



SA Dairyfarmers' Association Inc

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SADA Newsletter

January 2019

From the President

The past months have seen climatic factors very much come to the fore across most dairying regions of South Australia. A very dry September across the state has been followed by good rains during October and November in some areas while others continue to miss out. Irrespective of rainfall, the impact of the policies employed in other jurisdictions is being felt across the industry. This relates to the costs of both grain and bought in fodder which has caused many members to reconsider their production targets for the 2018-19 season.

In addition to advocating on the impact of dry times on the South Australian Dairy Industry, key areas in which SADA has advocated for industry recently are:

- The management and structure of Australian Dairy Farmers and the re-establishment of the Policy Advisory Group structure.
- The application of the ACCC recommendation and the development of a mandatory code of conduct for producers and processors. The Department of Agriculture and Water Resources has recently developed draft clauses for a code and other documents for which they are seeking feedback. SADA is currently preparing feedback and will meet with DAWR officials in early February.
- We have advocated for the avoidance of gimmicks such as the proposed 10c drought milk levy and the need to focus on the main issues of ensuring fair and sustained returns to dairy farmers.
- SADA made a submission to the Parliamentary Inquiry into Livestock Industry highlighting the opportunities for our industry into the future.
- SADA has made submissions to both the parliamentary select committee and the PIRSA Inquiry into the SA Moratorium on GM Foods. We will now be appearing before the select committee in early February.
- Through the significant efforts of Warren Jacobs and Kate Bartlett, we have had great input into the ADIC Water Taskforce submissions regarding the Murray Darling Basin Plan and the opportunity for efficiency projects to again be available to dairy farmers seeking to develop their businesses and become less reliant of River Murray water.
- Following the official opening of the revamped Beston Pure Foods facility at Jervois, SADA has written to local members calling for an investigation into improved irrigation practices which may allow the expansion of dairying on the Lower Murray

To support our advocacy efforts, SADA personnel have engaged with a range of government members and Ministers, at both a State and National level including Ministers Whetstone and Littleproud and their respective Chiefs of Staff. We have also worked closely with senior leadership of ADF, the ADIC and NFF in progressing the claims of the SA dairy industry.

The office and administration functions continue to develop with Alison now having her feet firming under the front desk. Over the past three months we have also worked hard to be in contact, either in person or over the phone, with all current SADA members and have seen two new members join the association.

The further development of SADA Fresh brand has included the commissioning of a program on SA Weekender (Channel Seven) which will encourage consumers to support SA Dairyfarmers by drinking SADA Fresh milk and using SA produced dairy products. Dialogue with Coles regarding the further promotion and expansion of the SADA Fresh range has been held over to distance the discussions from current disquiet regarding drought levies being rolled out by major supermarkets.

2018 in Review

Mandatory Code

The dairy industry mandatory code continues to be developed by the Commonwealth Government. SADA representatives and board members have attended the Commonwealth Department of Agriculture's development meetings.

Both sides of politics had endorsed a mandatory code and Minister Littleproud has indicated that he will sign the code in to law prior to the next federal election in any instance. SADA has proudly held a leadership position in the development of the code and it is expected that it will be in operation before May 2018. While the code will not fix prices it will demand fair conduct by participants in the contracting environment.

Milk Price Index Flops

The much-vaunted Milk Price Index has failed to pass the credibility test with farmers. Nationally a total of 38 farmers have signed up to the index meaning that no useful information has been recovered from any jurisdiction in the nation.

The cost of the index to the tax payer has been \$2 million. SADA expresses its disappointment in the index failing as it would have, if properly subscribed, given farmers a good indication of prices in dairying regions across the country.

Essentially, an opportunity lost.

Murray Darling Basin Plan

The Royal Commission into the Murray Darling Basin plan continues utterly unnoticed. The Royal

Commission which was the product of pre-election hype seems to have failed to enliven much interest beyond its early days. While SADA was one of the only farming organisations in the country to attend the Royal Commission it was quickly clear that the Royal Commission's overly legalistic focus on the interpretation of the legislation has already been addressed by the Commonwealth.

Reminder for Irrigators to check their usage against their allocations. It is expected that top up water will be very expensive later this year.

Dry Times

SADA continues to work closely with Minister Whetstone from South Australia keeping an eye on the effects of the drought in South Australia. SADA will also keep an eye on the funds that have been raised by various institutions to seek to ensure as far as possible that contributions made in SA are held for SA farmers.

Action Plan to be Launched in early 2019

The SA Dairy Industry Action Plan is to be launched in late January 2019. We are still approaching some more farmers as well as processors to support the plan. The Action Plan will be a guide to government and industry as to the positioning of South Australia as a jurisdiction going forward.

