

# Tasmanian Dairy Conference



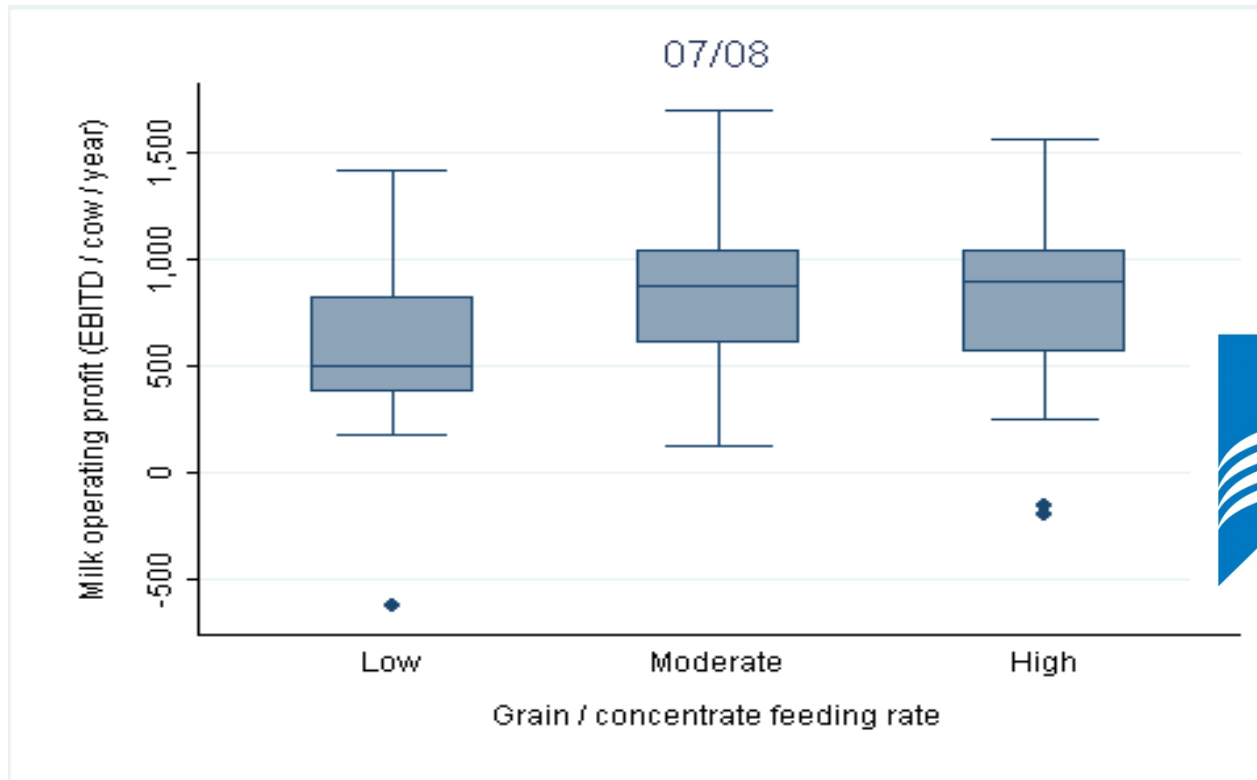
**Ian Halliday**  
**Managing Director**





