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January 2020

SADA NEWSLETTER

All hands on deck for joint SADA and Livestock SA response to SA Bushfires

SADA and Livestock SA have teamed up to help farmers impacted by the South Australian bushfires, assisting where ever each organisation was required. There is little doubt that it has been many years since farmers in South Australia have suffered as much as a result of fires in this state.

Dairy farmers in the hills have a mixed bag of stories ranging from close escapes to utter devastation. SADA and Livestock SA were quick to establish a feed collection point at Oakbank. While there are no dairies on Kangaroo Island SADA was happy to lend its personnel to the cause of getting food onto the island to help our fellow farmers in the state.

Cudlee Creek fire impacted approximately 530 PICs (properties). Stock losses are in the order 3600 head - mainly sheep. Livestock SA has been managing the fodder depot since 23 December. Approximately 850 tonnes of donated fodder has been received and for the most part disbursed to date. The depot will operate as required until 20 Jan. We are now

working with producers (large and small) to plan for the coming months .

The Keilira fire was another fire SADA responded to. The



fire scar estimate is west of Ballater Road, has crossed over Woolumbool Road to the east. It's north of Long Island and east of Blackford Taratap Range. Fire has many fingers travelling in a northerly direction with most of the northern edge active. High voltage power lines in path of fire control. At least

23,000 hectares has been burnt, consisting of livestock (sheep & cattle), cropping and native vegetation. At least



15 PICs in the area are being contacted. Significant livestock losses (1000s) are indicated but no firm data as yet.

One PIRSA team is visiting properties today. Livestock SA is in contact with many affected producers and will work to ensure support is provided as needed. Many proper-

ties are utilising existing networks to access emergency fodder.

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2019 Year in Review from the President

Reflecting on the past year I always try and measure our relevance in the **advocacy** space and what benefits we are delivering to our members. We have reporting measures to gauge the performance of the organisation, though sometimes hard to explain to members our door is always open.

The season itself has been challenging for some in the north and **drought** has taken its toll. Great to see Government offering some relief by releasing the water for fodder scheme, also council rates and pastoral rent reductions and more funding for rural business support to help farmers make decisions around their future.

The **GM debate** did not go as planned when politics got in the way of an outcome for farmers.

With the **Federal Election** we managed to get our lobbied election package which included \$10 million energy grants, \$500k to Dairy Australia to extend financial literacy for farmers, \$150k to ADF to help develop code of conduct, \$300k to explore and develop block chain technology, \$3m to assist farmers in setting up cooperatives and other businesses, \$8.1m into ACCC agricultural unit and also a specialized Dairy specific person to oversee the dairy industry. Something we stated in our submission was that we needed the ACCC to act as the policeman on the beat, not the ambulance at the bottom of the cliff. ACCC has expanded on this further by setting up a dairy specific committee to oversight the code of conduct implementation.

On top of this a **Drought relief package** has been rolled out including \$2m interest free loan for 3 years, 100 GL water buy back scheme for fodder, \$15m for schools and families, \$180m into councils, \$138 into road infrastructure, \$200m into community projects, \$100k for families over 3 years for farm hold allowance packages, and a \$4B fund which Australian Government can access the interest.

The reason for explanation of above is that we do communicate with **Minister McKenzie's** office, we also work with ADF and PPSA on advocacy matters and explain exactly what farmers are going through in these tough times and also what opportunities there are, sometimes you come out of these meetings and think did we get through, though when you see some of the packages come through it does give you comfort that you are being heard, all the while acknowledging what Government can and can't do.

Dollar Milk was great to see the back of, took a lot of work over years to get a result. After a tele conference with Woolworths with all States they were the first to lift, which was a big call as they look at the whole trolley of groceries they could lose if people don't want to pay the extra 10c for milk, Coles & Aldi took a bit more to convince though after they were made aware of a media campaign targeting their lack of empathy they soon changed their mind. Must be stated ADF had a big contribution along with our other state organisation

Trespass has been an emotional issue for a lot of farmers, great to see all states working through, our peak body ADF were able to get sentences increased and make sure there was a conviction which will impact criminal's ability to travel. Farm Maps lost their non charity status by encouraging people to break the law and their CEO fired from her role. How you measure this outcome I am not sure, other than farmers knowing we won't stand for that sort of behaviour.

