Vibrio (Campylobacter fetus venerealis) and Trich (Tritrichomonas foetus) are two reproductive diseases that may be responsible for high returns to service, poor pregnancy testing percentages and cow abortions. Pregnancy rates in virgin heifers are usually much lower than for adult cows in affected herds.

Infected bulls appear normal, but the infection lives in the sheath, from where it is spread to females at mating. Once inside the cow or heifer’s reproductive tract the disease kills the growing calf, resulting in early to mid-term abortion. Many of these abortions won’t be detected, as they occur before pregnancy testing and the tiny developing foetus may be resorbed or ‘slipped’ in the paddock and cleaned up by crows.

Although there are several possible causes for low pregnancy rates and abortions, very few farmers currently test for Vibrio or Trich. Recent data from the Animal Health Laboratory in Launceston confirms that these two diseases are present in cattle herds in Tasmania.

There are simple ways to protect your herd from these diseases, including vaccinating bulls against Campylobacter, using “Vibrovax®”, pregnancy testing and culling all empty females, culling any female that was pregnancy tested in calf and does not calve, and/or using only young (less than 3 years old) or virgin bulls.

Speak with your local veterinarian if you are concerned that your cattle may be affected by Vibrio or Trich, particularly if you are experiencing less than ideal pregnancy rates or if you notice any abortions.

Bruce Jackson, DPIPWE
Samantha Flight and Lesley Irvine, TIA Dairy Centre

Central North

The Central North Discussion Group met last month on Jody and Susanna Haberle’s dairy farm at Dairy Plains. Jody and Susanna milk 550 cows at peak on 250 ha.

Drainage was a strong discussion point on the day. Dr Bill Cotching was able to provide some great discussions about the hump and hollow drainage system used on the farm. On the day, it was evident the hump and hollow drainage was working well, with the humps having a higher pasture cover than the hollows where water was flowing. We also looked at some of the paddocks that were extremely wet and discussed the future drainage plans. There were numerous drainage options discussed, including further expansion of the hump and hollow drainage system. However, Bill Cotching suggested that underground drainage would possibly be a more effective option for the new area under discussion. The Haberle’s are also cleaning-out existing drains. The importance of good drain maintenance cannot be underestimated. Poorly maintained drains do not move water effectively from wet areas, causing a negative impact on pasture growth.

Devonport

Last month the Devonport Discussion Group met at the Ben and Wendy Radcliff’s dairy farm at West Pine to discuss all things about soils. 400 cows are milked on 140 hectares. Cropping is incorporated into the business, with a variety of crops such as potatoes and poppies rotationally grown on the milking area. Dr Bill Cotching led a discussion on many topics around soils one of which was soil compaction. Compacted soils will have noticeably smaller populations of living organisms, such as a reduced earthworm population. Earthworms are an important soil conditioner as they help aerate and improve soil structure. In a healthy soil you should find 25-50 earthworms per spade full.

As most farms suffer some form of compaction caused either through livestock trafficking and pugging damage or from heavy machinery use a discussion was held on how these situations could be either avoided or reversed. Reversing damage caused by compaction is a slow process. Bill suggested sowing paddocks down to pasture for 10–15 years would allow the soil to recover. Controlled trafficking and avoiding using heavy machinery on wet paddocks and/or limiting their access will help prevent further compaction.

Compaction caused by livestock mostly occurs in wet conditions. Providing multiple access points to a paddock, back fencing, on/off grazing and the use of feed pads will all help reduce the level of compaction.

Some of the key points discussed with Bill Cotching at both of the discussion groups included:

- Know your soil fertility levels and variability of the key elements P, K, and S across your farm – soil test all paddocks every three years, so you can apply appropriate fertiliser to different areas and perhaps in areas of extremely high fertility mine the fertility that you have built up and save some ‘big dollars’.
- Know what nutrients are moving on and off the farm through milk, crops, livestock sales, silage or hay sales or purchases etc.
- Do a nutrient budget, so you can calculate the exact level of nutrients that need to be applied.
- Drainage may be essential to ensure soils don’t remain waterlogged after heavy rains or flooding events. Water needs to able to move off as quickly as possible to minimise the anaerobic (no oxygen) soil conditions which inhibit good soil microbial health.
Calves need to receive high quality calf health and nutrition practices. Right, it is also important to have good transitions. In addition to getting the transition diet right, it is also important to have good control during early lactation. Getting this right can set you up for peak lactation. Cows that are healthy and eating well tend to have reduced dry matter intake and stress on the cow’s bodies. Cows need to have reduced dry matter intake in late pregnancy and early lactation but still have high requirements for fibre, energy, and protein. A negative DCAD diet pre-calving helps promote blood calcium and avoid metabolic issues such as milk fever. Feeding fresh cows a positive DCAD diet supports them during early lactation. Getting this right can set you up for peak lactation and hopefully a profitable year.