# Grain feeding rate vs profit/cow 2007/08

## Tasmilk-60 project

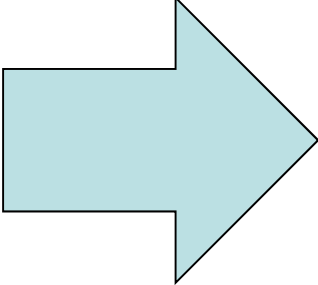




# ADIC

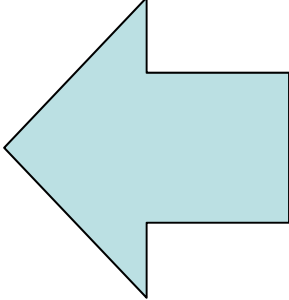
National

Representation



ADF	DA
TFGA	DairyTas

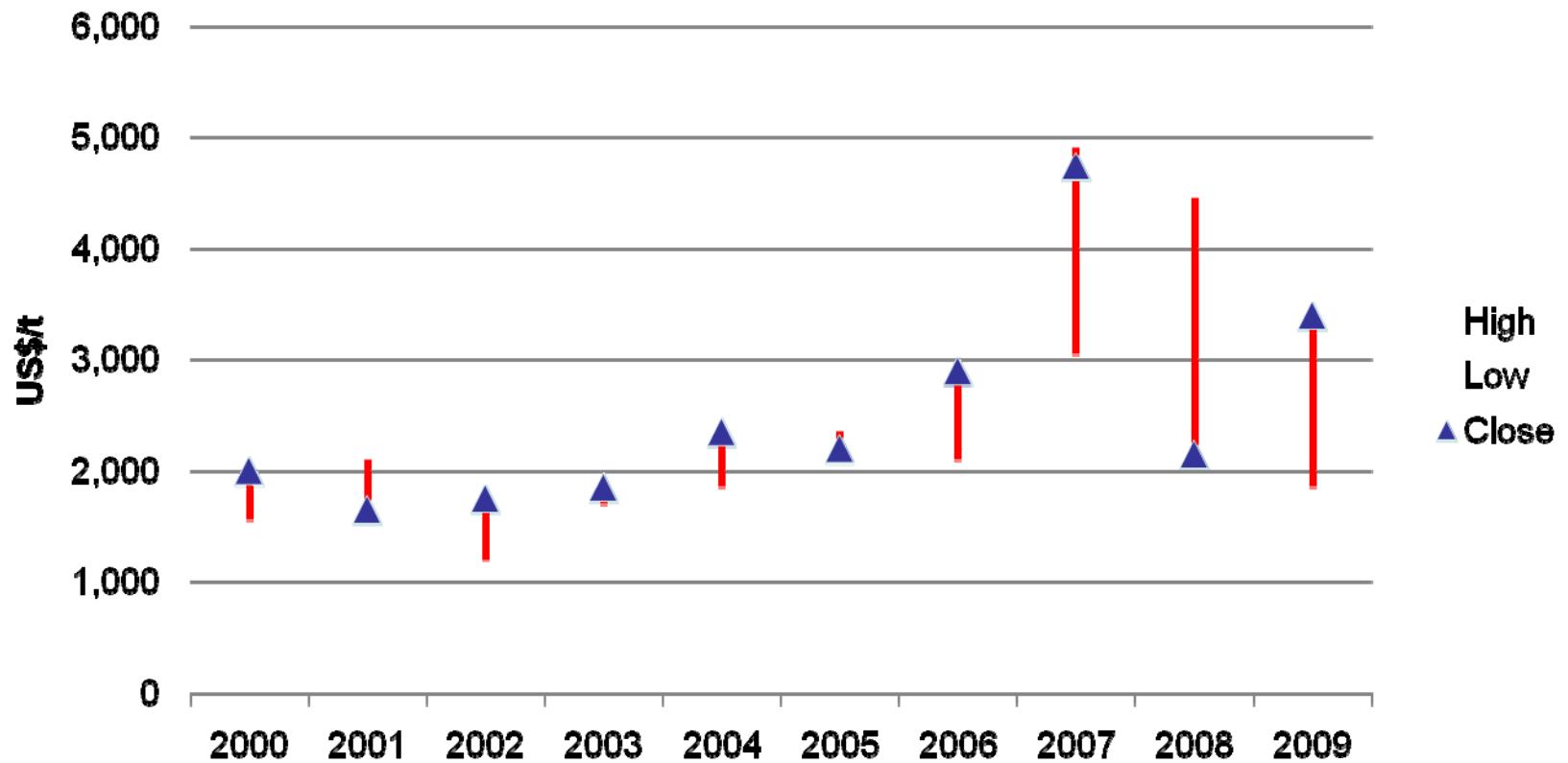
Service



State/Regional

# Increasing trading range – WMP

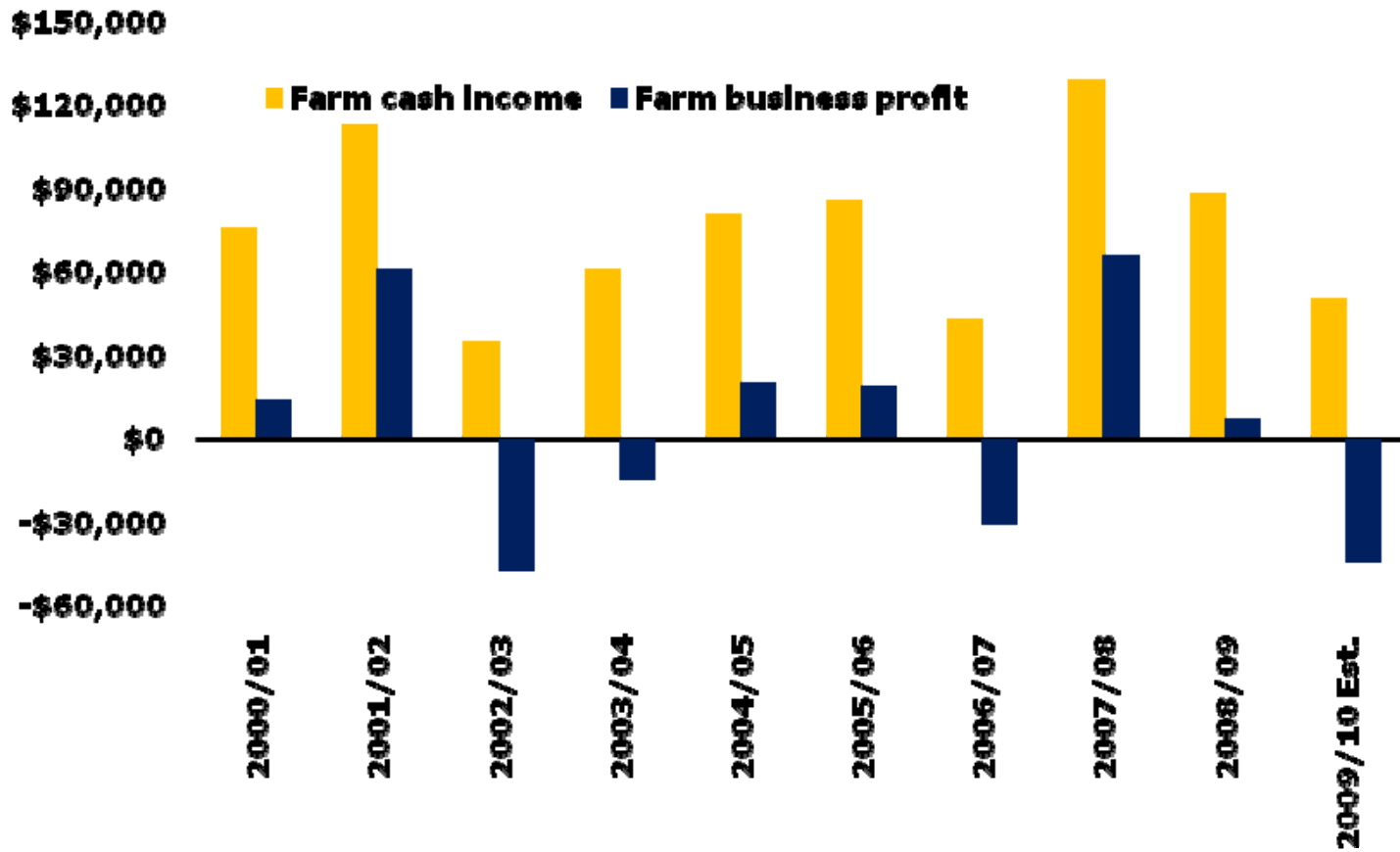
Source: Situation and Outlook report, Dairy Australia 2010