Mandatory Code of Conduct has taken a lot of consultation from all states to make sure all concerns addressed and have managed to come to a consensus of what all believe needs to be in the code. Politicians have used this as a bit of a football but we assure you all states have come to an agreement and ACCC will oversee.

Dairy plan was the chance for all farmers to have their say about the industry and managed to come to a consensus of the key points farmers believe industry needs to address, which will come out for consultation. Great to see the turn out of SA Farmers who were very measured and forward thinking.

Murray Darling Basin has taken a lot of working through. Our main concern if they revisit the plan farmers could be a lot worse off. Warren Jacobs, Andrew Curtis and Michel Conner went to Northern Victoria to get first-hand the concerns of farmers in that region and found most farmers were keen on getting outcomes that will benefit all on the river as well as environment.

SA Action plan has been developing nicely with the dairy summit in November being a great success. Was great to be in a room with all industry concentrating on what opportunities are out there for SA, positivity and willingness to grow was the key things I took away as well as processors and farmers working together for mutual benefit.

Our relationship with DA, ADF & DSA continues to grow with a common theme that we will do what we can to make sure our farmers businesses can benefit by the work we put in.

Congratulations must go to **Rick Gladigau** for being elected onto the ADF board, Rick has a wealth of experience but more importantly a clear vision for our industry which he states "need us all to unite and work as a team to get the outcomes required".

Also **thanks to our team** in the SADA offices, we are very fortunate to have Andrew Curtis, John Elferink and now Ash Pulford on board who have the same passion for the dairy industry as we do as farmers. Please feel free to call into our office for a chat, Alison, Kelly or Jo will welcome you with a coffee and steer you in the right direction, Alyssa will help you with numbers or just about anything. Our office has a great environment and are all there to make sure we provide strong leadership and effective advocacy enabling a growing profitable sustainable industry for our members and future members.

I hope that you all had a Merry Christmas and I wish you all the best for the new year.

The whole Milk and nothing but the milk . . .



New Dairy Code of Conduct is Law

A 'Historic Day' as the Mandatory Code is released to benefit dairy farmers.

The final version of the Dairy Code of Conduct has been released by the Federal Government months ahead of schedule. The announcement by the Federal Agricultural Minister Bridget McKenzie was to help "level the playing field".

Its implementation is based on recommendations to the ACCC which found that in 2018 especially, significant and "unacceptable" imbalances in power ran throughout the supply chain.

The code will operate to govern the relationship between the milk processors and the dairy farmers, as processors will now be required to tell farmers how much they are going to be paid over the time frame of their contracts.

The code will come into effect from 1 January 2020.

A huge win for the farmer is the banning of retrospective step-downs as well as the banning of prospective step-down except for in exceptional circumstances.

The ACCC has updated and improved its dispute resolution process and will now have the power to issue fines to processors if the code is breached.

Australian Dairy Farmers CEO David Inall said; "Farmers really want to know someone has got their back. They want to know there is somewhere to go if there is a problem. They didn't previously have that overseeing cop and [now] there is."

For more information on the Mandatory Dairy Code of Conduct, or if you have any questions, don't hesitate to call SADA or John and they'll be happy to help.



SA farmer elected to ADF board.

South Australian dairy farmer Rick Gladigau was elected to the Australian Dairy Farmers board.

Mr Gladigau, from Mt Torrens, was elected to the five-member board for a three-year term.

He joins Victorian dairy farmers Terry Richardson and John Verstedden, former Fonterra executive and Tasmanian dairy farm owner Bruce Donnison and independent director Victoria Taylor, who was re-elected on Thursday for a two-year term.

Mr Gladigau has been a board member of state dairy farmer

organisation South Australian Dairyfarmers Association since 2007 and is the organisation's treasurer.

He also sits on the National Farmers' Federation's trade committee and the ADF markets, trade and value chain policy advisory group.

Mr Gladigau was a SA representative on the Dairy Farmers Co-operative Board from 2013-2016 and was chair of the company's milk pricing committee during his tenure.

He told [Stock Journal](#) in his time in the dairy industry there had been many changes.

"My Dad always said to me, 'there's no point in whinging about things if you're not willing to be involved and make a difference' and that's why I nominated for this position," he said.

It was important to be part of the national policy leadership in the dairy industry.

"Dairy has certainly gone through a tough time, but I feel it is coming out the other side," he said.

