

Media release from Grains2Milk

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Head: Looking beyond the price tag of feed

Dairy farmers around the country are being encouraged to take greater control over their feed purchasing to get better value for money and reduce risk.

Dairy Australia's Dr Steve Little says it's not hard for dairy farmers to take more control and sleep better at night.

"It's all about managing the risks associated with the quality, supply and price of purchased grain, concentrates, fodder and other feeds," he said.

Xhead: 3-step process

The Grains2Milk program has created a 3-step process to help dairy farmers make better decisions at every step of feed buying from working out what feed is needed to ordering and receiving feed and putting it down the throats of the cows.

"It comes down to plan well, buy right and feed carefully," said Dr Little.

Good planning involves preparing a feed budget that is realistic and allows for some feed wastage. Diets should be formulated to encourage healthy rumen function and maximum feed to milk conversion rates. It also involves calculating a target feed price for your business.

Buying right involves actively managing the risks around feed quality, supply and price.

And feeding carefully means managing feed conversion and minimising wastage to ensure feed usage stays within budget.

Dr Little says there are many opportunities for dairy farmers to become more savvy buyers of feed. "Most feed purchases by dairy farmers are made on the spot. But there are strategies dairy farmers can use to become price makers rather than price takers. All it involves is arming yourself with a little extra knowledge and the confidence to do it," said Dr Little.

For example Dr Little recommends always using written contracts to secure supply.

"It's very important and not that difficult. Additionally comparing feed options on nutritional value for money, rather than focusing on the price tag alone can help sound buying decisions.

Xhead: Free workshops

Grains2Milk has put together a ½ day workshop and information kit to help farmers take greater control of feed purchasing.

"You'll go home with new skills, strategies and knowledge," he said.

Places are limited for each workshop so RSVP is essential. The free workshops include lunch and a take home information kit. The *Buying Feed Workshops* are being delivered with funding from

Dairy Australia, the Gardiner Foundation and the Department of Agriculture, Fisheries and Forestry.

For more information, or to register, contact your regional co-ordinator, listed below.

ENDS

Diary dates:

Western Victoria RSVP Jeff Lawes 0418 717 552

Tues 8 April Heywood
Wed 9 April Colac
Wed 16 April Terang
Thurs 17 April Timboon
Fri 18 April Warrnambool

Gippsland RSVP John Hutchison ph 0412 368 739

Tues 29 April Maffra
Wed 30 April Orbost
Thu 1 May Ellinbank
Thu 15 May Leongatha
Fri 16 May Kooweerup

Northern Victoria RSVP John Boyd ph 0400 083 285

Wed 28 May Cohuna
Thu 29 May Rochester
Fri 30 May Kyabram
Thu 5 June Katunga
Fri 6 June Congupna

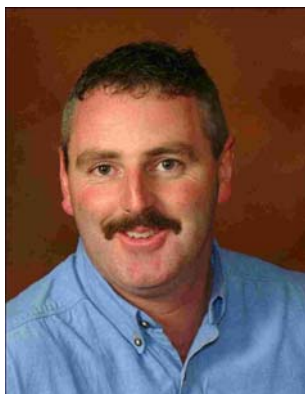


Photo: Dr Steve Little (high res image available from mediareleases@monkscom.com.au)

Caption: Plan well, buy right and feed carefully. These are the keys to taking control of feed purchasing, says Dr Steve Little, Grains2Milk Program Leader

farmers take greater
for money and reduce



Photo: Hand pouring grain (high res image available from mediareleases@monkscom.com.au)

Caption: Feed buying workshops will help dairy control over their feed purchasing to get better value risk.



Photo: Hand holding hay (high res image available from mediareleases@monkscom.com.au)

Caption: Feed buying workshops will help dairy farmers take greater control over their feed purchasing to get better value for money and reduce risk.

About Grains2Milk (background information for media)

The Grains2Milk program provides dairy farmers with the training, resources and support they need to make better decisions about using grains and concentrates in their businesses. It is funded by dairy farmers through Dairy Australia.

Media contact: This media release has been issued by Monks Communication on behalf of Grains2Milk. Contact Monks Communication for inquiries about photos and interviews or to have your contact details removed or updated on our distribution list:

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