SADA has already commenced elements of the plan by travelling with trade missions to the Middle East as well as meeting with Australian Ambassadors who work in those countries.

Do you A2?

SADA has been approached by a company looking to develop A2 Protein-Only milk products for both the domestic and export markets. They are seeking producers who may qualify or be interested in building up an A2 herd. In Particular, they are looking for supply partners who have been employing selective breeding to maintain and increase the percentage of A2/A2 genotype cows and are likely to have 95%+ A2/A2 Cows.

Testing methods are available to test milk samples taken from both on-farm storage and at the individual cow level. Farmers who are interested in participating would need to be willing to provide 3 days-worth of milk samples taken from their on-farm storage right before it is collected. The processor will get this tested at their expense and report on the results. If further testing is required at the herd level, this can be further discussed but, as a guide, can be done at roughly \$20/cow.

Recent data on the milk quality for each farm will need to be shared with respect to milk solids which will be key inputs in the pricing offered. We are sharing this, following initial discussions which suggest both the price on offer and the terms of supply may be very competitive for some farms.

SA Dairy Industry Fund



SADA Fresh has ramped up its contributions to the South Australian Dairy Industry. The board comprises Mr Will Rayner, CFO of Rural Bank (Chair), the Hon. Rob Kerin former premier of South Australia, Councillor Melissa Rebbeck, applied agricultural and climate scientist and Mr Nick Brokenshire SADA Vice President.

Quad Bike rebate scheme:



The Quad Bike rebate scheme is aimed at providing an \$800 rebate to any dairy farmer who purchases and approved roll over device on their farm quad as a farmer safety measure. The scheme has had a limited subscription at this point so it has been extended to make sure as many dairy farmers as possible take advantage of the offer.

Operation Goose Drone:

The Dairy Industry fund board has been prepared to be experimental in their approach. Recently a farmer has had an issue with migratory birds eating too much of his pasture. The board has been working with the farmer and has extended that work to include the trial of using drones to frighten off the birds. It turns out that this wasn't effective but at least we now know of something that doesn't work. Many thanks to the gents at Adelaide Drone Hire for their efforts.

The Well Being Project:

This project is a shared funding initiative between Dairy SA and Industry Fund to help farmers who are doing it tough. The project has been running for a number of years and the fund has committed funding for a further three years to support Rick Hinge's important work.

Port Elliot Mural:

The fund has supported the Dairy Industry Museum in Port Elliot in the past and they museum will soon sport a splendid SADA Fresh sign in recognition of the sponsorship.

Pasture Mapper:

This project supports research being done by a company called Dairy Explorer. Dairy Explorer are developing the Pasture Mapper, a pasture measurement and mapping solution for Dairy Farms. Pasture Mapper will objectively measure the on-farm dry matter growth and yield (biomass kg/ha) of ryegrass on a daily basis. The data will collected will

support on farm decisions such as maximising grazing efficiency (thereby reducing wastage), optimising fertiliser use, optimising water use and increasing the input-output yield curve by reducing the grain feed requirements.

Biochar project:

Biochar has been used a feed supplement for Beef and Dairy Cattle in Australia and Europe. To date it has been used as an integrated systems approach to have a secondary benefit on soil and pasture health. Observations and written evidence also suggest that by feeding biochar at less than 1% of intake can provide substantial improvements to the animal health, weight gain, milk quality, carbon sequestration, a reduction in methane outputs and better feed conversion.

This project aims to feed biochar to dairy cattle at up to 1% of feed intake mixed with a formulated feed supplement daily. The feed ration is provided in addition to the grazing diet. The ration will be provided at 2 different rates to individual cows in a rotary dairy to 2 x dairy herds via the Fleurieu Milk Company. The hypothesis is that feeding biochar in a mixed ration in addition to the dairy cows grazing diet will result in beneficial changes in milk quality and quantity, including improved somatic cell count, a reduction in the incidence of mastitis and a reduction in ammonia smell from the dairies.

Pure Limestone Coast:

This is a project aimed at supporting a start up project in the Limestone Coast to promote the dairy industry and dairy product from that area. The support is to help the proponents develop a

business plan which will support the area which has a rich dairy industry.

Cows Create Careers:

This is an ongoing project that sees nearly a thousand secondary school students every year across the state introduced to the dairy industry as part of developing the opportunities in dairy as a potential career path for those students. Funding has been offered for three more years. The fund is also considering a number of other projects that are still in the application stage.

