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# Australian PORK NEWS PAPER



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## CRC sees grainy outlook

WELCOME to another year and one I sincerely hope will be good for you and the Australian pork industry.

I expect your perception of how good 2018 might be will depend largely on pig prices and costs.

At this early stage of the year, predicting grain prices, at least in the short term, may be easier than predicting pig prices.

### Grain grabs

Profarmer grain prices quoted in Australian Pork Limited's December 22 issue of 'Eyes and Ears' showed grain prices considerably higher in Queensland and northern NSW than the eastern seaboard, with southern NSW and Adelaide delivered prices for wheat quoted as \$237 and \$242/tonne respectively.

Corresponding quotes for barley were \$245 and \$235/tonne.

If grains can be bought at these prices, feed costs in these areas (including Victoria) will



### Initiatives

by DR ROGER CAMPBELL CEO



be reasonable and lower than in 2016.

The difference in wheat and barley prices varied across states and regions and I imagine this reflects the relative abundance of the two grains, but remember barley has about 93 percent of the digestible energy of wheat, so it's easy to compare the relative value of each for pork production.

Having said that, we've seen plenty of barleys with DE values approaching and even exceeding that of wheat.

You can really only determine this by using AusScan and to ensure feed cost is minimised,

your nutritionist should certainly test all grain bought or intended to be bought.

### Pig prices

APL's December 22 'Eyes and Ears' report showed sellers' prices on December 15 ranging from \$2.70 for carcasses above 85kg to \$3.01 for carcasses between 45kg and 60 kg.

I'm not sure if it was correct, but the price quoted for carcasses between 75kg and 85 kg was \$2.94, some 10 cents higher than those between 60kg and 75kg.

If correct, then allowing for the impact of cull carcasses on the average price received, the mar-

gin for an 80kg carcass based on an average feed cost of \$365/tonne and selling 22 pigs per sow, per year would be about 33.5 cents/kg or \$27/pig.

For a 75kg carcass at the price quoted, the margin would be 26 cents/kg.

The difference demonstrates the advantage of heavier carcass weight and greater volume/sow.

Using the average seller's price of \$2.84 for the 60-75kg carcass weight range, the margin on a 75kg carcass would be about 15.9 cents/kg, which shows the advantage of higher price.

Sale weight in 2018 will be determined between the producer and buyer and both should remember that it costs more to produce lighter pigs.

Price in 2018 will depend on demand and supply and following the unusual trend of downward prices between January and June/July last year, we really don't have much recent history to go on for this year.

It's hard to see demand changing too much in 2018 and supply will depend on the margins or lack of them able to be made by producers across the industry.

This, in turn, will be affected by grain prices and, as I said previously, these initially at least look OK for central/southern NSW, Victoria and SA, but not so good for northern NSW and Queensland.

Let us see what happens with grain prices now the harvest is complete and watch the trend in pig price in the next few months to get a better idea of what 2018 might deliver.

► continued P2



Predicting grain prices, at least in the short term, may be easier than predicting pig prices.

## What's in store for pigs in the year of the dog

I'd like first of all to wish all the pig producers and others involved in our industry an enjoyable and prosperous 2018 – clearly the industry has some rebuilding to do in terms of improvements to pig prices and this is certainly a priority at Australian Pork Limited for this year.

I think one of the successes of our industry over the past 10 years has been an improved focus on why we do what we do – that is, to provide healthy, safe and natural pork to our Australian and overseas consumers.

We've begun to realise our professional and ethical production practices only have meaning when someone is prepared to buy and consume our product, and their enjoyment of it and preparedness to buy it again is key to our industry being a sustainable one.

On this score, we've done pretty well since 2010 – fresh pork consumption per capita has risen by 25 percent since this time and this has provided the underpinning of a number of years of very good returns for our producers.

We're all very aware of the change to this situation starting 12 months or so ago when prices turned in a different direction, mainly due to reaching a tipping point in the balance of supply and demand.

The growth in demand continues – it's just supply started to grow faster.

My opinion is prices will improve, but this will happen slowly and not without further pain for those in the industry at the higher end of production cost, without a niche



### Point of View

by ANDREW SPENCER CEO



offering or not having the strongest (contracted) relationships with their buyers.

Of course, we'll be doing everything we can to minimise this pain, but we have to be realistic; APL works to make a difference with demand and we believe we do this effectively but do not have any influence on supply of pigs, week by week.

We have, however, worked hard in 2017 to improve the information getting back to industry relating to what is going on with pig supply.

Our latest production survey indicates the peaks of supply growth we saw last year of between 5 percent and 6 percent year on year pork production will be behind us and a much more moderate growth level will be expected.

I'd like to acknowledge and thank the export processors who have agreed to provide their weekly slaughter numbers in a transparent fashion, enabling us to have a better feel for what is going on with shorter-term pig numbers going through the system.

As an industry, longer term, we still have lots of challenges.

Our production costs – for a gamut of different reasons – are well above world best practice and this is an ongoing threat.

We need to keep finding incremental gains through better reproduction, feed conversion, disease management and animal housing but we also need to think outside the square and take advantage of the continually surprising new technologies that are disrupting industries all around us.

Potential disruption needs to be an opportunity for us rather than a threat to how we do things today.

In world terms, Australia is a small country, even more so in the pork world where we represent less than half of 1 percent of production.

But we punch way above our weight when it comes to innovative thinking, quality research and development, creative marketing, sustainable and ethical production systems and working with our consumers and communities to continually ask the difficult questions necessary to take our industry forwards.

