5291

Email: president@sada.asn.au

Mobile: 0488 115 174

Sharon Joppich

Kalangadoo SA 5278

Email: mangadairy@gmail.com

Mobile: 0407 378 191

Central Region

Nick Brokenshire – Vice President

Mount Compass SA 5210

Email: nbrokey@hotmail.com

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Mobile: 0419 037 569

John Elferink – Policy Officer

Email: john@sada.asn.au

Mobile: 0418 406 400

Jen Taylor – Business Manager

Email: sada@sada.asn.au or
accounts@sada.asn.au





Good people to know.

equipment, fuel theft and illegal rubbish dumping. Here are some tips to help keep your property safe.

NO ONE HOME?

If no one lives on your property, or if you're away for the day or away on holidays, arrange for someone to regularly check on it. Even if this might not stop opportunistic theft, it does mean you're able to get the police involved at the earliest possible time in the hope they can catch those responsible.

KEEP AN INVENTORY

Know what you own. Keep a complete list of all your tools, machinery and equipment in a safe place. Write down serial numbers and take photographs. It'll help police track down the items and help with your insurance claim if the items can't be returned.

BE INSURED

This seems obvious, but it's all too easy to be underinsured — and you might not notice until it's too late. Review your insurance coverage to make sure you have enough and that everything is included on your policy.

KEEP YOUR KEYS SAFE

Don't leave keys in vehicles, no matter how convenient it might seem. Install a secure key cabinet in a suitable location and keep it locked.

LOCK UP YOUR FUEL

Fuel is an expensive resource and it's among the top items stolen from farms. Keep your fuel under lock and key in a location well away from a public road and where you can monitor it.

LOCK UP YOUR VALUABLES

Tools, machinery and larger pieces of equipment like air compressors, pumps and generators are all prime targets for theft. Include them on your inventory. And, most importantly, lock your sheds and toolboxes where you keep these items.

MAKE ITEMS TRACEABLE

Engrave items so they are easily identified and hard to sell on. Or install GPS trackers on them so they can be located if they are stolen.

Sources:

FES Tanks (<http://www.festanks.com.au/blog/fuel-theft-on-farms/>) and University of New England (<https://blog.une.edu.au/news/2015/08/06/une-study-finds-alarming-increase-in-rural-crime/>)

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ARE YOU AT RISK OF THEFT?

It's easy to become complacent when it comes to farm security. Sometimes it's just more convenient to leave the ute keys in the ignition when it's parked in the shed. How often do you lock the front door when you're off down the paddock?

Theft from farms is actually a big problem. According to a 2015 University of New England study, the biggest criminal activities affecting farmers are trespassing and illegal hunting or fishing, stock theft, theft of tools or

ACCORDING TO A UNIVERSITY OF NEW ENGLAND SURVEY OF MORE THAN 3,000 FARMERS IN 2015:

59% of farmers surveyed had dealt with trespassing and illegal hunting or fishing at some point during the past 12 years

28.5% had experienced stock theft

26% of farmers had tools and equipment stolen

23% had fuel stolen

12% had experienced machinery theft

Contact **Lia Cockram** (08) 8425 6567 or email sada@sada.asn.au if you would like to speak with your local WFI representative.



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It was great to catch up with a number of members at the recent Dairy Industry Conference, held for the first time in Adelaide and only the second time in South Australia. We are pleased to be following up on a number of issues raised at the conference including the ACCC Dairy Enquiry and Water allocations and penalties for over use as well as power and energy audits, supply contract negotiations and EPA requirements.

ACCC Dairy Inquiry

As you are aware, The ACCC is conducting an inquiry into the competitiveness, trading practices, and transparency of the Australian dairy industry. SADA is making a submission to the enquiry which will focus on several issues that relate to the dairy industry and the ACCC's relationship to it. The submission suggests that the ACCC is an organisation that is able police fairness of the commercial environment and that in a deregulated environment that role should be more aggressively pursued. The SADA submission and many other submissions are available on the ACCC website (www.accc.gov.au) by clicking on Dairy Enquiry and then [Dairy inquiry issues paper submissions](#)

Members are encouraged to make their own submissions or to attend a public forum. You can register to attend a forum at the same website..



Farmer consultation forum –

Warrnambool

Monday 27 February 2017, 11.30-2pm,
Warrnambool Golf Club, Younger Street,
Warrnambool, VIC

Hahndorf

Monday 20 March 2017, 11.30am-2pm, Hahndorf
Football Club, Pine Ave, Hahndorf, SA

ACCC Commissioners will lead a discussion about competition and fair trading issues in the industry. Commissioners are interested in hearing your views on key issues being considered in the Dairy Inquiry. Commissioners will invite feedback on topics such as:

- Competition between milk processors
- Contracting and pricing practices
- Retail pricing
- Transparency
- Other areas of interest to the Inquiry

Leading In Dairy

The Leading In Dairy program is a five day personal development program for SA dairy farmers who are passionate about influencing change in a forward-looking and sustainable dairy industry.

Leading in Dairy aims to build a network of skilled dairy industry leaders with interest and knowledge in a vibrant dairy industry and natural resource management.

The program will cover a wide range of leadership and sustainability topics including effective industry leadership, managing conflict, building industry networks, personal goal setting and action planning, and sustainability leadership in action. Commencing in March 2017, the program will run over a period of six months.

For full details and to register contact Louise Stock at Dairy SA on louise@dairysa.com.au or 0407 711 576. Numbers are strictly limited and applications close 5pm Friday 10 March 2017.



Giving farmers a voice

SADA – Giving dairy farmers a voice

Balance your water accounts to avoid overuse penalties

With the end of the water year fast approaching, it is important to take stock of current usage and ensure accounts are balanced by June 30 to avoid significant fines.

Overuse penalty rates apply to all prescribed water resources in 2016-2017, which includes the Lower Limestone Coast (LLC). If your water usage is greater than your allocation, it is more cost effective to purchase temporary or permanent allocation to 'balance' your accounts by the end of the water season.

Temporary versus Permanent Water Trade

- A Temporary trade is a transfer of water allocation specifically for the current irrigation season only (to be used by June 30).
- A Permanent trade is the transfer of the water entitlement on a permanent basis, with allocation received each water year.

Since transfers of allocation between some management areas are now permitted by many Water Allocation Plan, there is an increased market for water, particularly in the Lower Limestone region.

Those who will require water to balance accounts should investigate the potential purchase of water now. Past experience with South Australian irrigators suggest those who take stock of their usage and remaining requirements at this time of year are able to source reasonably priced parcels.

Whilst those who will have excess water can potentially earn income on an asset that will otherwise be forfeited at the end of the season. All trades take time to process through the water authorities, so irrigators should be organised to meet the June 30 cut-off date.

Sign up for free access to the exchange at my.waterfind.com.au or call Waterfind on 1800 809 285.

Farm Household Allowance

The Coalition Government has responded to concerns raised by dairyfarmers and will make improvements to the delivery of the Farm Household Allowance (FHA) payment, to make it easier for those who are experiencing hardship.

SADA has worked with several members who have had difficulty in accessing FHA. Please let us know if we can assist with your case.

Revised routine calving induction

A revised 2017 routine calving induction limit of a maximum of 12 per cent of cows in a herd, down from the 15 per cent target set in 2016.

The new target was set after reviewing 2016 induction data and following consultation with dairy farmers, vets and processors through the Calving Induction Steering Group, the Australian Dairy Farmers (ADF) Animal Health and Welfare Policy Advisory Group, the ADF National Council, ADF Board and the Australian Dairy Industry Council (ADIC) Board.

Dairy farmers are dedicated to providing a high standard of care and to change practices when it is in the best interests of their animals.

A survey of veterinary practices performing inductions in 2016 confirmed that induction was used in fewer herds and the number of cows induced (0.75% nationally) was almost half the number induced in 2015.

In April 2015, following a series of meetings and consultation with farmers, vets and processors, the dairy industry agreed to phase-out routine calving induction nationally.

"The Australian dairy industry wants to be as proactive as possible on measures to support excellent animal welfare outcomes and to meet the expectations of customers and consumers"





SA DAIRY INDUSTRY FUND UPDATE.

The SA Dairy Industry Fund continues to commit to finding solutions to making our industry better and stronger. There are several exciting projects currently underway that are aimed at ensuring a sustainable future for our SA dairy industry and they include;

The Dairy Explorer Project. This project is looking at the feasibility of developing small probes that can be inserted into milk lines (farm, transport and milk plants) that will provide instant details of milk quality such as Fat Protein and Mastitis. This project aims to achieve “proof of concept” and if successful it can then be commercialised and could be a “world first technology”. The trials are currently being conducted by the University of Adelaide, Centre for Nanoscale BioPhonics in conjunction with The Fleurieu Milk Company and their suppliers.

Milk Procurement Model Project. Currently there is a lot of interest in milk supply contracts. The consulting firm “Freshlogic” conducted workshops with dairy farmers across the SE of South Australia and Western Victoria in late 2016. The Project was jointly funded by the Midfield Group (The Union Dairy Company) and the SA Dairy Fund. The aim of this project was to collect information from farmers as to what they consider to be the features of a milk supply model that would be most useful and advantageous to their business. The final Consultants Report has just been made available to SADA and is in the process of being released across industry.

The Farm Business Strategic Review Project. Following the highly successful (as certified by the independent company Econsearch) Pilot program run last year a further program will be run in coming weeks. See the “flyers” and get in your registrations as this is such a unique program and opportunity. The program is jointly funded by; DairySA, the Dairy Fund and PIRSA. The Pilot program was so successful other dairy regions across Australia and other commodities are looking to use this new approach.

The Advisory Board Project. The Advisory Board Workshop is to be held on Wednesday 8 March in Strathalbyn. Running farm businesses through and Advisory Board is an emerging business structure across all agricultural enterprises. This workshop looks at how you can go about setting up an advisory board, the skills and benefits for bringing together business owners and key advisors on a regular basis to understand the business position, and to develop policies that will grow the business sustainably. The project is being managed by Rural Directions Pty Ltd.

Dairy Fund Chair, Dennis Mutton, recently pointed out that, “Now we have access to more money, the next step is to find projects that have the genuine potential to be game changers for the industry”. As part of this “search” the Fund intends to provide all dairy farmers with the opportunity (short survey) to contribute ideas on the constraints to their businesses and nominate projects that “can make a difference”. Watch this space!!



Dennis Mutton with Geoff Akers (Dairy Australia Board Chair) at the recent Australian Dairy Conference in Adelaide.

The SA Dairy Industry Fund was officially formed in October 2014 to finance projects that directly benefit the South Australian dairy industry and its communities.



Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

Call 1300 934 934 or visit wfi.com.au

To see if our products are right for you, always consider the PDS from the product issuer, WFI (ABN 24 000 036 279 AFSL 241461).

Good people to know.





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"I love milk so much! I make a point of drinking a glass of milk every day. So now anyone who did those milk ads with the milk mustaches, they're my heroes." Natalie Portman

ACCC Dairy Inquiry

As we noted in our February edition, The ACCC is conducting an inquiry into the operations of the dairy market and some of the players inside that market. These investigations into Murray Goulburn (MG) and Fonterra remain on foot and SADA won't make comments regarding these investigations while they continue. Nevertheless, the practices of the milk processing industry have as we well know been under increasing scrutiny over recent times and the ACCC has sought to conduct a national inquiry into the industry.



ACCC Chair, Rod Simms tasked by Federal Treasurer Scott Morrison (below) to review the Dairy Industry.

The Commonwealth Treasurer Scott Morrison referred 11 items to Rod Simms the Chairman of the ACCC for investigation. The terms of reference essentially direct Mr. Simms to look across the whole supply chain and the commercial effects of the current systems including the effects of the current system on suppliers, the allocation of risk across the system, the allocation of risk across the

system, the role of collective bargaining across the system and a general term of reference inquiring into any other factors affecting farm profitability generally

The terms of reference can be found at:



<https://www.accc.gov.au/about-us/information-for/agriculture/dairy-inquiry#about-the-inquiry>

Alternatively, Google "ACCC Dairy Inquiry" and follow the links.

SADA President, John Hunt recently wrote a letter to the ACCC inquiry which reiterated the clear message that has come from other producers across the country.

SADA's message to the inquiry included observations regarding the effect of loss leading retail items such as the \$1 per litre retail milk price offered by the big grocery outlets, the farmgate milk price, predatory contracting behaviour, and collective bargaining issues.

The essence of the SADA response is focussed on the role of the ACCC itself. A deregulated milk industry does not mean an industry without rules. Deregulation enabled greater commercial flexibility for players in the field but there are still laws that govern conduct and these laws have a criminal flavour. The ACCC is the beat cop on the streets of competition law.

One of the problems in recent times is that the beat cop has waited for an offence to occur before the cop has investigated. SADA's approach, which no other submission to the ACCC covers, is to argue that the ACCC must take a more 'up front' attitude to its role.

The ACCC's inquiry into MG and Fonterra has been a response to events that have occurred. There has been little evidence to show that the ACCC (and ASIC for that matter), had fired any warning shots in advance to MG or Fonterra. This is more than merely running the usual education programs but an argument that the ACCC should be alive to the environment in which it exists and attempt to communicate with various businesses before they commit offences.



Giving farmers a voice

SADA – Giving dairy farmers a voice

This is an extension of the notion that the ACCC tactically accepted when it declared that it would do in relation to overseeing contracts issued by processors to producers.

If they can do this form of pre-emptive work for contracts, then they can do this work across the board.

There is a public meeting with the ACCC in Hahndorf is at the Hahndorf Football Club Building, Pine Ave Hahndorf from 11:30am to 2:00pm on Monday the 20th of March 2017. If you want to attend you should register. To register follow the link:

<https://consultation.accc.gov.au/compliance-enforcement/accc-dairy-inquiry-farmer-consultation-forums/>

Or again Google “ACCC Dairy Inquiry”, and follow the links.

SADA Moves to Advance Virtual Fencing

SADA President, John Hunt has written to the South Australian Government recommending changes to the regulations that govern the use of virtual fencing in the state. Currently virtual fencing is done by way of using collars that apply a small electric shock to livestock that approach a virtual boundary on a property. The shock is generally the equivalent or less of the shock that you get from a door knob on a winter’s day when you’re on carpet. Moreover, the technology commonly has an auditory alarm so that the animal knows that its approaching a boundary and moves away. Under the legislation, namely, section 15 of the Animal Welfare Act *South Australia (1985)*, which governs the use of electrical equipment such as prods all such equipment is rendered unlawful. However, the way the section is written it enables the regulations to make the use of such items lawful under

particular conditions. This is why it is lawful to use cattle prods.

SADA continues to lobby to amend the regulations to enable collars to be similarly made lawful.

The advantages for the technology are manifold, amongst others,

- Cost of fencing substantially abated,
- The technology is species specific so that indigenous animals can move across the land unhindered,
- Stock loss through fires can be substantially mitigated,
- Sensitive areas can be protected by virtual ringfencing, and
- Stock management and oversight is much more comprehensive assisting with state commitments such as the National Livestock Identification Scheme.

SADA has taken the time to draft the amendments required to enable these changes to occur as a template for government to make the changes.

Moreover, SADA Board Member Sharon Joppich will also be making representations through her role on the Animal Welfare Policy Advisory Group so that pressure can equally be brought to bear through that group.

There’s a neat little 17 second clip from the CSIRO at, that wonderfully demonstrates virtual fencing’s effect on cattle movement:



https://www.youtube.com/watch?v=Td8Qhg4Ev_E

Alternatively, just go to Youtube and look up CSIRO Virtual Fencing and you’ll see several demonstrations of the technology.



SADA – Giving dairy farmers a voice

China's Cheese Market Ripe for the Picking

(Based on a story by RJ Whitehead DairyReporter.com)

Recently CCM, a Chinese Market specialty organisation produced some interesting numbers regarding cheese in the Chinese market place that are worth reproducing here.

CCM's data analysis for the year 2015-16 reveals that the majority slice of the Chinese cheese market place remains within the delivery band provided by hotels, bakeries, and catering organisations.



The retail supply chain merely accounts for 24% of the overall cheese market in that country. This is a growing market and Mintel projects that retail cheese will grow by 13% per annum for the next four years at least which is an annual projected growth rate of 38,830 tonnes.

China's first and second tier cities are becoming increasingly comfortable with cheese products but CCM projects that the third and fourth tier cities are the undiscovered country for cheese exports.

Cities like Wuhan, Chengdu, (halal capital) Urumqi and Fuzhou are the sorts of cities that CCM have identified as the next growth areas, particularly in the retail market place.

With 90% of China's cheese being imported New Zealand leads the supplier pack with a \$216 million USD slice of the pie and Australia running second. The USA is running third but the abandonment of the Trans Pacific Partnership and the signing of the bi-lateral free trade agreement between Australia and China the opportunities are grounds for optimism. (ChaFTA will see the 10% to 15% tariff on cheese lifted by 2024.)

China has also been expanding its dairy capability in recent years exporting to Hong Kong and surprisingly Italy, which is China's second largest export market for cheese after Hong Kong. As time passes importers must live with an increasingly aggressive Chinese Dairy product, however as things appear at the moment the prospects for the imported product, particularly from Australia and New Zealand is looking good.

SADA through its SADA Fresh brand is in the Chinese market place and will be looking to expand its presence into the future. The development of a market place for the South Australian Dairy product going forwards is now part of SADA's plan to represent the producer at every level.



This cartoon depicts the relationship between domestic and imported milk powder in China. The third and fourth tier cities are becoming accessible.



SADA – Giving dairy farmers a voice

Bushfire – Risking Underinsurance

In recent times, the weather bureau and the CSIRO have predicted longer fire seasons and more extreme conditions.

With an elevated bushfire risk forecast it's important to have a plan in place to protect lives and property, however what is often neglected is a review of insurances to ensure adequate cover in the event of a bushfire. Usually it's not until the aftermath of a catastrophic event that the full extent of underinsurance is realised.

Don't wait to find out. Incorporate insurance into your plans for risk mitigation and take the time to assess your bushfire exposure.

KNOW YOUR RISK

According to the Insurance Council of Australia's recent figures, 1.75 million blocks of land nationwide may be vulnerable to bushfires, including Tasmania (64% of blocks), Western Australia (34%), Victoria (24%), New South Wales (22%), and South Australia (19%). Factors such as the proximity of a home to bushland and slope of the land can affect a home's vulnerability to bushfires.