In addition to getting the transition diet right, it is also important to have good calf health and nutrition practices. Calves need to receive high quality colostrum immediately after birth. Maintaining clean colostrum collection procedures and having cold storage are important factors in providing quality colostrum. A refractometer is a good tool to measure the quality of your colostrum. A good quality colostrum will have a Brix value of 22% or higher. Quality, quantity, and quickly are the three Q’s we need to consider when feeding colostrum.

Scouring is the most common ailment of calves. Regardless of the type of scour, rehydration through electrolytes is the important first step in the treatment process.

TIA would like to extend a special thank you to Roberts and Yolla Co-op for their continued support in providing BBQ lunches for the discussion groups.

Yolla/Wynyard

Last month the Yolla/Wynyard Discussion Group met at Richard and Melissa Duniam’s Rocky Cape farm where they currently milk 500 cows. The meeting topic, for this discussion group, was cow health, particularly at calving time. Dr Gavin Kaiser from Wynyard Veterinary Clinic was the guest speaker and shared some great tips on caring for cows during the calving period.

Gavin spoke about the importance of transition cow management. The transition period covers the four weeks leading up to and after calving. This is the period of greatest demands and stresses on the cow’s bodies. Cows tend to have reduced dry matter intake in late pregnancy and early lactation but still have high requirements for fibre, energy, and protein. A negative DCAD diet pre-calving helps promote blood calcium and avoid metabolic issues such as milk fever. Feeding fresh cows a positive DCAD diet supports them during early lactation. Getting this right can set you up for peak lactation and hopefully a profitable year.

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Maximising pasture production and consumption. This is achieved by getting the rotation right. Paddocks are grazed at the 2.5 to 3 leaf stage. This is monitored by paddock leaf stage checking and by using a paddock rotation wheel. Residual management, renovation, nitrogen and soil fertility were some other key pasture factors.

Making timely decisions. Opportunities (and money) can be lost, by not doing things at the right time.

Robotic Milking Systems

The RMS Discussion Group met at Cameron and Denise Suna’s farm at Wilmot. Cameron and Denise are in their second year of milking with robots. Like most farmers that start milking with robots, the first 12 months was very challenging but having survived that, they are now enjoying having a RMS.

While the original focus of the meeting was on managing long rotations (small pasture allocations) under a voluntary system, this shifted to a discussion on managing fodder crops.

With many fodder crops, it is important to manage the amount of crop an animal eats, as over eating can lead to serious health issues. In conventional milking systems, allocations are given by putting the whole herd into a set-area of a crop and/or leaving them for a set amount of time on the crop.

In a voluntary milking system, cows move to and from the dairy as they choose and are automatically allocated to a fresh break by the timed smart gate systems. At first look, this might seem it would be impossible to use fodder crops in a voluntary milking system, as cows would be directed to the fodder crop and potentially eat too much. However, Cameron and Denise developed a system that worked on their farm. Each afternoon cows were put onto a set allocation of crop before they were moved on to a pasture paddock which was part of their three-way grazing allocation.
Calf Roadshow

Lesley Irvine, TIA Dairy Centre

Rearing 6000 calves each year, Joanne Leigh has learnt a lot about calf rearing. As one of the guest speakers at the Dairy On PAR calf roadshow in June, Jo was able to share a lot of useful tips with the 120 people who came along to one of the four sessions.

Joanne and her husband Jonathan established their calf rearing business, Top-Notch Calves, 14 years ago. It is located at Tirau in the Waikato region of New Zealand. They rear calves on a contract basis, from a few days of age typically through to weaning.