In this respect, I don't think 2018 will be any different. ↗

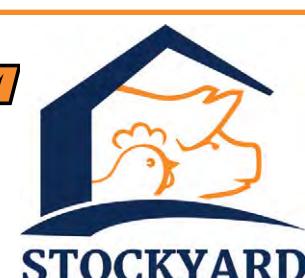
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## Pig Industry Calendar of Events

### 2018

**JAN 9 - 11** – Banff Pork Seminar, Banff, Canada [www.banffpork.ca/home](http://www.banffpork.ca/home)

**JAN 10 - 11** – South Dakota Pork Congress, South Dakota US [www.sdppc.org/events-4/pork-congress](http://www.sdppc.org/events-4/pork-congress)

**JAN 29 - FEB 9** – Science and Practice of Pig Production course, Roseworthy, South Australia [www.porkcrc.com.au](http://www.porkcrc.com.au)  
E: [rebecca.smith@porkcrc.com.au](mailto:rebecca.smith@porkcrc.com.au) or [william.vanwettere@adelaide.edu.au](mailto:william.vanwettere@adelaide.edu.au)

**FEB 7 - 8** – Manitoba Swine Seminar, Winnipeg, Canada [www.manitobaswinseminar.com](http://www.manitobaswinseminar.com)

**MAR 3 - 6** – Annual Meeting of the American Association of Swine, San Diego, California, US [www.aasv.org/annmtg](http://www.aasv.org/annmtg)

**MAR 21** – World Butchers' Challenge, Belfast, Ireland [www.facebook.com/events/1038188022980633](http://www.facebook.com/events/1038188022980633)

**MAY 30 - 31** – Pan Pacific Pork Expo (PPPE), Gold Coast, Queensland [www.pppe.com.au](http://www.pppe.com.au)

**JUN 20 - 22** – VIV Europe 2018, Utrecht, The Netherlands [www.viveurope.nl/en/Bezoeker.aspx](http://www.viveurope.nl/en/Bezoeker.aspx)

**SEP 25 - 27** – PorkExpo 2018 Foz do Iguaçu, Brazil [www.porkexpo.com.br](http://www.porkexpo.com.br)

**OCT 17 - 19** – Vietstock Expo & Forum, Saigon, Vietnam [www.vietstock.org](http://www.vietstock.org)

**How to supply event details:** Send all details to Australian Pork Newspaper, PO Box 387, Cleveland, Qld 4163, call 07 3286 1833 fax: 07 3821 2637, email: [ben@porknews.com.au](mailto:ben@porknews.com.au)

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# Pork CRC sees grainy outlook

#### from P1

I sincerely hope it's positive.

#### More imports

I noticed in a recent news article that the Australian Government on December 22 announced it had expanded market access for uncooked and cooked pig meat from the UK.

This involved expanded market access for uncooked pig meat (for further processing on arrival) from Great Britain and retorted pig meat products from Great Britain and Northern Ireland.

I am not sure what all this means or what the retorted products might be, but I don't think it's good news.

#### Global positioning

I will detail where we sit globally in my February or March Pork CRC Initiatives column, but looking at the figures across the world, we generally have higher feed costs than most and lower carcass weight sold per sow/year than everyone else.

The latter is where we can make the greatest gains and have the biggest

impact on cost of production.

As I said, increasing carcass weight reflects the relationship between producer and procurer, while increasing pigs sold/sow/year may depend on our researchers coming up with new ideas and innovative science.

However, the situation is not as bad as it might seem.

I say this because we now have herds weaning 11-plus pigs/litter and more than 26/mated sow/year.

We also have herds selling 80kg-plus carcasses.

If you could move from selling 22 to 25 pigs/sow/year at current feed costs, you would reduce COP from about \$2.60/kg to \$2.42/kg for a 75kg carcass.

If able to sell a heavier carcass, the sky is the limit.

#### Change settings

Given we seem to have the genetics to become more globally competitive, I think we need to readjust our performance targets and I suggest you set them around the levels shown in Table 1.

KPIs for 2018 and beyond	
Indicator	Target
Born alive	13.5
Weaned/litter	12
Weaned/mated sow/year	26
HFC	3.45

Table 1: KPIs for 2018 and beyond.



Pork producers can only determine accurately the true value of grain they grow or buy by using AusScan. To ensure feed cost is minimised, your nutritionist should test all grain bought or intended to be bought.

Somewhat higher targets have been set for our researchers and I understand things don't change overnight, but we know they are all achievable and everyone from your veterinarian to your genetics company will need to contribute.

No better way to start a new year than by setting new targets and making sure everyone is on board to help achieve them.

#### APRIL alert

Meanwhile, for researchers reading this column, I remind you that Australasian Pork Research Institute Limited has now called for research proposals for its first investment round.

The call closes on February 16, 2018 and investment decisions will be made on April 23, 2018.

Successful projects will commence on July 1, 2018.

APRIL, which replaces Pork CRC, is fully member based, with an initial investment in 2018-2019 approaching \$3 million and is actively seeking

new science and creative new ideas.

With the objective of commissioning research by the middle of 2018, basically 12 months before the close of Pork CRC operations, the APRIL call

will ensure continuity of the current level of research and support opportunities for relevant researchers during the wind-down.

I wish everyone a safe, happy and prosperous 2018. [www.porkcrc.com.au](http://www.porkcrc.com.au)



As always, grain prices will affect what consumers pay for their bacon and eggs this year and what pork producers COP in their pockets.

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# APIQ✓ moves to third-party auditing

ON behalf of the Australian Pork Limited Research and Innovation team, we hope you've had a fun-filled and safe festive season and we wish you all a happy and prosperous New Year.

It's hard to believe that we find ourselves at the start of 2018.

During 2017, the R&I team was actively engaged in activities that we hope and expect will help producers build brighter and more sustainable futures.

## What's changed in 2018?

Each new year sees opportunity for change and progress and the big change for pig producers in 2018 is APIQ's move to third-party auditing, provided through AUS-MEAT Ltd since January 1, 2018.

