

## 2010 Dairy Business of the Year Seminar

Wednesday 23<sup>rd</sup> June 2010, Westpac Centre, Olympic Park

### **“The Business of Dairying – Farming for the Future”**

12.30 pm Coffee & Seminar Registration

1.00 pm **David Beca, Red Sky Agricultural & Intelact Australia** – Introduction

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

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

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

1.50 pm **Ian Halliday, Managing Director, Dairy Australia** – *“How the Australian dairy industry is positioned to deal with international and domestic challenges over the next 10 years”*

Ian was appointed Managing Director of Dairy Australia in December 2009, bringing the experience of a career which has spanned the supply chain. His experience includes an extensive range of management roles, most recently as the Chief Executive Officer of Vesco Foods, and previously with SPC, White Wings, Kraft Foods and KR Castlemaine. Ian will detail how the Australian dairy industry is positioned to deal with the future.

2.20 pm **Afternoon tea**

2.45 pm **Ants Roberts, Chief Scientific Officer, Ravensdown Fertiliser Co-op** – *“Don’t Treat your Soils like Dirt”*

Ants Roberts, otherwise known internationally as **Dr Dirt**, is one of NZ’s legendary research personalities. He has an extensive research background in soil fertility, agronomy, environmental performance indicator monitoring and interpretation, and waste utilisation or disposal to grazed pasture. Ants will utilise this experience, which includes time in Australia, in discussing the efficient use of fertilisers and the importance of soil fertility.

3.15 pm **Lee Astridge, Managing Director, People 4 Success** – *“Managing People – Is Dairy Farming really any different”*

Lee is the founder and principle consultant of People4Success. Her extensive international HR and training experience in both the corporate and smaller business sectors ensures high performance outcomes for her clients. Lee will draw on her experience along with her practical approach to 'on farm' solutions to show how agri-business owners can maximise their personal and business performance through effective 'people' strategies.

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

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

**Pasture Harvest** – To be advised

**Core Cost Control** – To be advised

**Labour Efficiency** – To be advised

4.25 pm **Close**



## 2010 DAIRY BUSINESS OF THE YEAR AWARDS

Westpac Centre, Olympic Park

Wednesday 23<sup>rd</sup> June 2010

*Dress Code: Formal*

***Come and see what Australia's top dairy businesses look like, and see who will win the 3<sup>rd</sup> Trans-Tasman Dairy Business Challenge***

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

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| 5.30 pm | Pre-dinner drinks and Registration   |
| 6.30 pm | <b>Bill Malcolm, MC</b> – Introductions  |
| 6.40 pm | <b>Rob Coombe, Group Executive, Westpac Retail and Business Banking</b> – Welcome  |
| 6.50 pm | <b>Roddy Brown, Westpac National Head of Dairy</b> – “Overview of entrants & competition”  |
| 6:55pm  | <b>Bill Malcolm</b> – “Overview of judging”  |
| 7.05 pm | Presentation of the Regional Awards  |
| 8.05 pm | Mains  |
| 8.45 pm | <b>Grant Hackett</b> – “King of Distance Swimming”<br><br>Grant Hackett was swimmer of the year in 2005 and holds 3 Olympic gold medals, 3 silver and 1 bronze. He is Australia's most medaled Olympic and World Cup swimmer and was the Australian swimming captain from 2005 until he retired. Grant has been sponsored by Westpac for the last 10 years and is an ambassador for the company, working as a relationship manager in their Private Bank division. |
| 9.20 pm | Presentation of the Farm Systems, Most Improved and Supreme Awards   |
| 9.50 pm | Dessert, drinks and socialising  |
| 10.30pm | Bus leaves to take finalists to the Retreat  |

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

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

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

## Registration Form

### DAIRY BUSINESS OF THE YEAR AWARDS SEMINAR

Wednesday 23 June 2010, Westpac Centre, Olympic Park

### Registration Deadline: 16 June 2010

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

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

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

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

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

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

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

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

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

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

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