BUSHFIRE BUILDING STANDARDS

There is a higher risk of underinsurance for some households due to changes in national building standards for homes in bushfire-prone areas. Some state and local governments have introduced tougher building standards over recent years to make homes in bushfire-prone areas more resilient. If your home was built prior to 2009,

there could be a substantial rise in rebuilding costs. You can contact your local council to ask about bushfire zoning for your property.

CALCULATE REBUILDING COSTS

If you need help estimating your rebuilding costs, make use of a range of free, independent insurance calculators to check you have enough insurance cover to fully rebuild, repair or replace your assets if disaster strikes. You can also find home building and contents calculators on the WFI website here wfi.com.au/insurance-tools-and-calculators.



CHECK YOUR INSURANCE POLICY

What hazards is your home exposed to? Does your insurance policy cover those risks? Talk to an insurance professional to ensure you understand exactly what your insurance

covers. If you would like to review your insurance policies or you would like further information about the risks of underinsurance, contact your WFI local area manager on **1300 934 934** or visit **wfi.com.au**.



Good people to know.



CHURCHILL FELLOWSHIP 2017 APPLICATIONS NOW OPEN

SPECIFIC DAIRY INDUSTRY FELLOWSHIP ON OFFER



A national award scheme that flies people to destinations across the globe in search of new ideas, innovation and excellence is encouraging people involved in the South Australian dairy industry to apply.

Worth an average of \$26,000 each, Churchill Fellowships are presented to more than 100 ordinary Australians each year so they can travel independently anywhere in the world to explore a topic or issue that they are passionate about, with as many as 12 scholarships going to South Australians each year.

Importantly, you do not need any specific qualifications to apply and the Fellowships are not about formal academic study. Unlike some other scholarship programs, there is also flexibility in terms of timing and duration.

Applicants can propose a project on any topic providing there is likely to be a benefit beyond their own paddock or agribusiness, and as long as they are willing to share the knowledge gained. In 2017, several specific Fellowships are also available related to agriculture, fisheries, and rural communities. They include the **Jack Green Churchill Fellowship** open to anyone investigating a topic relating to the Australian dairy industry.

As many as 12 South Australians are selected every year to receive a Fellowship. Past recipients include Adelaide cheese judge and educator Gina Dal Santo, Bordertown farmer Roger Grocock, Yorke Peninsula agronomist Bill Long, Kalangadoo apple grower Chris McColl, Kangaroo Island essential oils producer Larry Turner and Barossa rose conservator Pat Toolan.

Applications close April 28, 2017, for Churchill Fellowships to travel between February 1 2018 and January 31, 2019.

For more information visit www.churchilltrust.com.au or contact Graeme Adcock, President, Churchill Fellows Association of South Australia, email presidentchurchillfellowssa@gmail.com.

SA DAIRY INDUSTRY FUND UPDATE



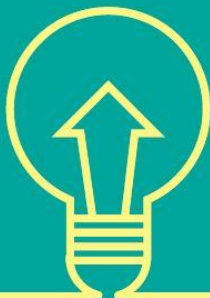
Following the highly successful Pilot Program last year the SA Dairy Fund is pleased to be a co-funder with DairySA and PIRSA of the Farm Business Strategic Review Program. The independent review of the Pilot program carried out by Econsearch, the feedback from the participants in the Pilot program, the strong interest for the program by dairy community's interstate and by other rural commodities, all attest to this **unique new approach to planning for a profitable future.**

Places for the program are limited and all dairy families are encouraged to consider the program. It is also pleasing to see the major banks and other industry groups are also recommending the program.

The Program begins with the Strategic Workshops which will be held on Thursday 30 March in the Central Region and Wednesday 5 April in the South East.

For further information contact Nigel Robinson at Rural Business Support on (M) 0499 556 488

Running your business is about to get easier



With energy prices generally on the rise, achieving savings could be a significant bonus worth investigating.

Make It Cheaper can help you make better choices with bills. In one quick phone call Make It Cheaper can; compare gas and electricity prices, calculate potential savings, figure out which plan meets your individual needs and switch your current energy provider.

Make It Cheaper has already helped several SADA members with their energy requirements and successfully managed to secure a new energy contract on behalf of L F & J M Cleggett.

"It was a very easy process. I would recommend SADA members to take up on the opportunity." - Lyndon Cleggett.

FOR FREE ENERGY ANALYSIS

Call the SADA Members Hotline directly on **02 8077 0006** or

Visit the website to upload a recent energy bill
www.makeitcheaper.com.au/landing/sada





SADA Newsletter

April 2017

SA Dairyfarmers' Association Inc

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Glandore SA 5037

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Website: www.sada.asn.au

Or [find](#) us on Facebook

Planning sets the frame work for the next two years

SADA has recently undergone a planning evaluation leading to the development of a strategic plan for the organisation. SADA President, John Hunt, said,

"Planning for our future is a core part of what I want to do as President. It is about mapping a course and sailing true to that course with our eyes firmly fixed on the future."

The South Australian Dairyfarmers' Association Incorporated has a proud history dating back to 1936 when South Australian Dairy Farmers moved to create a not for profit organisation that was there to protect their members for the good of the industry in South Australia. This 81 year old organisation has traditions that have resonated through the decades right through to today. SADA has never wavered in its ambitions to be out the front where the interests of South Australian Dairy Farmers are concerned.

Drawing on that rich history we are able to look to the future with confidence and a desire to still extract the best for our members.

Nevertheless, the world is a dynamic place and SADA cannot afford to be complacent and rest on its laurels. Today there are challenges before us that our founders could not have imagined, let alone contemplated. Technologies, transport possibilities and new sciences have seen the industry transformed. We must remain alert and ever ready to respond to those changes.

For this reason, SADA needs to remain focussed and dedicated to the cause of serving Dairy Farmers in South Australia and beyond its borders where South Australia is affected. We need to be resolute in the face of our challenges and passionate about overcoming them.

Our statement is, "To be the premier industry body in South Australia". This means all industries, primary or otherwise. It is a declaration that as SADA moves forward through the application of this plan, other organisations look as us and say that we are the bench mark when it comes to getting things done. We are organised, committed, focused, strong and effective in what we do.

To view a full copy of the SADA Strategic Plan, log into the member section on the website or phone the office for a copy

SADA Website is LIVE

The new SADA Website is live. This is a far more comprehensive web appearance than we have ever had in the past. The website will be the public face of SADA and SADA Fresh and will contain a members area for which you as SADA members will have exclusive access to.

To register go to www.sada.asn.au click on the members button, enter your details including a password and click register.



SADA – Giving Dairy Farmers a Voice

Skulduggery Hurts Our Reputation

A scam using the good name of SADA has caused at least 9 backpackers to be fleeced of \$250 each. The SADA Office recently received a spate of telephone calls from backpackers who were waiting to be picked up to go to work when none was organised.

After some investigation, it transpired that these backpackers had answered postings on a Facebook site inviting them to come to employment in the Adelaide Hills. “Dan Smith” would then forward to anyone who answered on the email address provided, a three-page brochure that had a fairly professional look about it including the SADA logo as well as our ABN number. The brochure painted a rosy picture of what life would be like working on a dairy farm including splendid conditions and farmers who were all too happy to drive workers into town on Friday night so they could have a party.

There would then be further contact with “Dan Smith”, and he would tell the backpacker that to secure the job they would have to deposit \$250 into a bank account. The account number and BSB were provided.

The victims of this fraud were directed to the police and SADA continues to work with the police to assist them with their inquiries.

A call was also put out to the members to see if we could help land these unfortunates with positions and our thanks goes out to the several SADA Members who contacted the office.

If anyone has any further information to offer just call John Elferink at the SADA office and he will pass all material onto the police.

MG Has a new Chairman

Murry Goulburn has replaced outgoing chairman, Philip Tracy with John Spark. SADA welcomes a new hand at the tiller and Spark comes with a reputation of being able to turn around business that have had a hard time of it. Spark certainly has interest in the rural sector but much of his work has been outside primary production. There are peculiarities inside the dairy sector, that may hold a few surprises for Spark but nevertheless, we hope that his Chairmanship brings stability to an organisation which has known turbulence all too frequently of late.

In a press release Murray Goulburn said,

“Mr Spark has extensive Board experience across a range of large and complex businesses, including the agricultural industry.

Mr Spark was previously a Director of Ridley Corporation from 2008 until 2015 and served as Chairman from 2010. Since 2007 he has been a Non-Executive Director and Chair of the Audit and Risk Committee at Newcrest Mining Limited. He also previously served on the Boards of ANL, Baxter Group Ltd and MacArthur Coal Ltd.



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John Spark taking over the MG Chairmanship

From 1989 to 2004, John was a partner, then Managing Partner, at Ferrier Hodgson. During this time he oversaw the successful restructuring and return to profitability of many large Australian companies. Mr Spark was also formerly a partner at Arthur Andersen and, prior to that at Orr, Martin & Waters and spent the early part of his career at Clyde Industries Ltd."

Doubtlessly the last couple of years have been challenging for MG with outstanding ACCC investigations and a reputation that has been damaged by the events of recent times.

What many will be looking for is a return to the core values of MG as a co-operative and Spark's comment making specific reference to the "proudly farmer controlled" nature of the business will give heart.

This may be easier said than done. MG of course is a publicly listed company whose shares have come down sharply from the \$2.70 in December 2015 to around a dollar in March 2017. Returning to the notion of a farmer controlled institution with shareholders to satisfy, presents Spark with a pronounced challenge.

March 2017 IR News – Chas Cini (MERS)

The review into the Modern award continues and will do until the middle of the year. Some members are still paying penalty rates on Saturday afternoon and Sunday when these were "cancelled" in 2010 and the contractor v employee issue continues to raise its head. I think this issue is an important reminder to members not to enter sham arrangements. There are a number of public holidays coming up as well and some have been paying the public holiday penalty rate on the casual loading. Please visit the SADA website or call the office for a copy of the latest member update.

The update also includes calculating payment for casual workers, allowances, long service leave, penalty rates, superannuation, work health & safety and contractor arrangements.

Make it Cheaper

With energy prices generally on the rise, achieving savings could be a significant bonus worth investigating.

In the coming weeks we have regulated that a representative from Make it Cheaper contact SADA Members to compare gas and electricity prices, calculate potential savings, figure out which plan meets your individual needs and if you wish switch your current energy provider.

SADA Member Lyndon Cleggett has take up the opportunity and had this to say

"It was a very easy process. I would recommend SADA members to take up on the opportunity."



Milk Supply Contracts Report is Available

The Milk Procurement Model Project conducted by Steve Spencer from Fresh Agenda has been completed and the Report is available.

Today dairy farmers are particularly keen to compare processor prices and milk supply contracts as traditional “loyalties” have made way for the commercial pressures to optimise returns. There are also reviews currently underway into milk supply contract arrangements. One missing element has been having a clear picture from dairy farmers as to what they consider to be the features in a supply agreement that would be most useful and advantageous to their business. Recently the SA Dairy Fund co-funded a project with the Midfield Group involving a number of workshops with farmers to seek out this information. The Report of the project has been sent to the dairy associations and now the Report is available to all farmers and processors from either the SADA website www.sada.asn.au or contacting Ken Lyons at executiveofficer@sadafresh.com.au

Projects Underway

Three of the projects currently underway include;

The Dairy Explorer Project. This project looks at developing a real-time milk analysis tool to assess milk quality traits such as fat, protein and mastitis. This is the “proof of concept” stage and could deliver significant financial benefits to farmers and processors. Trials are underway with the Adelaide University, the Fleurieu Milk Company and their farm suppliers.

The Farm Business Strategic Review Project. Following the very successful Pilot program (as independently assessed by Econsearch) last year, the first workshops this year have recently been held in the Central and SE Regions.

The Mapping of Milk Flows in the Central Region of SA Project managed by SADA is well down the track in collecting the information. This project aims at providing farmers with a better understanding of the milk value chain post the farm gate. SADA will present the information at farmer meetings to be held later this year.

Looking Forward

The Advancing Dairy Business Workshop Project to be delivered by Rural Directions. This unique project, that will be new to the majority of dairy businesses, focusses on the idea of having a farm Advisory Board. Due to many farms struggling with financial pressures at this time it has been decided to defer the program till later in the year. DairySA (Verity Ingham), SADA (Andrew Curtis) and the Fund (Ken Lyons) would like to hear from farmers with an interest in participating.

The DairySA Dairy Innovation Day to be held in Mt Gambier on 8 June. The Fund Board (Dennis Mutton, Will Rayner and John Hunt) will be running sessions at the innovation day to get ideas from farmers and industry service providers on projects and investments that will build the capability, profitability and competitiveness of the SA Dairy Industry at the Innovation Day





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ACCC Moves on MG but not Fonterra

On April the 27th 2017, the Australian Consumer and Competition Commission (ACCC) announced that it was commencing proceedings against Murray Goulburn and two of its senior managers for unconscionable conduct and offence against the Australian Consumer Law, (formerly the Trade Practices Act.)

The allegation is that Murray Goulburn made false and misleading representations and the ACCC will also allege that former managing director Gary Helou and former chief financial officer Bradley Hingle were knowingly concerned in Murray Goulburn's conduct.

The head of the ACCC, Rod Simms said,

"The allegations relate to representations made by Murray Goulburn to its Southern Milk Region dairy farmers between June 2015 and April 2016 about the average farmgate milk price (FMP) it expected to pay them during financial year 2015/16."

"The ACCC alleges that Murray Goulburn's conduct had an adverse impact on many farmers who, as a result of Murray Goulburn's representations regarding the farmgate milk price, had made business decisions."

"The farmers relied on Murray Goulburn's representations and were not expecting a substantial reduction in the farmgate milk price, particularly so close to the end of the season when it was not possible for them to practically readjust their expenditure."

The ACCC will argue in court that from June 2015 until February 2016, Murray Goulburn misled farmers by representing that it had a reasonable basis for setting and maintaining an opening farmgate milk price of \$5.60 per kilogram of milk solids and a forecast final milk price of \$6.05 per kilogram and that it considered the forecast final milk price of \$6.05 per kilogram was the most likely outcome for FY16, when that was not in fact the case.

The ACCC will further argue that between February 2016 and April 2016 they continued to mislead farmers by representing it had a reasonable basis for expecting to be able to maintain its opening farmgate milk price of \$5.60 per kilogram for the remainder of the season, and that it considered a final farmgate milk price of \$5.60 per kilogram was the most likely outcome for FY16, when that was not in fact the case.

The ACCC will also allege that Murray Goulburn's conduct towards farmers was unconscionable.

This includes allegations that Murray Goulburn:

- knew that farmers relied on information about the opening farmgate milk price and forecast final farmgate milk price to make significant business decisions during the financial year;
- was aware that many farmers were unable to easily switch milk processors, particularly those contracted to Murray Goulburn;
- created an expectation that the opening farmgate milk price would be set conservatively and would be a minimum price, and that the final FMP would be higher than the opening price;
- knew that farmers expected that it would update the forecast final farmgate milk price regularly to reflect material changes;



SADA – Giving Dairy Farmers a Voice

- provided and maintained farmgate milk price forecasts despite knowing that these forecasts were overstated and unachievable in financial year ending 2016 and that farmers were making decisions in reliance on these forecasts.

The ACCC is seeking orders against Murray Goulburn that include declarations, compliance program orders, corrective notices and costs. The ACCC has decided not to seek a pecuniary penalty against Murray Goulburn because, as a co-operative, any penalty imposed could directly impact on farmers. The ACCC is seeking declarations, pecuniary penalties, disqualification orders and costs against Mr Helou and Mr Hingle.

ACCC boss Rod Simms further commented,

“Many farmers are in a relatively vulnerable trading position, and rely on transparent pricing information in order to budget effectively and make informed business decisions. In these circumstances, farmers were entitled to expect Murray Goulburn to have a reasonable basis for determining its pricing, and to regularly update farmers if there was any change in forecast prices,”

“A major consideration for the ACCC in deciding not to take action was that Fonterra was more transparent about the risks and potential for a reduction in the farmgate milk price from quite early in the season,”

Upon hearing of the action taken by the ACCC, SADA President John Hunt said,

“We welcome this action by the ACCC and the matter is now in the hands of the courts. I’m also glad to see that the SADA submission to the ACCC seems to have some traction because the ACCC has determined to keep its overall inquiry into the industry alive. This should send a message to processors that there is a cop on the beat and they are prepared to look at the conduct of processors before the sorts of actions that we have seen the ACCC take against MG is considered necessary.”

Energy Grants Available

On 13 December 2016, the South Australian Government announced that it will provide \$31 million to assist large energy using businesses in South Australia to manage their electricity costs and contribute energy supply benefits to the state.

The Energy Productivity Program will be available to businesses that use more than 160MWh of electricity each year to incentivise investment in energy productivity measures.

The program has two components, firstly the energy productivity audit grant program which consists of grants of 75 per cent of the cost of a Level 2 energy audit. This will be up to \$15,000, for businesses to engage an external energy auditor to identify energy productivity opportunities. Secondly the energy productivity implementation grant program which consists of grants to implement the recommendations of the audits conducted through the Energy Productivity Audit Grant Program or the recommendations of a recently completed energy audit with a preference for projects that provide broader market benefits to South Australia.

The South Australian Energy Productivity Audit Grant Program offers 75% of the cost of an energy audit and opens the door to dollar for dollar funding for energy efficiency projects. The program closes at the end of May.

If you are interested in applying, please contact DairySA’s Monique White on 0400 972 206 or monique@dairysa.com.au



SADA – Giving Dairy Farmers a Voice

SA Dairyfarmers' Association reviews Federal Budget

It is a mixed bag - the SA Dairyfarmers' Association (SADA) welcomes a number of measures contained in the federal budget handed down this week while other matters are of concern.

The Instant asset write off has been extended for 12 months – Businesses with a turnover of less than \$10 million will remain eligible for accelerated depreciation arrangements for assets valued at less than \$20,000 until 30 June 2018. This extends the instant asset write off for 12 months and also widens the eligibility.

Extended eligibility for the Farm Business Concessional Loans Scheme could be a positive. Farmers and their partners who have received their full entitlement for Farm Household Allowance and do not receive other income support could be eligible for loans up to 50 per cent of their debt position, up to a maximum of \$1 million for refinancing purposes. The funding of an election commitment to establish the Regional Investment Corporation will streamline the delivery of concessional loans in South Australia.

SADA is concerned that the increased visa charges (Skilling Australians Fund Levy) for businesses who employ overseas workers will have an impact on many dairy businesses. Many have been required to employ overseas workers over the last decade as it has become more difficult to find local employees. Now is not the time for the government to be adding extra taxes on dairy businesses.