At Top-Notch calves, they have an average mortality rate of less than 2%, but have noticed the mortality rate can vary a considerable amount between batches of calves obtained from different farms. When they have investigated the reasons for higher mortality rates in some groups of calves, it was generally found to be due to calves not receiving adequate levels of quality colostrum. In her presentation, Jo highlighted the importance of ensuring calves receive enough quality colostrum as soon as possible after birth as a calf’s ability to absorb the immunoglobulins from colostrum decreases very quickly.

Good facilities are facilities that are simple to use and achieve their purpose. There should be good ventilation but sheds should also should be draught free at calf height. At Top-Notch calves, they sourced second-hand roofing iron for the panels between the pens, which helps minimise draughts and reduces any pen-to-pen contact of the calves. They have separate hospital pens for sick calves and also have ‘slow-drinker’ pens.

Despite rearing such large numbers of calves, Joanne made the point it is very important to ‘think individual’. “Calves are babies, if they are not hungry something is wrong”. Early identification of problems assists with achieving their low calf mortality rate.

Having the right person (or people) is critical to the success of a calf rearing system. Again, Joanne highlighted that calves are babies and the people working with them need to understand this and care for them accordingly. Calf rearing is made easier if there are simple, repeatable systems in place. The calf rearing system is reviewed each year to look for improvements that can be made. It is important to listen (and act where possible) on the suggestions made by those involved in calf rearing.

And finally, have fun as a team.

Accelerated calf rearing

Calves that are fed ad lib (as much as they want) milk doubled their birthweight in just 42 days compared to 56 days for calves fed four litres of milk per day. This finding was part of a research project conducted at the TIA Dairy Research Facility last season that compared three differing accelerated calf rearing programs. The ad lib calves also reached weaning weight an average of 10 days earlier than the control group who were fed four litres of milk. Mark Freeman, researcher with the TIA Dairy Centre, also spoke about the other two accelerated programs studied – fortified milk until weaning and fortified milk for only the first four weeks. Milk is fortified by adding milk powder to the colostrum/fresh milk from the dairy. Both of these programs also resulted in calves reaching weaning weight earlier than did the control group. The group of calves fed fortified milk until weaning took an average of 80 days to reach weaning weight (the same as the ad lib group). The calves which had their milk fortified for just the first four weeks took an average of 86 days to reach weaning weight. The control group took 90 days.

Extra or fortified milk is an additional cost to a calf rearing system, so is it worth it? The answer is yet to be determined. Research conducted prior to this project has suggested pre-weaning growth rates account for up to 25% of the variation in first lactation milk production. That is, if you have faster pre-weaning growth rates, you can get increased first lactation milk production. This increased production is thought to be as a result of ‘switching-on’ genes during the pre-weaning period. The heifers at TDRF will continue to be monitored to determine the cost:benefit to your farm.

<table>
<thead>
<tr>
<th>Control</th>
<th>Ad lib</th>
<th>Fortified for 4 weeks</th>
<th>Fortified until weaning</th>
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</thead>
<tbody>
<tr>
<td>Milk (L/calf)</td>
<td>341</td>
<td>308</td>
<td>325</td>
</tr>
<tr>
<td>Pellets (kg/calf)</td>
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<td>Costs (per calf)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milk</td>
<td>$70</td>
<td>$115</td>
<td>$102</td>
</tr>
<tr>
<td>Pellets</td>
<td>$33</td>
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<tr>
<td>Labour</td>
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<td>$36</td>
<td>$39</td>
</tr>
<tr>
<td>Total cost</td>
<td>$143</td>
<td>$163</td>
<td>$167</td>
</tr>
</tbody>
</table>

1 Costs were based on the system used at TDRF. Each farm would have different costs and your farm costs should be used in any calculations done to determine the cost:benefit to your farm.
Clear Springs Conversion
Farm Field Day

DairyTas hosted a field day last month at the Clear Springs Dairy Farm, which showcased the second year of operation at the conversion farm. The Dairy Tas IntoDairy program assisted the conversion process by providing funding for the dairy conversion plan. The farm is owned by a consortium of investors organised by Andrew Beattie and his firm ProAdvice and the actual farm is managed by Tim and Fiona Salter.