This process began several years ago when routine annual reviews of the APIQ✓ standards, policies and processes, benchmarking of APIQ✓ against other reputable quality assurance programs and analysis of potential improvements to APIQ✓ found the previous audit system needed to be more independent, robust, free from conflicts of interest and cheaper to support certification for all producers, particularly small producers and producers in remote areas.

With that knowledge in hand, APIQ Management researched and evaluated alternative audit systems available in detail and found three options were available:

1. APL employing the auditors.

2. Maintaining the same system but expanding the team of auditors and changing certification policies to enable independent auditors to build more viable audit businesses.

3. Contracting audit services to a suitably qualified third-party organisation.

Detailed financial analysis and reviews of each option were conducted by APIQM in association with the APIQ Panel.

Both APL employing auditors and maintaining the old system were found to be inefficient, expensive, impractical, difficult to support and disregarded the need for independence between the producer, APL and the auditor.

The viable option found was contracting the audit services to a third-party organisation.

Calls for expression of interest were made and received from suitably qualified third-party organisations and after review the

AUS-MEAT Ltd proposal was selected as the most likely to deliver the outcomes being sought by industry at a reasonable cost to producers for their audit.

With the information from the calls for expression of interest and the routine APIQ✓ reviews in hand, APIQM was invited by the APL Board to present the TPA concept and its associated benefits and issues to APL delegates in November 2016, of which the majority voted in support of an industry move to TPA.

The APL Board decided a consultation process was needed to inform producers and resolve their issues and concerns prior to a move to TPA.

Detailed consultation began with APIQM attending producer meetings, meeting with delegates and their producers separately to understand and resolve their concerns.

APIQM also provided delegates with information to help them in their conversations with their producers.

The APL Board approved a TPA trial to determine the likelihood of TPA success.

With the co-operation of producers, a team of five AUS-MEAT Ltd auditors with extensive livestock and some pig experience were trained by APIQM to conduct APIQ✓ audits.

Producers were asked to voluntarily participate in the trial by having an AUS-MEAT auditor conduct their audit.

Over four months, 38 producers participated with full audits conducted by AUS-MEAT Ltd.

Corrective Action Requests and observations were given and audit reports were processed and evaluated through the normal APIQM systems.

The trial found that:

- AUS-MEAT Ltd auditors understand audit process and are well qualified and capable of conducting APIQ✓ audits.

- AUS-MEAT Ltd auditors produce reports of a high standard, with observations, evidence sighted and actions to be taken clearly articulated with appropriate time frames applied to close CARs given.

- AUS-MEAT Ltd auditors are able to focus on system issues, follow audit trails clearly and can explain this clearly in audit reports.

- AUS-MEAT has the people, experience, expertise, back office support and resources needed to maintain and sustain the program over time.

- There were opportu-

nities for improvement to the proposed pricing structure and creation of a single audit report for multi-site audits.

Overall, the trial demonstrated that TPA is a viable option for the industry.

We thank those producers who voluntarily participated.

There were issues, as there are when any significant change is made, but

none that can't be overcome or improved with time and effort.

Having consulted with industry, resolved stakeholder concerns, amended the pricing structures and successfully conducted the TPA trial, the APL Board approved TPA with industry delegates advised of the change at the APL annual general meeting in November 2017.

We are now in the TPA era for APIQ✓ and most things haven't changed.

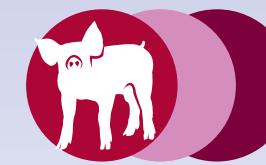
APIQ✓ remains producer owned, APL and APIQM continue to manage APIQ✓ on behalf of producers, the APIQ Panel continues to operate, and the APIQ✓ Certification and Administration Policies continue to outline the rules and processes that must be followed.

The standards and performance indicators that a producer must comply with to achieve certification remain the same, including what constitutes a non-compliance, how an audit is conducted, when a producer's certification expires, extensions, CAR management and certification approval.

The changes that have happened include audi-

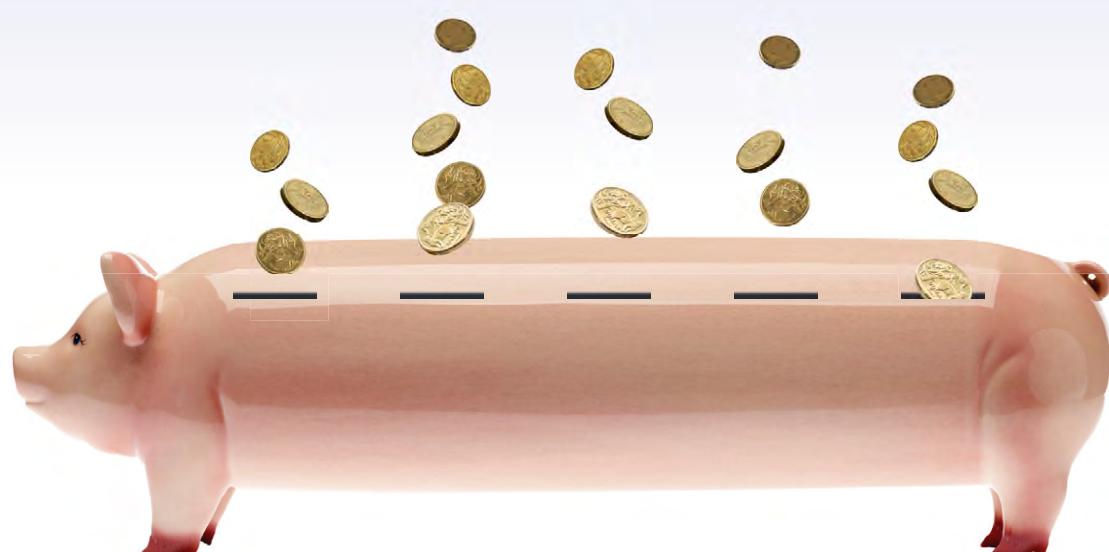
tors being appointed to an audit by AUS-MEAT rather than being selected by the producer; audit reports going back to AUS-MEAT who determines certification rather than to APIQM; auditors being provided by and trained by AUS-MEAT with APIQM assistance and the cost of an audit being set and agreed as part of

► continued P4



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**THEME: DRIVING EFFICIENCY TOGETHER**

Australian Pork Newspaper, January 2018 – Page 3

# Policy and other priorities



AT the Delegates' Forum in November, I sought to better understand the policy priorities of delegates for the industry and what would make a difference to their individual businesses.

