

Our Speakers continued

Left to right: Cameron Smith, Dr Martin Auld, Brian Crockart, Scott Rathbone, David Widdicombe, Paul McGrath



Risk Management in the Murray Dairy Region

Cameron Smith

While risk management strategies implemented over the past couple of years may not have delivered the beneficial results desired, opportunities available in 2010/11 are likely to leave your business in a significantly better position to weather any future storm. Cameron will also introduce the recently released Murray Dairy Business Tool that incorporates aspects of risk management.

Flexible Feeding Systems including Partial Mixed Rations (PMR)

Dr Martin Auld

The Murray Dairy region has seen rapid changes and shifts in feeding systems over the last 10 years. A large part of the future will be about how effectively farmers balance pasture, home grown feed and more intensive feeding within their chosen management system.

Dr Auld will give an overview of PMR research within the Australian dairy industry and the scientific basis around the efficiencies of operating with Partial Mixed Ration Systems. Prospects for reducing sub clinical acidosis, driving quality dry matter intakes and getting cows to extract closer to the 'potential' from feed components exist from this research.

Striking the Balance – Fine Tuning and Optimising Profit This Season

Brian Crockart and Scott Rathbone

With current seasonal conditions the best in many years, how do we as farmers make the most of this? Scott and Brian explain how we might approach using water to optimise home grown feed complemented with alternative inputs whilst seeking to improve the bottom line.

Automatic Milking Systems (AMS) – Does it fit the Murray Dairy Region?

David Widdicombe and Paul McGrath

David Widdicombe will present on the Future Dairy Project findings and outcomes for dairy farmers including the outlook for AMS in grassland farming and also the possibilities for AMS in utilising feed pads. Paul McGrath will discuss the opportunity and benefits of AMS in the Murray Dairy region, providing comparative analysis between AMS and current conventional systems.

Expert Panel on Animal Performance – Mastitis, Reproduction and Heat Stress

Steve Coats

Steve Coats will chair an expert panel of industry specialists and dairy farmers discussing some of the major issues impacting upon Animal Performance – heat stress, reproduction and mastitis. Industry experts include Dr Steve Little and Dr David Nation.



Forum Dinner Speaker

Would you be happy to work for you? Challenges and Solutions Managing People in Dairy Businesses

Sarah Watson, Dairy NZ

With labour shortages in Australia, it can be a real challenge for farmers to attract and retain the right kind of people to work on farm.

Q. Do you see people as an investment or a cost? Its your choice!

Q. Do you think training is expensive if people leave? What if you don't train them and they decide to stay?

Q. Why do some farmers do a great job of managing people, and for others, running a team is just one headache after another?

More cows mean more people. By chasing efficiencies of scale and running larger businesses, farmers must become better people managers and leaders of people.

Leading HR consultant Sarah Watson will offer some insights on the people challenges, opportunities and lessons from a New Zealand dairy industry perspective.

People • Profit • Productivity



Murray Dairy Business Forum

People, Profit and Productivity

Wednesday 29th September 2010

Tocumwal Bowling Club

9.30 am – 4.45 pm Forum

6.30 pm for 7.30 pm Dinner

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Murray Dairy Business Forum

Wednesday 29th September 2010

Registration

9.30am **Registration and Morning Tea**

10.00 – 10.20am **Welcome**
Jeff Odgers, Chairman, Murray Dairy
Opening Comments
Max Roberts, Chairman, Dairy Australia

Water Session

10.20 – 10.45am **Insights into Water**
Natalie Akers, Balcombe Consulting

10.45 – 11.10am **High Flow Story**
What do we know?
Dr Malcolm Gillies, Lecturer and Researcher, Civil Engineering Hydraulics, The University of Southern Queensland

What do we need to know?
Malcolm Holm, Deputy Chairman, Murray Dairy

11.10 – 11.25am **The Economics of Sub Surface Drip Irrigation**
Roger Wrigley, Consultant and Professional Engineer, Wrigley Dillon Associates

11.25 – 11.30am **Short Break**

Business Management

11.30 – 11.50am **Comparative Analysis of European Union and Northern Victorian Dairy Farms**
Jamie Snell, Maurice Incerti Scholarship Recipient

11.50 – 12.25pm **Know Your Business – Kitchen Table Discussion with Dairy Business of the Year Finalists**
Join consultant Neil Lane with Dairy Business of the Year Finalists as they discuss how to 'Know your Business'.

