

Early bird rate, register before
15 December 2017!



**AUSTRALIAN DAIRY
CONFERENCE**

Australia's premier dairy event hits Melbourne

FEBRUARY 13 – 15, 2018

Pullman Albert Park

**A powerhouse line up. International futurists, innovators,
forward thinking farmers and dairy young guns.**

Pre Conference Tour – Gippsland Dairy Region



Visit australiandairyconference.com.au
for more information and accommodation links

From the Conference Chair



It has been a privilege and a pleasure to serve as the Chair of the Australian dairy conference programming committee this past year.

My First ADC event I attended was in Tasmania 2014 and I was truly inspired and challenged throughout the conference. I remember returning back to the farm with a different mindset; a real fire in the belly type of feeling. It is with this passion and gratitude to ADC in mind that I have focussed on building this year's program.

The program really is the product of the programming committee as a whole, each one of its members brings the ideas, the creativity and commitment to make the conference what it is. Hopefully my role as Chair hasn't caused too many grey hairs for my fellow board members! My intention has always been to lead by example and to create a unified committee with the same vision

ADC consistently aims to improve and develop each and every year, focusing on not only what is important to dairy farmers Australia wide at this point in time but trying to look to the future in order to keep dairying a strong and prosperous industry. I am often challenged with the thought of what dairy will look like twenty/thirty years down the track and more importantly what will be profitable and sustainable. I wonder how my business is going to look into the future. Will it be able to support the next generation, like it has in the past?

The digital age we are moving into is going to be moving a lot faster than I believe we are ready for. The pressures might not necessarily be coming at us from on farm, where we can see them coming and influence it. But off farm in a space we probably haven't even given any thought to. Is our industry ready for change, how do we manage change. Our markets seem to be coming more volatile, how will our industry change from being reactive to proactive.

Investing in dairy: what is attractive about investing in the dairy industry? On the other side what are the pressures, how is dairy perceived. What is the consumer concerned about and is the environment worse off. These are all the realities of dairying and need continued exploration.

We will dissect these difficult questions and concerns this February 13-15th in Australia's food capital Melbourne. Melbourne's accessibility has enabled us to access a rich and diverse group of interstate and international speakers. This year's venue The Pullman Albert Park has given us the ability to have conference and accommodation all under the one roof; improving networking opportunities and to fully immerse in the conference experience.

Challenge yourself, your business and let's build a stronger industry that embraces change.

Scott Fitzgerald
2018 Programming Committee Chair



REASONS TO ATTEND ADC

- 1. Challenge your thinking** – a speaker line-up designed to make you think, squirm, laugh and cry reinforcing the reasons why you are involved in dairy.
- 2. ADC First timers** – kick off your ADC experience with other new delegates with tips and tricks to get in the ADC zone in a fun and non-confronting way.
- 3. Rabobank Gala Dinner** – always a highlight to let your hair down with great food, company and signature entertainment.
- 4. The Pitch** – sit back and be entertained as a bunch of innovators impress you with their best on-farm ideas in an enlightening new session.
- 5. Farmer networking** – get off the farm and forge new friendships and contacts by mixing with like-minded dairy colleagues from around the country.
- 6. Pullman Melbourne** – all-inclusive Conference venue, functions & luxury accommodation to truly immerse yourself in all things ADC.
- 7. Melbourne** – extend your stay & combine ADC with major shopping outlets, hit musicals, restaurants and sporting events at your fingertips.



CONFERENCE OVERVIEW

CONFERENCE PROGRAM

MONDAY, FEBRUARY 12

Pre conference farm tour to the Gippsland Region – DAY ONE – Departs from Pullman Hotel Albert Park at 7.30am

TUESDAY, FEBRUARY 13

Pre Conference farm tour the Gippsland Region – DAY TWO – Returns to Pullman Hotel Albert Park at 4.30pm

First Timers Meet & Greet
Conference Welcome Function

WEDNESDAY, FEBRUARY 14

Conference Day 1 - 8.30 to 5.30, The Pullman
Conference Dinner

THURSDAY, FEBRUARY 15

Australian Dairy Conference Annual
General Meeting - 8.00 to 8.20am

Conference Day 2 - 8.30 to 5.00, The Pullman
Conference Close and Farewell Drinks

SOCIAL FUNCTIONS

WELCOME DINNER

6.30pm - Tuesday 13 February

Venue – The Park

Sponsored by - Fonterra



One Welcome Dinner ticket is included in a full conference registration. Additional tickets may be purchased for accompanying guests at \$77.00 per person.

CONFERENCE DINNER

6.30pm - Wednesday 14 February

Venue – The Pullman Albert Park

Sponsored by - Rabobank



Dress - semi-formal

The dinner includes a three course dinner, drinks and entertainment. One Conference Dinner ticket is included in a full conference registration. Additional tickets may be purchased for accompanying guests at \$120.00 per person.

Registrations and bookings must be made online at www.australiandairyconference.com.au

ADC FIRST TIMERS MEET AND GREET

5.00pm – 6.00pm Tuesday 13 February - Pullman Albert Park

This is an opportunity to meet other delegates that have come to ADC for the first time and members of the Young Dairy Network. It is a hosted event to help you with networking skills and meeting new people and will lead into the welcome dinner.



