



SADA Newsletter

April 2017

SA Dairyfarmers' Association Inc

Unit 5, 780 South Road

Glandore SA 5037

Phone: 08 8293 2399

Email: sada@sada.asn.au

Website: www.sada.asn.au

Or [find](#) us on Facebook

Planning sets the frame work for the next two years

SADA has recently undergone a planning evaluation leading to the development of a strategic plan for the organisation. SADA President, John Hunt, said,

"Planning for our future is a core part of what I want to do as President. It is about mapping a course and sailing true to that course with our eyes firmly fixed on the future."

The South Australian Dairyfarmers' Association Incorporated has a proud history dating back to 1936 when South Australian Dairy Farmers moved to create a not for profit organisation that was there to protect their members for the good of the industry in South Australia. This 81 year old organisation has traditions that have resonated through the decades right through to today. SADA has never wavered in its ambitions to be out the front where the interests of South Australian Dairy Farmers are concerned.

Drawing on that rich history we are able to look to the future with confidence and a desire to still extract the best for our members.

Nevertheless, the world is a dynamic place and SADA cannot afford to be complacent and rest on its laurels. Today there are challenges before us that our founders could not have imagined, let alone contemplated. Technologies, transport possibilities and new sciences have seen the industry transformed. We must remain alert and ever ready to respond to those changes.

For this reason, SADA needs to remain focussed and dedicated to the cause of serving Dairy Farmers in South Australia and beyond its borders where South Australia is affected. We need to be resolute in the face of our challenges and passionate about overcoming them.

Our statement is, "To be the premier industry body in South Australia". This means all industries, primary or otherwise. It is a declaration that as SADA moves forward through the application of this plan, other organisations look as us and say that we are the bench mark when it comes to getting things done. We are organised, committed, focused, strong and effective in what we do.

To view a full copy of the SADA Strategic Plan, log into the member section on the website or phone the office for a copy

SADA Website is LIVE

The new SADA Website is live. This is a far more comprehensive web appearance than we have ever had in the past. The website will be the public face of SADA and SADA Fresh and will contain a members area for which you as SADA members will have exclusive access to.

To register go to www.sada.asn.au click on the members button, enter your details including a password and click register.



SADA – Giving Dairy Farmers a Voice

Skulduggery Hurts Our Reputation

A scam using the good name of SADA has caused at least 9 backpackers to be fleeced of \$250 each. The SADA Office recently received a spate of telephone calls from backpackers who were waiting to be picked up to go to work when none was organised.

After some investigation, it transpired that these backpackers had answered postings on a Facebook site inviting them to come to employment in the Adelaide Hills. “Dan Smith” would then forward to anyone who answered on the email address provided, a three-page brochure that had a fairly professional look about it including the SADA logo as well as our ABN number. The brochure painted a rosy picture of what life would be like working on a dairy farm including splendid conditions and farmers who were all too happy to drive workers into town on Friday night so they could have a party.

There would then be further contact with “Dan Smith”, and he would tell the backpacker that to secure the job they would have to deposit \$250 into a bank account. The account number and BSB were provided.

The victims of this fraud were directed to the police and SADA continues to work with the police to assist them with their inquiries.

A call was also put out to the members to see if we could help land these unfortunates with positions and our thanks goes out to the several SADA Members who contacted the office.

If anyone has any further information to offer just call John Elferink at the SADA office and he will pass all material onto the police.

MG Has a new Chairman

Murry Goulburn has replaced outgoing chairman, Philip Tracy with John Spark. SADA welcomes a new hand at the tiller and Spark comes with a reputation of being able to turn around business that have had a hard time of it. Spark certainly has interest in the rural sector but much of his work has been outside primary production. There are peculiarities inside the dairy sector, that may hold a few surprises for Spark but nevertheless, we hope that his Chairmanship brings stability to an organisation which has known turbulence all too frequently of late.

In a press release Murray Goulburn said,

“Mr Spark has extensive Board experience across a range of large and complex businesses, including the agricultural industry.

Mr Spark was previously a Director of Ridley Corporation from 2008 until 2015 and served as Chairman from 2010. Since 2007 he has been a Non-Executive Director and Chair of the Audit and Risk Committee at Newcrest Mining Limited. He also previously served on the Boards of ANL, Baxter Group Ltd and MacArthur Coal Ltd.