It is disappointing that there is no new money for mobile phone blackspots. There is also no recognition of the "data drought" experienced by many dairy businesses and others in regional Australia.

The Australian Livestock Exporters Council will receive \$8.3 million to implement the Livestock Exports Global Assurance Program (LGAP).

The funding allocated for Bioregional assessments and for Energy for the Future is a clear recognition of dairy farmer concerns about the risk to farmer's land and water resources posed by unconventional gas development.

The Federal Government has promised \$1.1 billion to the Landcare program over the next seven years. This includes the extra \$100 million announced last December, promised as part of a deal to win the Greens' support for the contentious backpacker tax. Of that \$100 million, \$85 million has been allocated for on-the-ground projects by Landcare groups; to support the work of Landcare Australia and the National Landcare Network; and for sustainable agriculture grants.

Regional Growth Fund - \$272 million over four years for major regional projects to support structural adjustment and \$200 million for the Building Better Regions Fund may have benefit to dairy regions into the future.

Have you checked out the new SADA Website?

This is a far more comprehensive web appearance than we have ever had in the past. The website is the public face of SADA and SADA Fresh. It has a member's area for which you as SADA members will have exclusive access to.

REGISTER NOW!

www.sada.asn.au click on the members button,
enter your details including a password and click register.



SADA – Giving Dairy Farmers a Voice

Beston Brimming with Pride.

Beston had a good week last week when it won the Best Cheddar in Australia at the Dairy Industry Association of Australia (DIAA) 2017 National Dairy Awards when it was awarded to Beston Pure Dairies.

Their cheddar was the ranked highest amongst a large group of entrants and follows their success at the South Australian awards in 2016.

“A very big thank you to Paul Connolly and his team for all the hard work that has led to us achieving this fantastic outcome. I also want to take the opportunity to thank all of our clients, suppliers and partners who play a key role in our business.”

Director of Capital Programs, Daniel Raschella said when he was told of the award.



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\$30,000 bursary available
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2017 Call for Applications.

The SA Dairy Industry Fund is now calling for applications for the 2017 funding round.

This year the Fund is pleased to announce that it has up to \$200,000 to invest in innovative projects that directly benefit the South Australian dairy industry and its communities.

The Fund Chair, Dennis Mutton, says,

“We are interested in game changing concepts that offer real value for money and genuine potential to improve the productivity, performance, business growth and diversity of the SA dairy industry”.

Applications are welcome from diverse sectors including research and extension organisations, individuals, private companies, dairy processors and boutique manufacturers, farmer and community groups and industry associations.

The main criteria that will be used by the Fund Board to evaluate applications include;

- Supports the Fund’s priorities of benefiting the SA dairy industry
- Level of innovation and originality of the proposed concept
- Quality and scope of the project, including the proposed methodology
- Track record of the applicant in implementing similar projects
- Level of in-kind and/or matching funding from other sources.

For further information and Expression of Interest forms contact:

Ken Lyons, Executive Officer

SA Dairy Industry Fund.

Email: executiveofficer@sadafresh.com.au

Mobile: 0439 444 509

The closing date for applications for this 2017 round is Friday 16 June. However, the Fund Board is open to considering applications at other times for short-term funding of concepts that offer outstanding potential.

In calling for applications in the media the Fund Board has also taken the opportunity, on behalf of the dairy industry, to thank the public for their support for the SADA Fresh brand as proceeds from the sales fund projects aimed at securing the future of the dairy industry in South Australia. Also this year the Fund Board is pleased to have the opportunity at the DairySA Innovation Day in Mt Gambier on 8 June to hear from farmers about the projects they would like funded.





Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

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To see if our products are right for you, always consider the PDS from the product issuer, WFI (ABN 24 000 036 279 AFSL 241461).

Good people to know.





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VIRTUAL FENCING LOBBYING FOR CHANGE

It may come as a surprise to many readers that the use of virtual fencing is against the law in South Australia. Virtual fencing is a process of teaching cows where boundaries are in a paddock by way of auditory cautions and electrical stimulus. What it means is that there is no actual fence but rather the cow wears a collar that gives an auditory alarm and then a mild electrical stimulus if the cow strays across a boundary. Go to https://www.youtube.com/watch?v=Td8Qhg4Ev_E to get an idea of how it works or just look up "virtual fencing" on YouTube.



CSIRO showing the collars used

As primary producers, we are constantly on the lookout for technologies that will enable our industry to operate as cost effectively as possible while maintaining the highest standards of care to protect our excellent reputations as livestock producers.

One of the areas of substantial expense to farmers are the erection and maintenance of fences. We at the South Australian Dairyfarmers' Association are supportive at looking at other technologies that exist that may enable cost savings to be achieved as well as better environmental and industry outcomes. One of the other technologies that is available now is the use of electronic or virtual fencing. These virtual fences can be supported

by several technologies including GPS location devices, Wi-Fi or subterranean cables.

The advantages for the technology are many,

- The technology is species specific so that indigenous animals can move across the land unhindered,
- Stock loss through fires can be substantially mitigated,
- Cost of fencing substantially abated,
- Sensitive areas can be protected by virtual ringfencing, and
- Stock management and oversight is much more comprehensive assisting with State commitments such as the National Livestock Identification Scheme.

In recent times collars such as the ones that we are contemplating have substantially stepped forward in terms of animal husbandry. It is not in the interests of any primary producer to distress an animal unnecessarily and these devices use energy levels much lower than electric fences in use today.

Legislative Impediments

Currently, it is against the law in South Australia to use an electrical device to manage an animal except for cattle prods and electric fences. The fine for breaching the law is \$10,000.



How it works is that the Act says that all use of electricity is against the law unless approved by the Regulations. Only cattle prods and electric fences fall into that category. This is an example of technology passing the law. The voltages used by electric fences and prods are far higher than used in virtual fencing technology. The nature of the electric pulse from a collar is more akin to an uncomfortable sensation than an actual shock. Like an electric fence once a cow learns to associate a stimulus with the fence the cow avoids the fence. Research is now indicating that a cow will learn that the audible alarm is a warning the cow understands.

We submit that it would be just as simple to make regulatory changes that would enable the use of collars and in the process, limit their use to the primary/livestock sector.

SADA has written to the Minister for Sustainability, Environment and Conservation recommending that the Regulations be amended to enable the use of these collars for future use particularly future research.

(2) A person may only apply an animal collar in the following circumstances:

- (a) if the animal is a prescribed animal that is being kept in the course of the business of primary industry; and*
- (b) the animal is being managed for the purpose of primary industry; and*
- (c) the collar is not applied to the face, udders, anus or genitals of the animal; and*
- (d) the animal is able to move away from the from the perimeter of the area electronically or virtually fenced;*
- (e) the collar is used with restraint; and*
- (f) the use of the collar is reasonably required to ensure the safety of the animal; and*
- (g) the animal is a prescribed animal.*

The future

Into the future there is already the discussion for further improvements in the technology such as the use of ear tags that have the same function as miniaturisation improves with the passage of time.

SADA Board Member Sharon Joppich who sits on the SA Animal Welfare Advisory Committee will continue to lobby for these sensible changes to South Australian Law.

SADA PRESIDENT TAKES ON GOVERNMENT OVER FRACKING

SADA President John Hunt has launched a salvo at the South Australian Government for betraying the trust they should be earning in the South East, not least of which is regarding the ongoing issue of fracking.

Speaking from the South-East John said that the Weatherill Government isn't listening to the people.

"It is for this reason that we call on proponents for gas exploration in the limestone coast region to commit to gaining social license ahead of any future activity. Social license is permission granted by trust and trust is earned. What we have seen from many of these gas producers, particularly in places like Queensland is an expectation that the Government will simply lever open the farm gate for the gas company."

"We do not accept this government's attempt to lever open this gate. It is not their gate to open, it is the gate of the local community, a community that is not interested in



being ridden roughshod over by out of touch politicians with an inability to see beyond their ivory towers in Adelaide.”

“The behaviour of the Mining Minister will only lead to a further erosion of trust that will be very difficult to repair. The companies promoting unconventional gas need to now do more than simply issue glib one liners from behind the skirt of the government and enter into a real dialogue with the community. Proponent companies have not yet come even close to that benchmark and unless their approach changes then there will always be pushback.”

Parliament of South Australia Natural Resources Committee report of November 2016 stated “Without social license, unconventional gas exploration/development should not proceed in the South East of South Australia. The committee found that social license to explore/develop unconventional gas does not yet exist in the South East of South Australia.”

UNDERPASS LOBBYING COMMENCES



Recently SADA President John Hunt wrote to the South Australian Minister about a threat to road safety posed by the dairy industry’s practice of moving herds across arterial roads, as tourism and population growth increase the traffic on those roads.

In 2009 the Government received a submission from its Regional Communities Consultative Council (RCCC). The RCCC outlined a strategy to address this issue, and arranged a round table meeting with key representatives of the dairy industry, the Alexandrina Council, the Limestone Coast Regional Development Board and PIRSA.

The group concluded that the best and most cost-effective solution is for cattle underpasses to be installed in key locations throughout the Fleurieu and Limestone Coast, where dairying is most prevalent. It was pointed out that the dairy industry is not able to fund the entire cost and there would be requirement for assistance from the State Government.

At that time, the RCCC forwarded a proposal which was the result of many months of research, consultation, and collaboration with the dairy industry, Local Government, and State Government representatives. It is loosely based on the Victorian model, but adapted for the needs and capabilities of South Australia.

Since that time there has been no advancement in this area and the time has come to revisit the issue as there has only been an increase in traffic on those roads with the passing of the years.

SADA proposed to the Minister that there be a cost sharing arrangement between farmers and the state government in the following terms, namely, that the State Government provide grants equalling 33 per cent of the installation costs, up to a maximum of \$50,000 for up to 10 underpasses per year for five years, beginning in the 2018/2019 financial year. This would require an annual budget of \$350,000 and total \$1.75 million over the five years.

SADA also argues that similar schemes exist in Victoria namely, the Stock Overpass Underpass Road Safety Scheme (SOURS) and the Cattle Underpass Scheme (CUPS). Each of these models have merit and the Victorian Government has demonstrated its commitment to road safety by supporting these schemes to the advancement of the safety of Victorians.

Consequently, SADA has called upon the South Australian Government to cast a benevolent eye upon the safety of South Australians and work with SADA to make our roads safer.

WHAT IS THE EFFECTS TEST AND WHY IT MATTERS?

Acknowledgement goes to "The Conversation" <http://theconversation.com/explainer-what-is-the-competition-effects-test-39424>

Extensive lobbying by the Australian Competition and Consumer Commission (ACCC) and some interest groups appears to have brought an "effects test" one step closer, following the recommendations of Ian Harper's Competition Policy Review panel.

But what is an effects test, and what would it mean?

All the fuss relates to section 46 of the Competition and Consumer Act: the provision of our competition laws which regulates unilateral conduct. There are numerous laws affecting arrangements between two or more parties, but only section 46 - which prohibits the misuse of market power - focuses on big business acting alone.

How does section 46 work now?

Section 46 has had several formulations. But for most of the last three decades, it has had the same basic structure. One must prove that the relevant party had substantial market power, that it took advantage of that power, and that it did so for a "proscribed purpose" (generally described as an anti-competitive purpose).

Section 46 as currently drafted is notoriously difficult to establish. The threshold of substantial market power is very high (more than half of the cases fail on this point alone). It is also extremely difficult to prove "taking advantage" - while the courts have said this means no more than to "use" market power, this element accounts for most of the other court failures.

Oddly, proving a company's purpose does not seem to be a sticking point before the courts, although the ACCC tells us that there are many cases it would have pursued but for this issue.

What do we mean by an effects test?

The effects test as proposed by Professor Harper retains the first element of the current section 46 - substantial market power - but removes the other two.

In their place, an effects test has been inserted.

An effects test is a shorthand way of referring to whether conduct has the purpose or likely effect of substantially lessening of competition. This test appears in a number of other provisions of the Competition and Consumer Act, and is perhaps best known in the context of mergers.

Back in 2013, Small Business Minister, Bruce Billson, went on the record as a fan of the effects test, saying that it *would make it easier for the ACCC to win section 46 cases*. We are just trying to make sure that the toolkit available to the Australian Competition and Consumer Commission is fit for purpose. In my mind, the toolkit needs to be revisited to deal with the modern and emerging economy. There are some deficiencies.

Why is an effects test controversial?

Why then does the effects test strike fear in so many? The big end of town thinks it will prohibit good ("pro-competitive") conduct. At the same time, others worry that it makes a difficult test even harder.

Confusingly, both points are valid.

Could it catch too much? A: yes!

By looking at effect, not purpose, attention is only focused on the outcome of conduct, not its rationale. But as the High Court said back in its first consideration of section 46:

Competition by its very nature is deliberate and ruthless. Competitors jockey for sales, the more effective competitors injuring the less effective by taking sales away. Competitors almost always try to “injure” each other in this way... and these injuries are the inevitable consequence of the competition s46 is designed to foster.

The trouble is that “injuring” your competitors can result in a lessening of competition. So observing such injuries tells you nothing about whether they have occurred due to competition that ultimately benefits consumers or because of a misuse of market power that will harm consumers.

Traditionally, we have relied on the taking advantage element to resolve this dilemma: we have been comfortable with the cut and thrust of competition, so long as the company concerned isn't taking advantage of its special position in the market. If it is only doing what everyone else is capable of doing, that's fine.

But the Harper Panel says that taking advantage currently fails to do the job of distinguishing good from bad, as its interpretation by the courts is too unpredictable. It's not clear, however, how an effects test will do any better. In its draft report, the Harper Panel proposed a defence to discern whether conduct was pro- or anti-competitive. But that defence was widely criticised and has been dropped from the final recommendation.

In its place, the panel has suggested that legislative guidance be provided to the courts in applying the new provision. It further recommends that companies be able to seek authorisation (never before allowed for section 46 conduct): this would allow parties to obtain statutory immunity in advance of engaging in conduct if it can prove that there is a sufficient benefit to the public. Finally, it calls for the ACCC to issue guidelines.

Could an effects test catch too little? A: yes!

Completely contrary to the position of big business, some are concerned that an effects test makes proving a contravention of section 46 even harder. Why? Well, there are numerous prohibitions in the legislation which already use the effects formulation, and such cases don't get to court with any more frequency than do section 46 cases.

Furthermore, the ACCC's long-term success rate in effects cases is not materially different to its success under section 46. Proving anything substantially lessens competition is extremely difficult.

It is also notable that we've had an effects test for misuse of market power for almost two decades with no result. In the telecommunications sector, there is a special effects test applied in addition to the standard section 46. This forms part of a suite of laws that were brought in to keep Telstra in line as the market was deregulated (these laws have also been slated for review). But, despite regular concerns with Telstra's conduct over the years, the ACCC has never prosecuted an effects case under these provisions.

Will an effects test mean more cases?

The real proof will be in the pudding: if an effects test is introduced, will it mean more cases? Whatever the merits of the current test, it is clear that we have too few matters going to Court.

Competition cases are extremely complicated and expensive. Legal costs would start in the vicinity of \$2-4 million with the risk of much more if the matter is appealed (as is often the case) or you lose (in which case, you need to pay a significant proportion of your opponent's costs).

The ACCC's budget is constrained and private litigants have been missing in action over recent years, so don't hold your breath for more cases.

All that said, this is just a recommendation. Australian competition policy is a poster child for the saying, “many a slip twixt cup and lip”.

ALEC MOVES TO COLLECT COMPULSORY LEVY ON DAIRY COW EXPORTS

Recently the Australian Livestock Export Council wrote to Andrew Curtis, the CEO of SADA, to seek feedback as he proposed to the move from a voluntary arrangement regarding the payment of a levy on exported Dairy Cows to a compulsory levy payment on the basis that the payments which apply to other livestock were undersubscribed for dairy cows due to the voluntary arrangements for dairy cows. In his letter the CEO of ALEC argued,

Australian livestock exporters currently pay statutory export charges on exported beef cattle, sheep and goats. In 2006, livestock exporters also chose to initiate a voluntary charge on exported dairy cattle, introduced to enable funding for sector specific RD&E and marketing. However, due to the nature of the voluntary arrangement, the export charge is significantly under-collected and is not sufficient to meet the RD&E and marketing needs of the dairy cattle export sector.



In recognising the importance of a reliable income stream for collective investment, and in acknowledging the restrictions and challenges of the current voluntary arrangement, our members unanimously requested that ALEC undertake to implement a statutory export charge for dairy cattle as a matter of priority. As such, ALEC has developed a proposal for instituting a statutory Dairy Cattle Export Charge and has commenced the process for its implementation.

The proposed statutory Dairy Cattle Export Charge will be payable by exporters of dairy cattle at the point of export, at a rate of \$6 per head. The statutory charge will be collected by LiveCorp and invested into sector specific RD&E and marketing activities, with a focus on;

- Improving animal health and welfare outcomes throughout the supply chain;
- Improving supply chain efficiency and regulatory performance;
- Enhancing market access conditions – for existing and new markets;
- Enhancing communication - providing information and services on program progress and issues to industry and government; and
- Improving corporate operations - governance, planning, evaluation and review to ensure efficient and effective investment.

While the Dairy Cattle Export Charge will be imposed on Australian Government licensed livestock exporters, ALEC has identified that your organisation and membership may have an interest in this proposal. Where opportunities exist, the industry, through ALEC and LiveCorp, will be seeking to coordinate program activities maintained under the proposed export charge with industry stakeholders, in order to maximise cross sectorial efficiencies. As such, I have attached for your information and reference, a briefing document, detailing the rate, collection and use of the proposed Dairy Cattle Export Charge, as well as the process for its development and implementation.

In accordance with the Australian Government's Levy Principles and Guidelines, ALEC has now commenced a three month stakeholder consultation period on the proposed statutory Dairy Cattle Export Charge. During this time, stakeholders have an opportunity to consider and comment on the proposal before Australian Government Licensed Exporters vote on its implementation.

"ALEC believes that the implementation of a statutory Dairy Cattle Export Charge reflects both a positive and necessary step forward for the dairy cattle export sector as well as Australia's livestock export industry more broadly. Please note that the stakeholder consultation period will end on 1 September 2017 and that further information about the proposed export charge and consultation process can be found online at; <http://auslivestockexport.com/> "

SADA seeks your feedback and suggestions regarding this move.