CONFERENCE PROGRAM

Tuesday 13 February

5.00pm	ADC first timers Welcome Function	A special social function for members of the Young Dairy Network and people who have come to ADC for the first time. The Australian Dairy Conference programming committee, many of whom were 'first timers' not that long ago, host this informal session.
6.30- 9.00pm	Official Welcome Function, sponsored by Fonterra	Delegates meet and greet. Welcome address from Fonterra and ADC.

Wednesday 14 February

8.30 –	Scott Fitzgerald ADC Programming Chair	Welcome to Day One
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Session 1 – Riding the exponential wave of change

8.35am	Kaila Colbin Singularity University	The tsunami of change headed our way – What do nanotechnology, bioinformatics, artificial intelligence and robotics have in common and why they matter to you? Silicon Valley think-tank Singularity University's regional ambassador Kaila Colbin explains how technology-driven changes impact every single person in the society.
9.20am	Anna Speer Auctions Plus	Leaders of disruption – AuctionsPlus has spent 30 years trying to disrupt the way farmers trade livestock. It's Chief Executive Officer Anna Speer explores why it took so long and why the time is now right. Is the exponential wave about to crash through the traditional saleyard to create transformational change? What are the real challenges?

9.50am **Jason Clarke**
Minds at Work **What made you successful today may not make you successful tomorrow** – Founder of Minds at Work Jason Clarke looks at the personal and professional strategies we need to ride the wave of change.

10.15am Panel: An opportunity for our audience to question our speakers.

10.30am Morning Tea - Sponsored by Entegra Signature Structures

Session 2 – Dairy science at its new-generation best

11.10am **Jane Bunn**
Channel 7
Richard Rawnsley
ADC Science
Director **The role of science in change** – Meteorologist and Channel 7 Weather presenter Jane Bunn and ADC science director Richard Rawnsley introduce this expose of the work of the dairy's top young scientists.

11.20am **The DOW Agrosiences Young Dairy Scientists Award - Science in action**
The **five finalists** in the DOW Agrosiences Young Dairy Scientists Award present their work and discuss it with Richard and Jane.

12.15pm **Rachael Rodney**
Project Manager -
Australian National
University **Learnings of a young scientist** – Rachael Rodney won the 2017 ADC science competition and she returns to share with us the impact of her win last year. Now employed as a researcher at Australian University, the whirlwind 2017 year has provided many opportunities for her as she discusses with us how effective communication at all levels is critical to career progression.

12.30pm Lunch – Sponsored by Bega Cheese



Session 3 – It's all about the people

Delegates choose one of two pathways - ideas for getting started OR how to manage a growing business

1.30pm Room 1

Pathways into the dairy for the next generation - This 1.5 hour session aims to help young farmers identify available pathways from farm managing or share-farming to leasing, equity partnerships and ownership. **John Mulvany** leads the session to draw out the stories from a panel of young farmers. He explores what it really took in terms of the dollars, the attitude and the challenges, as well as looking at where they are headed next and what they'd do differently if they had their chance again.

Scott Fitzgerald – Northern Victoria - Scott was a lower order share-farmer for two years, during which time he leased a property and sold lucerne for additional income. The strategy enabled him to progress to herd-ownership. He is now leasing a farm with his own herd.

Luke Madden – South West Victoria - Luke left school to become a farm hand and was able to meet the repayments of a small beef farm on that wage. While still employed, he started to convert his beef property to dairy and now owns and operates a dairy farm, milking close to 300 cows.

Jeffrey Gijsbers – Tasmania - Jeffrey moved to Australia from Holland five years ago and quickly went from farm-hand to a 50/50 share-farming position. He has plans to build his wealth through a progression from share-farming to part ownership.

Daniel Brown – Gooloogong, NSW - Daniel is herd manager at Moxey Farms with the overall responsibility for the health, welfare and productivity of 5500 cows. His pathway to this plumb job on Australia's largest dairy farm saw included herd management roles in Queensland before moving to Central NSW 12 months ago.

Joe Edwards – Northern Victoria - Joe's combined experiences of working on a corporate farm, in two family-owned businesses and as herd manager on his father's farm, while building his savings helped set him up to become manager and equity partner on a 600-cow dairy operation.

1.30pm Room 2

Getting the mindset right to grow the business - Dairy business consultant **David Heinjus** from Rural Directions explores the culture, values and strategy required to transition from dairy farm owner and doer to land/business investor. He looks at the difference between operational and strategic thinking; and some options for organisational structure with clear values.

David is joined by long-term clients **John and Ange Rohde** from Tarlee, in South Australia's Clare Valley, whose mixed farming business grows 2800 hectares of crop, and runs 2000 breeding ewes and 70,000 chickens, the state's largest free-range egg business. The Rohdes offer first-hand experience of the merits of transitioning to a business model – a move that has facilitated sustainable growth for them.

2.15pm Room 2 **Getting the most out of your farm team - Jason Clarke**
from Minds at Work returns to the stage to take us through a fascinating session to provide practical strategies to help dairy businesses get the most from their teams.

3.00pm Afternoon Tea - Sponsored by Parmalat Australia

Session 4 – Challenging volatility

3.30pm **John Droppert**
Dairy Australia **How volatile is the world's dairy industry?** Dairy Australia strategist John Droppert introduces this session with a quick overview of what volatility looks like in the dairy industry.