SADA – Giving Dairy Farmers a Voice



John Spark taking over the MG Chairmanship

From 1989 to 2004, John was a partner, then Managing Partner, at Ferrier Hodgson. During this time he oversaw the successful restructuring and return to profitability of many large Australian companies. Mr Spark was also formerly a partner at Arthur Andersen and, prior to that at Orr, Martin & Waters and spent the early part of his career at Clyde Industries Ltd."

Doubtlessly the last couple of years have been challenging for MG with outstanding ACCC investigations and a reputation that has been damaged by the events of recent times.

What many will be looking for is a return to the core values of MG as a co-operative and Spark's comment making specific reference to the "proudly farmer controlled" nature of the business will give heart.

This may be easier said than done. MG of course is a publicly listed company whose shares have come down sharply from the \$2.70 in December 2015 to around a dollar in March 2017. Returning to the notion of a farmer controlled institution with shareholders to satisfy, presents Spark with a pronounced challenge.

March 2017 IR News – Chas Cini (MERS)

The review into the Modern award continues and will do until the middle of the year. Some members are still paying penalty rates on Saturday afternoon and Sunday when these were "cancelled" in 2010 and the contractor v employee issue continues to raise its head. I think this issue is an important reminder to members not to enter sham arrangements. There are a number of public holidays coming up as well and some have been paying the public holiday penalty rate on the casual loading. Please visit the SADA website or call the office for a copy of the latest member update.

The update also includes calculating payment for casual workers, allowances, long service leave, penalty rates, superannuation, work health & safety and contractor arrangements.

Make it Cheaper

With energy prices generally on the rise, achieving savings could be a significant bonus worth investigating.

In the coming weeks we have regulated that a representative from Make it Cheaper contact SADA Members to compare gas and electricity prices, calculate potential savings, figure out which plan meets your individual needs and if you wish switch your current energy provider.

SADA Member Lyndon Cleggett has take up the opportunity and had this to say

"It was a very easy process. I would recommend SADA members to take up on the opportunity."



Milk Supply Contracts Report is Available

The Milk Procurement Model Project conducted by Steve Spencer from Fresh Agenda has been completed and the Report is available.

Today dairy farmers are particularly keen to compare processor prices and milk supply contracts as traditional “loyalties” have made way for the commercial pressures to optimise returns. There are also reviews currently underway into milk supply contract arrangements. One missing element has been having a clear picture from dairy farmers as to what they consider to be the features in a supply agreement that would be most useful and advantageous to their business. Recently the SA Dairy Fund co-funded a project with the Midfield Group involving a number of workshops with farmers to seek out this information. The Report of the project has been sent to the dairy associations and now the Report is available to all farmers and processors from either the SADA website www.sada.asn.au or contacting Ken Lyons at executiveofficer@sadafresh.com.au

Projects Underway

Three of the projects currently underway include;

The Dairy Explorer Project. This project looks at developing a real-time milk analysis tool to assess milk quality traits such as fat, protein and mastitis. This is the “proof of concept” stage and could deliver significant financial benefits to farmers and processors. Trials are underway with the Adelaide University, the Fleurieu Milk Company and their farm suppliers.

The Farm Business Strategic Review Project. Following the very successful Pilot program (as independently assessed by Econsearch) last year, the first workshops this year have recently been held in the Central and SE Regions.

The Mapping of Milk Flows in the Central Region of SA Project managed by SADA is well down the track in collecting the information. This project aims at providing farmers with a better understanding of the milk value chain post the farm gate. SADA will present the information at farmer meetings to be held later this year.

Looking Forward

The Advancing Dairy Business Workshop Project to be delivered by Rural Directions. This unique project, that will be new to the majority of dairy businesses, focusses on the idea of having a farm Advisory Board. Due to many farms struggling with financial pressures at this time it has been decided to defer the program till later in the year. DairySA (Verity Ingham), SADA (Andrew Curtis) and the Fund (Ken Lyons) would like to hear from farmers with an interest in participating.

The DairySA Dairy Innovation Day to be held in Mt Gambier on 8 June. The Fund Board (Dennis Mutton, Will Rayner and John Hunt) will be running sessions at the innovation day to get ideas from farmers and industry service providers on projects and investments that will build the capability, profitability and competitiveness of the SA Dairy Industry at the Innovation Day

