

## May 2023 | SW Dairy Limited



### CHAIRMANS REPORT

Dear Supplier/Shareholders

Season 22/23 is all but done and dusted and what a roller coaster of a season. With wet conditions in winter and spring, production was down but jumped up in the summer and we are on track to finish close to 31 million litres from our 22 suppliers (well done team SWDL!!!).

As you would be aware, processors are still yet to announce their opening prices for season 23/24 and we are talking with ProviCo regularly to monitor price announcements. Commodity prices have fallen over the past year so I would expect a softening in next seasons price but as soon as we know more, we will inform you.

Rachel has been busy talking with seasonal farmers with strong interest to supply SWDL but until prices are announced most farmers are sitting tight. If you know of any farmers who would fit our co-op, please contact us so we can arrange a meeting.

The Portland and Heywood discussion day was a great success (apart from a few late withdrawals). The tour through the port was an eye opener with huge amounts of woodchips passing through each day the numbers were staggering. It was great to have a look at Dale and Rachel's farm and get some insight into what they are planning for their farm. Ian and Simone's farm was also very impressive. We had an informative discussion with Katrina and Kerry, as well as their consultant Todd over lunch, and gained an insight onto what they are up to in their farming journey. I personally came away from the day thinking we are very fortunate at SWDL to have these field days and be able to share our experiences and knowledge. I believe our younger farmers have a great advantage to be able to tap into our more experienced farmers to help progress their farming journey perhaps a little faster than if we didn't run these days. I would like to thank Rachel and Dale, and Ian and Simone for hosting the day. Great job!!

I hope you have all had a great Easter and have had an opportunity to have a spell while the cows are dry. I look forward to catching up with you at our next event.

Ps the season is shaping up as a terrific start!

Brad

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## ProviCo Update from Ben Anderson

As we move into the Autumn and the milk is dropping off, we turn our attention to the shutdown and our annual maintenance program. Shutdown times vary by factory but is common to go for 3-4 weeks. The ProviCo shut is scheduled from 11<sup>th</sup> May – 29<sup>th</sup> May. During this time, we work with other manufacturers to swap out our milk into them with the same happening in return whilst they are shut. The customers expect that their supply of goods to continue seamlessly during the period and we generally sell out of inventory and have our swap partners deliver on any cream commitments.



Since the site tours were completed in October and February the ground mounts on the land-based banks of solar panel have been well progressed and are on track for completion in May. The roof panel installations have been completed and once installation of the land banks are finalised, the panels will be connected into the grid and start generating what will be equivalent to 25% of the electricity required for the manufacturing plant.



Commencing post Easter, you will start to see advertisements running on the back page of the Standard Rural News lift-out promoting SWDL as we move into the recruitment season. As established SWDL seasonal suppliers, you are the best promoters and examples of the farming model so do not underestimate the influence you can have through conversations to prospective farmers based on your experience. If you think that there are potential suppliers of SWDL that you think there would be benefit in touring the facility to understand what ProviCo is about, please don't hesitate to let me know and we will arrange for a visit.

Ben Anderson

## Announcements



Congratulations to Daniel and Alex on their wedding on the 14<sup>th</sup> of April.

Congratulations to Henry and Zarli on their wedding on the 15<sup>th</sup> of April.

## Discussion group update

We have been flat out the last few months, trying to fit in as many discussion group days as we could, and they haven't disappointed.

January saw us at John Hinkley's for a discussion on blanket vs selective dry off, condition scoring and herd vaccines. The day was well attended with an interactive session on assessing BCS and discrepancies between people.



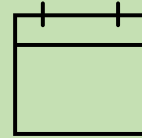
At the end of February, we were back at Dennington for more tours with anyone who could not make the AGM in November.



In March, we attended Brendan & Kylie Clarke's for a strong discussion with Greenhams around the future of the bobby calf market, the Dairy/beef market and what feedlots look for when buying animals for finishing.



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## Dates for the diary:

Social night- April 24<sup>th</sup> at 6.30pm at the Wheatsheaf Hotel, Terang.

