

**2010 BNZ Partners Dairy Business of the Year Seminar**Tuesday 25<sup>th</sup> May 2010 - Novotel Tainui, Hamilton**“Focusing on the Future – Learning from the Past”**

12.30 pm Coffee &amp; Seminar Registration

1.00 pm **David Beca – Intelact & Red Sky Agricultural** - Introduction1.10 pm **Doug Steel, BNZ Agribusiness Economist*****“The Global Economic Environment; Lessons from the Past and Predictions for the Future”***

Doug has been forecasting the NZ economy for over 12 years. He joined the BNZ economic research team in 2010, following five years as an economist at another NZ bank. Doug has a focus on agriculture, which he thinks underpins much of New Zealand’s economic activity. He writes BNZ’s agricultural commentary and outlook publication Rural Wrap.

1.45 pm **Prof. Keith Woodford, Professor of Farm Business and Agribusiness, Lincoln University*****“NZ Dairy-Investing On and Off the Farm; Where to Utilise Scarce Capital”***

Keith has a background in farming systems, agribusiness and international rural development. He has worked on rural development and education projects in Cambodia, Papua New Guinea, Vietnam and Sri Lanka. He has also undertaken consultancies in many other Asian countries including China, Laos, Korea, Japan, Taiwan, the Philippines, and East Timor. His research interests are diverse, but in general relate to the broad question as to how agribusiness firms (including farms) and industries can achieve and sustain a competitive advantage.

2.20 pm **David Beca, Intelact & Red Sky Agricultural*****“To Hell in a Hand Basket or Happy Days are Here Again”***

David has a passion for farm business analysis and the importance of sticking to sound business principles. At times a dissenting voice when it is not fashionable to do so, David has made a special project of studying the Global Financial Crisis which he combines with his in-depth knowledge of the drivers of profitable farming systems to discuss what he thinks this means for the dairy industry over the next 5-10 years.

2.55 pm **Afternoon tea**3.25 pm **Dr. Richard Rawnsley, Agronomist, Tasmanian Institute of Agricultural Research*****“Pasture is the Key; Tactics and Tools to Increase Harvest Available Now and in the Future”***

Richard Rawnsley is a dairy scientist whose main research interests are pasture and forage agronomy, irrigation and nitrogen management, biophysical modelling and farm system research. He has been heavily involved with research related to the 3-leaf grazing principles and been developing predictive tools to help farmers make timely management decisions.

4.05 pm **Colin Holmes , Emeritus Professor of Dairy Production Systems, Massey University*****“Striking the Right Balance; Lifting Productivity while Maintaining a Low Cost of Production”***

One of NZ’s legendary agricultural educators and researchers, Colin was originally from Northern Ireland. He completed his PhD in England and began working at Massey in

1966. Now retired from Massey he continues to pursue private consultancy and semi-retirement. Colin has presented at many international conferences and literally “written the book” on optimising management on pasture-based dairy farms.

4.40 pm **Close**

**Registration deadline 19<sup>th</sup> May 2010 - Singles: \$75 plus GST | Couples: \$140 plus GST**

## **2010 BNZ Partners Dairy Business of the Year Awards**

**Tuesday 25<sup>th</sup> May 2010 - Novotel Tainui, Hamilton**

***Come and see what New Zealand’s top dairy businesses look like, and see who will represent New Zealand at the 3<sup>rd</sup> Trans-Tasman Dairy Business Challenge***

### **BNZ Partners Dairy Business of the Year Finalists**

<i>Campbell &amp; Mary Affleck</i>	<i>Tony &amp; Dianne Capes</i>	<i>Con &amp; Tracey Crowley</i>
<i>Alan &amp; Sharron Davie-Martin</i>	<i>Daniel &amp; Carolyn Flood</i>	<i>Andrew &amp; Rebecca Gibson</i>
<i>Lance &amp; Katherine Gillespie</i>	<i>Andrew &amp; Liisa Hamilton</i>	<i>Crofton Hamilton</i>
<i>Foster &amp; Karen Kalma</i>	<i>David &amp; Bronwyn Lister</i>	<i>Patrick &amp; Tasha O’Shea</i>
<i>Don &amp; Wilma Schimanski</i>	<i>Gijsbert, Aaltje &amp; Simon Broekhuizen</i>	

MC for the night is **Phil Gifford**, well known radio sports commentator.

5.00 pm Registration, and Sponsors pre-dinner drinks

6.00 pm **Phil Gifford** – Introductions

6.10 pm **Prof. Keith Woodford, Head Judge** – “Overview of judging, entrants & competition”

6.20 pm Presentation of the Regional Awards

7.10 pm Mains

7.50 pm **Phil Gifford entertains**



The creator of satirical rugby character Loosehead Len, Phil has hosted No.1 breakfast radio shows in Christchurch and Auckland, and won 14 radio awards over three decades in New Zealand and Australia. In addition to writing weekly columns for 21 years, he has produced seven "Loosehead" books with combined sales of over 60,000 copies.

8:40 pm Presentation of the Farm Systems, Most Improved and Supreme Awards

9.10 pm Dessert, drinks & socialising

10.30pm Bus leaves to take finalists to Hillside, Huntly

<b>Awards Dinner:</b>	<b>Singles: \$80 plus GST</b>	<b>Couples: \$150 plus GST</b>
<b>Seminar:</b>	<b>Singles: \$75 plus GST</b>	<b>Couples: \$140 plus GST</b>
<b>Seminar &amp; Awards:</b>	<b>Singles: \$145 plus GST</b>	<b>Couples: \$280 plus GST</b>

## DAIRY BUSINESS OF THE YEAR SEMINAR & AWARDS



### Registration Form

 Tuesday 25<sup>th</sup> May 2010

Novotel Tainui, Hamilton

**Registration Deadline: 19<sup>th</sup> May 2010**

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

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

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

Phone : \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

	Unit price	No. Tickets	Amount Due
Seminar Only - Single	<b>\$84.38</b> (\$75+GST)		
Seminar Only - Double	<b>\$157.50</b> (\$140+GST)		
Awards Dinner Only - Single	<b>\$90.00</b> (\$80+GST)		
Awards Dinner Only - Double	<b>\$168.75</b> (\$150+GST)		
Seminar + Awards Dinner - Single	<b>\$163.13</b> (\$145+GST)		
Seminar + Awards Dinner - Double	<b>\$315.00</b> (\$280+GST)		
		<b>TOTAL</b>	

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Return to: Dairy Business of the Year, P.O.Box 370, Te Awamutu 3840 OR Fax (07) 871 6063

Please include full payment with registration. Cheques payable to: "New Zealand Dairy Business of the Year Ltd" OR pay by Direct Debit to A/c No. 020440-0041658-00

*Cancellation fee may apply*
**Registration Deadline: 19<sup>th</sup> May 2010**
**For more information call Leanne on 0508-733 759**