The APL Policy team works on myriad policy matters and often it can be hard to see the wood for the trees.

To test these differences, the team members were asked to say what they were working on, then to prioritise it (how important) and assign a value for how achievable it is.

The team's policy heat map (Figure 1) shows the team works on numerous issues and in many cases, juggles various priorities.

The analysis was based on the average of all individual team members' scores from one to five, with five being the most important and most achievable.

Delegates were asked to do the same exercise.

To enable a comparison against policy, non-policy issues were excluded.

Unsurprisingly, delegates listed fewer issues, while surprisingly their prioritisation was not as high as the Policy team's (Figure 2).

In other words, a number of policy areas were deemed less important and less achievable compared to the Policy team's views.

This could reflect the key issues affecting the industry and the Policy team's understanding of our ability to achieve an outcome.

Importantly, the APL Policy team thinks many policy areas are important

for pork producers.

Understanding what the industry thinks is important for prioritising resources.

While useful, the above did not provide clarity in the biggest priorities for the industry.

When the analysis occurs on the sum of all delegates, clear priorities fall out as shown in Figure 3.

It is very clear that resolving the labour/457 visa issue is by far the biggest priority and where our attention and resources should be focused.

To a lesser degree but still important are market access (including China) and pork imports.

The third grouping of priorities include the Standards & Guidelines for Pigs, biosecurity, animal activists, planning and development approvals, labelling (CoOL), animal welfare and pork import protocols.

APIQ would expect these priorities will change from year to year and will seek to map these again in November 2018.

The last exercise we asked delegates to complete was to list the five things that would make a difference to their business.

After all, this is your levies at work for your industry.

Feel free to contact me on 02 6270 8803 or via email at deb.kerr@australianpork.com.au

## APIQ✓ third-party auditing

### from P3

the TPA Service Agreement between APL and AUS-MEAT Ltd.

We expect there will be teething problems and situations to work through, so to help producers the APIQM team has provided answers to frequently asked questions on the APIQ website [apiq.com.au](http://apiq.com.au), or 1800 789 099 or [apiq@australianpork.com.au](mailto:apiq@australianpork.com.au)

We look forward to TPA implementation and assisting producers through this process, so please contact APIQM at you need.

### What's up for review in 2017/18?

Continuous improvement is a guiding principle of a credible and robust quality assurance program such as APIQ✓.

In APIQ✓, we do this routinely through annual minor reviews and a major review every four years.

This (2017/18) is a minor review year and the focus will be outdoor standards and performance indicators and the way they are being applied and interpreted across the industry.

of the R&D process are the Research Development Advisory Committee and the industry Specialist Groups.

This process is carried out over an 18-month cycle and includes the development of research priorities that are addressed by projects delivered either internally or by industry.

The first stage of this process is the SG meetings.

SG1 – Marketing Demand Creation will take place on February 13, 2018; SG2 – Production and Welfare on February 6-7, 2018; SG3 – Environmental Management on February 13-14, 2018; and SG4 – Quality Assurance, Biosecurity and Food Safety on February 28-March 1, 2018.

At the completion of all SG meetings, business plans for each group will be written and compiled to present to the RDAC for consideration, with a call for tender for approved research priorities opening in April 2018.

**Tony Abel**  
**APIQ✓ Business Manager**

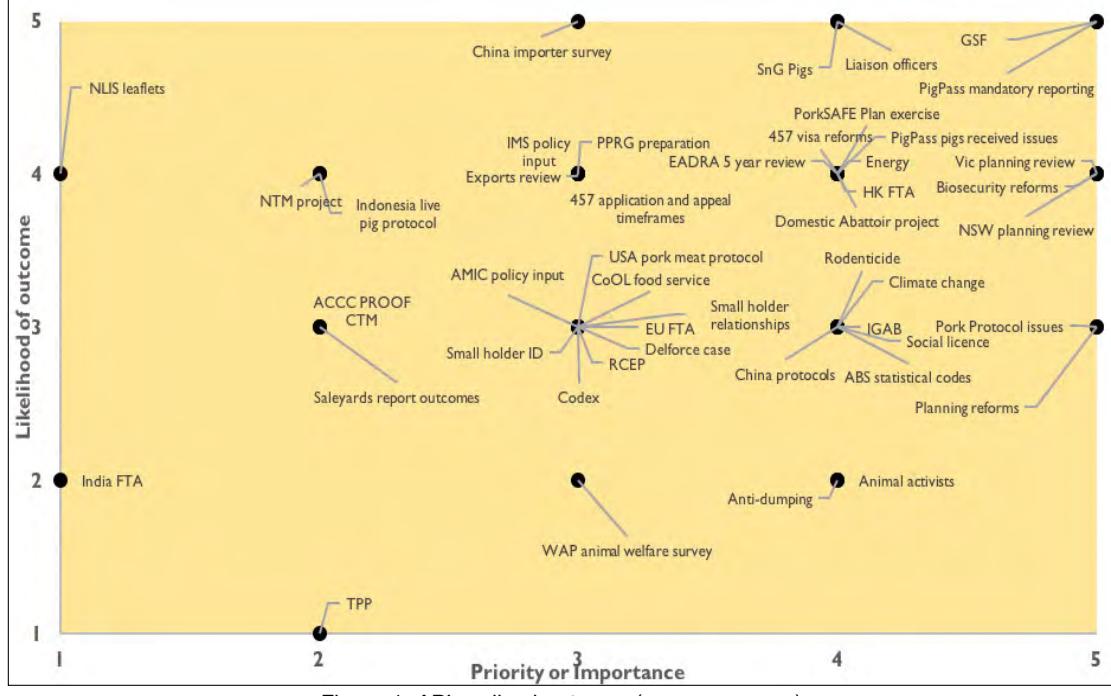


Figure 1: APL policy heat map (average scores).