# Dairy farm cash income and profit

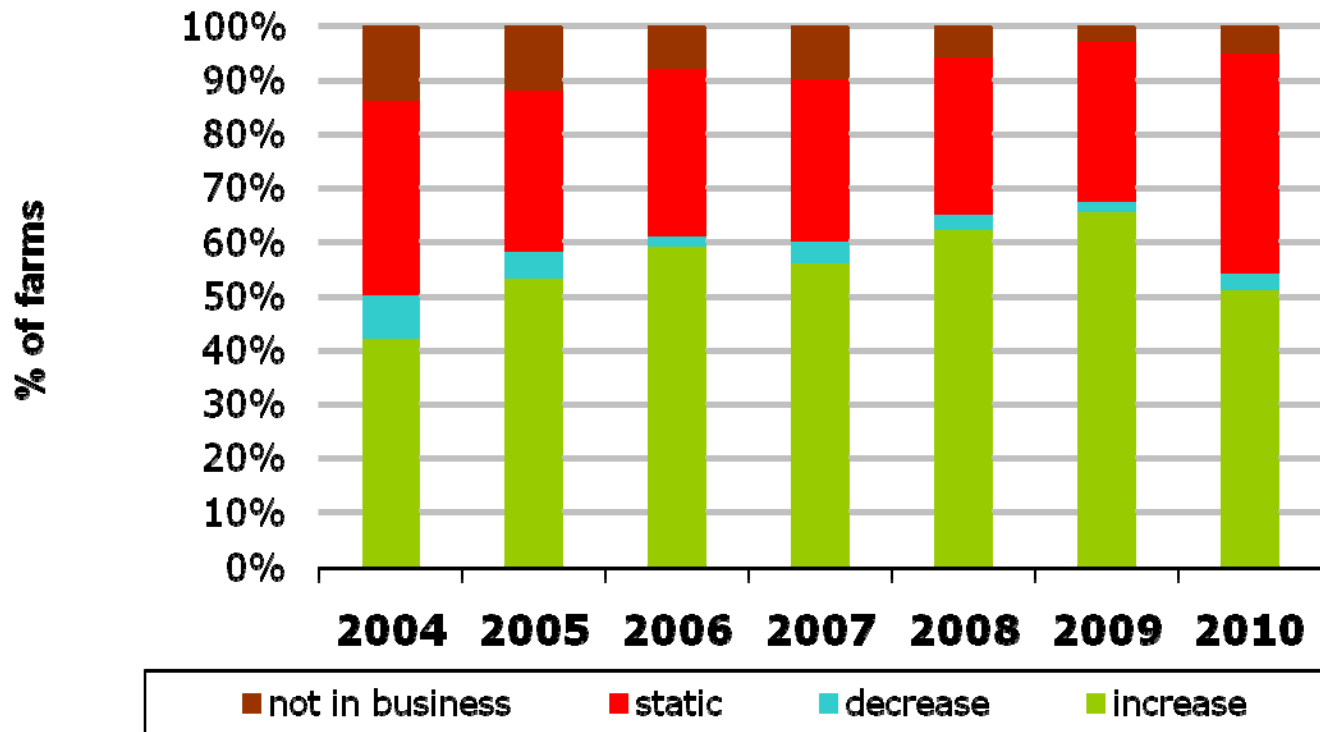
Source : ABARE





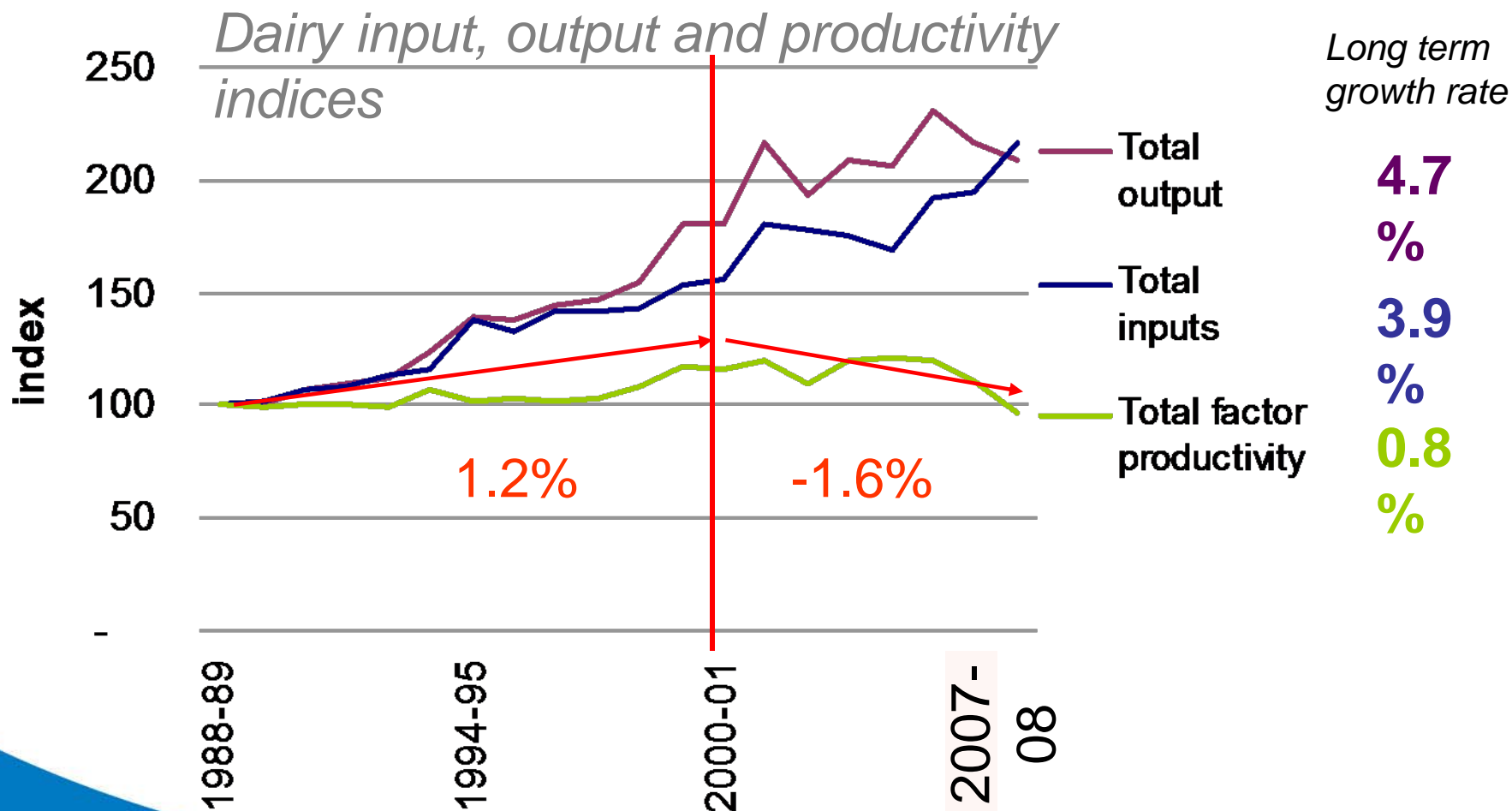
# Changing growth outlook

Expected production in 