"Strength in policy and direction is what we need as a business and we have one go with the Australian Dairy Plan, I see that as the base to grow the industry."

South Australian Dairy Summit Wrap Up

In November 2019, Innovative Influences facilitated the Dairy Industry Summit initiated by South Australian Dairyfarmers Association in collaboration with PIRSA and DTTI. The purpose of the summit was to seek direction from the industry on how to achieve the aims of the South Australian Dairy Industry Action Plan and increase growth in the Dairy Sector across the supply chain in support of the Government's Growth State initiative.

Specifically, the Summit sought to deliver the following outcomes.

- Identification of blockages, barriers and limiting factors across the supply chain
- Identification of actions to overcome blockages, barriers and limiting factors
- Clarity around which initiatives are most impactful
- Identification of lead organisation for actions
- Determination of next steps and accountability.

The South Australian dairy industry is one of South Australia's major agricultural industries. Dairy products are sold locally in South Australia as well as interstate and exported overseas. Dairy is now Australia's third largest agricultural industry, with South Australia producing nearly 10% of Australia's total production. Compared to the national averages South Australia has outperformed all other states in its production including the fat and protein delivered. South Australia's dairy industry consistently produces product which is demonstrably of a higher standard than the rest of the country. The Dairy Action Plan identifies the

following areas of focus and key objectives for 2019-2024.

- The development of the South Australian product as a premium product.
- A strong focus on the export market dovetailing on Australia's excellent reputation as the best clean green natural supplier of dairy products, while positioning South Australia as being recognised as the best of that best.
- Demonstrating that South Australia has the highest animal welfare standards. Improved communication across the supply chain.
- Working with the strategic direction of South Australia as a jurisdiction.
- The dairy industry takes a more aggressive posture in dairy related issues.
- Development of training models and succession plans for the future of the industry.
- Promoting the industry as an industry with prospects.

The State Government is implementing Growth State: its plan for prosperity, which outlines four key enablers to grow the state's competitiveness and attract investment. PIRSA has subsequently developed its Corporate Plan with these four enablers in mind and which highlights eight priority areas for action. In 2019, the South Australian Dairy Industry developed its Action Plan. The Action Plan is a vehicle by which all parts of the industry supply chain can see what they can do to improve the image and the performance of the dairy product in the journey from the paddock to the plate.

Trust in Ag Workshop Wrap up



With 16 attendees across our network attending this informative and engaging workshop, the state now has a group of well resourced individuals better equipped to fill the decreasing gap between city and country. Better focused on

giving people in agriculture the skills, knowledge and confidence to engage with people outside of our industry. This training has been brought to Australia by 2019 SA AgriFutures Rural Women's Award winner Deanna Lush as part of her

project to establish a network of 'trust in ag' champions in SA.

After a day of developing trust, we shared a drink with some 50 plus influential people within our state, Agriculture Minister Whetstone among them.



Dairy outlook brings mixed picture as domestic value rises



This article is from the January 21 issue of The Advertiser Digital Edition. To subscribe, visit <https://www.adelaidenow.com.au/>. PAULA THOMPSON

THE prices farmers are receiving for their milk have hit their highest level in six years, according to a new NAB report, but profitability is still an issue, with the rising returns not enough to offset skyrocketing input costs.

NAB's Dairy in Focus report details that while the milk price is at levels not seen since 2013-14, key differences between now and then have placed the sector in a very changed position.

NAB agribusiness economist Phin Ziebell said much higher feed and water costs were key factors.

"Both Fonterra and Saputo have stepped-up to \$6.95/kgms (milk solids), but input costs remain high and are only exacerbated by tough seasonal conditions," Mr Ziebell said.

"NAB's feed grain price index for the season to date is at \$316/t, which is roughly 23 per cent higher than it was in 2013-14. With

very low yields this season, we don't foresee much downside here until a decent seasonal break arrives."

SA Dairyfarmers Association president John Hunt said recovery for the sector will be a long-term task, after years of low milk prices coupled with rising costs.

"Across the last five years, most costs have risen by 25 per cent, at least," he said.

"Labour costs in particular have risen dramatically. If you want to get a service provider, such as a mechanic, out to your farm, it's likely to cost \$100 an hour. If you go back five years ago, the cost would have been closer to \$60 an hour."