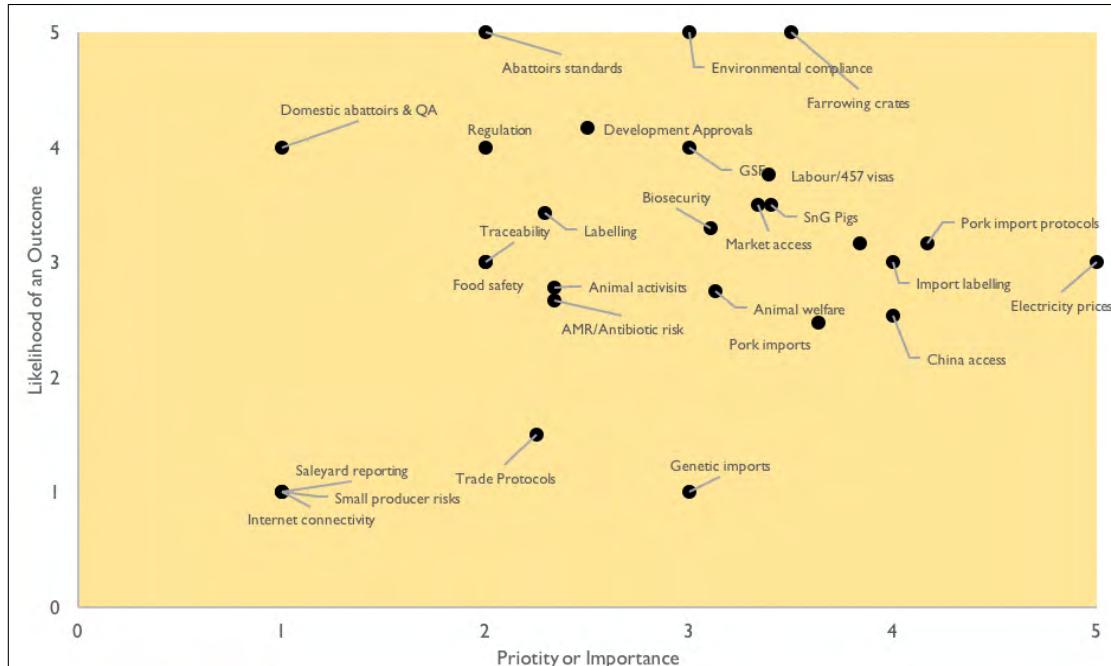


Figure 2: Delegates policy heat map (average scores).

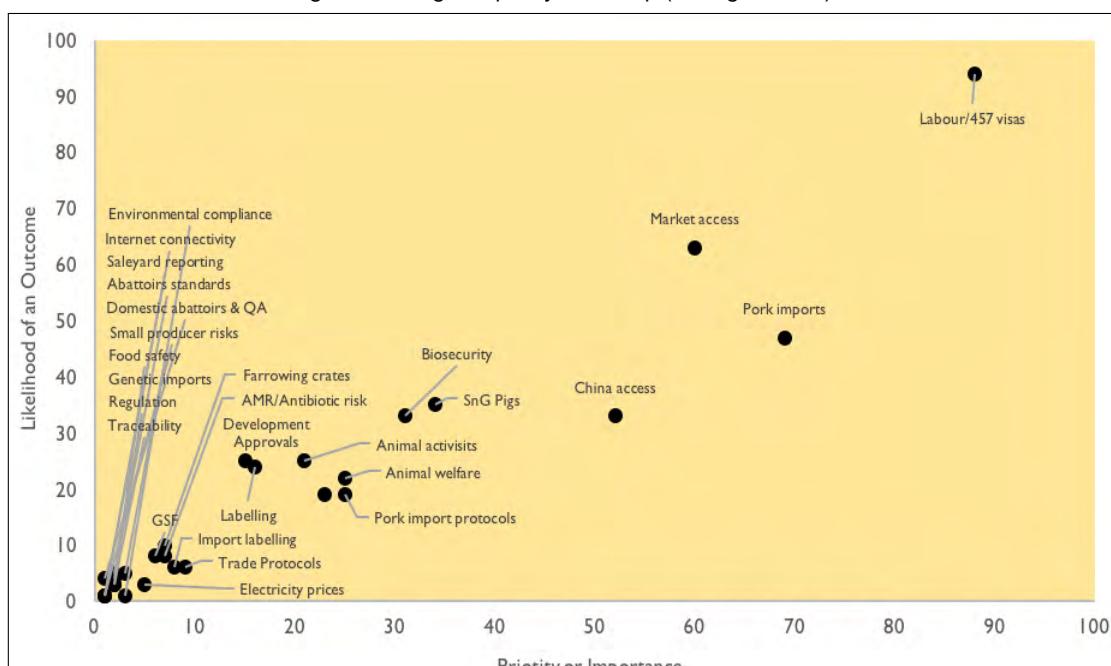


Figure 3: Delegates heat map (total scores).