3 years time – comparing 7 surveys



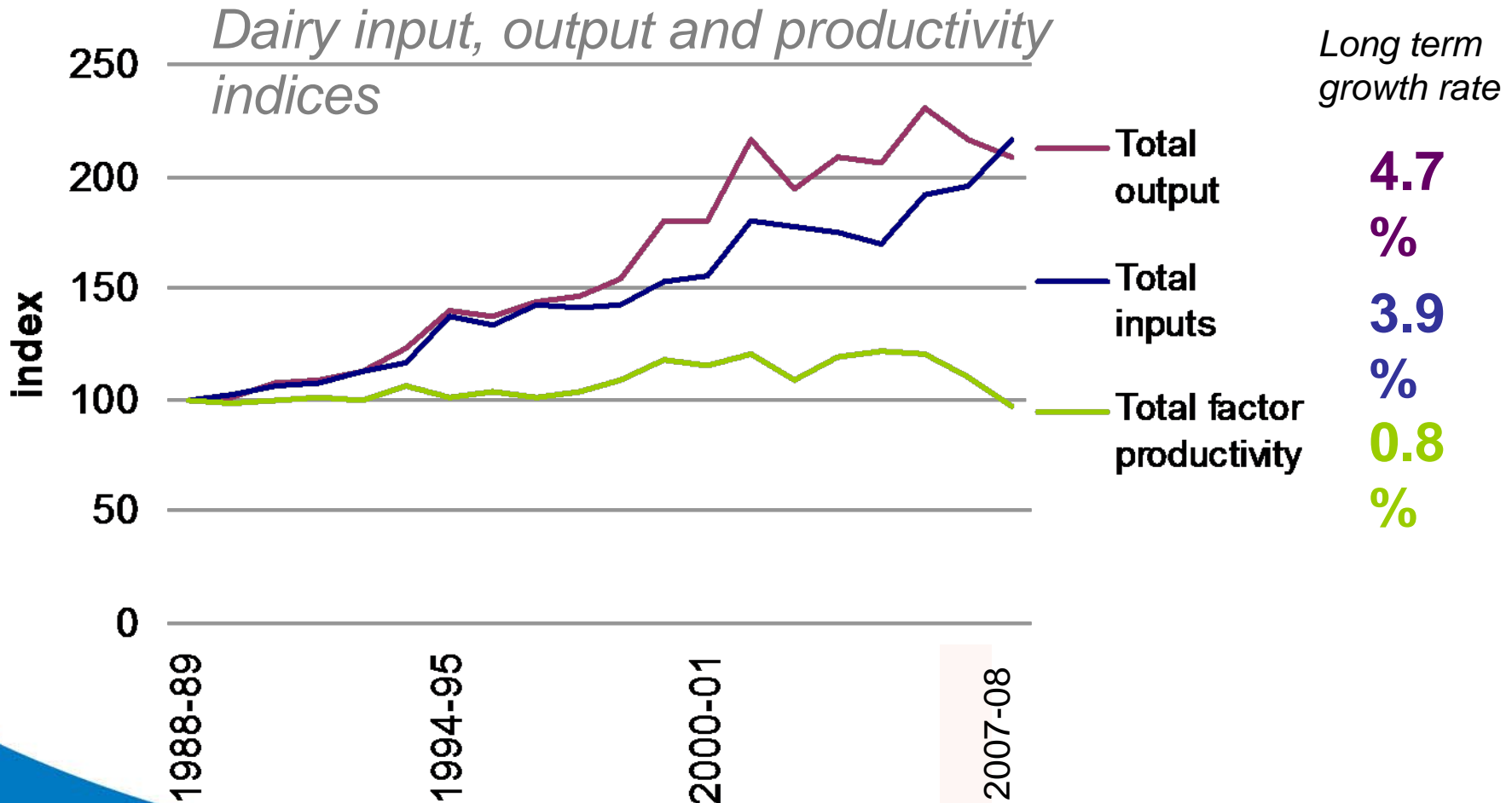
# Dairy productivity growth has slowed compared to earlier periods...

Source: Peter Gooday, ABARE Outlook 2010



