DairySA News

LATEST NEWS AND VIEWS FROM DAIRYSAA

MAY 2018

DIARY DATES

MAY 1 • ‘Get Bank Ready / Key to Effective Communication’ Workshop, (Central). Details: Beck Burgess 0438 262 966

MAY 2 • ‘Get Bank Ready / Key to Effective Communication’ Workshop, (SE). Details: Bec Walmsley 0418 951 324

Employment Essentials / Farm Safety, Naracoorte. Details: Kylie Boston on 0407 231 547

MAY 3 • Dairy Insights for Service Providers, Mt Gambier. Details: Beck Burgess 0438 262 966

People in Dairy DDG, Central. Details: Kylie Boston on 0407 231 547

MAY 9 • Farm Safety Workshop, Hahndorf. Details: Kylie Boston on 0407 231 547

MAY 10 • National Muster Improving Herds Open Day, Leongatha. Details: Beck Burgess 0438 262 966

MAY 22 • Stepping Back: Getting a game plan. Details: Kylie Boston on 0407 231 547

MAY 23 • Taking Steps: Sharefarming, leasing or shared equity arrangements. Details: Kylie Boston on 0407 231 547

MAY 29 • Farm Business Fundamentals (Day 1). Details: Beck Burgess 0438 262 966

MAY 30 • Farm Business Analysis (Day 1). Details: Beck Burgess 0438 262 966

Further information on these events can be found at www.dairysa.com.au/news-events.aspx

2018 DairySA Innovation Day
‘People, Pastures, Pathways’

Thursday 7 June, from 9,30am • The Barn, Mount Gambier

The world dairy landscape is changing: how will this impact you?

From technology advancements in ‘people practices’, the latest innovations in dairy breeding and pasture, and discovering other avenues in and beyond the dairy industry, the 2018 DairySA Innovation Day promises an inspiring lineup of speakers designed to leave you motivated, revitalised and ready for what is to come.

The day is also an ideal opportunity to network with like-minded dairy industry members and service providers, with lunch and a Conference dinner so you can explore the day’s presentations through conversations with friends, farmers and the broader industry.

With the recent success of the DairySA Central Conference in Hahndorf, this event will be highlighted on every dairyfarmers calendar.

Register today on Eventbrite at 2018-dsa-innovationday.eventbrite.com.au

For further information please contact Conference Coordinator Bec Walmsley on 0418 951 324.

Five reasons to attend!
✓ Draw insights to drive your business
✓ Discover strategies for recruiting the right people
✓ Learn about the latest technology around pastures and cows
✓ Be inspired by SA’s talented young farmers
✓ Enjoy the chance to network and chat, with great food

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Dairy Farm Monitor Project (DFMP) call for participants

How well do you understand your business?

DairySA is now seeking participants who are keen to be involved in the Dairy Farm Monitor Project for 2018/19.

What do you get from DFMP?

• A detailed report specifically for your business with analysis of financial and production data
• Your data is uploaded to DairyBase for you and your advisers to access and use for planning and review
• Use DairyBase to its full potential including accessing comparative reports showing where your business sits in comparison to other farms.

Don’t just hope for better. Be better.

Reflections from the 2018 DairySA Central Conference by DairySA’s Anna Eddy.

At the recent DairySA Central Conference in Hahndorf, delegates were challenged by Nathan Scott’s presentation on the role of technology in farming and what it means in a ‘real life’ setting.

Nathan is a Technology Leader with Victorian based ‘Achieve Ag Solutions’ which specialises in the delivery of practical agricultural solutions based on the latest science and technology. Nathan has a passion for improving the productivity and profitability of livestock enterprises, but at the DairySA Central Conference he was there to ask the bigger questions in life.

He reminded us that although there is a raft of technology advancements at our fingertips, we must remember that it’s only useful if we action it with informed decision making that starts with our behaviour and commitment to being better.

Some of the key challenges he put to the audience included:

Do you really want to be better?

If you do, then do something about it.

Start with writing down your goals or objectives. This isn’t some airy fairy rubbish. There is a heap of science that shows why this stuff actually works. Make your objectives SMART – Specific, Measurable, Achievable, Realistic, Time-bound.

Write down your goals and objectives

Hand writing your objectives or goals is considerably more effective than typing them. Sounds odd, but the number of neurological functions involved in writing them will help you commit the goal to your conscious mind. The act of simply writing the objective has already begun the process of focusing the attention of your brain upon factors that will help you achieve it.

Aim BIG

There’s not a lot of point in setting easy targets. We want targets that are possible, but not easy. We need to remember that just because someone else hasn’t done it yet, it doesn’t mean it isn’t possible.

Don’t tell anyone

There are two schools of thought when it comes to telling people about your goals or objectives. Some believe that if you tell people, you will feel more compelled to follow through, while others believe that it just won’t be possible. You need to surround yourself with people who will support you, not take you down.

Make your goals specific

When you are writing down your goals or objectives make sure that they are specific and measurable. Simply saying I want to run more cows or produce more milk does nothing to focus your brain’s attention. How many more cows? How much more milk? What are you actually wanting to achieve?

And when? Without a date attached to your objectives, you give your brain the opportunity to drift along. Humans work well with some form of deadline. Without them we are master procrastinators!

