

## 2011 Dairy Business of the Year Seminar

Wednesday 22<sup>nd</sup> June 2011, MCG

### **“Focusing on the Future – Learning from the Past”**

12.30 pm Coffee & Seminar Registration

1.00 pm **David Beca, Red Sky Agricultural**– Introduction

1.10pm **Ian Halliday, Dairy Australia** – Welcome

1.20 pm **Neil Burgess, Senior Commodities Analyst, Westpac** – *“The Outlook for the world economy and agricultural commodities”*

Neil has been involved with international trade and commodities for the past 20 years with the last 8 years specialising purely in agricultural commodities, research and analysis. Neil has a wide ranging background within finance having worked for both domestic and foreign banks in Australia, New Zealand and the UK. Neil will provide an overview of the current international market and an outlook for agricultural commodities in Australia.

1.50 pm **David Nation, CEO, Dairy Futures CRC and Mick Blake, Animal Performance Manager, Dairy Australia** – *“Bioscience: an exciting future for breeding better pasture and cattle”*

David and Mick are both experienced managers of research and agribusiness operations. Both of them have been heavily involved in the Dairy Futures CRC and they will use the research from this along with their extensive backgrounds in the industry to detail the exciting future ahead for breeding better pasture and cattle.

2.20 pm **Afternoon tea**

2.45 pm **John Roche, Managing Director and Principal Consultant, Down to Earth Advice Ltd** – *“From biology to profit – making the farm business work”*

John is Principal Consultant for Down to Earth Advice, a company providing strategic and operational advice to farming businesses, universities and agriculture service industries worldwide. In addition he is Principal Scientist for Animal Science at DairyNZ. John will utilise his science-based farming systems knowledge in discussing options to maximise profitability in an environmentally sustainable way.

3.15 pm **Grant Crothers, CEO, Burra Foods** – *“The changing face of the Australian dairy industry – A dairy processors perspective”*

Grant has spent his career in food marketing predominantly in the dairy industry. From running his family owned market milk processor in the late 1980's (Midland Milk, Shepparton) he is now CEO of Burra Foods, who are based in South Gippsland producing dairy ingredients for the world market. Grant will draw on his experience to discuss the changing face of the Australian dairy industry from a processors perspective.

3.45 pm **Poster Presentation - Three Regional Australian Finalists**

Throughout the judging process the judges identified farm businesses with extraordinary performance in key aspects of their farming business. In an interactive session three of these farmers will explain how they achieved these results.

**Pasture Harvest** – To be advised

**Core Cost Control** – To be advised

**Labour Efficiency** – To be advised

4.25 pm **Close**



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## **2011 DAIRY BUSINESS OF THE YEAR AWARDS**

**Melbourne Cricket Ground**

**Wednesday 22<sup>nd</sup> June 2011**

***Dress Code: Formal***

***Come and see what Australia's top dairy businesses look like, and see who will win the 4<sup>th</sup> Trans-Tasman Dairy Business Challenge***

MC for the night is **Bill Malcolm**, a highly regarded Farm Management Economist, known for his very entertaining delivery, who grew up farming and has worked professionally in both farming and academia. Bill has written numerous books and articles about farm management and dairy farming and has been involved extensively in running courses in both Australia and NZ.

- 5.30 pm Pre-dinner drinks and Registration
- 6.30 pm **Bill Malcolm, MC** – Introductions
- 6.40 pm **Trudy Vonhoff, General Manager, Commercial & Agribusiness Banking, Westpac** – Welcome
- 6.50 pm **Roddy Brown, Westpac National Head of Dairy** – “Overview of entrants & competition”
- 6:55pm **Bill Malcolm** – “Overview of judging”
- 7.05 pm Presentation of the Regional, Farm Systems and Most Improved Awards
- 8.05 pm Mains
- 8.45 pm **Rodney Hogg** – “Former Australian cricketing Great”
- Hoggie was a genuine quick bowler who destroyed the English batting line-up on his entrance to Test cricket. Playing for Australia in the days of Kerry Packer’s World Series Cricket, Rodney picked up an amazing 41 wickets at 12.85 in the Ashes series of 1978/79, a record that would be near impossible to beat these days. An outspoken commentator who calls ‘a spade, a spade’ he is always honest, always controversial and never short of an opinion.
- 9.20 pm Presentation of the Supreme Awards
- 9.45 pm Drinks and socialising
- 10.30pm Bus leaves to take finalists to the Retreat

**Awards Dinner: Singles: \$85 plus GST Couples: \$160 plus GST**

**Seminar: Singles: \$75 plus GST Couples: \$140 plus GST**

**Seminar & Awards: Singles \$155 plus GST Couples: \$290 plus GST**



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## Registration Form

### DAIRY BUSINESS OF THE YEAR AWARDS SEMINAR

Wednesday 22 June 2011, Melbourne Cricket Ground

### Registration Deadline: 14 June 2011

Surname: \_\_\_\_\_ First Name (*for name tag*): \_\_\_\_\_

Surname (Spouse/Partner): \_\_\_\_\_ First Name (*for name tag*): \_\_\_\_\_

Postal address: \_\_\_\_\_

Phone (*Day*): \_\_\_\_\_ Phone (*Evening*): \_\_\_\_\_

Mobile: \_\_\_\_\_ Fax: \_\_\_\_\_

**Return Registration to: Dairy Business of the Year Seminar Awards  
P.O. Box 956, Bacchus Marsh, VIC 3340  
OR Fax (03) 5367-4449**

**Please include full payment made out to: "Australia Dairy Business of the Year"**

**OR Direct Credit Bank Account: 033 263 282960 and include your name**

	No. of singles attending		No. of couples attending	
Seminar Only	\$82.50 (incl. GST)		\$154.00 (incl. GST)	
Awards Only	\$93.50 (incl. GST)		\$176.00 (incl. GST)	
Seminar & Awards	\$170.50 (incl. GST)		\$319.00 (incl. GST)	

Signed: \_\_\_\_\_ Date: \_\_\_\_\_ Total: \$ \_\_\_\_\_

**For all enquiries call Fiona Smith on 0418-535 716 or free phone 1800-733 759**



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