## McColls contact number

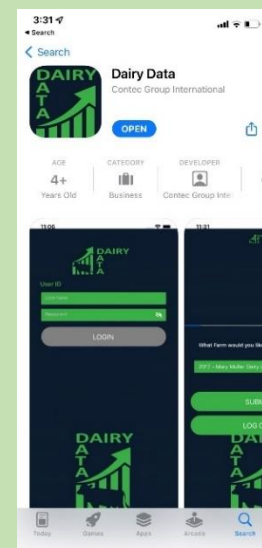
0417802322

For any changes to pick ups, please contact McColls on 0417802322 or let Rachel know directly.

For vat breakdowns or milk cooling issues please contact Rachel directly.

## App Update

Over the next few weeks, we will be updating our Dairy Data app for all users. This should be completed prior to calving; more details will be provided once testing is completed.





Discussion group update continued....

Earlier this month, we had a bus load of suppliers travel across to Heywood to look around the Port of Portland, tour a couple of farms and discuss with Katrina McRae and Kerry Cowland about the improvements that they have made on their farm over the last two years.

We will now have a few months off while we are all calving and navigating winter and will let everyone know when we are starting up again.

If you have any topics you would like covered, please let either Rachel or Russell know.



## Social Media Update

Our posts are getting plenty of interest.

78 followers on Instagram and reaching just over 100 people.

75 followers on Facebook, 272 people reached this month.

If you have any photos or any suggestions of posts, please let us know.

## ProviCo Rural Rebate Reward

By now, suppliers should have received an email regarding the launch of the ProviCo Rural Rebate system.

Up to 5% rebate is available on the ProviCo range of products to all SWDL suppliers, purchased through your local retailers.

Any suppliers wishing to make use of this rebate system, please have all invoices through to Rachel by the **25<sup>th</sup> of each month**. Proof of purchases can be sent throughout the month too.

All products and prices should be sourced directly from your preferred retailers, however if you would like more information about the ProviCo Rural range, please contact Melissa on 0488 624 472.

## SWDL- OUR FARM OUR PLAN GROUP

Westvic Dairy are looking at the opportunity to run an 'our farm our plan' course with SWDL suppliers. If you are interested, please contact Chris Walsh on 0428 221 187

**Our Farm, Our Plan is a FREE course which assists farmers in developing a clear understanding of their long-term business and personal goals – then getting it down on paper.**

Designed for Australian dairy farmers, Our Farm, Our Plan helps you to articulate your big ideas, and get everyone on the farm onto the same page.

## Supplier Focus

### Will & Tyna Moloney



The Sisters



1000ac



420 cows (and growing)



For 37 years, Jack & Nancy Moloney have called their farm in The Sisters home, and now their son Will, along with his wife Tyna and their two daughters, is taking the step to continue that into the next generation.

Will grew up on the farm but headed to Latrobe Uni to study Ag Science and headed off to Jamestown for a job as a graduate cropping agronomist working with Nutrien (Landmark at the time) and then shifted to Naracoorte and Lake Bolac before coming home 6 years ago.

Tyna originally comes from a mixed fruit farm from Mildura, a slightly warmer spot than Southwest Victoria, and studied as a Chiropractor. She now works 2-3 days a week in her own business in Camperdown and handles the bookwork side of the farm on her other days.

Will & Tyna have recently made the move into share-farming, allowing them to take a bigger role in the future of the farm. Will is hoping that they will be able to increase the herd but feels the 26 double-up herringbone will be the limitation.

Will believes the skills he picked up in his previous role has helped him with his pasture management skills which he has also been able learn of his father Jack. His emphasis will always be on self-sufficiency of home-grown feed, and is concentrating on breeding for high milk solids, high fertility, and longevity in a medium framed cross-bred cow.

Since coming back, Will says they haven't changed the pastures much. The focus is on finding high performing, late heading Perennial varieties. They do more pasture renovations than previously completed, but only ever do summer crops as part of that renovation program. The plan is to have a 7–10-year renovation program on the farm. They have trialled quite a few different plants along the way- Oats, wheat, peas, but always find their way back to the reliability of Sorghum, Rape and Turnips.

Will says his favourite part of being back on the farm is being back outside and the pastures, but also admits he doesn't miss the phone calls at all. The freedom to work his own hours and the freedom to go home to see the kids during lunch is also an enjoyable part of the job.

Their favourite part about SWDL is the focus on smaller, family farms.

## SW Dairy Limited

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*Fair and Equal for all farmers*

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Find us on the Web:  
<https://swdl.com.au>



## Photos