3.40pm **Michael McIntyre**
First NZ Capital
John Harney
Domino's Pizzas
John Olden
Mondelez Australia **Understanding what volatility means for big business** – Many businesses face a volatile landscape. Modern information channels and global connectivity can make the business landscape appear even more volatile. This session delves into how big business manages volatility. Futures trader with First NZ Capital (and former Fonterra senior trader) Michael McIntyre joins global dairy ingredient buyers John Harney, from Dominos Pizzas, and John Olden, from Mondelez Australia (synonymous with the iconic Cadbury chocolate brand), to discuss their approaches. With every deal they face risk, volatility and the potential loss of massive sums of money. We ask each to speak for five minutes to give an overview of what in their business keeps them up at night and then invite John Droppert to lead a panel discussion.

4.00pm **Jeff Odgers**
Shepparton, Victoria
Colin Thompson
Cowra, NSW
Robin Lammie
Busselton, WA **What does volatility mean for our farmers?** – Is it the same on every farm? We hear three farmer stories from three different milk production states dealing with completely different types and levels of volatility.
Dairy Australia director Jeff Odgers, from Shepparton, Vic, learned about the impact of climate volatility when he moved from Tasmania to Northern Victoria just as the millennium drought took hold; Colin Thompson, from Cowra, NSW, was among the first to establish a new dairy farm in central NSW, where he now has 300 cows in a free-stall barn, milking three times a day, and deals with low water availability and high community expectations; and Robin Lammie, from Busselton in Western Australia, is a lease farmer with a unique view of managing a business with a single 'client' operating in a milk state that has experienced contract volatility, but which enabled their business to grow six-fold in 18 months to 600 cows.

4.30pm Panel Session led by **John Droppert** **The questions you always wanted to ask** – We bring back our volatility business experts to ask the dairy farmers the questions they've always wanted to ask farmers.

5.00pm Close of Day One

6.30pm Pre-dinner drinks

7.30pm The Australian Dairy Conference Rabobank Dinner
Dress code: Semi – formal



Rabobank

Thursday 15 February

8.00am **Ben Geard** - ADC President All delegates are invited to attend the **Annual General Meeting**

Session 1 – Why dairy

Dairy is attracting a great deal of outside investment interest even though some in the industry are questioning their own future in it. So why do some people view dairy as a great investment opportunity? This session explores the stories of three different dairy farm investors. For farmers they provide an insight into the non-negotiables for investing in dairy, helping them to make better investment decisions and/or assisting them to make their farm more investor ready. For farm employees, we will be probing these investors on what they look for in their staff and what opportunities exist for the right people to succeed in their organisations.

8.35am **Lino Saputo Jnr**
Canada **The Australian attraction** – Canadian dairy giant Saputo has been an Australian dairy household name since its 2014 majority purchase of WCB. Now with Murray Goulburn in its sights, CEO Lino Saputo will front Australian Dairy Conference to explain his attraction to the Australian dairy industry and the opportunities he sees ahead.

9.20am **Colin Armer** - NZ **From zero to 13,000 cows** – For most part, the down-to-earth “fisherholic” Colin Armer lives and works out of the spotlight. With his wife Dale, he owns the Armer Farms company in the North Island of NZ, which milks about 13,000 cows on 14 farms in Te Puke, Mamaku and Taupo. But the couple are still hands-on farmers when not monitoring the books, coaching their eight adult children in business and governance skills and enjoying their 12 grandchildren. A 15th farm is owned by a separate company in which the couple’s eight children have invested their own money. The couple are also major shareholders in corporate South Island farmer Dairy Holdings. Colin explains why dairy has worked for him.

10.00am **Matthew Gunningham**
Mawbanna,
Tasmania **A people approach to wealth creation through dairy** – Tasmanian dairy farmer Matthew Gunningham is a new-generation Colin Armer, who is his mentor. He has drawn on him as he has built his portfolio of dairy farming interests and structures. He has also learned that people are everything in building business success, something he explored further as the 2017 ADC Nuffield scholar. He will explain his philosophy that people are vital to dairy farm business success.

Session 2 – The elephant in the dining room

Consumers, people outside of agriculture and special interest groups are having an increasing influence on what happens on the farm and the way food is produced. Every major company and industry throughout the world is under increasing pressure to demonstrate that they tick the boxes on social, environmental and business sustainability. Dairy is no exception.

11.10am **Alison Dewes** Agri Ecology consultant NZ
Farming Home Truths - Former Australian dairy farmer, veterinarian and now agri-ecology consultant Alison Dewes resides in New Zealand where she has experienced first-hand the big wave of protest against the growth and intensification of dairy farming in NZ. An industry that was once the nation's darling is now facing a bloc of opposition spokespeople, particularly in the environmental space. This is not something NZ saw coming even as recently as five years ago and Alison was at the forefront of the industry response to those crying 'dirty dairy'.

11.35am Q&A Facilitator **Norm Repacholi** Dairy Australia
The Q&A Panel - Factory Farming, Clean Rivers, Dirty Dairy, Animal Welfare, Antibiotic Resistance and Urban Sprawl are all catchphrases, often with a hashtag. But is the Australian dairy industry taking environmental, animal welfare and social issues seriously? Are we responding to what the consumer and wider society really wants? Let's listen to what a series of observers from various key stakeholder groups have to say.

The Panellists

Graeme and Gillian Nicoll - Gippsland dairy farmers

Heather Neil - RSPCA CEO

Margaret Stuart - Corporate Affairs Manager, Nestle

Philip Wright - Ethics Centre Senior Advisor

Lisa Dwyer - Livecorp Director, Murray Goulburn Director and dairy and beef farmer

Alison Dewes - Agri Ecology Consultant

12.40pm **David Inall** ADF CEO
How does the dairy industry respond? The Australian dairy industry leadership team has a big responsibility to guide our industry's response to consumer and societal demands. The Australian Dairy Industry Sustainability Framework is one part of that response, but there's more. Australian Dairy Farmers chief executive officer David Inall provides his perspective of how industry will respond.