His final message for the delegates was ‘Don’t just hope for better. Be better.’ It certainly provided a lot of food for thought for everyone and left them inspired and questioning how they could action some of these great ideas.

Two exciting new features of the DFMP include:

• A fully subsidised consultation with an approved consultant. This will enable you to get the best use out of your individualised DFMP report reviewing the year that was as well as planning for the next year
• DFMP Focus Group: the opportunity to join a focus group meeting with other SA DFMP businesses where you can get the most out of your data and DairyBase by comparing and contrasting results and learning from other farmers.

To be part of this exciting initiative, please contact Beck Burgess, DairySA on 0438 262 966.

Anna is DairySA’s administration and finance support officer, based near Lucindale in the South East.
Farm business courses tailored to farmers’ financial ‘know-how’

Whether you’re just starting out and want to understand dairy farm finances, or wanting to ‘health check’ your farms’ performance and business drivers, DairySA has a farm business course to suit.

According to DairySA's Beck Burgess, the Farm Business Fundamentals and the Farm Business Analysis courses each cater for a specific level of financial and business knowledge and confidence.

"We recognise that there are different entry points for farmers when it comes to financial acumen," Beck said.

"By completing a simple checklist it’s easy to see which course is the best match for you," she added.

"Of course we are more than happy to take farmers through the details of each course to help them if needed," she added.

Using industry tools such as DairyBase, Standard Chart of Accounts and the Cashflow Tool, farmers will benefit from reduced financial stress by knowing their business better, get a better understanding of where the dollars are going and how they are working, and increase their confidence in being ‘Bank Ready’.

Facilitated by two leading dairy industry business consultants – Angus Drummond (Dairy Business consultant) and John Christensen (Rural Business Support) – the courses will use handy dairy business tools and real dairy case studies.

"Held over several sessions toward the end of May and into June, these courses are the ideal opportunity to increase confidence or consolidate understanding of your farm business," Beck said.

For more details, please contact Beck Burgess at beckburgess@dairysa.com.au

Which course is for me?

Farm Business Fundamentals (2 x 4 hour sessions)
I want to…
☐ Start with DairyBase
☐ Learn about budgets and cash flows
☐ Begin with financial reports
☐ Get bank ready.

Farm Business Analysis (3 x 4 hour sessions)
I want to...
☐ Interpret my financial data
☐ Use DairyBase as a business management tool
☐ Measuring my farm’s performance
☐ Benchmark and compare data.
(This course assumes foundational knowledge)

Why prevention of lameness is vital

“Prevention is better than cure” is a common saying, but we don’t always have proof of this in real life.

However, when it comes lameness in dairy cows, new scientific evidence shows that preventing lameness in the first place is an absolute must for control of lameness at the herd level.

A recent study of dairy herds in the UK showed:
- around 80% of lameness events in the cows studied were associated with previous lameness events, and
- at least 58% of lameness events occurred in a cow that was lame within the last 4 months.

This work builds on the findings of a 2013 Australian study, which found that if a cow had signs of damage on her feet 3–12 weeks into her lactation, she was up to seven times more likely to have signs of the same kind of damage 10 weeks later.

Other studies have shown cows that have repeated lameness events eat less, produce less milk and are harder to get back into calf. This in turn leads to many cows getting culled before their time because of recurring lameness.

Avoiding that first lameness event should therefore be the focus of your lameness management strategy. You will get a far better return on your time, money and labour compared to investing these resources once a cow has already become lame.

There are many ways to reduce the risk of dairy cattle developing lameness.

The farm practice areas shown to have the biggest impact in reducing lameness are:
- Low stress stock handling practices
- Good farm Infrastructure
- Regular lameness scoring
- Cow nutrition and hoof care

To find out how to reduce and manage lameness, head to the Healthy Hooves website at dairyaustralia.com.au

The new Healthy Hooves manual explains these in detail and provides advice on managing different types of lameness. You can view the manual, download it or order a free printed copy from the Healthy Hooves website:
Join a DairySA Discussion Group!

Across the state, DairySA has Dairy Discussion Groups covered. Whether it’s a ‘People in Dairy’ Discussion Group led by Kylie Boston in both the Central and South East regions, a localised dairy region discussion group such as Mt Torrens or Myponga, or a Farm Safety forum, there’s a group somewhere that you can join – with great benefits!

To find out more about these Dairy Discussion Groups, simply contact one of the DairySA team and they’d be happy to point you in the right direction. If you’re not receiving DairySA’s regular email updates, let us know and we’ll join you up.

In the meantime, check out the Diary Dates of this newsletter to see how much is going on!

Kylie Boston, Project Coordinator: 0407 231 547 • Workforce Development, ESKI, eMe, People Dairy Discussion Groups

Beck Burgess, Extension Officer, Central: 0438 262 966 • DDGs – Fleurieu Young Farmers, M2W, Mt Torrens, Myponga, Myponga DairyBase, TMR

Bec Walmsley, Extension Officer, South East: 0418 951 324 • YDN, DDG (Production & Fert), YDNSA

David Kuchel, Discussion Group Coordinator: 0427 006 233 • DDGs – BMN, Lakes, YDN

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DairySA is a Regional Development Program of Dairy Australia and provides strategic direction and support for dairy research, development and extension for the South Australia dairy industry.

To receive this newsletter via your email, please contact katie@dairysa.com.au or view online at www.dairysa.com.au

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