The SA Dairy Industry Fund in Mt Gambier

Ken Lyons



DAIRY FUND SUPPORTS THE SA YOUTH DEVELOPMENT PROGRAM

While in Mt Gambier the Dairy Fund Board approved the application from the Holstein Australia-SA Branch for the Fund to be a co-funder of the SA Youth Development program for the next two years.

The program will be delivered across the state's dairy regions and consists of a series of Camps and Workshops. The key objective is to provide participants with the necessary skills, knowledge and experience to continue within the dairy industry.

The SA dairy industry and community is most indebted to the project managers Gino Pacitti and Jack Bramley and all those dairy farmers and industry specialists who will contribute their time to ensure the success of the program.

The Fund Board see this as an important program to build the capability to sustain and grow the dairy industry in South Australia.

FUND SEEKING IDEAS FOR PROJECTS FROM THE DAIRY INDUSTRY

The Dairy Fund was very pleased to have the opportunity at the SE DairySA Dairy Innovation Day on 8 June to brief industry participants and to seek out ideas both on the day and through contacting the Fund (Ken Lyons, 0439 444 509) on where investments can be made to improve industry performance.

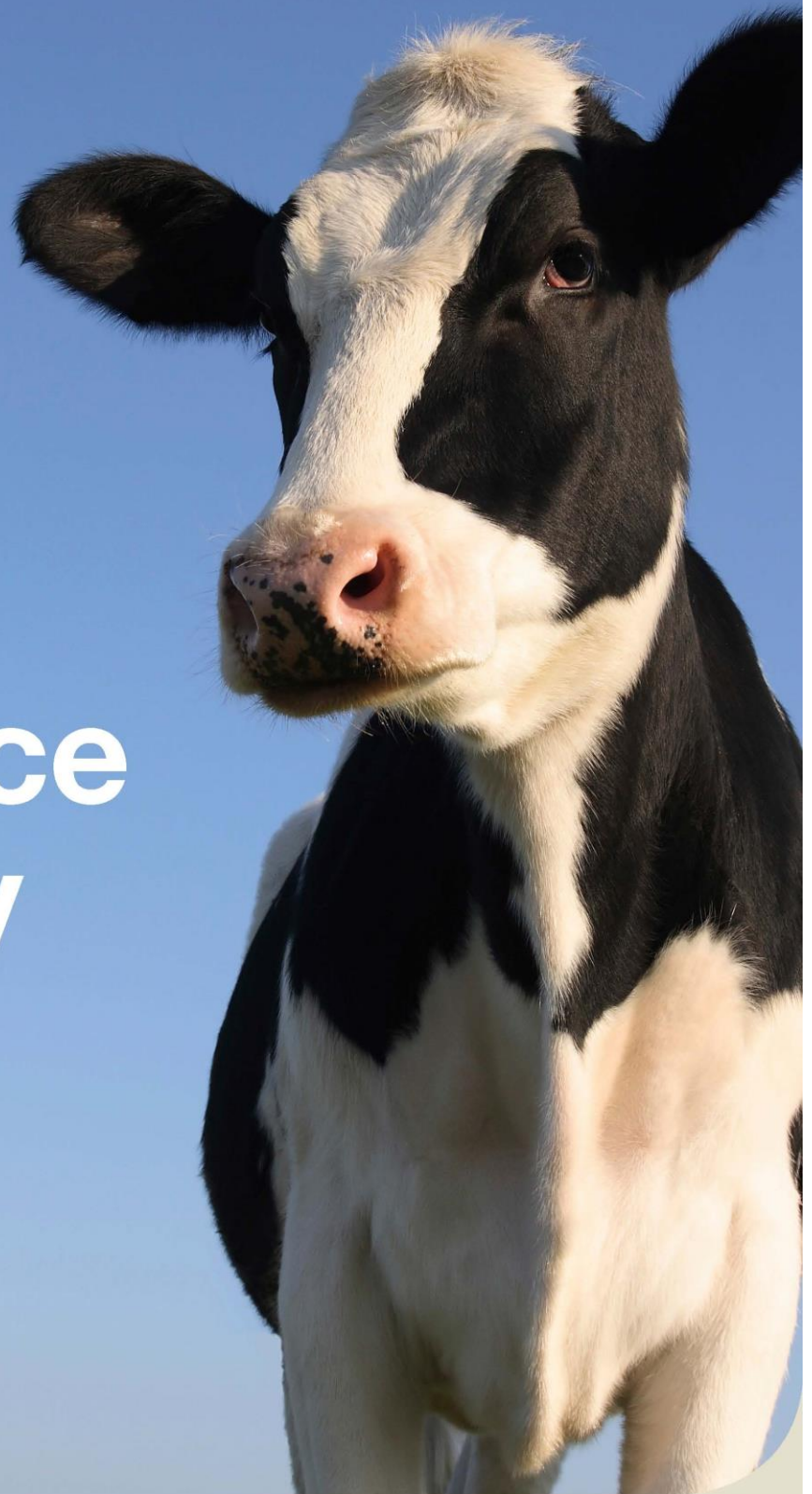
The SA Dairy Industry Fund is taking a very pro-active approach to seeking out projects that will directly benefit the SA dairy industry and its communities. But the Fund Board strongly believes that some of the very best ideas can come from industry participants themselves.

The short presentation from the Fund also indicated how the Fund work was growing and listed the projects being undertaken. Dairy Fund Board Member, John Hunt, was particularly intent on both thanking the consumers for supporting the SADA Fresh brand and clarifying that the SA Dairy Industry Fund is totally independent with an expertise based Board responsible for distributing the funds.

FUND BOARD MEETS WITH SADA, DAIRY AUSTRALIA AND DAIRYSA

The Fund and SADA Boards meet annually and the Innovation Day provided the opportunity this year for the joint meeting. Fund Chair, Dennis Mutton, outlined the growing scope of projects to be funded and SADA President, John Hunt, outlined how they were developing the SADA Fresh brand.

The Fund also met with Dairy Australia (Ian Halliday, James Mann) and DairySA (Michael Connor, Verity Ingham) to discuss potential projects for SA. Dairy Australia and the Victorian RDP's (equivalent to our DairySA) have been receiving significant funding advantages by having the Victorian Gardiner Foundation there to help co-fund projects in Victoria. Now South Australia has the SA Dairy Industry Fund which has been modelled (Constitution) on the Gardiner Foundation. Co-funding of projects provides better leverage of the funding available and therefore greater benefit to the industry.



Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

Call 1300 934 934 or visit wfi.com.au

To see if our products are right for you, always consider the PDS from the product issuer, WFI (ABN 24 000 036 279 AFSL 241461).

Good people to know.





SADA Newsletter

July 2017

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2017-18 Budget

John Hunt

As President of SADA it would be remiss of me not to report on the effect of the 2017-18 Budget on the Dairy Sector. Of course, reading budget papers is an artform in its own right and without knowing in detail structural changes, Commonwealth Funding changes or changes in accounting practices it's always a little difficult to know if there are good for the industry. Dairy is only mentioned twice in the PIRSA Budget for this year and in both instances they are references to accounting adjustments in the Concessional Loans Scheme.

So this year I've taken a different tack and tried to extract a sense of how government is positioning itself for the future not only in our industry but generally. To that end I decided to go back in time and read the Budget papers of the years 2007-08 and compare them to 2017-18.

There is one truly remarkable change in that time that is measurable and that is the commitment of Government to the South Australian Strategic Plan authored by Premier Mike Rann. The original plan dates to 2004. No surprise then that in the Departmental Budget Paper from the 2007-8 budget South Australia's Strategic Plan is mentioned 26 times and it's 100 point checklist is there to see

Mike Rann relaunched South Australia's Strategic Plan in September 2011 under the screaming banner, "STRATEGIC PLAN – SHAPING OUR STATE BY CHOICE, NOT BY CHANCE", so clearly he hadn't given up on Choice over Chance by 2011.

What then of the 2017-18 Budget? In the Paper dealing with Agency Statements (Budget Paper 4 Volume 4 which is the PIRSA Paper) the South Australian Strategic Plan isn't mentioned once. Although Premier Weatherall has committed to a Strategic Plan, it appears to be in name only.

The Government's Strategic Plan website remains unattended to with the most recent updates referring to food (which includes dairy) last reporting for the 2015-16 years. The information that informs them have been updated by PIRSA, on their scorecard, but the strategic plan is still a year out of date. Moreover, the seven pillars of South Australia's Strategic Plan anticipate the notion that we should still be taking advantage of the mining boom which they still seem to think is there.

In short South Australia's Strategic Plan is abandoned.

The question is what is in its place?

From a Dairy perspective, we look to Government for Leadership and direction. With the failure to attend to our concerns regarding fracking and the social licence it demands, limited roads funding and difficulty in managing keeping the lights on this government and its budget are immersed in the odium of an organisation that is looking to dealing with issues on a day to day basis rather than a government that convinces us that it has got a clear path for our future. All the while Dairy in South Australia saw a contraction of 9% last year.



NEW PAY RATES

As you'll be aware there has been some movement at the station regarding penalty rates and pay rates being advised by the Australian Fair Work Commission.

Please note that this is a heavily redacted version of Chas Cini's paper. Chas is the Industrial Relations expert retained by our organisation. The original is 18 pages long containing all relevant clauses. The full version of the award can be viewed by visiting the Fair Work Commission website at

https://www.fwc.gov.au/documents/documents/modern_awards/award/ma000035/default.htm

The Fair Commission has handed down its Annual National Wage decision which comes into effect on 1st July 2017. It has resulted in a 3.3% increase to the award rates which appear in the table below.

Allowances have also been adjusted and the new rates also are provided in Chas' full paper.

If you have an Individual Flexibility Arrangement Agreement as per Clause 7 of the Award you should increase the rate of pay by 3.3% and check to ensure that the rate meets the Better Off Overall Test ("BOOT").

If you are paying above award rates you may absorb this increase but be sure that the correct payment for overtime is also considered. Underpayment of wages claims can be lodged up to six years after the employment ceases.

The recent decision to reduce penalty rates applies to only five of the 122 awards. It does not apply to Broadacre farming as penalty rates are not payable at all.

Reference to "standard rate" appearing in this article means the hourly rate payable to a Farm and livestock hand level 2 is clause 28.1

Adult wages:

The following wages apply to Farming and livestock hands classified under the classifications of this award (other levels do not apply to Broadacre employees):

Wage group	Weekly award rate	Hourly rate	Casual	Overtime Casuals	
				T.5	DT
FLH1	\$694.90	\$18.29	\$22.86	\$32.01	\$41.15
FLH3	\$725.20	\$19.08	\$23.85	\$33.39	\$42.93
FLH5	\$755.60	\$19.88	\$24.85	\$34.79	\$44.73
FLH7	\$809.10	\$21.29	\$26.61	\$37.26	\$47.90
FLH8	\$869.30	\$22.88	\$28.60	\$40.04	\$51.48

PLEASE Note when calculating overtime you are not required to apply to the total casual rate. The formula is time and a half (or double time when applicable) multiplied by the fulltime rate plus 25% of fulltime rate e.g. FLH 1 ($\$18.29 \times 150\%$) + ($\$18.29 \times 25\%$) = \$32.01.

CODE OF CONDUCT

Recently the Code of Practice for Contractual Arrangements (Code of Conduct) has been agreed to between Dairy Australia and Processor organisations. Although the Code is voluntary it does provide a benchmark for acceptable behaviour and is welcomed across the industry. SADA welcomes any attempt to clarify issues surrounding

contractual matters in the industry and much of what is in the Code of Practice is welcomed. Nevertheless, there is one section of the Code that still represents some concern to dairy farmers, namely section 6.

This is the section that deals with the arrangements as to who can purchase milk when a producer is contractually bound:

“6. Volume/Exclusivity Clauses

“Where a farmer has a contract with a processor and wishes to expand their production and a processor does not want to purchase the additional milk under the same contractual terms and conditions, the contract between the farmer and processor must allow the dairy farmer to supply the additional milk to other processors.

This clause will apply if the primary processor is prepared to take milk in addition to the contracted volume at a lower price.”

For all practical purposes, the section works to provide a first right of refusal to the processor. Where you are bound to a processor contractually then if you produce extra the processor has to be asked if they want the milk at the contracted price. If the terms are that if you’re contractually bound to take a lesser price for the excess milk then the processor can enforce those rights at the lesser price.

UPDATE YOUR DETAILS

It is the beginning of a new financial year and we are asking all our members to phone or email your current contact details if there have been any changes over the last 12 months. We are particularly interested to hear from any of you that have changed processors as we will need to get you to fill in a new membership form to enable your membership to continue. Your membership doesn’t follow you from processor to processor. Email addresses also change and we need to keep these up to date so that we can keep you informed of current issues. You can either phone Jen on 8293 2399 or email her at sada@sada.asn.au to request a new membership form or simply to supply her with your updated details. Thank you.

WHAT HAPPENS WHEN THERE IS A DISEASE OUTBREAK IN YOUR AREA?

We are fortunate to live in a country where we are insulated from the ravages of some of the more problematic diseases that affect cattle. Nevertheless, bio security is maintained through eternal vigilance. Australia is one of the best prepared countries in the world on how to respond to a disease outbreak and it is useful for dairy farmers to know what is expected of them should there be a disease outbreak in South Australia.

If, for example, there was an outbreak of Foot and Mouth in South Australia it is useful to know what would happen on your farm.

Were there such an outbreak a pre-prepared response plan would be activated under the Emergency Animal Disease Response Agreement (EADRA). This is a national agreement that has already been cemented into place in Australia and determines the response of Authorities, Governments and Industry bodies across jurisdictions. The plan is comprehensive, however, what is expected of you if the plan is put in place in South Australia?

In the instance of, God forbid, an emergency animal disease being discovered then the Plan would be activated. That would mean that the farm or farms affected would be declared. From a state perspective there would be established a State Control Centre, a Local Control Centre and a Forward Command Post.

The State Control Centre would manage the response in conjunction with the National Control Centre, if the National Control Centre was made operational. In the case of a Foot and Mouth outbreak it would. The State

Control Centre would manage the State's resources in such an event.

The Local Control Centre would be in the area where the outbreak was detected and the Forward Command Post would be on the site or sites of the outbreak. As a farmer, particularly if you're in the area of the outbreak, your point of contact would most likely be with the commander of the forward Command Post.

Two zones will then be established around the place where the disease has been detected. Firstly, an inner zone called the Restricted Area. This will generally be the farm with the disease, farms which share common boundaries around this farm and an area around them. Once an area is declared special powers to prevent the movement of livestock are invoked including inspection powers of vehicles leaving the area.

Around the Restricted Area will be the Control Area. The control area may be the whole state. There are also restrictions that could be brought to bear in a Control Area. When this occurs representatives from SADA, LSA and PPSA will be on hand to represent industry interest to the state co-ordinator. Training has been provided to three representatives from those organisations should such an eventuality occur.

The major question for dairy farmers will be what happens to the milk. Fortunately, the identification of a disease usually occurs within a matter of hours so doubt surrounding that issue will be short lived. If there is a confirmed case of Foot and Mouth then it will be known quickly. That does not mean that milk flow will automatically stop. While it may, it is conceivable that it will be allowed to keep moving.

A risk assessment will be conducted for dairies inside the control area and it will be determined if the milk can move. Your industry representative will be able to keep you abreast of decisions that are made regarding the movement of your product.

In short if there is a disease outbreak in South Australia there will be a Government response. Each outbreak will be managed in accordance with the nature of the outbreak and other variables that surround it.

Depending if you're in the restricted area or not you will have two primary sources of information. If you are in the restricted area it will be your industry representative or liaison and the Local Control Centre. If the disease is on your farm it will also be with the Forward Command Post Commander. If you're in the Control area the communication will be with your industry representative and information you get from the State Control Centre.

Either way industry representatives will have direct access to the State Control Centre Management team. If you have an issue with the response it is your industry representative who you should speak to.

CHANGES TO 457 VISA RULES - THE TEMPORARY SKILLS SHORTAGE VISA

On 18 April 2017, the Government announced that the Temporary Work (Skilled) visa (subclass 457 visa) will be abolished and replaced with the completely new Temporary Skill Shortage (TSS) visa in March 2018.

The TSS visa programme will be comprised of a Short-Term stream of up to two years and a Medium-Term stream of up to four years and will support businesses in addressing genuine skill shortages in their workforce. It will contain a number of measures which prioritise Australian workers.

This article focusses on the short-term visa changes.

The reforms include abolishing the Temporary Work (Skilled) (subclass 457) visa (457 visa) and replacing it with the completely new Temporary Skills Shortage (TSS) visa in March 2018. The TSS is intended to support businesses in addressing genuine skill shortages in their workforce and will contain a number of measures which prioritise Australian workers. Implementation of these reforms commenced on 19 April 2017 and will be completed by March 2018.

What is changing?

Changes from April 2017

From 19 April 2017, for the existing 457 visa:

- Occupation lists: The occupation lists that underpin the 457 visa were significantly condensed from 651 to 435 occupations, with 216 occupations removed and access to 59 other occupations restricted.
- Of the 435 occupations, access to 24 occupations has been restricted to regional Australia (particularly occupations relating to farming and agriculture).
- The Consolidated Sponsored Occupation List (CSOL) was renamed the Short-term Skilled Occupations List (STSOL) and will be updated every six months based on advice from the Department of Employment.
- The other occupations list used for skilled migration, the Skilled Occupations List (SOL) was renamed the new Medium and Long-term Strategic Skills List (MLTSSL). This list will contain occupations that have been assessed as being of high value to the Australian economy and aligning to the Government's longer-term training and workforce strategies.
- Validity period: The maximum duration of 457 visas issued from this date for occupations that are on the STSOL will be two years. Occupations on the MLTSSL will continue to be issued for a maximum duration of four years.

Changes from July 2017

From 1 July 2017, for the existing 457 visa:

- Occupation lists: The STSOL will be further reviewed based on advice from the Department of Employment. The MLTSSL will be revised based on outcomes from the Department of Education and Training's 2017-18 SOL review.
- English language requirements: English language salary exemption threshold, which exempts applicants whose salary is over \$96,400 from the English language requirement, will be removed.
- Training benchmarks: Policy settings about the training benchmark requirement will be made clearer in legislative instruments.
- Character: Provision of penal clearance certificates will become mandatory.

Changes by December 2017

Before 31 December 2017, for the existing 457 Visa:

- The Department of Immigration and Border Protection (the Department) will commence the collection of Tax File Numbers for 457 visa holders (and other employer sponsored migrants), and data will be matched with the Australian Tax Office's records to ensure that visa holders are not paid less than their nominated salary.
- The Department will commence the publication of details relating to sponsors sanctioned for failing to meet their obligations under the Migration Regulation 1994 and related legislation.