Planning a dairy conversion

The key message of the day highlighted the importance of good planning when considering a farm conversion and the amount of detail required when preparing a good plan.

A farm plan should include a whole farm physical plan, a financial budget, key farm objectives and clear operational procedures. Planning around timing is critical in achieving the investor’s goals. The Clear Springs team highlighted the need for strict timeframes with set deadlines for each planning achievement and they stressed that any delays in the development process can prove to be very expensive.

Having the right people involved is the key to success and is essential to having a well-run and successful conversion. Investors are also a key part in this story. Every investor brings a unique set of skills and ideas to the table, taking time to know the other investors and not rushing this process is important!

Engaging and working with contractors is not only necessary but important if the project is to be completed on time. Involve contractors in the big picture, through effective communication and by making them feel valued, this will make the process more enjoyable for everyone. Managing and working well with people is the most important attribute of a farm conversion manager. If you are not a people person then recognise this and employ someone that is. Understand that some people will let you down and that nothing ever goes completely to plan, accept this and be flexible, always have a plan B.

While the dairy might be one of the most noticeable parts of a dairy conversion, there is a lot of planning that needs to take place regarding:

- drainage
- laneways
- pastures
- livestock
- irrigation
- effluent

Give consideration to the long-term future of the conversion. The Clear Springs dairy was designed to readily allow for future expansion.

Management

Tim and Fiona Salter use a spring rotation planner. Pre-grazing and post-grazing pasture covers are measured and monitored. With a target grazing residual cover of 1400-1500 kg DM/ha.

Their focus in setting-up for the new season is on looking after their pastures. They make sure they are achieving their target grazing residuals and are ensuring a good feed wedge going into the season.

This spring, just over 1000 cows are going to be calved down and milked on the 360 ha milking platform.

These just two of the options being explored at TDRF to increase the value of dairy bull calves.

Dairy Beef

Tom Snare, manager of the TDRF, has been investigating options for Dairy Beef over the past two years. This has been an area of interest for Tom since working on a bull beef operation in New Zealand. Bull beef is a major industry in New Zealand but due to the vastly higher number of beef animals, compared to dairy cattle, in Australia, there is much less emphasis on dairy beef here. However, that doesn’t mean there aren’t opportunities for farmers in these enterprises:

- **Using beef bulls.** Traditionally, Jersey bulls are used over heifers and as ‘mop-up’ bulls as they typically have smaller calves and calving is easier. It is now possible to get beef bulls (including Angus, Murray Grey and Hereford) with good calving-ease. Beef cross calves have a greater monetary value than dairy cross calves, so not only does it provide a better income for the dairy farmer, it value adds, as beef cross calves will be reared and sold at a later stage for a higher value product.

- **(Off) seasonal production of dairy beef.** One of the opportunities being investigated at TDRF this season is the ‘off-season’ production of dairy beef. Each year, the number of cattle going to the abattoir’s in spring declines markedly, making their system less efficient. Dairy bull calves are being reared at TDRF with the aim of targeting this low-throughput period. To get the bulls to a target of 400 kg liveweight by spring, they are being supplemented with grain. A cost-benefit analysis of this option will then be undertaken.

Copies of the presentations from the calf roadshow are available in the publications section on the TIA Dairy Centre website.

This project was funded by a DairyTas small grant.

see if the growth rate difference achieved in the pre-weaning period is maintained and whether there is a difference in milk yields once they join the milking herd.
What is happening at DairyTas?

DairyTas Directors
DairyTas has vacancies for a dairy farmer director and an industry representative director coming up at the AGM in November. Applications are open until October 6th and details can be obtained from DairyTas in Burnie.

DairyTas Contractor Roles
DairyTas Board has confirmed that it will retain Penny Williams in the Workforce Education and HR support role and Rachel Brown as NRM program coordination roles in the 2017/18 year. The work performed by both, as contractors to DairyTas, has been excellent in driving farmer engagement and learnings for each area. Both of these part time roles are funded by Dairy Australia contracts.

MaryAnn Hortle continues in her role with careers coordination across the schools and with the Agfest Dairy Pavilion.

Dairy Conversion Field Day at Clear Springs
A great day to outline the dairy conversion program and farm conversion process was held on this farm with over 60 people attending. Andrew Beattie, John Wilson and Tim Salter gave their perspectives on the planning and farm operations to date as they enter their second season.