12.50pm **John Verstedden**
Chair, Dairy
Advocacy Review
Team

Can we be better at advocacy? This session has highlighted like never before the need for highly effective advocacy to both promote and protect our right to farm. The Australian Dairy Conference board commissioned a review of dairy advocacy that produced some hard-hitting recommendations. As the Dairy Advocacy Review Team (DART) chair John Verstedden says, the review was the easy bit. Implementation is much harder – and it starts with people understanding its value proposition. .

1.05pm Lunch - Sponsored by Boehringer Ingelheim

Session 3 – Show me the money

2.15pm **Scott Briggs**
Dairy Directions

Is there a better way for farmers to sell their milk? A group of dairy farmers has invested personal time and funds to explore a potential new market mechanism that provides greater business security for the entire supply chain – on the basis is has to work for farmers as much as it does for processors. One of the group Scott Briggs pitches this piece of work – which is still at the concept stage – to the ADC audience to see what you think.

2.30pm **The Pitch** After an Australia-wide search for the greatest ideas that will generate a simple gain to a dairy business, these presenters have been chosen to pitch their ideas to ADC delegates. This is a fun, energetic, informative and highly useful session. All their ideas are subject to the interrogation by a three-person judging panel featuring our session sponsor, Dairy Australia's **Chris Murphy** and farm consultant **John Mulvany**. And the audience, as well as the judges, get to pick the winners.

3.30 Afternoon Tea Break

Session 4 – Thinking about what matters

4.00pm **Shane Webcke**
Safety Ambassador

Playing it Safe – Former Brisbane Bronco, farmer, newsreader, family man and farm safety ambassador Shane Webcke takes to the stage to share his story – one that is a remarkable mix of family tragedy, mental health and amazing achievement.

4.45pm **Scott Fitzgerald** **ADC Closing and post conference drinks with speakers**



OUR PRESENTERS



Kaila Colbin

Kaila Colbin is the New Zealand Ambassador for Singularity University. In 2016, she spearheaded the hugely successful SingularityU New Zealand Summit, the first in Australasia, with more than 1,400 attendees.

Kaila is also a co-founder and Chair of the non-profit Ministry of Awesome, the starting point to make things happen in Christchurch; the Curator and Licensee for TEDxChristchurch in New Zealand and TEDxScottBase in Antarctica; Chairman of the Board of the New York-based Natural Gourmet Institute for Health and Culinary Arts; Deputy Chair of CORE Education Ltd; and a Director of Christchurch NZ, the Christchurch agency responsible for tourism, major events and economic development.

Kaila is a certified ExO consultant, a Climate Project Ambassador who trained with Al Gore, and a Project Management Professional. She is a renowned national and international public speaker, sought after by corporates, government agencies, industry groups, and more. A native New Yorker, Kaila is fluent in English, Spanish, French and Italian, holds a degree in Hotel and Restaurant Administration from Cornell University and has been a serial entrepreneur since the age of 22. Her purpose in life is to be an uplifting presence.



Anna Speer

Anna is a senior business leader with a strong, broad and practical understanding of the global Agribusiness Industry. Anna has a verifiable track record revitalising underperforming operations, opening new markets and building market credibility through innovative products that ensure competitiveness in tough markets.

As CEO of AuctionsPlus, Australia's Livestock Marketplace, Anna is passionate about reshaping the livestock sector with technology and changed behaviours. She believes that with the right people, trust and a little magic, anything is

possible. She attributes the AuctionsPlus growth to passionate customers that work with the AuctionsPlus team to lead the industry.

An Australian Rural Leadership Foundation graduate, Anna has completed the Australian Company Directors course and has recently graduated from the University of Sydney's Global Executive MBA program.



Jason Clarke

Celebrated author, adventurer, gold medal Olympian and popular TV chef; Jason Clarke is none of these things. He is, however, one of the most sought after creative minds in the country, but he thinks of himself a Plumber of the Mind, the guy you go to when your head gets clogged.

As founder of Minds at Work, he's been helping people 'think again' since the end of the last century, working with clients across Australia in virtually every industry and government sector on issues ranging from creativity and troubleshooting to culture change and leadership. His mission? To help people think. His vision? A future that works. He doesn't know what he'll be doing in 2020 but he's open to suggestions.



Jane Bunn

Jane is a qualified meteorologist from Melbourne with an infectious enthusiasm for the weather. As Channel 7 Melbourne's resident weather presenter, Jane can be seen on the 6pm News, 4pm News and National Bulletins. With a Bachelor of Science degree from Monash University (majoring in Atmospheric Science and Mathematics), Jane was one of nine students from around Australia selected in 2006 to undertake a Graduate Diploma of Meteorology provided by the Bureau of Meteorology. As part of her studies she also spent a semester at Pennsylvania State University, one of the leading meteorology schools in the US.

As a weather consultant, Jane also provides advice to farming communities throughout Victoria, as well as the Country Fire Authority, the Department of Environment and Primary Industries and a large number of organisations in the agricultural sector.