Changes from March 2018

From March 2018, the 457 Visa will be abolished and replaced with the TSS visa. The TSS visa will be comprised of a Short-Term stream of up to two years, and a Medium-Term stream of up to four years.

The **Short-Term stream** is designed for Australian businesses to fill skill gaps with foreign workers on a temporary basis, where a suitably skilled Australian worker cannot be sourced.

The **Medium-Term stream** will allow employers to source foreign workers to address shortages in a narrower range of high skill and critical need occupations, where a suitably skilled Australian worker cannot be sourced.

The **Short-Term stream** will include the following criteria:

- Renewal: Capacity for visa renewal onshore once only.
- Occupations: For non-regional Australia, the STSOL will apply. For regional Australia, the STSOL will apply, with additional occupations available to support regional employers.
- English language requirements: A requirement of an International English Language Testing System (IELTS) (or equivalent test) score of 5, with a minimum of 4.5 in each test component.
- Genuine entry: A genuine temporary entrant requirement.

The **Medium-Term stream** will include the following criteria:

- Renewal: Capacity for visa renewal onshore and a permanent residence pathway after three years. - Occupation lists: For non-regional Australia - the MLTSSL will apply. For regional Australia
- the MLTSSL will apply, with additional occupations available to support regional employers.
- English language requirements: a requirement of a minimum of IELTS 5 (or equivalent test) in each test component.

Eligibility criteria for both streams will include:

- Work experience: at least two years' work experience relevant to the particular occupation.
- Labour market testing (LMT): LMT will be mandatory, unless an international obligation applies.
- Minimum market salary rate: Employers must pay the Australian market salary rate and meet the Temporary Skilled Migration Income Threshold. (Set at \$53,900 as at 18 April 2017.)
- Character: Mandatory penal clearance certificates to be provided. Workforce: A non-discriminatory workforce test to ensure employers are not actively discriminating against Australian workers.
- Training requirement: Employers nominating a worker for a TSS visa will be required to pay a contribution to the Skilling Australians Fund. The contribution will be: payable in full at the time the worker is nominated; \$1,200 per year or part year for small businesses (those with annual turnover of less than \$10 million) and \$1,800 per year or part year for other businesses.

The detailed policy settings for several of these requirements will be finalised through the implementation process. Further details on these requirements to inform stakeholders will be available in due course. Why are these changes being made? These measures will sharpen the focus of Australia's employer sponsored skilled migration programmes to ensure they better meet Australia's skills needs, increase the quality and economic contribution of skilled migrants and address public concerns about the displacement of Australian workers.

Who is affected?

Current 457 visa applicants and holders, prospective applicants, businesses sponsoring skilled migrants and industry. Existing 457 visas continue to remain in effect.

457 visa applicants that had lodged their application on or before 18 April 2017, and whose application had not yet been decided, with an occupation that has been removed from the STSOL, may be eligible for a refund of their visa application fee. Nominating businesses for these applications may also be eligible for a refund of related fees.

AN ORGANIC REVOLUTION IN ASIA PACIFIC

The dairy food industry in the Asia Pacific region is set to bloom because of a growing realisation in that area of the value of the dairy product, particularly in its organic form. Modelers in the dairy industry expect that the

global organic market will grow to nearly \$37 billion (USD) by 2022.

Factors driving this market are the limited supply of organically grown food in the Asia Pacific area. Markets that have been determined to be particularly attractive are South Korea, China and India with the latter two with Compound Annual Growth Rates (CAGRs) in the order of 15%. These two countries represent half of the world's population with respective middle classes that are growing in size every day.

Research is revealing that in China and India there is an increasing consciousness that has captured a number of western trends, particularly in the areas of environmental impact and healthy living.

Nearly all large dairy corporations are penetrating these markets with their own organic products launching them to capture this assertive market.

Nice to know.

2017 SA DAIRY AWARDS GALA



The Dairy Industry Association of Australia (SA) invites you to indulge at an evening of sumptuous food, showcasing the state's best dairy products. Celebrates the outstanding achievements of the industry's dairy producers whilst enjoying premium wines and beers, lavish grazing stations and gourmet canapes at a gala cocktail event.



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Make It Cheaper offer a free quick, simple and easy bill comparison service across all types of electricity and gas accounts to see if a saving can be achieved.

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See what you could save:

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Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

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Good people to know.





SADA Newsletter

August 2017

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Ken Lyons recognised for a life of achievement

The President and Board of SADA are delighted at the presentation to Ken Lyons of the Brenton Higgins Award for his unwavering dedication to the dairy industry in South Australia.

Ken Lyons commenced work at the South Australian Dairyfarmers' Association in September 2000 after an extensive career in agriculture starting as a lecturer at Glenormiston Agricultural College in 1970. In 1975 he took on the role as Vice Principal at Longerenong Agricultural College. This was followed by Managerial roles for the Australian Wheat Board in both South Australia and Victoria. He then took on the position of General Manager for the South Australian Fishing Industry Council before starting at SADA. So he came to SADA with a wealth of Agricultural knowledge and a very lengthy list of important contacts both within government and industry. These contacts became one of Ken's



Photo courtesy of the Stock Journal

greatest strengths as it allowed him to open many doors for dairy that previously hadn't been as easily accessible. His ability to influence politicians to support the SA dairy industry and create relationships was a great contribution to SADA. He spent many years building both understanding and teamwork between the separate state agencies.

One of his great passions in life is golf and he was employed with a very loose clause written into his contract that he could play golf on a regular basis. He didn't do this too often but usually explained his absence from the office as a great networking opportunity!

Ken was thrown head first into deregulation of the dairy industry and all the challenges it presented including the Dairy Separation Adjustment payment. Ken went with a delegation to lobby Agriculture minister Warren Truss to have most of SA dairy farmers

receiving an extra \$15000 to assist dairy farmers most affected by price movements after deregulation. The payments meant dairy farms that had a market milk dependency of above 30.1pc received a minimum of \$15,000 which covered the areas that had previously been supplying milk into the Adelaide region. This was his first significant win in his first months of working for SADA.

During his tenure at SADA he faced many challenges and approached all of them in a very professional and informed manner. Some of these faced included milk prices, water and property rights, the environment, "right to farm", irrigation, Murray Darling Basin Plan and water licences, drought and the devastation that this caused to all dairy farmers, electricity reliability and costs, education and training and animal health and BJD. This is just a short list of issues that faced SADA during Ken's time although these issues still continue to be part of a dairy farmer's life. Many of them are things that Ken could influence but there were obviously things that he couldn't either such as drought but he did try to contact the appropriate authorities to try to make things easier for dairy farmers.



He is a kind and caring man and always thought it important to thank people for the assistance that they gave him and this not only included government and industry but their staff, dairy farmers and SADA's supporters such as Wesfarmers Insurance.

He was also willing to go the extra mile as was seen at one of the DIAA's Dairy Awards Dinner when a volunteer was needed to go on stage and "help" the entertainer. He was asked to channel the energy from the room by wearing a shower cap and manually winding an egg beater he was holding to his forehead!! He certainly didn't take himself too seriously that night!

In more recent years Ken was heavily involved with the introduction and release of an association branded milk – SADA Fresh. This brand has continued to go from strength to strength with proceeds from the sale of each product supporting projects aimed at securing the future of SA dairy farmers. Since Ken retired from SADA in 2015 he has been working for the SADA Fresh Dairy Industry Fund ensuring that this money goes towards projects that would be most beneficial to the dairy industry as a whole.

All in all, Ken Lyons has contributed a considerable amount to the dairy industry and will continue to do so while he can.

No joy on the Horizon in Russia



Ruski Da - Aussie Nyet

Recently SADA representatives had an opportunity to catch up with a representative of Australia to the Russian Government. In a gathering, which was subject to the Chatham House Rule, hosted by the Committee for Economic Development of Australia, SADA was able to ask questions regarding the opportunities for Australian Milk to enter the Russian market place and the likelihood of sanctions being lifted.

The tit for tat sanction battle between the west and Russia, of which Australia is a part, does not look like ending any time soon. The closure of the Russian market was part of the perfect storm that hit global and domestic milk prices in the last couple of years.

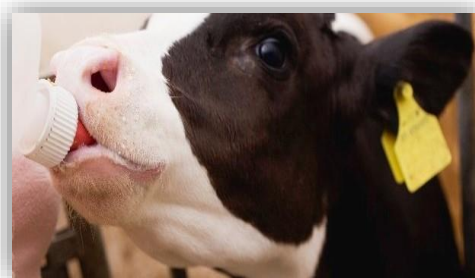
The prognosis does not remain good going into the future with no light at the end of the tunnel and it is unlikely that there will be a thawing of the sanctions in the foreseeable future.

Feeding waste milk and anti-biotic laced milk to calves – no gain from substantial risk

Dairy producers feed a variety of liquid feeds to young calves after the initial colostrum. These feeds include whole milk, surplus colostrum, transition milk, waste or discard milk, and milk replacer. Waste or discard milk cannot be sold for human consumption, because it comes from cows treated with antibiotics for mastitis or other illnesses.

Feeding waste milk to calves may cause infection to spread from your herd to your calves, for example Johnes's disease, BVD, Staph and E. coli. Performance of calves may suffer as waste milk may not be as nutritious as calf milk replacer and may vary in nutritional composition throughout the year.

Also, changing the calves between waste calf and milk replacer will unsettle the gut and lead to scour. If waste milk contains antibiotics, resistance to antibiotics can develop in the calves. Moreover, there will be a pronounced negative effect on the calf's gut bacterial levels including those bacteria beneficial to the calf. Some



research on the use of waste milk measured the number of viable bacteria and probable antibiotic residues in waste milk fed to calves. The number of bacteria for waste milk was significantly higher than for either calf milk replacer or colostrum. Streptococcus sp. and Enterobacteriaceae were predominantly the bacteria identified. Both Staphylococcus and E. coli were also common. When the waste milk was tested for antibiotic residues, 63% were positive for beta-lactams or tetracycline.

Waste milk can contain a high number of bacteria that may be pathogenic to cattle and also to humans. Research shows that antibiotic-containing milk was unpalatable and rejection rates were high in calves. Growth rates of the calves were poorer than those of calves that were fed calf milk replacer. Also, faecal E. coli were monitored for antibiotic resistance and were higher from calves fed antibiotic-containing milk. Research suggests that the high numbers of bacteria in waste milk may contribute to disease risk. In addition, microbial load will increase further if waste milk is allowed to sit at room temperature for periods of time, for example between milkings.

Show time

The Royal Adelaide Show is upon us again with the gates open from the 1st to the 10th of September.

As an industry, it is again an opportunity for us to showcase our industry and demonstrate what it is we do and how we do it. This tradition goes back 168 years in South Australia and remains one of the highlights on South Australian calendar.

The ten-day event remains one of the highlights for Adelaide residents and our Do Dairy onesies will be on display again demonstrating the magnificent contribution that the rural sector makes in this great state.



Photograph courtesy of the Stock Journal

The primary industries sector still employs one out of five South Australians and makes an enormous contribution to the gross state product each and every year.

Show BBQ

The Show BBQ this year will take place in the usual place behind the cow sheds on Tuesday 5 September from 6.00pm. So please join us for a snag or two and the opportunity to catch up with SADA staff and Wesfarmers representatives.

Show Tickets

We have a small number of show tickets for members available from the SADA Office, so if you would like a couple please either phone Jen on 8293 2399 or email sada@sada.asn.au

Action plan under development

SADA is currently working with many industry players in developing an industry Action Plan that will be circulated for comment shortly. There will be a number of events in the near future in your area to discuss the draft plan.

The plan is about galvanising the mindset of all who are in the dairy chain. The chain is the producer, the processor, the wholesaler, the retailer and exporters, each of which have a part to play in the process of getting milk from grass to glass or from paddock to plate. Historically it has been too easy to segregate the dairy supply chain into its component parts with each component taking an insular position. In difficult times that has meant that the

relationship between producers and processors for example, has been eroded at the expense of the supply product overall. An Action Plan is a vehicle by which all parts of the chain have a mind and a care about what they can do to improve the image and the performance of the dairy product in the journey from the paddock to the plate. Industries that galvanise their focus on the end result are businesses that thrive over time.

For those reasons, the plan will be the product of consultation and input from all sectors in the supply chain. It will be a document that needs to be owned by the industry it serves and will be a touch stone for representative organisations, such as SADA, that seek to advocate for the industry in front of legislators, ministers, governments, decision makers and others who have influence in the industry. If consistent messages are coming from industry to those who can have an effect on industry then positive outcomes will be there for all to benefit. In short the industry that owns shared goals is an industry with a shared future.

An opportunity to have input on Training

On Friday the 18 August 2017, the Hon Susan Close MP Minister for Higher Education and Skills and the Hon Geoff Brock MP Minister for Regional Development issued a statement inviting regional input on training issues.

Regional communities are invited to have their say on skills, training and jobs needs. Employers, job seekers, training providers, and community organisations are also invited to have their say on skills, training and jobs needs in regional South Australia. It is important that the dairy industry has input.

The South Australian Government is undertaking a stakeholder engagement process to better understand and respond to industry demand and individual need for jobs and skills in non-metropolitan regions. People are invited to answer a survey, which will help identify challenges and opportunities in each region. The survey will help inform 10 major workshops being held across regional South Australia through September and October.

The major workshops will help develop responses and a Workforce Development Plan for each region, based on the feedback from stakeholders during this initial engagement phase. To join the discussion, complete the survey, and find out more about the workshops visit www.yoursay.sa.gov.au/jobsandskills

Background

South Australia's regions strengthen the foundations of the state and contribute an estimated \$25.5 billion each year to our economy. This engagement on jobs and skills is part of WorkReady, Government's skills, training and employment strategy.

Speaking in Adelaide, Higher Education and Skills Minister Susan Close said,

"I encourage local people and communities to join in this regional engagement on jobs and skills, as involving local people and experts will enable the community and stakeholders to own and drive solutions.

"Our regions are vitally important to our state's economy, and we want to hear new and different perspectives and work together to address skills, training and employment challenges, and development new opportunities.

"By helping us to better understand the needs of the different job seekers and businesses in regional South Australia, local communities can assist us to meet those needs.

"We want people in regions to have access to training, skill development and job opportunities tailored to their needs. Equally, we want businesses to be able to recruit people who are work ready, with the skills needed for the jobs of today and tomorrow."

Minister for Regional Development Geoff Brock, added,

"South Australia's regions inspire and offer incredible opportunities for jobs, skills and training growth across the state. However, we also know of the challenges our regional communities face.

“This year’s Regional Summit explored the jobs and skills needs of regional communities, and the initiatives that are already in place to support them.

“This regional engagement, with a focus on jobs and skills, will build on that knowledge, and I urge every regional South Australian to get involved in this process.”

National Farmers’ Federation: South Australia returns to fold

NATALIE KOTSIOS, The Weekly Times

August 16, 2017 11:30pm

STATE farming organisations could be eyeing off South Australia’s farming lobby model, as the state prepares to return to the National Farmers’ Federation fold.

Primary Producers SA has announced its intention to join the NFF — the first time SA’s farmers will have a link to the national farm lobby in a decade.

PPSA executive chairman Rob Kerin said the group had been aiming to join the NFF since its formation, which came after the South Australian Farmers Federation dissolved five years ago.

It comes as the NFF looks to form closer ties with horticulture representative groups, including AusVeg and Voice of Horticulture, and while it’s in the middle of its own restructure.

Mr Kerin said some NFF members had already asked PPSA about its structure, which is “different to the rest of Australia but it seems to be working for us”.

The old Farmers Federation was dissolved in 2013, and the PPSA was created.

It boasts five commodity groups as members — Grain Producers SA, Livestock SA, SA Dairyfarmers’ Association, Horticulture Coalition of SA and Wine Grape Council of SA — rather than individuals joining the organisation directly.

“If it’s a grains issue, for example, we do not interfere unless we’re asked to, but we come together on everything that’s cross-commodity,” Mr Kerin said.

The group could then send one person to lobby governments on their behalf to put across all their points of view, even where one commodity disagreed with another, he said.

“It’s a very different model but we based that on why other organisations have lost groups or lost members. We’ve structured that out,” Mr Kerin said.

The Murray Darling Basin and the shortage of agricultural workers are among the issues on which South Australian farmers want their say as NFF members.

“When the NFF considers policies around the Murray-Darling Basin, we think we need to be there for that, a lot of our irrigators want that,” Mr Kerin said.

“It’s also getting really tough to get people to work in regional Australia and there are a lot of federal policy issues around that.”

And then there's dairy tough...

Hats off to Dairy Farmer Barry Clarke (Fleurieu Milk) of the Myponga – Sellicks football club who has run on for his 643rd senior game, equaling the state's record for the most senior games ever played.



Barry started in the late 1970's and confessed to ABC radio that he was never too quick before a game but after a game he's a whole lot slower now.

Well done Barry from all of us at SADA.

Applications OPEN for \$10,000 JB Fairfax Award for Rural & Regional Journalism

The JB Fairfax Award encourages and supports a young university student who is passionate about pursuing a career as a rural or regional journalist upon graduation. This Award is an outstanding opportunity for a budding journalist to gain a diverse range of practical experience at the coalface of rural and regional reporting, with three relevant internships that will provide a launch pad to a career telling the rich stories from country Australia.

*The Award includes a **\$10,000 cash scholarship** along with the following suite of internships providing practical work experience:*

- RAS Media Team at the Sydney Royal Easter Show
- Fairfax Agricultural Media at The Land Newspaper
- Australian Broadcasting Corporation (ABC) in their Brisbane newsroom

The RAS Foundation administers this award on behalf of John B Fairfax.

*For any enquiries please contact **Cecilia Logan** Program Manager | RAS Foundation*

T: +61 2 9704 1226

W: www.rasnsw.com.au/foundation.htm

FOR SALE

Gerard Pastoral is a 100% Indigenous owned business situated at Gerard, via Berri in the Riverland. The elders have started a project growing irrigated hay to provide jobs and economic activity for local indigenous people in the Riverland. By supporting us by purchasing hay, your members will be assisting this project.