12.25 – 12.45pm **Risk Management in the Murray Dairy Region**
Cameron Smith, Farm Management Consultant, Farmanco

12.45 – 1.45pm **Lunch**

Systems Management

1.45 – 2.00pm **Your Levy at Work**
Ian Halliday, Managing Director, Dairy Australia

2.00 – 2.30pm **Flexible Feeding Systems including Partial Mixed Rations**
Dr Martin Auld, Dairy Nutrition Scientist, Future Farming Systems Research

2.30 – 3.00pm **Striking the Balance – Fine Tuning and Optimising Profit this Season**
Brian Crockart and Scott Rathbone, Consultants, CRC Agrisolutions

3.00 – 3.20 pm **Afternoon Tea**

Technology and Technical Issues

3.20 – 3.50pm **Automatic Milking Systems – Does it fit the Murray Dairy Region?**
David Widdicombe, Future Dairy Consultant, and Paul McGrath, GV Dairy Supplies

3.50 – 4.35pm **Animal Performance – Mastitis, Reproduction and Heat Stress**
An expert panel chaired by Steve Coats, Group Manager, Farm Productivity and Delivery, Dairy Australia

4.35 – 4.45pm **Summary**
Jeff Odgers, Chairman, Murray Dairy

Forum Dinner

6.30 – 10.00pm Join us for Pre Dinner Drinks at 6.30 pm. Later in the evening over dinner, International HR Consultant, Sarah Watson (Dairy NZ) will speak on "Would You be happy to work for you?"

Our Speakers

Left to right: Natalie Akers, Dr Malcolm Gillies, Malcolm Holm, Roger Wrigley, Jamie Snell, Neil Lane



Insights into Water

Natalie Akers, Balcombe Consulting

As the Victorian Technical Consultant for the Australian Dairy Industry Council response to sustainable diversion limits, Natalie will present insights into the current situation on water reforms in the Murray Dairy region, leading into the release of the Sustainable Diversion Guidelines. This session will provide farmers with a background around the policy impacting on water and future implications.

High Flow Story What do we know?

Dr Malcolm Gillies and Malcolm Holm

With money being available for irrigation upgrades both pre and on farm how does High Flow irrigation fit in? Is it worth spending the extra dollars to try and get more water savings and productivity gains? The Malcolm's will explore work done to date and where Murray Dairy is focussing its research to help provide some of the answers to these questions.

Economics of Sub Surface Drip Irrigation (SSDI)

Roger Wrigley

Where does Sub Surface Drip Irrigation fit by comparison with Border Check, Centre Pivot and Fixed Sprinklers in the GMID? Roger will discuss the strengths and weaknesses of SSDI based on research, legal cases, capital components and operating costs. Planning for compatibility with soil types and water quality parameters is considered. The economics for SSSI using experimental farm and modeling data will also be reported on.

Comparative Analysis of European Union and Northern Victorian Dairy Farms

Jamie Snell

Maurice Incerti Scholarship recipient, Jamie Snell will compare European Union and Northern Victorian dairy business performance. He will also detail some personal understanding of the European Dairy Industry operating environment.

Know Your Business – Kitchen Table Discussion with Dairy Business of the Year Finalists.

Neil Lane

Sitting around the Kitchen Table consultant Neil Lane will facilitate a discussion with leading farmers on how they achieve a balance between profit and risk in their businesses, including the importance of robust and thorough business analysis. Participants in this session include the Lang family - Supreme winners of the DBOY award, and DBOY finalists Merv and Bonita Koch and Rod and Susan McCracken.

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