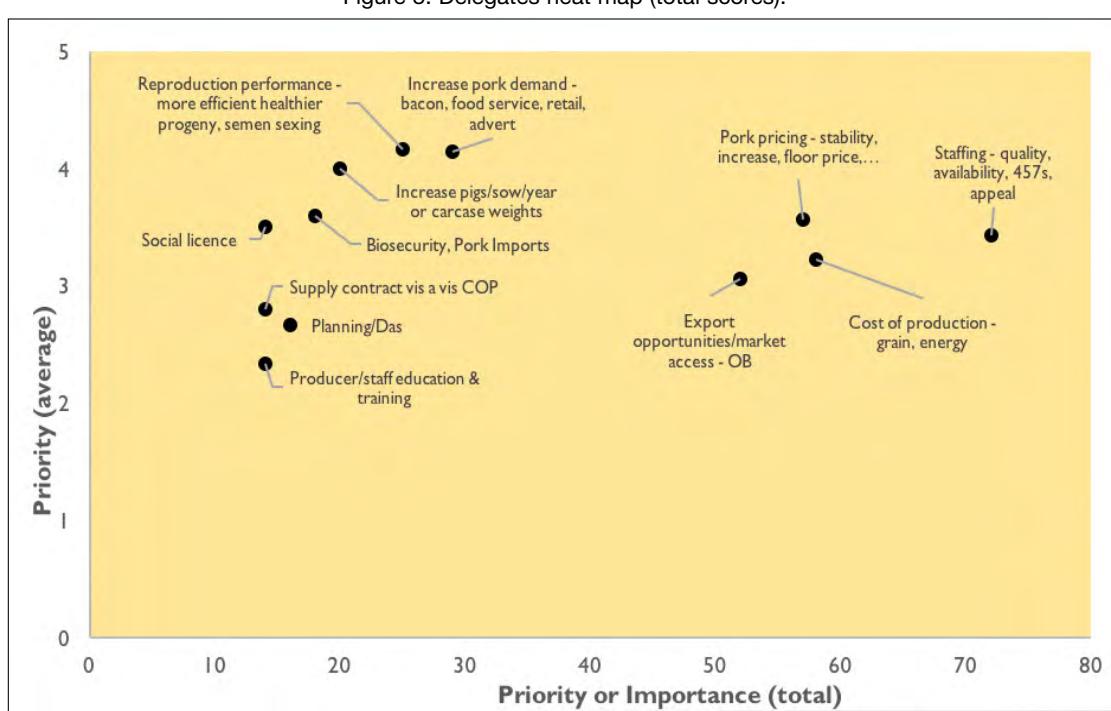


Figure 4: Business priorities.



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# D'Orsogna plants foot firmly in Victoria



Peri Peri Tasty Sticks produced by D'Orsogna.

LEADING Western Australian headquartered smallgoods manufacturer D'Orsogna is about to expand its footprint in the eastern states with a new state-of-the-art manufacturing plant to be built in outer Melbourne.

While final and firm details of the expansion will be revealed later this month, I understand the multi-million dollar investment in land, buildings, infrastructure, plant and equipment will position D'Orsogna as a very significant player on the east coast and flags intent to move into export.

The D'Orsogna family has made quality hams and continental salami

products for almost 70 years.

The D'Orsogna brand essentially started in 1949 as a one-man butcher shop in West Perth, WA.

Under the careful initial guidance of brothers Tommaso and Giovanni D'Orsogna, the business has steadily grown to become a market leader, supplying Coles, Metcash and foodservice businesses in WA and almost 1000 Woolworths stores around Australia.

D'Orsogna is now a platinum status supplier to Woolworths, having won a string of 'Supplier of the Year' awards in the Deli Cabinet and Dairy Case categories.

D'Orsogna's landmark premises on the corner of Leach Highway and Stock Rd, Palmyra, near the port city of Fremantle, has been its WA home since 1973 and is likely to retain its head office status.

D'Orsogna currently employs more than 550 people at its manufacturing facility in Palmyra and has a staff of 50 at its smaller factory in Waverley, Victoria, which it acquired in 2014.

While the company proudly retains the D'Orsogna founders' family values and business ethics, it is a corporate entity with high standards of governance and a robust strategic vision.

It anticipates at least 50 percent of its production volume will be produced in the new Victorian fa-



Cant Comment  
by  
**BRENDON CANT**

cility, due to its proximity to major markets and streamlined manufacturing processes.

D'Orsogna will design, engineer and build a state-of-the-art facility that utilises the latest energy and water conservation technology and delivers the best possible community and commercial outcome.

While the fine detail of machinery and equipment is yet to be settled, it will have the capacity to manufacture a range of ham and bacon products and whole hams for slicing and packing.

Various flavouring methods, smoking and cooking are among the value-adding techniques.

An exciting mix of what

the company refers to as innovative traditional smallgoods will result.

D'Orsogna produces a wide range of cured and cooked whole and sliced ham; gourmet continental goods; numerous cuts of bacon; sausages, cooked and fresh; polony, lard and dripping.

D'Orsogna hams and bacons are equally popular and trusted by generations of customers as protein meal centres in lunches, breakfasts and dinners and as accompaniments for many meal occasions.

I understand D'Orsogna managing director Brad Thomason has almost single-handedly conceived, developed and driven the eastern Australian expansion, working on the massive project for a number of years while shoring up support from the D'Orsogna Board, whose

family members fully support what amounts to the company's most significant investment in nearly 70 years.

The family flavour continues to permeate the company today, with the presence on the Board of Directors of Marco (son of Giovanni), Tina and Eugene (daughter and son of Tommaso).

As he said back in 2015 when D'Orsogna celebrated its 65th anniversary, Thomason greatly respects the company for retaining the 65-year flavour and integrity of its founders and their families, while at the same time embracing the challenge of corporatising the business to the point where it now leads the way at many levels of what is a very competitive sector of the food industry.



D'Orsogna MD Brad Thomason inspected some of the company's quality hams.