We have available the following large quantities

Lucerne

Large rolls	5ft x 4ft approx. 390 Kg	Price \$275.00 per tonne (for truckloads)
Small Squares	850mm x 400mm x 300mm 25-30kg	Price \$10.00 per bale (for truckloads)

Oaten hay

Large Rolls	5ft x 4ft approx. 390kg	Price \$150.00 per tonne (for truckloads)
Small squares	850mm x 400mm x 300mm 25-30kg	Price \$8.00 per bale (for truckloads)

Sorghum hay

Large Rolls	5ft x 4ft approx. 390kg	Price \$150.00 per tonne (for truckloads)
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All hay is Irrigated. Feed tests are available

Delivery can be arranged anywhere

Please call Colin on 0418 615099

Dairy Fund Update

The re-appointment of Rick Hinge to the position of Wellbeing co-ordinator with DairySA has been welcomed by the South Australian dairy industry.

The role – supporting the wellbeing in the South Australian dairy community – continues the role established following the 2016 claw back with funds from Dairy Australia and the South Australian Government. There is now commitment by industry bodies DairySA and the South Australian Dairy Industry Fund who have provided matching funding to this area, which began as a pilot twelve month ago.



According to the South Australian Dairy Industry Fund Executive Officer Ken Lyons, the Wellbeing Co-ordinator role is a positive outcome for the SA dairy community.

“Over the past year, Rick has been instrumental in supporting the SA dairy community, the DairySA team and the Board, with his focus on health and wellbeing” Mr Lyons said.

“Linked with the Tactics for Tight Times program and aligned with support from the South Australian Dairyfarmers’ Association, meant individuals, families and businesses have directly benefited though personalized, focused and constructive outcomes,” he added.

DairySA’s Chair Michael Connor has welcomed the support of the SA Dairy Industry Fund, which will allow the roles’ positive impact over the previous twelve months to continue to build.

“Whilst this project was specifically designed to assist people during challenging times, it will also provide them with the opportunity to increase their skills and resilience strategies in the areas of mental health and wellbeing for the future,” Mr Connor said.

“Through Rick’s support, this project builds resilience, support networks and services within the industry which all contribute to creating a stronger dairy community over time,” he said.

A fifth-generation farmer from Mundulla, Rick has previously worked with the Drought Assistance program and has been an Ambassador for Beyond Blue for the past ten years. Rick has a strong commitment to listening to people and connecting them with tailored wellbeing support and referral services.

“Rick provides a friendly confidential ear for those in the dairy community that need it most,” said Mr Connor.

Rick can be contacted on 0429 225 144.



Insurance for dairy farmers

With WFI Rural Plan you can tailor an insurance package to meet your needs as a dairy farmer. It can also be extended to include a range of domestic insurances, all in one integrated package. For more information about WFI Rural Plan contact your local WFI Area Manager.

Call 1300 934 934 or visit wfi.com.au

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Good people to know.





SADA Newsletter

September 2017

SA Dairyfarmers' Association Inc

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Glandore SA 5037

Phone: 08 8293 2399

Email: sada@sada.asn.au

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Or [find](#) us on Facebook

SADA AGM

SADA recently held its 2017 Annual General Meeting at the Glandore office. There were three Board positions up for election which were filled by John Hunt, Nick Brokenshire and Rick Gladigau. SADA would like to announce the re-election of John Hunt as the President with Nick Brokenshire as Vice-President and Rick Gladigau as Treasurer. With John as President this creates a vacancy for a dairy farmer from the South East to join the board. If you're in the South East and want to contribute to your industry please give Andrew (0419 037 569) a call to discuss, or contact SADA on 8293 2399 for further information.

The SADA Annual report will soon be available on the SADA website www.sada.asn.au and we encourage you as members to have a read. We welcome any feedback you may have. Hard copies are available if you would prefer so please contact the office and we will send one out to you.

ROYAL SHOW WRAP-UP

Do Dairy

Dairy had a great presence at the show this year. We had five amazing people dress as Do Dairy 'Cows' taking photos with the public and handing out information flyers. The cows were a great success with lots of interaction with show patrons. Thursday 7 September was 'Do Dairy' day and all volunteers of the show wore 'Do Dairy' t-shirts and handed out flyers with information about all our SA producer partners. We again got great feedback about the information provided with the general comment being ... "oh great, now I know what to look for when I am at the dairy cabinet". Special thanks must go to Mandy Pacitti and Karen Altmann for all their inspiration and efforts in supporting 'Do Dairy' and all of the show activities. Maybe the greatest thing is that their work will have a legacy with many of the initiatives likely to last for many shows to come.



SADA Show BBQ

The 2017 Royal Adelaide Show BBQ was again a great success, The SADA team cooked up storm feeding approx. 300 hungry dairy farmers and their children, which we know they appreciate. Thanks to Jo and Chris Gilbert for giving up their time year after year to organise and cook, and to our other helpers Rene and Kerry. Special thanks to WFI and Fleurieu Milk for their ongoing support.

SADA BABY

SADA would like to congratulate Board Member Nick Brokenshire and his partner Emma on the birth of their daughter 'Mia'. We wish them well during this exciting time.



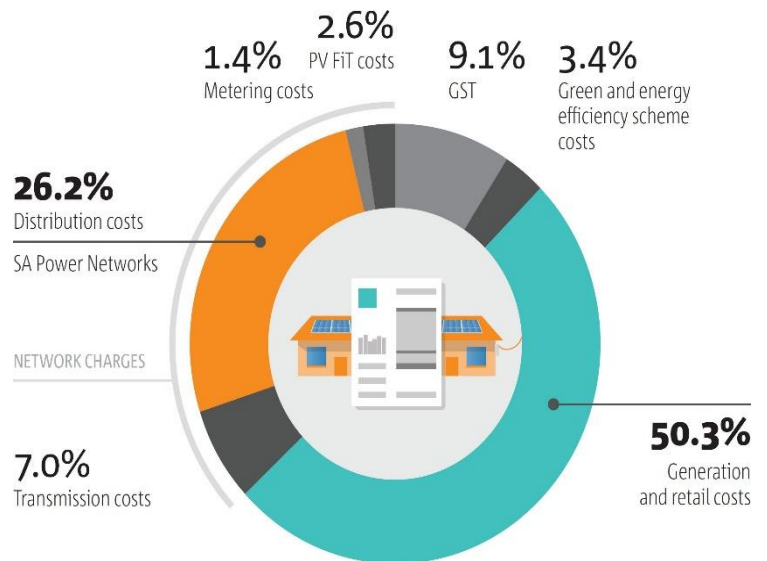
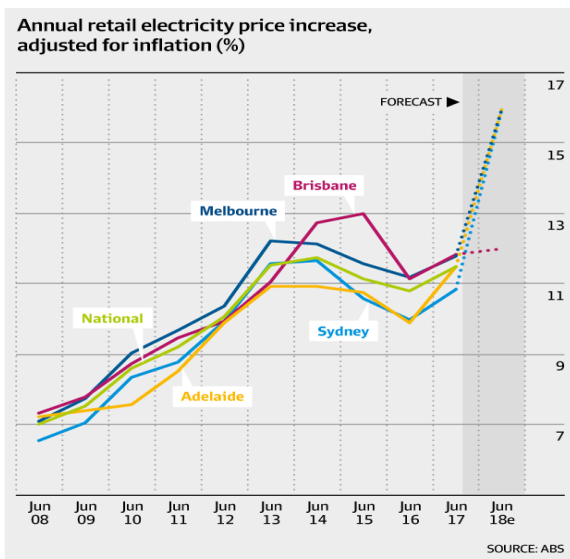
OUTLOOK FOR POWER PRICES

There is little comfort for power consumers in the coming year with South Australia paying the highest prices for electricity in the world. Power prices will continue to climb in the current financial year but by way of cold comfort there may be a light at the end of the tunnel.

The Australian Energy Regulator (AER) has forecast a peak in prices of just under \$150 per MWh in the 1st Quarter of 2018. This is \$30 more the price at the time of this newsletter.

The **good news** is that with the exception of a couple of peaks the long-term picture out to the 2nd Quarter of 2021 prices will contract to just over \$100 per MWh.

The **bad news** is that throughout that whole period the SA will maintain the highest prices within the National Energy Market. Consequently, retailers are continuing to offer better prices for customers that lock into long term deals.



Running your business is about to get easier



With energy prices generally on the rise, achieving savings could be a significant bonus worth investigating.

Make It Cheaper can help you make better choices with bills. In one quick phone call Make It Cheaper can; compare gas and electricity prices, calculate potential savings, figure out which plan meets your individual needs and switch your current energy provider.

Make It Cheaper has already helped several SADA members with their energy requirements and successfully managed to secure a new energy contract on behalf of L F & J M Cleggett.

"It was a very easy process. I would recommend SADA members to take up on the opportunity." - Lyndon Cleggett.

FOR FREE ENERGY ANALYSIS

Call the SADA Members Hotline directly on **02 8077 0006** or

Visit the website to upload a recent energy bill www.makeitcheaper.com.au/landing/sada



VIRTUAL FENCES UPDATE

Virtual fencing is an electronic based fencing system that will soon enable farmers to create virtual boundaries within their properties to manage stock. The system uses collars that deliver a mild electric current, (much less than a prod or fence), to prevent the cow walking past a virtual boundary. Before an electrical pulse is delivered the cow hears an audible warning that informs them that they are going to receive a pulse.

Up until recently the use of such collars for any purpose were completely forbidden. However, after lobbying by SADA, led by Board Member Sharon Joppich and a letter sent to the Minister, the rules have been relaxed to allow for research in the field.

“This research is important to enable the development of this technology as it will improve the prospects and costs for farm management.” Sharon Joppich said.

“Animal welfare issues are high on SADA’s agenda and the animal welfare outcomes of this sort of technology are good” she said. It is understood that the CSIRO will be taking advantage of the change in rules, trials are soon to be conducted in South Australia.

As the technology is fine-tuned SADA will continue to lobby for its commercial application in South Australia.

NATIONAL AGRICULTURE (AND RELATED INDUSTRIES) DAY

By 2020, half of the world’s population will be on Australia’s northern doorstep, representing unparalleled opportunities for Australia’s economy, especially our dynamic farm sector. Last year, Australian farms surpassed \$60 billion in farm gate income. The National Farmers' Federation has a vision to grow this figure to \$100 billion by 2030. The story of agriculture is not just about farmers. Agriculture supports 1.6 million jobs from the city to the bush, in areas like retail, logistics, processing and many more. For this reason, 21 November 2017 has been declared ‘National Agriculture Day’. Launched by Deputy Prime Minister Barnaby Joyce on 4 September 2017 ‘National Agriculture Day’ is aimed at raising the level of awareness of the extraordinary contributions that are made to our nation by industries including the dairy industry.

MOVING AGRICULTURAL MACHINERY AT NIGHT

With silage season almost upon us, now is a good time to think about permits. Since 1 September 2016, farmers and operators of agricultural machinery or combinations (including contractors) are able to apply for a permit (called an exemption) to move at night in Zone 3 (Adelaide Hills) and Zone 4 (Country SA).

Eligible vehicles, machines and combinations are those allowed under the South Australian notice Oversize or Overmass Agricultural Vehicles Driven on Roads and the Code of Practice.

The permit is for three years and is issued by DPTI under delegation from the National Heavy Vehicle Regulator. It enables travel at night between farm blocks or parcels of land being worked by a farmer or operator – but not over longer distances at night between agricultural regions. While most councils have approved night movement of machinery, some councils have not or are yet to provide their response. A list of current council approvals is available online.

The permit will enable farmers and operators to move agricultural vehicles and combinations up to the following sizes:

- Zone 3 (Adelaide Hills): up to 3.7 metres wide and 19m long
- Zone 4 (Country SA): up to 4m wide and 25m long. Farmers and operators who are not certain which zone applies to their location should refer to the SA Code of Practice for Oversize and Overmass Agricultural Vehicles at <http://sa.gov.au/transport/agvehicles>

FOOD INNOVATION CENTRE

The South Australian Food Innovation Centre has been established to maximise future opportunities for South Australia's food and beverage industry by supporting innovation and encouraging commercialisation of new ideas and products.

Innovation is essential to thrive in a rapidly changing world, but it has not always been easy for South Australian food businesses to find or access appropriate experts, programs or resources to support innovation activities.

The South Australian Food Innovation Centre is a single point of entry for South Australian food businesses to access the leadership, technical expertise and advisory services they need to solve problems, grow profits, and invest in innovations that can benefit their business.

Foundation partners:

A coalition of industry leaders, state government agencies, universities and research organisations have joined together to establish the centre, making it easier for businesses to find and access appropriate experts, programs and resources to solve their problems and develop solutions that are fit for market.

The Royal Agricultural and Horticultural Society, Primary Producers SA, the CSIRO and the Economic Development Board are also supporting and contributing to the collaboration.

Initially the South Australian Food Innovation Centre will provide a virtual single enquiry point for food businesses to access:

- existing innovation capabilities
- technical and advisory support services
- advice on the government support programs and resources provided by the foundation partners.

The establishment of the South Australian Food Innovation Centre is a direct result of the State Government's economic priority, Premium Food and Wine Produced in our Clean Environment and Exported to the World.

Dairy businesses unsure about what services they need to access can contact the South Australian Food Innovation Centre, where the Centre team will be able to advise and connect them with the right partner.

Phone: (08) 8226 0109

Email: PIRSA.FoodInnovationCentre@sa.gov.au

NUFFIELD SCHOLARSHIP

SADA congratulates former SADA board member and dairy farmer James Stacey on being awarded a 2018 Nuffield Scholarship in Darwin this week.

James, supported by Primary Producers SA, one of three South Australian recipients, will investigate management practices used to combat urban growth in productive agricultural regions, and strategies to maintain profitable farming businesses in this environment.

We wish you well for the next twelve months.



SADA CEO Andrew Curtis and Nuffield Scholarship Recipient James Stacey



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October 2017

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NEW MINING LAWS FOR SOUTH AUSTRALIA – Review Team Tour

The South Australian Government's Mines Department has received a number of requests from people in regional South Australia for the *Review Team* to return to talk about the '**Benefits for all - Recommendations on new mining laws for South Australia**' (found at: http://minerals.dpc.sa.gov.au/mining/leading_practice_mining_acts_review) and the way forward for the *Leading Practice Mining Acts Review*.

Following is the schedule for the upcoming regional 'drop in' sessions across South Australia.

The Eyre Peninsula and Yorke Peninsula dates are based on conversations with GPSA, the *Mining and Farming Roundtable* (see below) and conversations with farmers at the Paskeville field days.

Please be aware the review of this legislation does not cover the ground of Fracking. That process is managed by the *Petroleum and Geothermal Energy Act (South Australia) 2000*.

Town	Date	Venue	Between the Times
Adelaide	Friday, 3 November	101 Grenfell Street, Adelaide	10.00am to 12.00pm
Strathalbyn	Tuesday, 7 November	Strathalbyn Community Centre	10am to 12.00pm
Tanunda	Thursday, 8 November	Country Women's Association	10.30am to 12.30pm
Keith	Thursday, 9 November	Keith Institute	10.00am to 12.00pm
Naracoorte	Thursday, 9 November	The Naracoorte	2.00pm to 4.00pm
Mount Gambier	Thursday, 9 November	RSL Members Lounge	6.00pm to 7.30pm
Burra	Tuesday, 14 November	Burra Sporting Complex	11.00am to 12.30pm

RIVERLAND IRRIGATORS WIN - EXTRA ALLOCATIONS PLEDGED FOR DRY YEARS

The State Government has announced an updated water allocation, reassuring River Murray irrigators that they will receive sustainable allocations in dry years. The new River Murray Water Allocation Plan pledges an extra 50GL of water to holders of irrigation and equivalent licenses in years when allocations are less than 100%.



Waterfind Australia has issued its water allocation notification on the 3 October 2017. South Australia has a 100% allocation for all purposes. Farmers in NSW and Victoria haven't been so lucky with allocations as low as 33% in some districts. Murray Darling Basin Allocations issued by Waterfind Australia valid as at 16 October 2017.

South Australia

SA Irrigation (Class 3)	100%
Stock & Domestic (Class 1)	100%
Country Towns (Class 2)	100%
Industry (Class 5)	100%
Recreation (Class 4)	100%

UDDER DELIGHTS PURCHASED BY JAPANESE INTERESTS

One of Japan's largest dairy companies has paid \$14 million for 90 per cent of Adelaide Hills cheesemaker Udder Delights – a family enterprise that began life in the 1990s with a couple of goats named Nell and Nora.

The \$14.04 million deal between Megmilk Snow Brand Group and the Lobethal-based business was signed on September 29.

Sheree Sullivan, daughter of Udder Delights founder Trevor Dunford, and her husband Saul Sullivan (*pictured*), will continue to lead the business in their roles of chief executive and managing director, respectively, as well as retaining a 10 per cent stake through Sullivan Enterprises (SA).

"For Saul and I it's been a really positive outcome," Sheree Sullivan told InDaily.

"It's been a very clear directive from them (Megmilk Snow Brand) that it is business as usual and they just want us to keep doing what we're doing.

"I liken it to a large winery investing into a boutique high-end brand... there is no interest in making us a commodity."

Udder Delights Australia, previously the Udder Delights Group, grew from humble beginnings when Trevor Dunford and wife Estelle acquired two goats – Nell and Nora – for their new family farm in Lobethal in 1995. Their herd grew to 40, hand milking was replaced by machines, and they eventually set up Udder Delights and established the cheese factory in what was previously the Onkaparinga Woollen Mill.

The business now employs more than 40 people, all of whom will retain their jobs, and produces a range of goat and cow milk cheeses.

Dunford and the Sullivans previously each owned 50 per cent of the business, and Sullivan said the sale was precipitated by the fact that her father was planning to retire and wanted to relinquish his share. (The Udder Delights Cheese Cellar at Hahndorf is a separate business, owned by the Sullivans.)

One of the attractions of Megmilk Snow Brand as a buyer was its extensive industry experience: it has been manufacturing yoghurt, butter and cheese for 90 years in Japan, and making white-mould cheese in Australia (under the Unicorn, Nowra Farmhouse and Flinders Estate brands) for around 30 years.

The deal was celebrated in Tokyo last night at an SA Business Network function hosted by state Trade and Investment Minister Martin Hamilton-Smith, who said it would open up major export markets for Udder Delights in Japan and Indonesia.



‘It’s a tribute to the vision of Sheree and Saul Sullivan and Trevor Dunford, who started the Udder Delights brand in the Hills near Lobethal in 1999,’ he said.

Hamilton-Smith said Megmilk managing executive officer Akihiko Uchida was a special guest at the function, and was “very enthusiastic” about the relationship.

“Mr Uchida embraces the opportunity to invest in South Australia and can see more opportunities for our products in the Japanese market.”