Applying

You will be able to apply via email by contacting John Elferink at dairyindustryfund@sada.asn.au or

alternatively phone John on 0418 406400 or 82932399. Be prepared to provide the address of the farm and your Dairy Producer's Licence Number for verification purposes.



Are you paying too much for electricity?

We all aim to do as much as we can to reduce the cost of electricity bills. But with **90% of South Australian's** overpaying on the cost of energy in 2018, the goal for many seems to be getting harder to achieve.

At **SADA**, we understand the challenges our community face, and want to support the broader network of our member's in being able to help them identify cost reductions in 2019 without having to make any sacrifices to living conditions.

Through our partnership with energy specialist, **Make it Cheaper** we aim to provide you with a solution that potentially helps you lessen the impact high energy costs have on your cashflow.

Through three - **100% obligation free** - easy steps you can see if your current energy retailer is offering you a competitive rate, then switch and save if you choose; it's that easy.

Simply follow these three steps, or contact **(02) 8077 0006** to speak with one of Make it Cheaper's Energy Experts.

How Make it Cheaper makes it easy for you



Step 1

Upload your most recent energy bill and register for a **100% obligation free** bill comparison at bit.ly/SADA-MIC.



Step 2

Compare the offer



Step 3

Make the switch & start saving

For more information, go to bit.ly/SADA-MIC or contact **(02) 8077 0006**.

*Analysis across 2,761 South Australian residential meters; Jan 18 - Dec 18.



make it cheaper
the saving experts

CHAIN OF RESPONSIBILITY... *Made Easy!*

THE CHAIN OF RESPONSIBILITY... *Made Easy!*

An initiative of GPSA through the Heavy Vehicle Safety Initiative NHVR program



Did you know regulations have changed under the Heavy Vehicle National Law? Not sure if your farm business is compliant? Find out what you need to do and get practical tips and advice!

GPSA are holding interactive, FREE and practical workshops for our members, and all Primary Producers SA commodity group members, in conjunction with industry experts Natwide Personnel.

The workshops will assist farmers in understanding their obligations and risks in the CoR chain, and help them implement plans and checklists to reduce the risk to their businesses.

SADA has secured extra dates for Dairy farmers;

- Mount Compass: 10am Friday 15 March, Mount Compass War Memorial Community Centre.
- Mount Gambier: 10am Wednesday 17 April, Mt Gambier RSL & Bowls Club.

This program has been made possible by support from the National Heavy Vehicle Regulator Heavy Vehicle Safety Initiative Program.

| DATE | TIME | TOWN | VENUE |
|-----------------------|--------|--------------------|------------------------------|
| Monday 21 January | 3pm | Loxton | Loxton Research Centre |
| Tuesday 22 January | 9am | Kingston-On-Murray | Banrock Station Meeting Room |
| Thursday 24 January | 3pm | Tanunda | CWA Hall |
| Thursday 31 January | 2pm | Mount Barker | Auchendarroch House |
| Wednesday 6 February | 9:30am | Murray Bridge | TBC |
| Tuesday 12 February | 9am | Gladstone | Viterra |
| Tuesday 19 February | 8am | Cleve | Ramsey Bros |
| Wednesday 20 February | 8am | Cummins | Ramsey Bros |
| Thursday 21 February | 8am | Wudinna | Ramsey Bros |
| Wednesday 27 February | 9am | Maitland | Elders |
| Wednesday 13 March | 9am | Loxton | Loxton Research Centre TBC |
| Thursday 14 March | 9am | Lameroo | Lameroo Sports Club TBC |
| Wednesday 20 March | 12pm | Wirrulla | Wirrulla Sports Club TBC |
| Thursday 21 March | 1pm | Cowell | Cowell Football Club |
| Wednesday 27 March | 9am | Roseworthy | Elders |
| Wednesday 3 April | 8am | Riverton | Ramsey Bros |
| Wednesday 10 April | 8am | Murray Bridge | Ramsey Bros |
| Thursday 11 April | 9am | Bordertown | Tatiara Truck and Trailers |
| Tuesday 16 April | 4pm | Penola | Chardonnay Lodge |
| Wednesday 17 April | 6:30pm | Keith | Elders |
| Wednesday 1 May | 4pm | Virginia | Virginia Horticulture Centre |

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Proud insurance
partner of South
Australian Dairyfarmers
Association.



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We're available to meet with you face-to-face to discuss your insurance requirements. That's just one of the reasons why we're good people to know for insurance.

Need an insurance quote?


**Call your local WFI Area Manager on
1300 934 934 or visit wfi.com.au**

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:

-  Farm Property Damage
-  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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