Before working at Channel 7, Jane presented the weather report for ABC News 24 and the ABC's primary 7pm news bulletin in Melbourne. Jane is known for her love of animals and is a passionate RSPCA ambassador.



Scott Fitzgerald

As a refrigeration mechanic Scott returned back to the family farm located at Tongala - Northern Victoria in 2007. His father was running the farm by himself at the time, milking 200 cows on the 130ha irrigation property and Scott took the day to day responsibilities of herd health, diet and pasture production on over the first two years.

In 2009 Scott moved into a share farming role, bringing some equipment into the business and an increased management role in future planning and budgeting, also leasing a 60ha irrigation block growing and selling Lucerne as a separate income stream for future plans.

During the past 3 years some of the major developments that have made to the business are converting the herd to A2; employing staff to allow flexibility and time to oversee the business as a whole and focus on its growth and development and purchasing a 24ha portion of the existing property. The time on the farm has seen Scott marry his wife Anna and welcome 4 children; Amelia 7, Isla 5, Hamish 3 and William 1, all of who thrive on farming life.



Luke Madden

Luke is from Naringal East in Victoria and is milking just over 200 cows this year with the long term goal to be milking 300. Luke bought the 190 acre beef farm in 2009 and ran it as a beef, agistment and rearing calves until 2012 when we were able to secure a long term lease of 100 acres next door. This enabled him enough land to build a dairy and start operations as a dairy farm. He shifted a second hand herringbone dairy and re-fenced the whole farm, which involved fencing, tracks and fertility works to the pastures. He also bought in cows and reared heifers to get the herd to where it is now. Luke started milking in March 2014 and got married in 2016 and has welcomed their first child Thomas in January 2017. His short term goals are to lease or purchase more land and build the herd numbers up to put a full time worker on.



Dan Brown

Dan is dairy manager at Moxey farms with overall responsibility for health, welfare, reproduction and productivity of 5500 milking cows. Born into a non dairy farming family Dan has been employed on a range of farms from a young age on his pathway through to this current position, advancing through herd management and developing skills along the way.



Joe Edwards

Joe grew up on his family's dairy farm in England before emigrating to Australia in 2001 when his parents bought a herd and started share farming. Joe worked for them until they sold up in 2007. He then worked on 4 large scale farms both family and corporate owned. With each move he worked his way up to herd manager/ 2ic on a 1200 cow farm. Then in 2014 he moved to manage Nirrunga dairies 600 cow farm where he is now an equity partner with 2 farming families from the western district.



Mike McIntyre

Mike is the Head of Dairy Derivatives at FNZC, New Zealand's largest investment banking firm. His financial markets insight comes from fifteen years spent as a broker and trader, principally

with UBS, both in London and New Zealand. Mike's financial background is complemented by dairy experience, garnered from his time spent within Fonterra, where he worked as their Senior Trader in the Commodity Risk & Trading team.

Since starting with FNZC Mike has worked with processors, end users and some of New Zealand's largest farming entities in assisting them with their Risk Management requirements. Mike is the author of Dairy Thoughts, a bi weekly commentary which provides a unique insight into the New Zealand dairy industry.



John Harney

John is Group Chief Procurement Officer of Dominos Pizza Enterprises (DPE) – an Australian publicly listed company managing Dominos master franchises in Australia, New Zealand, Japan, France, Belgium, Germany and The Netherlands. As Australia's largest real time, online, food retailer they service a customer every 2.5 seconds.

He joined the DPE in 2004 and is responsible for end to end procurement and supply chain in the seven markets in which DPE operates. Along with his executive team peers he has successfully transformed an Australian pizza business into a multinational on line food retailer. Most recently John was responsible for founding and leading the Dominos "Give for Good" initiative – a philanthropic fund that focuses on building resilient communities across Australia.

Prior to joining DPE John worked in various roles with ICI, Unilever and the mining industry. John holds a Bachelor of Mechanical Engineering from Swinburne University and a Post Grad in Marketing from Monash University. Born and raised on a wheat farm in central Victoria, John is a country boy at heart. He now lives in Brisbane with his wife and two sons.



Jeff Odgers

Jeff owns a dairy farming business near Shepparton, Vic, milking 700 cows. He has broad experience in managing large scale farm enterprises in Northern Victoria and Tasmania. Jeff has been a member of the Dairy Australia board since his appointment in 2013. He also led Murray Dairy Inc. as Chair between 2008-2012. Mr Odgers is a Director of Bega Cheese Ltd and was previously a Director of Tatura Milk Industries. His formal qualifications include a Bachelor of Business (Agricultural Management).



Colin Thompson

Colin's dairy career began on a family farm at Narooma on the far south coast of NSW. After leaving school and completing a 4-year trade he returned to take over the running of the 70 cow dairy. For the next 18 years his family continued to develop the dairy through breeding, better nutrition and infrastructure. In 2000, with farmgate deregulation of the dairy industry they decided to sell the coastal property allowing his parents to retire and Colin and his wife, Erina and 3 children to relocate to Cowra, in the central west of NSW.

During the next 17 years they developed a 300-cow dairy negotiating their way through droughts,

floods, low milk prices and a planning regulation minefield. Today they milk 320 Holstein cows in a modern dairy facility with milking cows, dry cows and most young stock housed in freestall barns. They farm irrigated lucerne, corn and cereals supplying all of their forage and some grain for the dairy. They also grow commercial lucerne to supply a local chaff mill.



Lino A. Saputo, Jr.