# Increased dairy production has been driven by growth in inputs rather than productivity...

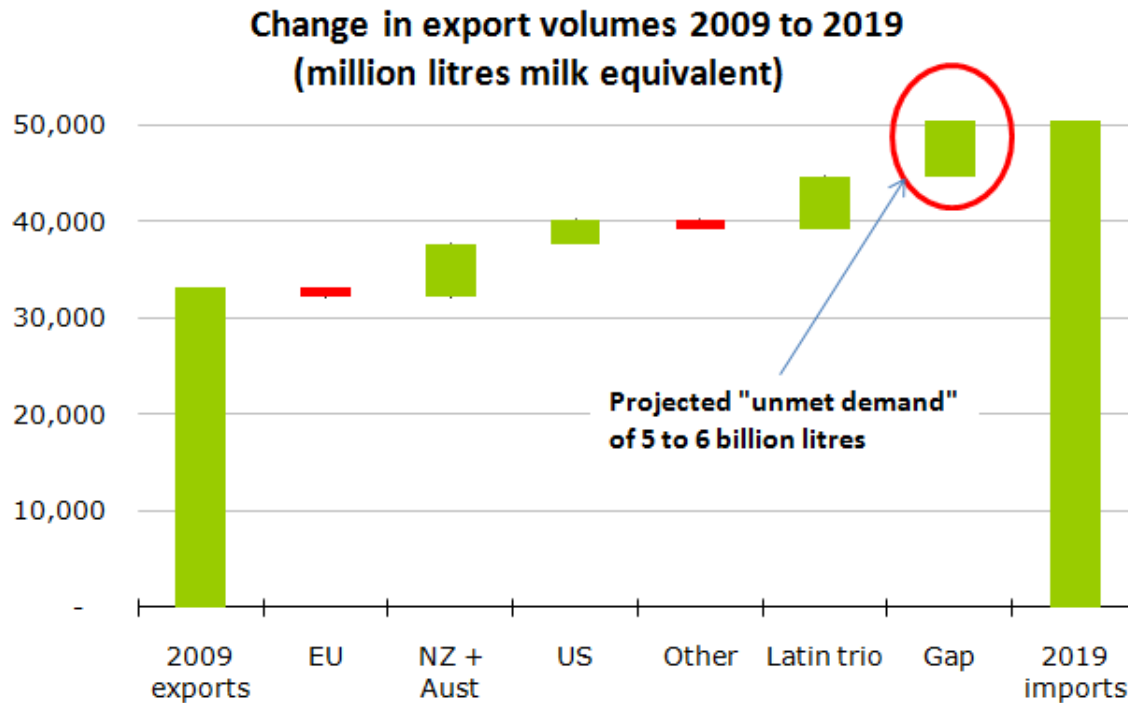
Source: Peter Gooday, ABARE Outlook 2010