Mr Hunt said dairy farmers were also bracing for a major rise in hay prices this season, with significant volumes going into bush-fire and drought affected areas.

"The price of fodder is going to skyrocket this year, so most people are trying to secure their supplies now," he said.

Mr Ziebell said global dairy demand growth has been supportive of prices and NAB anticipates Chinese demand growth to continue.

Milk production for major international producers remains positive, although growth is slower than some had anticipated.

"EU28 milk production is running at the top of its five year range, as is the United States," Mr Ziebell said.

"New Zealand's production is slightly down compared to levels a year ago, but volume risk is very low with production having increased significantly over time. NZ produced 71 per cent more milk in 2018 than in 2000."

Australian milk production fell to just under 8.8 billion litres in 2018-19, the lowest since 1995-96.

SADA visit to World Export Trade Fair

SADA Fresh

SADA Fresh continues in its efforts to expand the SADA Fresh brand internationally. Recently John Elferink attended a trade show in Shanghai in an effort to sell more SADA Fresh milk. Selling milk in China is always challenging as the price on the shelf turns out to be \$12 per litre. Nevertheless, we still sell between 3,500 and 5,000 litres into the Chinese market per week. Naturally SADA Fresh wants to expand into the market place even further and that means being there and promoting the milk product. SADA wants to grow and capture more of the premium market.



The China International Import Expo (CIIE) trade show in China was something to behold. It was not open to the public but nevertheless, 600,000 traders, vendors and other participants were there and the show was opened by China's leader Xi Jinping, so it was a big deal. While General Secretary Xi didn't actually visit the SADA Fresh stand there was still interest from many other Chinese potential purchasers and SADA Fresh is currently following up contacts made in China to expand the SADA Fresh footprint. *Fingers crossed.*



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-  Farm Burglary and Theft
-  Motor Vehicle
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South Australian Dairyfarmers' Association Annual General Meeting

[Download Annual Report here.](#)

The SADA AGM was held on 13 November before the Trust in Ag Workshop, where the President presented the Annual Report and Financial statements for the 2019/20FY.

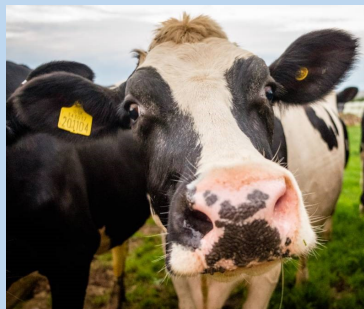
Mr John Hunt was re-elected as President with Nick Brokenshire as Vice President and Rick Gladigau as Treasurer. Sharon Joppich as our south east representative and Ben McHugh for central. Leaving a vacancy for the South East area. If joining a board is something that you've thought about, please get in contact with the President or the office for more information. Joining a board can be a very rewarding job with great benefits to gain from the industry while making positive effects for yourself and everyone in the dairy industry.

Dairy numbers drop across SA

AS MANY as 5 per cent of the state's dairy businesses have left the industry in recent months, with Dairysafe reporting 220 registered dairies.

In April, this was as high as 233 - an increase on the 2018 figures, with two old cow dairies recommissioned. There are 212 cow dairies, five goat, two sheep and one buffalo dairy.

SA Dairyfarmers' Association president John Hunt said he was aware of some dairies, in the South East, being transformed into beef operations.



Mr Hunt said there were a combination of reasons why dairy farmers might be leaving the industry, including poor returns and increased input costs, but for some it might have simply been the right time to step back.

"The dairy industry of the past four or five years has not been much fun so this is a good time to assess," he said. "The interest in land is giving people an exit opportunity."

He said milk prices had increased in recent months, on the back of strong demand. Mr Hunt said this did raise questions about how sustainable these prices were but in the interim provided a "bit more optimistic frame of mind".



FARM TRESPASS – ANIMAL ACTIVISTS

Livestock businesses and processing facilities may be targeted by animal activist groups. Unauthorised entry to your property can create a risk of personal injury, property damage, harm to livestock, loss of production or biosecurity breaches.

How to protect your property

- Restrict access points - fit gates and keep them secure.
- Lock all buildings and vehicles.
- Install a CCTV surveillance system.
- Display clear signage identifying no unauthorised access, any workplace safety requirements or biosecurity issues.
- Photograph and date-log all advisory signage to assist any police investigations.
- Display your RMB number and business name clearly for emergency services.
- Report to police any suspicious activity, unfamiliar vehicles, persons or drones being flown.