Lino A. Saputo, Jr. is Chairman of the Board and Chief Executive Officer of Saputo Inc. He holds a Bachelor of Arts in Political Science from Concordia University. He has been actively involved in the Company's operations for over 30 years. He first started working in Saputo's plants when he was only 13 years old, and nine years later became an Administrative Assistant. Through the years, he has held several positions including Vice President, Operations and Engineering; Executive Vice President Operations; and President, Cheese Division (USA). Since March 2004, Lino A. Saputo, Jr. serves as President and Chief Executive Officer of the Company. In 2011, he was appointed to the position of Vice Chairman of the Board, and since August 2017, he serves as Chairman of the Board.

Saputo has truly evolved since its founding in 1954. Today, Lino A. Saputo, Jr. oversees this prosperous Québec-based company comprised of 12,800 employees within 50 plants worldwide. Saputo is one of the top ten dairy processors in the world, the largest cheese manufacturer and the leading fluid milk and cream processor in Canada, one of the top three dairy processors in Argentina, and among the top four in Australia. In the US, Saputo ranks among the top three cheese producers and is one of the largest producers of extended shelf-life and cultured products. Saputo products are sold in several countries under well-known brand names.



Matthew Gunningham

Matthew is from Mawbanna (near Burnie) in Tasmania and has received the 2017 ADC Nuffield Scholarship. As part of his scholarship he will investigate people management and motivation, specifically how to build great teams in agricultural enterprises, many of which are getting larger and more geographically spread. Matthew is particularly interested in how to ensure there is alignment between the goals of a business, and the day-to-day actions of the people who work within them.

Matthew wholly owns and manages three dairy farms (Gunningham Farms), which collectively run 2600 milking cows. He also manages three more dairy farms (The Dairy Trust) in partnership with another family, running a further 1750 cows. In addition, he is a shareholder, with no hands-on involvement, in another dairy farm with 1000 cows. Matthew is married to Pippa and they have five children, Henry (aged 15), Amelia (aged 14), Olivia (aged 10), Elsa (aged 4) and William (aged 2).



Heather Neil

Heather was appointed Chief Executive Officer of RSPCA Australia in 2006. She has a long career in the not-for-profit sector including organisations such as the Australian Breastfeeding Association, Quit Tasmania and Croplife



Margaret Stuart

Margaret is head of Corporate and External Relations at Nestlé Oceania, where she has responsibility for communications and public affairs across Australia, New Zealand, Papua New Guinea, Fiji and the Pacific. In this role, Margaret manages issues shaping Nestlé's operating environment in areas as diverse as nutrition, human rights, environmental sustainability, water and rural development, while working across a broad portfolio of iconic food and beverage brands.

Margaret has over 20 years corporate affairs experience in the healthcare, food and agribusiness sectors, working in both consulting and inhouse roles in Australia and New Zealand, including senior roles in Novartis, Syngenta and Schering-Plough.



Philip Wright

Philip is a senior advisor for The Ethics Centre. Working with a wide variety of organisations, Philip delivers ethical leadership and Ethics At Work workshops. Philip's work also includes developing ethical frameworks, review of codes of practice and developing ethical capabilities. He has extensive experience in the government and health sectors covering aspects of ethics, governance and leadership. Philip has sat on a number of ethics committees and on a number of panels that investigate ethical complaints.

Philip has a personal interest in the Ethics of Sustainability and contemporary issues covering privacy, bio-ethics and leadership. He currently is a member of the Dairy Councils Sustainability Forum.

Philip has previously worked in the area of complex change management. Working in a variety of different cultures he has consulted on numerous change projects both in Australia and overseas.

Outside of his work with the Ethics Centre Philip is a psychoanalytically orientated Psychotherapist, in private practice, working with individuals, groups and organisations.



David Inall

David is Australian Dairy Farmers (ADF) chief executive officer (CEO) and has 25 years of experience in leadership roles in Australian and international agricultural peak bodies. Starting as a policy manager with the NSW Dairy Farmers Association, he spent six years learning the policy and advocacy trade during a period leading up to industry deregulation.

David has held the position of chief executive officer with the Cattle Council of Australia (Canberra) and livestock export manager (Asia & Australia) for Meat & Livestock Australia/ Livecorp (Sydney).

David's experience has given him insight into state-based, national and international organisations, working on both the lobbying and levy-collecting sides. With demonstrated leadership, policy management and advocacy at the most senior level, Davis has experience working with highly complex issues and is capable of balancing distinctly different needs.

With a strong background working with industry and government on strategic policy matters, including animal welfare and sustainability, Mr Inall comes into the role after four years as the senior vice-president of United Egg Producers based in Atlanta, Georgia, United States.



John Verstedden

John is currently VP of United Dairyfarmers of Victoria and also an ADF National Councillor. As part of his ADF role he also Chairs the People PAG and the Dairy Industry People Development Council. John has a long history of industry involvement at various levels over the term of his career with a strong interest in people capability building.

John and his wife Lyn farm at Longwarry in West Gippsland milking approx. 650 cows on 200 ha. John and Lyn have progressed through the more traditional wages, sharefarming, leasing, ownership stepping stone model after initially having a career in the construction industry.

John and Lyn have 2 adult daughters and 8 grandchildren.



Shane Webcke

Shane is a farmer, family man, businessman, author, news presenter, guest speaker and former professional footballer. At the peak of his rugby league career, he was renowned as one of the best front rowers on the planet. Shane represented Queensland on twenty four occasions and represented Australia in twenty six tests. He played for the Brisbane Broncos for twelve years and was named Daly M Prop of the year three times.

