



Warrnambool Cheese and Butter
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BUSINESS MANAGEMENT DISCUSSION GROUPS

In late 2017, WCB launched three supplier business management discussion groups for a three-year trial period across the Heywood, Simpson and Allansford regions. Groups meet quarterly, together with a dairy consultant and WCB field officers, and in between sessions work with their field officer to refine their farm business goals and progress learnings from the discussion topics.

The group members are using DairyBase, Dairy Australia's web-based business management tool, to help track their farm business profitability and identify their strengths and areas to improve, while generating accurate information that will help them make more-informed business decisions. Many of the participants have not previously used DairyBase. Field officers have been assisting their suppliers in using DairyBase and making use of the valuable information the program can provide.

Field Officer Rachel Alexander, who is coordinating the Heywood group, says that participating suppliers are gaining valuable insights into the profitability of their farm businesses as well as improving their knowledge and refining the application of technical skills, such as nutrition and grazing management. The groups draw on the technical expertise of other farmers in the area, a farm consultant and field officers to help develop improved business strategies.

'Participants are setting goals to help maximise profitability and sustainability', Rachel says. 'Some have already begun achieving a few of their goals, such as improving grazing management, improving heifer rearing procedures and improving the diets of lactating cows.'

Lyons suppliers Gerard and Robyn Lloyd are participating in the Heywood group. Gerard says that while it is good to benchmark and see how everyone compares, they find that the greatest benefit is in seeing what other people do well and getting ideas from them.

'We're all very different and we all bring different things to the table', he explains. 'Some are good at AI, some are good at feed. We grow grass. We each bring our own forte to it.'

WCB has subsidised supplier involvement in the groups, so that the first year is free, with suppliers paying \$500 per farm for the second year and \$1000 for the final year.

The program aims to further enhance and build on the services that field officers provide. Over the next three years the program will be evaluated to see how well it meets supplier needs and if there are opportunities for it to expand. If you would like to learn more about these discussion groups, please contact your field officer.

QUALITY MATTERS

By Anne Prince, Farm QA Manager

With many farmers drying off cows and using dry cow therapy (DCT) and teat sealant at this time of the year, now is a good time to review your existing processes to ensure that no inhibitory substances enter the vat. Here are some key points you need to consider:

- Always use your dry cow and lactating cow treatments according to instructions on the label.
- Ensure that cows treated with DCT do not inadvertently rejoin the milking herd.
- Don't let milk from early calvers treated with DCT get into the vat before the full milk withholding period is finished.
- Remember colostrum is also an inhibitory substance that must not enter the vat. You must withhold a freshly calved cow from the vat for a minimum of eight milkings to reduce the risk of getting colostrum in the vat.
- The effect of inhibitory substances (antibiotics and colostrum) on milk in the vat is amplified when a farm has a synchronised calving program. In this case, you may need to withhold milk for longer than eight milkings. Milk from a herd with a high percentage of fresh cows can be checked by WCB's laboratory before you send it to the factory. Discuss this with your field officer.
- Ensure staff are trained in identifying mastitis, treating cows and identifying cows that have been treated. This is time well spent and can save you a lot of stress and financial loss.
- Teat sealant must be completely stripped from the cow before milking it for the first time.
- Suppliers should take extra precaution in cases where cows received DCT when they were producing daily volumes of less than eight litres per cow. Under these circumstances it is not uncommon for DCT residues to be present after the withhold periods have expired.

BULK MILK CELL COUNTS

The Top 25 recognises the efforts of suppliers in keeping their average monthly BMCC to low levels.

Top 25 March 2018

1	Mary, Robert & Helen Grieve	42,000
2	Paringa View Park	46,000
3	Hans & Susanne Vogel	59,000
4	Lance & Lynette Greenwood	60,000
5	Trevor & Carolyn Beasley	63,000
6	Cyril & Marjo Nijskens	65,000
7	Peter & Joy O'Keeffe	67,000
8	RG & TA Morey (Rachael)	70,000
8	Craig & Annette Smart	70,000
9	Gerard & Jo McNamara (Nathan)	71,000
10	John & Mary Meade	72,000
11	Robinfield Farm, Nathan Collins	73,000
12	Michael & Nicole Uebergang	78,000
13	Triple T Farms	79,000
13	RF & NP Bourk	79,000
14	C & C Costin	81,000
15	Craig & Andrea Duro	82,000
16	Mark & Tania Nevill	83,000
16	Darren & Kaylene Jewell	83,000
17	Mary & Simon Brown	84,000
18	MA & MF Fleming	85,000
19	AJ & SJ Maxwell	86,000
19	Powell Dairy Farms	86,000
20	Robby & Sue Methven	89,000
21	Lyndon & Joyce Cleggett	90,000
22	Matthew Dwyer	92,000
22	Andrew Buckley	92,000
23	C & C Simpson	93,000
24	Doug & Karren Hunter	94,000
25	Ted, Doreen & Andrew Delaney	95,000

Factory Average BMCC March: 186,000

CLASSIFIEDS

TO PLACE OR CHANGE AN AD IN THE CLASSIFIEDS:

Please contact your Field Officer before the 24th of the month to place an advertisement or to advise if your ad is no longer required for the following month. Each ad will run for a maximum of two editions, space permitting.

EMPLOYMENT:

Dairy farm hand required for 20–40 hrs per week on 220-cow farm in Heywood. 22-unit herringbone. Hours flexible with no weekends required. Looking for a long-term worker, some experience preferred but not necessary. Please email a cover letter and any experience to rachel.alexander@saputo.com.

FOR SALE:

Red Friesian bulls, AI bred, very quiet, well grown and ready to work. 3 avail. Cobden. \$1760-\$2200 each inc GST. Ph Owen 0409 339 532.

22 Milkaware Maxi Claw sets, \$70 each or \$1600 the lot inc GST. 41 Milkaware High Flow cluster sets with brand new inflations fitted, \$75 inc GST each or \$3000 the lot inc GST. Located Camperdown SW Vic, Ph Owen 0409 339 532.

32 AI Friesian heifers 5–6 months of age. All genomic tested. Average BPI of 129 (highest BPI 166). \$1000 each plus GST. Ph Jacqui 0438 876 339.

12-month-old 10 t Schurmbuilt pellet silo, Warrnambool. \$2,000 plus GST. Ph John on 0409 382 579.

WANTED:

Allflex MK II cup removers. Ph Brent 0466 984 969.

FIRE RECOVERY

WCB continues to work closely with suppliers affected by the recent bushfires as well as with government and industry to ensure a coordinated recovery effort. Information on support services can be obtained through WestVic Dairy's Dairy Farm Recovery Coordinator, Helen Chenoweth.

Helen can be contacted at WestVic Dairy on 5557 1000 or email helen@westvicdairy.com.au or visit the WestVic Dairy website www.dairyaustralia.com.au/westvic-dairy for further information.

Suppliers impacted by the fires can also access confidential counselling through WCB's employee assistance program, by calling 1300 360 364.