Situation and Outlook and National Dairy Farmer Survey
On June 29th DairyTas hosted John Droppert, from DA, who provided a presentation on the latest market situation and farmer survey results. A copy of the full report is on the Dairy Australia website. Some of the main Tasmanian results from the early 2017 farmer survey were:

- Positive sentiment decreased from 84% to 68%, but is still highest in the country
- 44% of farmers expect a profit in 16/17
- The immediate challenges are around milk price, climate, input costs and labour
- 33% of farmers expect a production rise in 17/18 and 69% predict a rise in 3 years
- 20% are looking to expand their enterprise in the future
- 61% of those surveyed have a written budget
- 84% see future opportunities in the industry

Scholarship for Associate Degree in Agribusiness in 2018
DairyTas has confirmed that it will be supporting a new scholarship for a dairy industry person to study the new Associate Degree in Agribusiness next year. Details will be released soon in conjunction with the University of Tasmania.

New Clean Rivers Dairy/Beef program in Circular Head
A new program to provide incentive funds has been announced. Dairy and beef farmers in Circular Head can apply for $5000 funding to fence cows out of waterways. Applications are available from DairyTas and need to be completed by September 15. This program is supported by Cradle Coast NRM.

2017/18 Annual Operating Plan
DairyTas has just completed its Annual Operating Plan and project funds will be allocated into a number of program areas including:

- Cows Create Careers/Camembert in the Classroom
- FertSmart
- Clean Rivers
- Financial Literacy/Mentoring
- Legendary events support
- Animal Health days
- Farmer Advisory Groups
- Water Metering for dairy sheds with VDL Farms

Other programs operating along with Dairy Australia including Discussion Groups, Focus Farm, Business Management, Farm Safety, ESKI, Stepping Stones, Taking Stock, Young Dairy Network, and Nutrition Workshops will be supported by our extension team and contractors.

Ringarooma the 2017 Tasmanian Legendairy Capital
A great day was had on July 27th to celebrate the Ringarooma community’s success. Good luck for the national final in September.
Sam Flight, TIA Dairy Centre

I recently travelled to New Zealand as part of the Young Dairy Network (YDN) tour, along with 27 young Australian dairy farmers and the YDN co-ordinators from Tasmania and New South Wales. The trip visited eight farming enterprises across New Zealand as well as to research institutes and other dairy hubs, such as, Massey University and the Owl Farm (an initiative between St Peter’s Cambridge and Lincoln University).

To me, the stand-out characteristics that were evident across all the farms visited was:

1. Each manager had a good understanding of their business and the key profit drivers of that particular business as well as a good understanding of the system they operated.

2. Regardless of the type of system used on each farm, each manager understood the importance of pasture consumption and all farmers visited had a strong focus on grazing management.

Grazing management is recognised as one of the key drivers of profitability. Below are some of the observations, made by the farmers we visited, regarding what they do to achieve high pasture consumption:

- Have a plan, measure, monitor and forecast ahead.
- Pasture growth rates and pasture covers continually change and that’s why we need to monitor and react.
- Spring rotation planners can help with planning and ensure you don’t speed up your rotation too quickly ahead of breakeven day. The planner allows you to plan your feed requirements during a time when herd numbers are constantly changing.
- The rotation planner gives the grazing area required on a daily basis and keeps the area allocated in line with the rotation length. This is a very useful tool for allocating the correct amount of feed from both pasture and supplements.
- Maintain a strong focus on pasture management. Use it or lose it! High pasture utilisation and production all pivots around a well selected calving date and setting cows for peak production at calving by feeding cows well to produce once calved.
- Good cow reproductive performance and animal health KPI’s are key, keep records.
- Achieving high pasture utilisation is key to driving profitability, so work out what you are growing and utilising on your own farm, work to improve this. A pasture consumption calculator is available on the TIA Dairy Centre website.
- Good pasture management = getting the principles right. Eating to residuals of 1400-1500 kg DM/ha and grazing at the three leaf stage (or canopy closure if this is occurring earlier).