Article and Photo reproduced with permission - thanks to Suzi Keen of In Daily – Adelaide’s Independent News

<https://indaily.com.au/>

HEALTH MINISTER REFUSES TO PROSECUTE ON JUICY MILK

After receiving a complaint from SADA’s President John Hunt about products using the term “Milk” to identify themselves, the State’s Health Minister Peter Malinauskas has refused to launch a prosecution on the grounds that the Australian and New Zealand Food Code protects such mislabelling when:

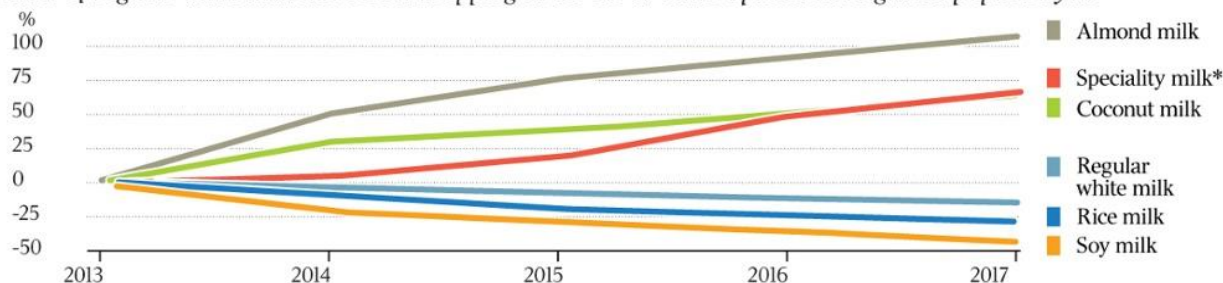
“If a food name is used in connection with the sale of a food (for example in the labelling), the sale is taken to be a sale of the food as the named food unless the context makes it clear that this is not the intention.”

Whilst not part of the legislation the Minister then cites the example given in the Code of “Soy Milk” to reflect his position. The response is disappointing and leaves SADA to consider what steps should be taken moving forward. There are a number of options being explored and we remain mindful of our friends in the Primary sector moving forward, but from a dairy perspective this is still a mislabelling with an intent to buy into the good name of “milk”, as a product.

If the producers of these products were so certain of the integrity of their market place why do they insist on relying on the good name of our product, namely, MILK.

RISING TO THE TOP

Sales of regular white milk have been dropping in the US as other options have gained popularity...



...but sales of regular milk still dwarf the alternatives

Units sold, millions, year-on-year to June 2017



*Includes lactose-free Source: Nielson



BUYING YARDS?

Are you thinking about buying new cattle yards, feeders or ramps? If you are, SADA has links with the Northern Territory Department of Corrections NT Corrections Industries. For 5 years the NT Government has been aggressive in promoting education and training for prisoners and as part of that they manufacture a number of commercial products for sale into the market place. If you're thinking about purchasing some new yards or feeders or nearly anything to do with yard management contact John Elferink at SADA (or on his mobile 0418 406400) and he'll arrange a quote for onsite delivery.



These products are manufactured in Alice Springs and many of the prisoners who work on them hail from Northern South Australia.

MEMBER DETAILS UPDATE FORM

Reminder that we would like you all to send back completed and updated member forms please. It is important for us all that we have a current up-to-date membership list to ensure that information gets to you as quickly and easily as it can. It can be posted, faxed or emailed (contact details on page 1). Thanks.

DAIRY FUND REPORT

Ken Lyons

This report from the SA Dairy Industry Fund highlights the diversity of projects with a common purpose of securing a better future for the dairy industry.

A very successful program that has run in South Australia for 12 years is the **SA All Breeds Dairy Youth Camps** and the Fund is very pleased to be a co-funder of the program for the next two years. Gino Pacitti and his committee will be distributing information (in late January) on next year's Camp which will again be held at the Adelaide Showgrounds.

Topics such as animal health, nutrition, fertility, livestock handling, genetics, equipment maintenance and quality assurance will form the basis of the program. The program aims to provide a constant injection of new enthusiastic employees for the benefit of the entire dairy industry.



Some of Australia's top scientists based at the Adelaide University, Centre of Excellence for Nanoscale BioPhonics, are being funded to develop probes (placed in the milk lines) to provide farmers and processors with "real time" testing of milk quality of individual cows in terms of fat protein and mastitis. The project referred to as the "**Dairy Explorer Project**" is about achieving the "proof of concept" stage.

Following the testing of the probes with suppliers to the Fleurieu Milk Company earlier this year, the results obtained provided sufficient confidence for the negotiation of the next steps in the commercialisation process. Successful commercialisation of the technology would see SA well placed to get early access to the technology. The Dairy Fund would achieve an additional income stream in terms of a small share of the gross sales of the technology.

One of the potential new partners for Dairy Explorer is **DairyBio** in Victoria. DairyBio is a joint venture between Dairy Australia and the Victorian Government and is doing world class dairy research into plant and animal genetics and dairy nutrition. The Dairy Fund while following the next stage of the Dairy Explorer project is also investigating two potential projects with DairyBio. The first is aimed at supporting PhD students to work on dairy research aimed at benefiting the SA dairy industry and the second potential project is about the opportunity for SA dairy farmers and dairy leaders to visit the DairyBio and to be briefed by scientists directly on current and future initiatives to support the industry.

The Fund has received considerable feedback and support during the year from the dairy farming sector to undertake projects that will significantly reduce electricity costs in both the short and longer term. Currently the Fund is consulting with dairy organisations (SADA and DairySA), commercial energy companies, and the State Government's Renewable Technology Fund to continue to explore options that will assist dairy farmers to better manage their businesses. This will build on this year's very successful DairySA Energy Workshops (Sol Energy and SA Power Networks).

Recently the Dairy Fund Board thanked Rick Hinge for the work he is doing with the **Wellbeing Project** and acknowledged the tremendous gratitude and support coming from dairy families. Rick's response was that, "He counts it a privilege to be invited into the family circle and he is committed to making a difference".

Action Plan

SADA has been developing an Industry Action Plan to set the framework for the future of the South Australian Dairy Industry. This plan is about galvanising the mindset of all who are in the dairy chain. The chain is the producer, the processor, the wholesaler and the retailer each of which have a part to play in the process of getting milk from grass to glass or from paddock to plate. Historically it has been too easy to segregate the dairy supply chain into its component parts with each component taking an insular position.

In difficult times that has meant that the relationship between producers and processors for example, has been eroded at the expense of the supply product overall. An Action Plan is a vehicle by which all parts of the chain have a mind and a care about what they can do to improve the image and the performance of the dairy product in the journey from the paddock to the plate.

Businesses that galvanise their focus on the end result are businesses that thrive over time. For those reasons this is plan is the product of wide consultation and input from all sectors in the supply chain. This is a document that needs to be owned by the industry it serves and will be a touch stone for representative organisations that seek to advocate for the industry to legislators, ministers, governments, decision makers and others who have influence in the industry.

If consistent messages are coming from industry to those who can have an effect on industry then positive outcomes will be there for all to benefit. In short and industry that owns shared goals is an industry with a shared future.

If you would like to see the discussion draft of the plan, contact John Elferink at SADA or alternatively visit the website.

ACCC Dairy Inquiry Extended

As we've reported on in the past the Australian Competition and Consumer Commission (ACCC) has been conducting an inquiry into the Dairy Industry nationally. The ACCC has been conducting an inquiry into the competitiveness, trading practices, and transparency of the Australian dairy industry and its effects on the people involved in the industry. On 27 October 2016 the Treasurer, the Hon Scott Morrison MP issued a notice requiring the ACCC to hold an inquiry into the competitiveness of prices, trading practices and the supply chain in the Australian dairy industry.

On 28 September 2017 the Treasurer extended the reporting period for the inquiry. The ACCC must submit its report following the inquiry to the Treasurer by 30 April 2018. The ACCC will release an interim report by 30 November 2017 and will seek industry feedback on this interim report. The terms of reference for the inquiry were set by the Treasurer.

As part of the ongoing inquiry and with regard to misconduct generally in the primary sector, the ACCC has established a website that will enable a complainant to report misconduct without being identified. The link to the reporting site is:

<https://app.whispli.com/acc-report-an-agricultural-issue-anonymously>

In the mean time we at SADA look forward to the release of the interim report and we will be going through it carefully and passing on relevant material to our members.



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SADA Newsletter

November 2017

SA Dairyfarmers' Association Inc

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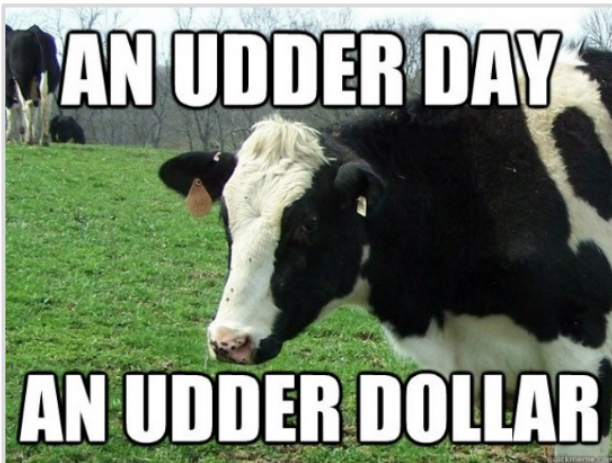
Website: www.sada.asn.au

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SOUTH AUSTRALIAN DAIRY INDUSTRY ACTION PLAN

Consultations have commenced on the 2018-2023 South Australian Dairy Industry Action plan. This plan is a blueprint on the future direction of the South Australian dairy industry and SADA is seeking input from all sectors in the dairy chain from producers through to processors and retailers.

The draft plan reflects on recent history to offer guides to the future of the industry in South Australia and makes suggestions in relation to important issues such as attention to new markets, the state of the international dairy industry, consumption expectations in emerging economies as well as issues of farm biosecurity and animal welfare practices.



The plan is about galvanising the mindset of all who are in the dairy chain. The chain is the producer, the processor, the wholesaler and the retailer each of which have a part to play in the process of getting milk from grass to glass or from paddock to plate.

Historically it has been too easy to segregate the dairy supply chain into its component parts with each component taking an isolated position. In difficult times that has meant that the relationship between producers and processors for example, has been eroded at the expense of the product overall. An Action Plan is a vehicle by which all parts of the chain

have a mind and a care about what they can do to improve the image and the performance of the dairy product in the journey through the supply chain.

Businesses that galvanise their focus on the end result are businesses that thrive over time. For those reasons this is plan will be the product of wide consultation and input from all sectors in the supply chain. This is a document that needs to be owned by the industry it serves and will be a touch stone for representative organisations that seek to advocate for the industry to legislators, ministers, governments, decision makers and others who have influence in the industry. If consistent messages are coming from industry to those who can have an effect on industry then positive outcomes will be there for all to benefit. In short, an industry that owns shared goals is an industry with a shared future.

Recently a meeting was held in Mount Gambier which was attended by a cross section of the industry in the area and was also attended by other interested parties including local government.



Issues discussed at the Mt Gambier meeting included the need for the South Australian dairy product to be part of the greater Australian product when it came to exports and the right of farmers to choose the models that are appropriate for them when producing milk.

A copy of the draft Action Plan can be found on the SADA website. We encourage you to visit the site and give feedback on the proposed plan.

The next meeting will be held in Meningie as detailed below.

Meningie

Wednesday 29 November

12.00pm – 2.00pm

Lake Albert Hotel, Meningie

38 Princess Highway, Meningie

Light lunch provided

Further consultation sessions will be held in Hahndorf and Mt Compass in early December and you will be advised of the dates via email when they have been confirmed

B-D FARM PARIS CREEK SALE: SOUTH AUSTRALIAN INVESTMENT BOOST

SIMONE SMITH, The Weekly Times

THE proposed sale of an organic dairy processor in South Australia for \$34 million is further proof there is interest in investing in the state's dairy industry, South Australian Dairyfarmers' Association Chief Executive Andrew Curtis said.

Last week, biodynamic and organic dairy processing and manufacturing company B-d Farm Paris Creek Pty Ltd, based near Adelaide, confirmed it had entered into a binding agreement with Australian Securities Exchange listed Primary Opinion Ltd to sell the business.

The sale is expected to be finalised at the end of this year and is subject to Primary Opinion Ltd shareholder approval.

The sale comes a couple of months after Japanese dairy giant Megmilk Snow Brand paid \$14.04 million for a 90 per cent stake in a boutique cheese business in South Australia called Udder Delights (see October SADA Newsletter)

It also follows Beston Global Food Company buying the Murray Bridge and Jervois processing plants from the now defunct United Dairy Power two years ago and the Midfield Group, of Warrnambool, building a dairy processing plant at Penola in the state's South East with global agribusiness giant Louis Dreyfus Company.

Mr Curtis said there had been a lot of investment in the South Australian dairy industry and now dairy farmers were seeking surety from processors they were here for the "long haul" to promote confidence at the farmgate.

Mr Curtis said some farmers would be interested in pursuing organic dairy farming, but not many, as it was a different management style.

Throughout the sale process the Primary Opinion team, led by former Bellamy's chief executive Laura McBain, "consistently demonstrated a strong commitment to growing the company's organic milk supply, investing in the B-d Farm Paris Creek brand and upholding the principles and culture of the B-d Farm business", according to a statement from M & A Partners, the firm advising B-d Farm Paris Creek Pty Ltd.

B-d Farm Paris Creek was founded 22 years ago by Helmut and Ulli Spranz. They applied the principles and practices learned from working as dairy hands in the Swiss Alps to become pioneers of biodynamic organic farming in Australia.

B-d Farm Paris Creek has recently upgraded its processing capacity from 10 million litres a year to 30 million

litres a year. It is understood the business' current milk intake is about 11 to 12 million litres a year. It produces a range of products including, milk, cheese, butter and yoghurt.

B-d Farm Paris Creek has a gross revenue of \$19.8 million in the 2017 financial year.

Primary Opinion's 2017 annual report showed it made a loss before tax of \$10.27 million.

Note: SADA will continue to work with all dairy companies to ensure the best possible outcomes for its members.

INTERNET SPEED – NBN ISN'T THE ONLY APPROACH

Regularly we hear from members regarding their disappointment about internet and phone coverage on their farms.

Recently I brought a house just south of Adelaide in the Onkaparinga foothills. When we moved in the ADSL connection was awful, so we enquired into the possibility of the NBN being available. That was still months away and it was going to be expensive.

As a consequence, my wife and I, started shopping around and we came across a business called Nuskope, who provide a wireless service to the tower. After setting up on our roof with a small dish, our internet speed was flawless. We can now run four iPads and a television without a glitch using the service. The astonishing thing is that the speed delivered is substantially cheaper than a similar NBN package. It is also possible to take phone calls in our home through the wireless unit.

Nuskope isn't the only provider of these services in South Australia and we are not endorsing them as a business per se, but we did take time to meet with them recently in Adelaide.

There are technical limitations to what they do. Essentially, they need a line of sight to a tower and there is a distance limit of about 15 kilometres, (this can be boosted if needed). Moreover, they are limited at this time to the greater Adelaide area and South toward the bottom of the Fleurieu Peninsula. Nevertheless, they are looking to expand into other areas and if there is a sufficiently large customer base (and they don't need a huge number to justify the investment) then they will be prepared to expand.

Because they are local and still reasonably small they are agile. So, if farmers in the Mt Gambier area are interested in decent internet speed we here at the SADA offices are more than happy to see if we can get Nuskope, or someone like them, to see if they can put together a package. This will be dependent on the number of expressions of interest.

It is likely that some farmers in the Adelaide Hills are already in line of sight of their network.

If you want details of Nuskope or another similar provider please contact them directly or come through me, John Elferink, at SADA and we'll see what we can put together.

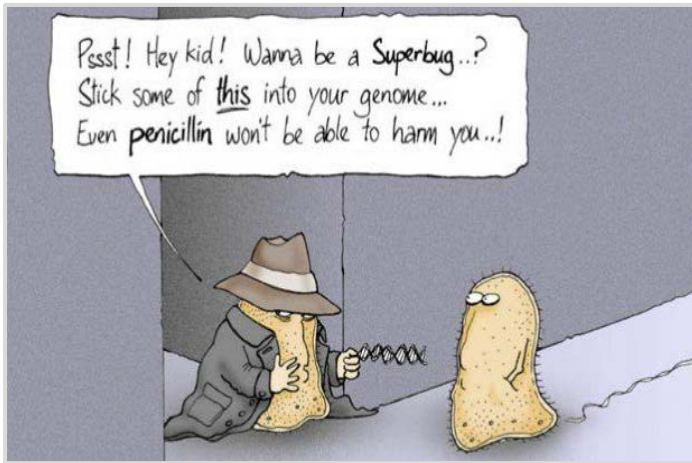
ANTIBIOTIC RESISTANCE IS A GENUINE THREAT

The World Health Organisation, (WHO) is recommending that farmers and the food industry stop using antibiotics routinely to promote growth and prevent disease in healthy animals. The new WHO recommendations aim to help preserve the effectiveness of antibiotics that are important for human medicine by reducing their unnecessary use in animals. In some countries, approximately 80% of total consumption of medically important antibiotics is in the animal sector, largely for growth promotion in healthy animals.

Refer to the:

[WHO guidelines on use of medically important antimicrobials in food-producing animals](#)

(Either follow the link if you're reading the electronic version of this newsletter or google the above to take you to the link.)



Overuse and misuse of antibiotics in animals and humans is contributing to the rising threat of antibiotic resistance. Some types of bacteria that cause serious infections in humans have already developed resistance to most or all of the available treatments, and there are very few promising options in the research pipeline.

"A lack of effective antibiotics is as serious a security threat as a sudden and deadly disease outbreak," says Dr Tedros Adhanom Ghebreyesus, Director-General of WHO.

"Strong, sustained action across all sectors is vital if we are to turn back the tide of antimicrobial resistance and keep the world safe."

A systematic review published today in *The Lancet Planetary Health* found that interventions that restrict antibiotic use in food-producing animals reduced antibiotic-resistant bacteria in these animals by up to 39%. This research directly informed the development of WHO's new guidelines.

WHO strongly recommends an overall reduction in the use of all classes of medically important antibiotics in food-producing animals, including complete restriction of these antibiotics for growth promotion and disease prevention without diagnosis. Healthy animals should only receive antibiotics to prevent disease if it has been diagnosed in other animals in the same flock, herd, or fish population.