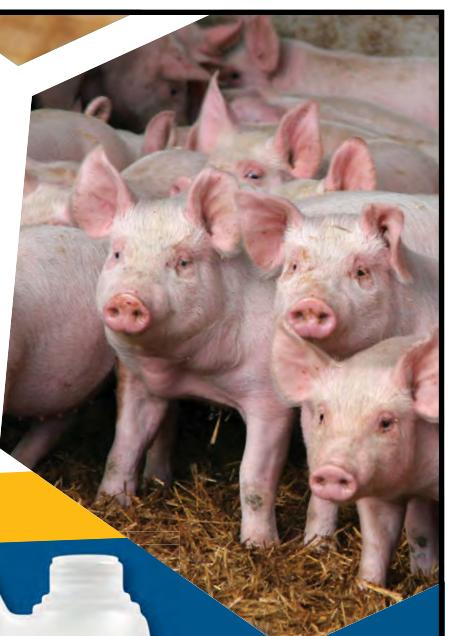
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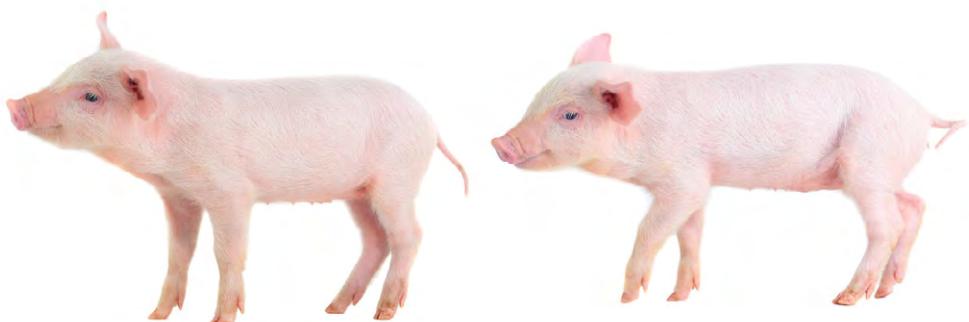
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# Pork CRC

## APRIL in January call for new scientists and new science

AUSTRALASIAN Pork Research Institute Limited recently made its first call for research proposals to markedly enhance the competitiveness and sustainability of the Australasian pork industry.

APRIL, which replaces the Cooperative Research Centre for High Integrity Australian Pork, is fully member based with an initial investment in 2018-2019 approaching \$3 million, and is actively seeking new science and

creative new ideas.

With the objective of commissioning research by the middle of 2018, basically 12 months before the close of Pork CRC operations, the APRIL call will ensure continuity of the current level of research and support opportunities for relevant researchers during the wind-down.

Pork CRC and APRIL Chair Dennis Mutton is determined to drive Australia's pork industry into

areas it has never been before by encouraging fresh, game-changing ideas from incumbent and new researchers and harnessing a new wave of scientific power.

"One of the ways the APRIL board has agreed to do this is by identifying and engaging with a previously untapped pool of talent and bringing new and creative thinking into the pork R&D space to increase speed of discovery and delivery of profitable outcomes," Mr Mutton said.

Pork CRC CEO Roger Campbell agreed, inviting researchers to apply if they thought they could dramatically improve sow reproduction, for example, or lift the inherent feed efficiency of grower pigs.

"The same invite goes out to anyone with new ideas on how to reduce Australia's reliance on global grains and soybean meal to reduce feed costs, or those with thoughts on how best to reduce antibiotic use and antimicrobial resistance," Dr Campbell said.

APRIL is also interested in cost-effective engineering and precision farming technologies applicable to the pork industry.

Dr Campbell said the Australasian pork industry had a globally acknowledged track record in terms of the adoption of new technologies and ideas, but in an increasingly competitive global market it had to be one of the best, if not the best, in the world.

"Our challenges are obvious and they will all respond to high-quality research, but this has to be cutting edge if we are to ensure sustainability and profitability of our industry," he said.

"We have some great scientists, but we're now looking outside the room for researchers who may not have previously considered the pork industry, but who are good thinkers and who have new technologies and ideas that could be applicable to the pork industry."

"It is going to be an exciting journey, so come along for the ride if you have something positive to offer."

Details can be accessed from the APRIL link on Pork CRC's website [www.porkcrc.com.au](http://www.porkcrc.com.au).

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# Aussie pig industry driving efficiency together

IT is time to buy your ticket and join representatives from the Australian pig industry as they fly into the Gold Coast for the 2018 biennial Pan Pacific Pork Expo.

Registrations are now open for the two-day event held at the Gold Coast Convention and Exhibition Centre, Broadbeach Queensland on May 30 and 31, 2018.

Pig industry representatives will gather to discuss issues and learn about the most recent information

and technology available to the industry.

Both a trade show and conference, the agenda is filled with a comprehensive program of technical presentations, workshops and trade displays aimed to help Aussie producers ap-

ply best practices on farm to ensure a profitable and sustainable pig industry.

Building off previous years' efforts, the PPPE 2018 theme is 'Driving Efficiency Together'.

PPPE 2018 Committee chairman Mr Andrew Johnson said, "The theme is about calling on producers and industry stakeholders to collaborate and adopt cost production efficiencies in order to overcome the challenges facing the industry and to remain globally competitive."

Australian Pork Limited CEO Andrew Spencer said the event provides a great opportunity to network with and learn from others in the industry.

"The industry has had a rough 12 months," he said.

"We have lessons to learn from each other, opportunities to embrace and new research and technologies to adopt.

"As an industry, we need to keep looking forward to remain sustainable and responsible.

"This is a fantastic opportunity and crucial to the development of our industry."

In supporting producers, the PPPE Committee is again providing an APL Member 'Attendance Assistance Package' of return airfares plus accommodation to ensure the greatest numbers of industry participants are able to attend PPPE 2018.

There are still sponsorship and exhibition spaces available.

For exhibition, sponsorship or registration inquiries, contact pppe@australianpork.com.au or call Rachel Blake on 02 6270 8807.

Visit pppe.com.au for further information on the event and how you can be involved.