Like Tasmania, New Zealand has a range of farming systems. We visited a number of differing systems, all of which were profitable and this highlighted that it is management ability that is most important for profitability, rather than the type of system being managed. The key points made by farmers we visited relating to farm profitability were:

- Any system can work with good management. Develop a system that works for you and do it well.
- To minimise missed opportunities, know your business and who you are as a farmer.
- Have a profit not production mentality. Focus on achieving high Earnings Before Interest and Tax (EBIT) per hectare.
- Know the KPI’s for your system and individual farm and focus on these.
- Financial literacy is the first skill all farmers should have. Knowing your financial situation can help you make better decisions around costs and allows forward planning such as locking in contracts for grain, as an example.
- Set goals, plan, measure, review and repeat – setting goals on paper will help hold yourself accountable and if you don’t achieve the goals you’ll be able to go back and work out reasons why and from this set new goals.
- Utilise best practice, adopt practice change which is successfully based on research and science – a lot of work is being conducted in the research and extension space, embrace this and use it to your advantage. There is always something else to learn.
- Involve good people in your system. Using a good adviser or having someone you can bounce ideas off will create a healthy business and a better managed system.

Thank you to DairyTas for organising this tour. If you would like to know more about Young Dairy Network – Tasmania, contact Jacki Hine on jhine@dairyaustralia.com.au or 0429 698 168.
August
August 23: Devonport Discussion Group, Quality Hotel, Devonport from 6.00pm to 8.30pm. Guest speaker is Craig Dwyer from Smithton Veterinary Service who will be talking about dairy cow reproduction and mating. Free meal. Please RSVP to Sam Flight on 0409 801 341. (TIA)
August 23 or 24: Quad Bike Training, Hagley (TasTAFE)
August 24: Central North Discussion Group, Deloraine Hotel, Deloraine from 6.00pm to 8.30pm. Guest speaker is Craig Dwyer from Smithton Veterinary Service who will be talking about dairy cow reproduction and mating. Free meal. Please RSVP to Sam Flight on 0409 801 341. (TIA)
August 23 & 30: Workplace Health and Safety for Managers, Deloraine (TasTAFE)
August 28: Pasture Coaching Group, King Island (TIA)
August 29 & 30: ChemCert, Launceston (TasTAFE)
August 30 & 31: Tractors, Burnie (TasTAFE)

September
Sept 5 & 6: Animal Health & Welfare, King Island (TasTAFE)
Sept 5 & 6: Chainsaws, Launceston (TasTAFE)
Sept 6: Yolla/Wynyard Discussion Group, The Wharf Hotel, Wynyard from 6.00 pm to 8.30 pm. Guest speaker is Craig Dwyer from Smithton Veterinary Service who will be talking about dairy cow reproduction and mating. Free meal. Please RSVP to Sam Flight on 0409 801 341. (TIA)
Sept 12-14: Fencing, King Island (TasTAFE)
Sept 13 & 14: Diploma/Certificate IV Workshop Series – Breeding Strategies and Livestock Production, Deloraine (TasTAFE)
Sept 18: Dairy On PAR Spring Management Field Day, Devonport. (TIA)
Sept 19: Quad Bikes, Smithton
Sept 19 & 20: TopFodder Silage Workshop for farmers and contractors, Deloraine. (TIA)
Sept 21: Dairy On PAR Spring Management Field Day, Smithton
Sept 20 & 21: ChemCert, Burnie, Launceston & Hobart (TasTAFE)
Sept 20 & 21: Chainsaws, Hobart (TasTAFE)
Sept 22: Dairy On PAR Spring Management Field Day, North East
Sept 26 & 27: Chainsaws, Launceston (TasTAFE)

Benchmarking Data Collection
If you would like to participate in the 2016-17 Tasmanian Dairy Benchmarking Program, please contact one of the TIA Dairy Extension Officers on 6430 4953.
Sam, Symon or Lesley will organise to visit and collect your data and provide you with a report for your business and a comparison with other participants in the program. You can also enter the Tasmanian Dairy Business of the Year Awards through this same process.

Contact us
Tassie Dairy News is provided free to all Tasmanian dairy farmers and is funded by TIA and Dairy Australia.

For more information, please contact a TIA Dairy Centre adviser, phone 6430 4953 or email tas.dairynews@utas.edu.au.

Electronic copies of this newsletter are available at www.utas.edu.au/tia/dairy

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