Where possible, sick animals should be tested to determine the most effective and prudent antibiotic to treat their specific infection. Antibiotics used in animals should be selected from those WHO has listed as being "least important" to human health, and not from those classified as "highest priority critically important". These antibiotics are often the last line, or one of limited treatments, available to treat serious bacterial infections in humans.

"Scientific evidence demonstrates that overuse of antibiotics in animals can contribute to the emergence of antibiotic resistance," says Dr Kazuaki Miyagishima, Director of the Department of Food Safety and Zoonoses at WHO. "The volume of antibiotics used in animals is continuing to increase worldwide, driven by a growing demand for foods of animal origin, often produced through intensive animal husbandry."

Many countries have already taken action to reduce the use of antibiotics in food-producing animals. For example, since 2006, the European Union has banned the use of antibiotics for growth promotion. Consumers are also driving the demand for meat raised without routine use of antibiotics, with some major food chains adopting "antibiotic-free" policies for their meat supplies.

Alternative options to using antibiotics for disease prevention in animals include improving hygiene, better use of vaccination, and changes in animal housing and husbandry practices.

WHO's *Guidelines on use of medically important antimicrobials in food-producing animals* build on decades of expert reports and evaluations of the role of agricultural antibiotic use in the increasing threat of antibiotic resistance. They contribute directly to the aims of the *Global action plan on antimicrobial resistance* adopted by the World Health Assembly in 2015 and the *Declaration of the High-Level Meeting of the United Nations General Assembly on Antimicrobial Resistance*, adopted in 2016.

A REMINDER OF DAIRY AUSTRALIA'S DAIRYBASE FARM ASSISTANCE TOOL

DairyBase is a free computer/web based program to assist dairy farmers in managing their businesses by Dairy Australia on behalf of dairy farmers across the nation.

The system has been established to provide dairy farmers with a web based tool to help manage their farms,

and service providers and the Australian industry with a national database of dairy farm performance information. This includes data from the Dairy Farm Monitor Project (DFMP) and other validated Datasets from consultants and service providers at a later date.

DairyBase has been developed by Dairy Australia, in collaboration with DairyNZ, to provide dairy farmers with a web based system to measure their business performance over time and undertake comparative analysis for their business.

DairyBase offers dairy farmers a free web based system to measure their business performance over time and undertake comparative analysis for their business.

If you are just starting out with the system then the best reference point is to download the DairyBase User Guide which provides a detailed explanation of getting started with your first dataset.

The first time you log in you will be asked for some details. This allows DairyBase to identify you and provides security around your data and information. It doesn't take long and is only required the first time you log in.

Steps to get started:

- Go to www.dairybase.com.au and click 'Log in'
- You are now at the log in page. Click 'Please register me as a new Dairy Australia user'
- Fill in your details and tick the box to agree to Dairy Australia's privacy policy. Click 'Register'.
- Your new user application will take 24 hours to process. You will receive an email confirmation including your 'user name' and password. The user name provided will be your email
- You can now go to 'Log in' at dairybase.com.au and use the user name and password provided to enter your farm's physical and financial information



If you require further assistance after reviewing the DairyBase User Guide and Expert User Guide you can contact the DairyBase team at dairybasesupport@dairyaustralia.com.au or on 1800 548 073.

UPDATE DETAILS

Please don't forget to post, email or phone through your amended contact details. We constantly strive to keep our members up-to-date with all that is happening within the dairy industry and this can't be done effectively if your contact details change.

Also, if you change your processor we need to know to enable you to continue your membership as your membership doesn't follow you from one processor to another. If you are receiving this Newsletter and shouldn't be please also advise the office.

SADA WEBSITE

Don't forget to check out SADA's new website for all the latest from SADA www.sada.asn.au If you haven't already registered for member access it is very easy. Just click on the red member login button at the bottom of the home screen and follow the directions. Members can then access Industrial Relations information, SADA submissions, previous newsletters and updates, media releases and much more.

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-  Farm Legal Liability
-  Farm Machinery Breakdown
-  Farm Electronic Equipment
-  Farm Burglary and Theft
-  Motor Vehicle
-  Personal Legal Liability
-  Domestic Workers (WA only)
-  Classic Home
-  Standard Home
-  Personal Valuables
-  Pleasure Boat
-  Personal Accident and Illness

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SADA Newsletter

December 2017



SADA CRITICAL OF ROYAL COMMISSION ANNOUNCEMENT

The announcement by the South Australian government is being described as unwise by SADA President John Hunt. Whilst it looks impressive on the surface the decision to refer the causes of a break down in the Murray Darling arrangements to a South Australian Royal Commission for events that are effectively NSW based will gag the robust advocacy that we need in on behalf of South Australians. The Murray Darling authority has already reported that the systems in Victoria and South Australia are robust enough to advance the needs of the scheme, but it is shortcomings particularly in New South Wales that is causing problems. The NSW ICAC a body with Royal Commission type powers is already investigating what is happening in that state.

The challenge in South Australia if a Royal Commission is called is to get anything done. It is the nature of these Commissions that all who are likely to be called as witnesses will take a position that will mean that they will say nothing because the matter is before a Royal Commission. Minister Ian Hunter will be similarly hamstrung because if he makes any comment he will be asked why he isn't waiting for the report of the Royal Commission.

Moreover, the issues for the Commission are well known. This isn't a case of a suggestion of institutionalised corrupt conduct of cover up. The matters of alleged water theft are already under investigation. So there is no clear suggestion as to what the Royal Commission is going to report into. There have been no circulated terms of reference and the Commissioner has not yet been identified.

For these reasons the haste of the Opposition to sign up to this is also odd. Surely, they should have asked for more information before saying "me too". A Commission of this nature is a lumbering massive organisation. The recent, "quick", Royal Commission in the NT took seven months longer than expected and cost \$54 million.

By the time this Commission reports ICAC and other investigative bodies will have long since done their work and South Australian representatives on both sides of politics will have silenced themselves during a time that we need their advocacy more than ever.



Merry Christmas

The SADA CEO, Board and Staff would like to wish you and your family a very joyous Christmas and a safe and Happy New Year.

The SADA Office will close on Friday 22 December and will reopen on Monday 8 January.

For all matters needing immediate action please call Andrew Curtis on 0419 037 569.



A NEW LOOK FOR ADF by David Inall

It is well recognised throughout the dairy industry as well as within Government that the past year or so has been tough. And as is always the case in our great industry, there is never any shortage of issues; today is no different.



In order to stimulate a forward-focussed outlook, and a more strategic approach to meeting the needs of our members, Australian Dairy Farmers is working towards building a comprehensive strategic plan. The rising cost of energy is an important issue for South Australia, as it is for the rest of Australia as well. Access to a reliable workforce, water security, the ACCC report, trade and market access, sustainability, farm safety, animal health and welfare and biosecurity are just a few of the priorities that are likely to be among our headline issues. Layered on top of this will be heightened activity in Canberra, with a greater presence and influence required in the nation's capital.

Furthermore, we need to look further afield than simply our own organisation. We believe it is timely to start the conversation about a whole of industry vision and plan, and the need to provoke change. There is no time like the present for industry to discuss how we can work better together to seize emerging opportunities in global markets and food trends.

We need all of industry pulling together in the same direction, so we can take on our competitors. Collaboration is key; we have to get better at forming strategic alliances. We need to work out, together, how we can make the Australian dairy industry more successful, and not just in our own patches.

And let's be unapologetic about focusing on outcomes, because we need to compete with the best in the world and we have some work to do – so let's start today.

Terry Richardson - ADF President

Terry Richardson operates a dairy farm with his family in Deans Marsh, South West Victoria, where he has lived since 2004. The farm has seasonal calving pattern and milks 600 cows.

Terry was appointed an ADF Business Director in November 2015 and was appointed acting President in December 2016 until his election as President in November 2017. Terry has held a number of positions in the dairy industry, both in New Zealand and Australia. He was a director of Kiwi Co-operative Dairies for seven years and a dairy consultant with Agriculture New Zealand for seven years. After moving to Australia he joined his local UDV branch and was later appointed to the South West Regional Extension Committee. He was previously Chairman of Warrnambool Cheese and Butter Company and was a director of the company for eight years. Terry has also served on many community boards and committees. Terry completed a Bachelor of Agricultural Economics, a Diploma of Business Studies, and is a Member of the Australian Institute of Company Directors.



Simone Jolliffe - Director

Simone Jolliffe's passion for agriculture was fostered by her family, and a childhood spent on a beef cattle farm. Simone has embraced the commitment, intensity and challenges of dairy since joining her husband, Neil, on the Jolliffe farm in 2000. Situated on the Murrumbidgee River, near Wagga Wagga, NSW, Neil and Simone purchased the property in 2008. Farming with her husband and young family, Simone is involved in all aspects of the business from livestock and pastures, through to finances and human resource management.

Simone joined the ADF Board in January 2014, was elected to President in November 2015, and held this position until she assumed the role of Vice President in May 2016. Simone is Deputy Chair of Dairy NSW's Board, and an AICD graduate. Simone is passionate about grassroots support to farmers. She has a strong community leadership base having been involved with: Young Cattleman's Union; Holstein Australia, Murrumbidgee Branch; Possum's Daycare and Rainbow Preschool Management committees; North Wagga Public School's Parents and Citizens Association. Simone completed a Bachelor of Rural Science at the University of New England, Armidale.

Bruce Donnison - Director

Bruce Donnison has more than 30 years' experience across the total Dairy Industry supply chain in NZ and Australia.

He led the Australian 50/50 joint venture between Fonterra and Bonlac Foods Ltd in 2003 which subsequently moved to the 100% formation of Fonterra Australia in 2005. He continued a commercial career as Managing Director Ingredients for Fonterra Australia, responsible for farmer relationships, manufacturing and Ingredient sales and marketing. Bruce has also held a non-farmer director role with Dairy Australia, an organisation responsible for the farmer investment into Research, Development and Adoption of new technologies across the Australian Dairy supply chain.

Bruce is a Director at Van Diemens Land Co., a Board member of Moonlake Pty Ltd and a Director with Compass Agribusiness - a dairy consulting business. He is also involved directly in a number of farming investments in Tasmania.



John Versteden - Director

John Versteden joined the ADF National Council in 2014 and Chaired the People PAG, which was after a 12-month absence from any major industry involvement, following on from his role on the Gippsdairy Board with the last 3 years as Chair. The lack of involvement over that 12-month period reinvigorated John's desire to contribute further in assisting to continue to provide a sound foundation for dairy farmers to have a sustainable and healthy future in the industry. John has a long history of industry involvement at various levels over the term of his career with a strong interest in people capability building being the basis for good decision making. John is also currently UDV Vice President.



John and his wife Lyn farm at Longwarry in West Gippsland milking approx. 650 cows on 200 ha. John and Lyn have progressed through the more traditional wages, share-farming, leasing, ownership stepping stone model after initially having a career in the construction industry. John and Lyn have 2 adult daughters and 8 grandchildren

Victoria Taylor - Independent Director

Victoria Taylor brings over two decades' experience in agricultural policy and communications, non-profit management and stakeholder engagement to the Board. A former Executive Director of the Ricegrowers' Association of Australia, she is passionate about the development of profitable and sustainable agricultural industry associations.

Victoria is a Ministerial appointment to the Rice Marketing Board for the State of NSW and an Independent Director of the Safety Institute of Australia. She owns a business that provides strategic policy and communications support to industry and government clients in primary industries and manages the Horticulture Strategy under the National Primary Industries RD&E Framework on behalf of Commonwealth and State agencies. She is a Graduate of the AICD Company Directors Course.



HOW'S YOUR ACCOUNTING GOING?

As you will have noticed in last month's newsletter we at SADA are looking at businesses that may help you run your farm more effectively. This week we're profiling the Xero accounting package, which is a software package that is supported with qualified advisors.

There are a number of accounting packages in the market place at the moment such as MYOB which help all manner of businesses do their work. Xero is a later starter in the market place and provides not only accounting software but also accounting support. South Australia's local Xero representative, Steve Balch, has many years' experience as a CEO in a number of businesses and he fully endorses the Xero product.

Essentially the cost is from a starter pack price of \$25 per month to a commercial package of \$60 per month that gives you a supported accounting system that you can manage from a smartphone tablet or computer anywhere at any time and your adviser works with you being able to read from the same files. The software also enables you to chase up outstanding invoices while you sleep. Better management means better cashflow.

If you want more information regarding Xero either call John Elferink at the SADA Office or alternatively call Steve Balch directly on 0417 858758.

INTERIM REPORT ACCC

As expected, the release of ACCC's Dairy Inquiry - Interim Report has confirmed what many dairy farmers have long said, there is significant imbalance in market power in the dairy supply chain. Pleasingly many of the farmer's complaints have been supported. It is a bit of a read (226 pages) but the best bits are from page 14 – 23 and the three pages of recommendations that follow. We have tried to condense the report to one page here with a link at the bottom to the full report.

Retailers came off second best but a long way behind the farmers. The \$1 milk is discussed at length and price leverage on the processors is particularly criticised. The ACCC maintains that the original introduction of the \$1 litre milk wasn't the issue. It was the subsequent leverage that grew from the associate volumes that causes processors to screw down on producers.

Central to the ACCC's findings is the raging disparity between the bargaining position of the processors and producers. This is reflected in the interim recommendations:

Contracting practices

1. Processors and farmers should enter into written contracts for milk supply that are signed by the farmer.
2. All processors should simplify their contracts where possible, including by minimising the number of documents and clearly indicating which documents contain terms and conditions of milk supply.
3. Milk supply contracts should not include terms which unreasonably restrict farmers from switching between processors.
4. The industry should establish a process whereby an independent body can administer mediation and act as a binding arbitrator or expert in relation to contractual disputes between farmers and processors.
5. Farmers should ensure they have properly considered the legal and financial implications of contracts with processors.



Farmgate milk prices

6. Processors should publish information identifying how their pricing offers apply to individual farm production characteristics to enable better farm income forecasts.

Improvements to the voluntary industry code

7. The Voluntary Dairy Code should be strengthened

Notwithstanding Recommendation 8, the Voluntary Code will continue to operate for at least the short-to-medium term with amendments which include a comprehensive dispute resolution process in processor milk supply agreements, including where this relates to compliance with the Voluntary Code itself and processors to provide timely price and other contract information before requiring farmers to make a decision about renewing a contract.

8. A mandatory code of conduct within the Competition and Consumer Act 2010 should be considered for the dairy industry.

The ACCC considers the issues identified and examined in this inquiry are serious enough to warrant being addressed by a mandatory code of conduct to apply to processors.

The report is available on the ACCC [website](#).

SADA will be working with the ADF to provide submissions to the ACCC by 31 January 2018 and we would welcome any comment from members. We will also seek to meet with the ACCC in February ahead of the final report release on or before 30 April 2018.

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MEETING WITH SA POWER NETWORKS - FARM ACCESS FOR TREE LOPPING

Recently SADA met with the SA Power Networks Arborists Reference Group regarding access to farms when lopping trees in the area of infrastructure such as poles and wires. In many instances these networks pass through the farms of our members and access is needed by SA Power Networks or their contractors to manage the lines including tree lopping.

The lopping is required for a number of reasons not least of which is the need to protect the infrastructure but also the important function of bush fire control. This is a lesson that was learned a number of years ago after the bushfires in Victoria.

Nevertheless, SA Power Networks and their contractors must be mindful of the bio security implications of vehicles travelling from farm to farm. Recently SADA has made available bio-security contact signs, some of which have been delivered on farm. These signs enable the farmer to list their contact details on the front gate of the farm.

We have alerted SA Power Networks to these signs where they exist so that if access is required on farm then there is a contact with the farmer in the first instance. Even if there is no biosecurity sign we have

recommended to SA Power Networks that they have a protocol of contact and office/homestead visitation before they enter the farm. Not only because it is good bio-security practice, but it is also simple common courtesy.

To the credit of SA Power Networks they have indicated that they understand and take the issue very seriously. They have also indicated that they are prepared to work with SADA to work up some protocols regarding bio-security. SADA and Livestock SA will continue to work with SA Power Networks to develop those protocols.

SADA has also offered to meet with the contractors and their crews to outline good bio-security practices on farm.

A HELPING HAND FOR COWS IN THE HEAT

Dairy farmers can now breed for greater heat tolerance in their herds. DataGene's December release of Australian Breeding Values (ABVs) includes the world-first Heat Tolerance ABV.

Australian dairy farmers are familiar with the impact of hot, humid weather on their herds. Now they can add breeding to their toolbox of ways to help cows handle the heat.

Dr Matt Shaffer, DataGene CEO, said that although environment and management conditions had a big impact on a cow's response to the heat, genetics also played a role. "Advances in genomics allowed the Dairy Bio team to identify gene markers for heat tolerance. The Heat Tolerance ABV allows farmers to identify animals with greater ability to tolerate hot weather with less impact on production," he said. To breed for improved heat tolerance, look for bulls with a high Balanced Performance Index (BPI) and a Heat Tolerance ABV of greater than 100. Use a team of bulls to allow for the lower reliability.



The reliability of the Heat Tolerance ABV is 38% which is in line with the newer generation of genomic-only traits. Like all new ABVs, reliability is expected to improve with time, as more data becomes available. Heat tolerance is favourably linked with fertility and unfavourably with production. This means a strong focus on heat tolerance bulls may improve fertility but compromise production.

"If breeding for heat tolerance, look for the exceptional animals that are strong for both BPI and heat tolerance," he said.

The Heat Tolerance ABV was developed with funding from the Australian Department of Agriculture and Water Resources.

For more information contact: DataGene 03 9032 7191 or enquiries@datagene.com.au or www.datagene.com.au or click [here](#) for a fact sheet on heat tolerance

SADA WEBSITE

Don't forget to check out SADA's new website for all the latest from SADA www.sada.asn.au If you haven't already registered for member access it is very easy. Just click on the red member login button at the bottom of the home screen and follow the directions. Members can then access Industrial Relations information, SADA submissions, previous newsletters and updates, media releases and much more.

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WFI Rural Plan consists of a range of different policies, covering a wide variety of risks. This approach gives you greater flexibility, and if circumstances change it is easy for you to add another policy.

WFI Rural Plan policies you can choose from:

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-  Farm Loss of Income
-  Farm General Property
-  Farm Transit
-  Farm Legal Liability
-  Farm Machinery Breakdown
-  Farm Electronic Equipment
-  Farm Burglary and Theft
-  Motor Vehicle
-  Personal Legal Liability
-  Domestic Workers (WA only)
-  Classic Home
-  Standard Home
-  Personal Valuables
-  Pleasure Boat
-  Personal Accident and Illness

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