Shane has taken his work ethic from the football field to his farm in southern Queensland. He balances his family life with his wife and three children and his professional career, now behind the news desk at Seven.

Shane released his controversial autobiography 'Warhorse' in 2006 and has since gone to add to his illustrious career by sharing his knowledge, passion and experience with many audiences across Queensland and Australia.

Shane Webcke is still a Bronco through and through and has a few tales to tell about football life, retirement, managing a farm through drought and remaining grounded through it all.



PRE CONFERENCE TOUR

Gippsland is one of the world's great dairy regions, producing a fifth of Australia's total milk output each year.

High rainfall farmland and secure irrigation water allow a consistency of production that is the envy of dairy farmers around the globe.

Average herd size in Gippsland is 290, but with a large range in sizes, and an average milking area of 122 hectares. Average Gippsland production is 486 kg/MS per cow from a largely Ryegrass pasture based system.

The ADC tour will take in some of the most productive and attractive farmland in the region as it heads into the heart of the Strzelecki Ranges. Our first stop will be the Victorian Government's National Centre for Dairy Research and Development located at Ellinbank. This co-investment between the Victorian State Government and Dairy Australia is one of Australia's leading dairy research facilities and is uniquely paired with an operating dairy farm where cutting edge research can be conducted in real world scenarios.

From there, the tour will move into the rolling hills of West Gippsland where, due to the proximity to Melbourne, the district is ideal for leveraging opportunities to create value added dairy products. Tarago River Cheese will offer participants the chance to see a working dairy farm combined with a specialty cheese production facility. You'll also get to taste some of their wonderful cheese!

The final stop of Day 1 will be at Willow Grove, where Ian and Kerry Cogle milk 1206 cows on a converted beef property. Innovative technology in the 60 stand rotary means the large herd can be processed quickly and efficiently.

Our overnight stop will be in Traralgon at the centre of Gippsland's Latrobe Valley. Over dinner we'll hear from a local irrigated dairy farmer about his career pathways through dairy and learn more about how irrigated dairy farming features in our diverse Gippsland production system.



Day 2 will take participants across the Strzelecki Ranges to south east Gippsland. Just minutes from Ninety Mile Beach, Paul and Lisa Mumford's Jersey farm is considered a showpiece of genetic investment in the herd and also operates as one of GippsDairy's Focus Farms. Hear the Mumford's approach to farming in lower rainfall areas of Gippsland and how they are building succession into their farm business.

An hour along the coastline we'll arrive at our final stop with Fish Creek farmers Graeme, Jenny and Shaun Cope who run a large herd operation in one of the most reliable rainfall areas in Australia. This farm has been a conversation farm and is on a trajectory of growth and succession.

Enjoy a tour through a picturesque dairy region and meet some of Australia's most innovative farmers and dairy researchers.

National Centre for Dairy Research and Development

Set in the foothills of the rolling Strzelecki Ranges of West Gippsland is the home of the National Centre for Dairy Research and Development.

Known simply as Ellinbank, the Agriculture Victoria facility has a long history – dating back to the 1950s - of generating research that is used by Australian dairy farmers.

Research is carried out on the site's herd of 500 dairy cows. Recent projects have included research into supplementing pasture with feedlots and measuring the effect of various feed types on methane emissions, soils and nutrient management.

To facilitate the research programs, Ellinbank is set on a 217 hectare research farm. There is also modern infrastructure including greenhouse chambers, a dairy, and a feeding complex. Research is also undertaken on individual dairy farms in state and national research projects.

Ellinbank researchers work in partnership with many other state and national stakeholders, including industry and farmer groups, food processors, other government agencies, research partners such as universities, and community and education groups.

Tarago River Cheese

Founded in 1982 by the Jensen and Johnson families, Tarago River Cheese Company is a success story of Gippsland dairying.

Located at Neerim, next to the Tarago River, the two families tend a herd of 400 Friesian cows on lush pastures.

Their signature cheese, the Gorgonzola-style Gippsland Blue is matured in an underground cellar where it is naturally allowed to breathe and mature.

The visit to Tarago Cheese will offer more than just a chance to sample some fine local produce. The business is a great example of value-adding and building a strong retail product from the ground up.



In an era where farmers are increasingly looking outside the square to build their business performance, Tarago Cheese is a shining light of what dairy farmers can achieve.

Ian and Kerry Cogle

Willow Grove dairy farmers Ian and Kerry Cogle made the move from beef to dairy in the 1980s and have never looked back.

From a mixed beef/dairy farm with 200 milkers in 1989, the family now has 1206 cows in the vat and is one of the largest privately owned dairy farms in Gippsland.

With so many cows, milking is a serious business and needs a modern dairy to get the cows in-and-out swiftly while minimising the chances of anything going wrong.

In 2012, the Ian and Kerry built a 60 unit rotary which features, among other innovations, alley metres and eco cup removers. A close-up look at the dairy should be a highlight of the tour.

Despite having 550 hectares on the farm, stock are kept on a 325 hectare milking platform, leaving the remaining land for young stock. Their philosophy is to run a high stocking rate to get high pasture consumption.



Paul and Lisa Mumford

Paul and Lisa Mumford have expanded the family farm that Paul grew-up on and are currently operating on around 323 hectares of mainly dryland at Won Wron in Gippsland's south east.