If a trespass occurs

Livestock businesses are often family operated and animal activist trespassing can make you feel vulnerable, fearful and angry. This can lead to confrontations between parties. If you find yourself in this situation, it is important to act rationally, and focus on remaining calm and keeping yourself and your employees safe. Your priority is to avoid confrontation, be sensible, and manage the situation safely.

Emergency police assistance: Call Triple Zero (000)

Non-urgent police assistance: Call 131 444

Please advise police to record your report as suspected animal activism.

How to manage the situation

Only owners/managers/supervisors should engage with trespassers. All other staff should be requested not to engage with them.

- Use consistent, clear and calm communication.
- Explain they are compromising biosecurity, their own safety and the well-being of livestock.
- Tell them they are trespassing and ask them to leave.
- Tell them that the police have been contacted.
- Do not threaten harm.

If you do not feel confident telling them they are trespassing and requesting they leave, refer this to the police.

More information about rural and farm security is available at www.police.sa.gov.au/safety-and-security-tips

FARM SECURITY



20 20

DairySA Central Conference

CHATEAU TANUNDA, BAROSSA VALLEY

Thursday, March 5, 2020 9.30am



“bold ideas”

REGISTRATIONS NOW OPEN

Head to Eventbrite at <https://2020dsacc.eventbrite.com.au/>

9.30am Registrations & Morning Tea

Today is an opportunity to work 'on your business' not 'in your business'!

Welcome

Emcee: Sarah Thompson

DairySA Update - Michael Connor DairySA

"Update on the activities of DairySA"

Michael Harvey Senior Analyst - Dairy, Rabobank

"What's on the horizon? Dairy Industry Update and Outlook"

Dr Michael Campbell Researcher, Charles Sturt University

"Dairy Beef and its place in the Australian consumer marketplace & beyond"

Sara Westberry Genetic Services Leader, ST Genetics, USA

"Create the Future: Chromosomal Mating and Sexed Semen"

Dr Sarah Bolton, Veterinarian & Project Officer - Animal Health & Welfare, Dairy Australia, Nuffield Scholar

"Preserving trust and creating value; the future of non-replacement calf management"

Deanna Lush, Managing Director, Ag Communicators

"Farmers Driving Industry Culture - Internally and Externally"

Glenys Zucco, Communications Strategy Manager, Dairy Australia

"Why Dairy Matters: staying ahead of the game"

Quentin Moxey, Managing Director, Moxey Farms, Australian Fresh Milk Holdings

"From little things, big things grow - the Moxey Family Farms story"

Warren Davies, Founder, The Unbreakable Farmer

"The three keys: Resilience, Persistence and Determination - lessons from a difficult journey"

Panel Discussion Selected speakers

Unpack the day's topics through discussions with speakers in a panel setting.

That's a Wrap!

MC Sarah Thompson will summarise the insights and learnings from the day's presentations.

5.30pm 'Gather and Graze'

Discuss the day's events with a light graze & drinks.

7.00pm 2020 DairySA Central Conference Dinner Chateau Tanunda, Barossa Valley

Enjoy the company of others with a two course dinner - relax, have fun and unwind.

THE 2020 DAIRYSA CENTRAL CONFERENCE IS PROUDLY SUPPORTED BY:

Major: Beston Global Food Company, **Industry:** Dairy Australia, **Morning Session:** Saputo Dairy Australia, **Afternoon Session:** Ahrens Group Ltd Pty, **Closing Session:** TBA **Lunch:** De.mem, **Satchel:** Lactalis, **'Gather & Graze' Pre Dinner:** TBA **Dinner:** Total Result Ag Consulting, **Media:** Australian Dairyfarmer magazine, **Inside Trade Display:** Coopers Animal Health, DeLaval, Genetics Australia, Livestock Improvement (LIC), Nufarm Australia, Peats Soil & Garden Supply, Pioneer Seeds, Rabobank, TAFESA, Terragen Biotech, Topcon Agriculture **Supporter:** Hills Farm Supplies, National Herd Development, Production Animal Health Centre University of Adelaide.

Sponsors are still being accepted To find out how you can get involved, contact the DairySA Central Conference Sponsorship Coordinator Kylie Boston on 0407 231 547.