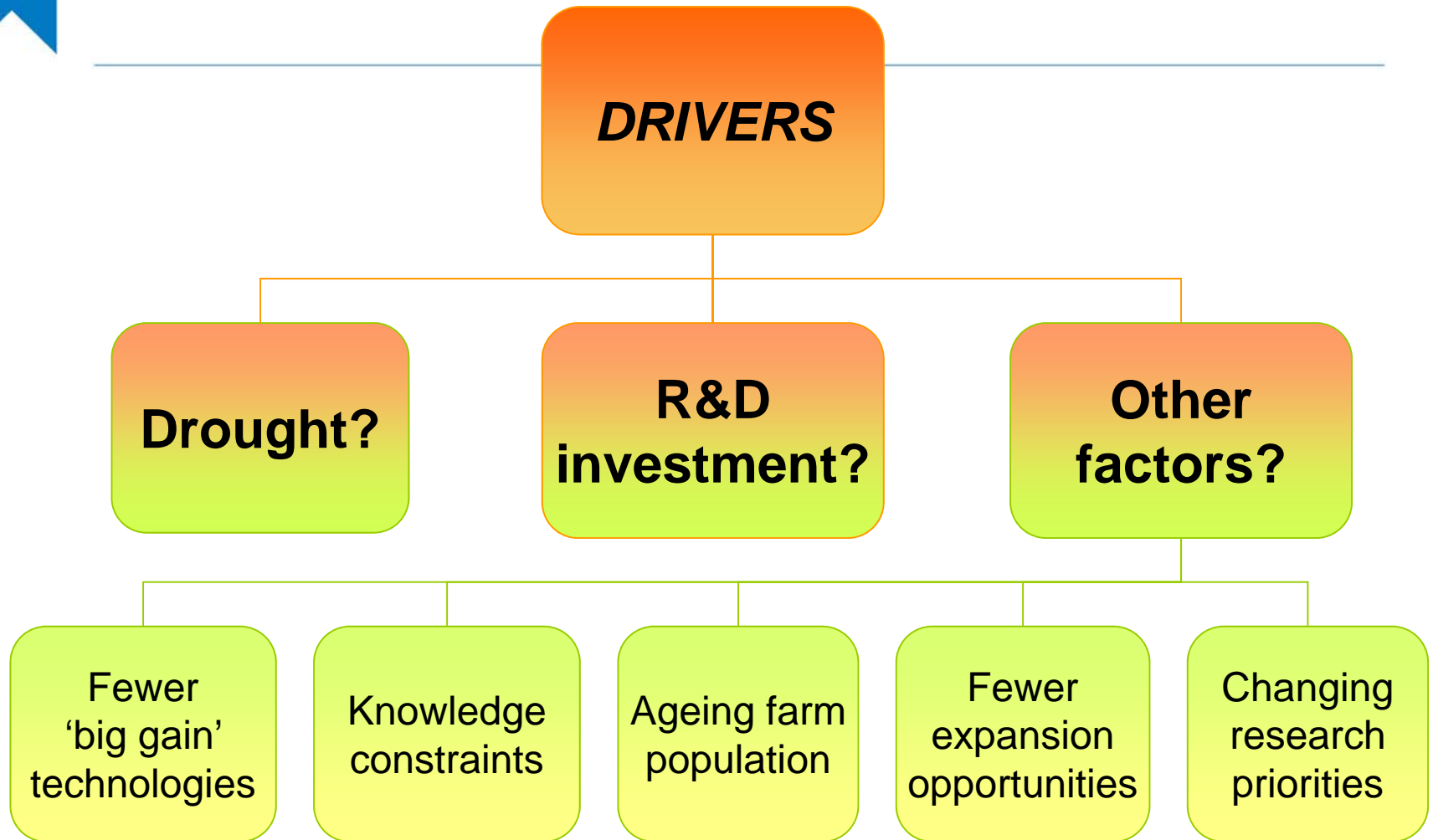
# Long range global scenario

Source: Situation and Outlook report, Dairy Australia 2010



# Why might productivity growth be slowing?

Source: Peter Gooday, ABARE Outlook 2010





# Some key industry/DA challenges

---

- **People**
  - Attract, retain, develop (including succession planning)
  - Managing complexity/new challenges (i.e. farm systems, NRM, sustainability)
  - Adoption of new technology
- **Extension/Take-Up of Existing Programs/Technology**
- **New Technology**
  - Development/Commercialisation
  - Take-Up





# Labour stability = more \$/kgMS

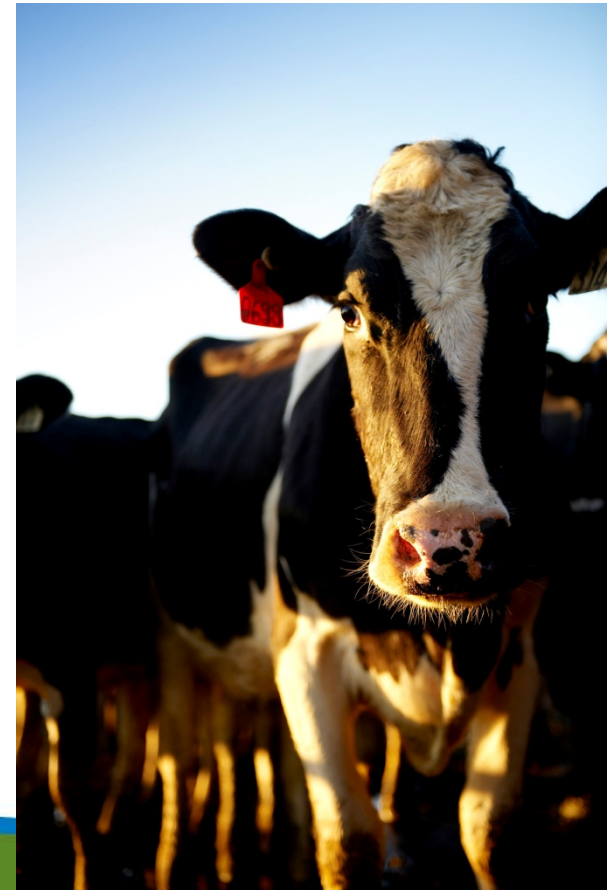
	<b>Farm A</b>	<b>Farm B</b>
	<b>\$/kgMS</b>	<b>\$/kgMS</b>
<i>Net Income</i>	6.90	6.60
<i>Expenses</i>		
Shed/Herd	0.54	0.55
Supplementary feed	2.40	2.80
Pasture	1.27	1.0
Fodder Conservation	0.05	0.07
Labour	1.04	1.25
R&M	0.28	0.25
Admin	0.22	0.26
Other Overhead	0.29	0.30
Total Operating Expense	6.10	6.50
<i>Farm Operating Profit</i>	<b>0.87</b>	<b>0.10</b>





# Technology ...

- **DairyFutures Co-operative Research Centre**
  - \$128m R&D in plant and animal genomics
  - Seven years
  - \$30m base investment from Government
  - **ANIMAL**
    - *Doubling Holstein DNA database*
    - *Genetic merit measured in days, not years*
    - *Test accuracy = 50-100 daughters in milk*
  - **PLANT**
    - *Ryegrass/clover and tropical pastures*
    - *TMR adaptation*
- **Automatic milking systems for pasture-based systems**
  - <http://www.dairyaustralia.com.au>





Thank you!

---