This year they will be milking around 390 of their high quality Jerseys, which have been the focus of Paul and Lisa's efforts to increase genetic merit in the herd.

Apart from the home farm, they also own another 215 acre farm at nearby Binginwarri.

Paul and Lisa have a split calving pattern (40 per cent autumn/60 per cent spring) with the start of autumn calving on 22 March for six weeks, with spring commencing on 22 July for six weeks.

Maize silage, summer cropping and autumn pasture renovation are the cornerstones of the cropping and fodder system, with around 1.8 tonnes of complete feed pellets added into the mix.

Paul worked in the banking industry before re-joining the family farm, bringing with him an emphasis on sound business practice and financial acumen.

The Mumford farm is part of the current round of the Focus Farm program in Gippsland.





Graeme, Jenny and Shaun Cope

Fish Creek dairy farmers Graeme and Jenny Cope bought a 408 hectare cattle property in 2008, investing heavily to turn it into a high production dairy farm. This year they are milking around 730 mostly Friesian cows.

Apart from the home farm, they also have another 170 hectares spread over three turnout blocks.

Graeme and Jenny have a strong focus on developing options to transition their son

Shaun and his wife Sharna into the business in future. The Cope business also has a unique approach to nutrient management and would be considered a hybrid system between traditional and non-traditional fertilisers.

Infrastructure on the gently undulating property includes a 50 stand rotary with auto-ID and cup removers. There are good laneways and fencing, with water troughs in every paddock. Water is supplied via a permanent creek with a network of 20 dams across the farm. The Cope farm is part of the current round of the Focus Farm program in Gippsland.





REGISTRATION FEES

Farmer Registration - \$880

Includes full conference package as detailed below.

Earlybird Farmer Registration – \$770 for all farmer registrations received and paid by December 15 2017

The Full conference package includes:

- + Fonterra Welcome Function dinner
- + Conference Days 1 and 2
- + Australian Dairy Conference Rabobank Dinner

To enable the farmer registration you will need to enter your Dairy Australia Id Number along with the approximate number in your herd.

Non Farmer Registration - \$1320

Whilst the conference is designed for Dairy Farmers, an opportunity exists for a limited number of corporate representatives and 'non farmers' from the dairy industry to attend and interact with the dairy farmer delegates and observe proceedings. The rate is \$1320 and includes all entitlements as per the farmer registration.

Day Registration

Day registrations are available for either the Wednesday or Thursday of the conference at a cost of \$450 for dairy farmers or \$715 for non farmers. This charge does not include evening functions however these may be purchased at the nominated rates.

Pre Conference Tour

\$490.00 - per person single accommodation
\$400.00 per person on a double twin/share basis
The tour price includes two days coach transport, morning tea, lunch and afternoon tea each day, dinner on Monday night (dinner drinks at own cost) and accommodation and breakfast.

Additional Function Tickets for Partners or Guests

Fonterra Welcome Function Dinner - \$77.00
Australian Dairy Conference Rabobank Dinner \$120.00

Apply for Complimentary Conference Registration and Travel Assistance - Dairy Australia and the Australian Dairy Conference will again partner to support one farmer from each of the Regional Development Programs (RDP's) to attend the 2018 Conference. The Australian Dairy Conference will offer each RDP a full farmer conference registration and Dairy Australia have generously offered to provide assistance with accommodation and travel costs. Please contact your local RDP for more information or to apply for one of these placements.



ACCOMMODATION BOOKINGS

Accommodation Bookings

Delegates are required to make their own travel and accommodation bookings for the conference.

The Pullman Albert Park Conference and Event Centre is our ADC Conference venue and is one of Melbourne's largest and most comprehensive event facilities. We suggest that you make the most of your ADC Conference experience and networking opportunities by staying on site for convenience.

The Australian Dairy Conference have negotiated the following rates for ADC delegates:

Mercure Guestroom \$200 per night (inclusive of one hot buffet breakfast)

Pullman Guestroom \$250 per night (inclusive of one hot buffet breakfast)

For accommodation bookings go to the links on the ADC website or call Hotel Reservations on 03 8554 2528 and tell them you are with the ADC Conference. Rates include GST and are subject to availability and are only offered until 30 days from the conference. If additional guests are sharing rooms the rate increases by \$25 per person per night to cover breakfast.

Pullman & Mercure Albert Park

65 Queens Road

Albert Park VIC 3004

www.pullmanalbertpark.com.au



General Enquiries

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Cancellation Policy A full refund, less a \$150 cancellation fee, will be made on any cancellations received by Friday 26 January 2018. No refunds will be issued for any registration cancellations made after January 26, although substitute delegates will be accepted.

Insurance Participants shall be regarded as carrying their own risk for personal injury or loss of property, including baggage, during the conference. We strongly recommend that, at the time of booking your travel, you take out travel insurance policy of your choice. The organisers are in no way responsible for any claims concerning insurance..

Disclaimer Every effort is made to ensure that the contents of this registration brochure are correct. The organisers retain the right to make changes where necessary. The Australian Dairy Conference Ltd and the conference organisers, Countrywide Conference and Event Management, will not accept liability for any damages of any nature sustained by participants or their accompanying persons or loss or damage to their personal property for the duration of the tour and conference.

Condition of Entry It is a condition of entry that no delegate may disrupt the order of events or intent of the program. Anyone considered to be disturbing the program intent will be asked to leave. Only pamphlets and brochures approved by the event organisers may be distributed.

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