**Theme: Driving efficiency together**

**SAVE the DATE**  
30 May 2018 &  
31 May 2018

## Allowing trade to flourish organically

INTERNATIONAL demand for premium organic produce is on the rise, and the Australian Government is reviewing regulations on the export of organics to ensure Australian producers can take full advantage of these opportunities.

Head of Exports Division at the Department of Agriculture and Water Resources Fran Freeman encouraged interested parties to have their say on the regulation of trade in organic products before February 23, 2018.

"We've seen unprecedented international demand for premium organic produce in recent years, driven in part by a rapidly growing Asian middle class," Ms Freeman said.

"Australia's clean and green reputation puts primary producers in a strong position to help meet the world's appetite for high-quality organic products.

"The department has appointed Deloitte to prepare an independent review of the export orders for organic products, aimed at improving access for Australian organic products into premium markets and increasing the competitiveness of the sector.

"I encourage producers, certifiers, processors, peak bodies and anyone else with an interest in the organics sector to log in and have their say."

The industry is also working towards a new national representative body to have one voice for the organic industries at national and state level, with broad representation from all sectors.

"The industry group leading the process has released a roadmap to a national unified voice by June 2018," Ms Freeman said.

[www.porknews.com.au](http://www.porknews.com.au)

"A Love Organic event will be held in Canberra on February 14 and 15 to celebrate the progress made and plan for the steps ahead.

"This all comes under the Organics Action Plan, involving the Australian Government and industry, aimed at building a stronger Australian organics sector and generating greater opportunities for farmers to share their premium produce with the world."

Under the Agricultural Competitiveness White Paper's Agricultural Trade and Market Access Co-operation grant program, the Australian Government has:

- Offered the organics industry up to \$100,000 on a matching basis to support its development of an organics export strategy; and
- Awarded \$70,000 to support market access gains through the use of the Organic Mark.

Submissions are open now and close on February 23.

To have your say on the organic export orders review, register under the 'Stay Informed' box at [haveyoursay.agriculture.gov.au/organic-orders-review](http://haveyoursay.agriculture.gov.au/organic-orders-review)

For more information on improvements to trade in organics, visit [agriculture.gov.au/export-controlled-goods/organic-bio-dynamic/accessing-premium-markets-organic-products](http://agriculture.gov.au/export-controlled-goods/organic-bio-dynamic/accessing-premium-markets-organic-products).

For more information on the roadmap to creating a national unified voice for the organic sector, head to [onevoice.organicindustries.com.au](http://onevoice.organicindustries.com.au)

You can also follow the process on Facebook at [facebook.com/OrganicIndAust#](https://facebook.com/OrganicIndAust#), Twitter at [twitter.com/OrganicIndAust](https://twitter.com/OrganicIndAust) and LinkedIn at [linkedin.com/company/18133960](https://linkedin.com/company/18133960).

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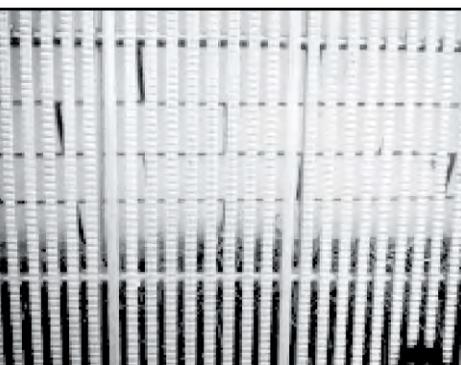
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Aussie Pumps Super Indy steamers are built tough, featuring a heavy-duty stainless steel cover that is impact resistant.

The cover is mounted on a robust steel chassis with an integrated front-mounted bumper.

Aussie Pumps product manager Brad Farrugia said, "We decided to move away from European-style machines with their traditional poly or plastic covers."

"These machines are loaded with features to make them easy and safe to use but provide plenty of capability for fast and effective cleaning and sanitising."

The pumps are a heavy-duty Italian triplex design running at 1450rpm for a long and continuous trouble-free life.

The range starts with a 240V single-phase machine delivering 1500psi and 12l/pm flow.

Reaching 120C, the machines provide loads of steam power when needed.

Three-phase machines are also available in a powerful 4000psi configuration with flows of up to 15l/pm.

"We decided to give farmers something not

available from the European machines," Farrugia said.

"We developed a 4000psi unit that delivers 33 percent more pressure than the others, lifting productivity and reducing down time."

The mild steel burner coils are covered by a free extended warranty of up to two years.

A stainless steel burner coil version, with a three-year warranty, is available for areas with 'hard' water.

The new Aussie Super Indy range offers timed 'Total Stop', designed to shut the machine off after the operator releases the trigger of the gun.

This not only reduces wear on the machine but saves power.

Other intelligent features include Micro Leak control.

The Micro Leak feature shuts the machine down if a leak is detected in the high-pressure system.

This is essential for

maintaining optimum performance, eliminating breakdowns and subsequent downtime.

Low water and low fuel cut-outs have also been incorporated in this state-of-the-art steam cleaner.

Ergonomic dials give the operator infinitely variable temperature control.

That means the machine can vary from cold water to full 120C steam by simply turning a dial.

This steam function is ideal for shifting oil and grease as well as biological material from farm machinery.

It is also indispensable for washing down stainless steel equipment and particularly for wash-down and sterilising of stalls.

Further information on Aussie Pumps Super Indy pressure cleaners is available from Aussie Pumps distributors throughout Australia.

Check the website for details: [www.aussiepumps.com.au](http://www.aussiepumps.com.au)



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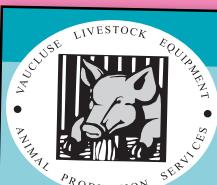
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# Pig Farm Perspective

## by Bruce the brainy pig

ARE there ways we can become more efficient during lactation?

Do we allow our high-performing dairy cows to reach their full potential?

That was not a spelling mistake – it is a fact that the modern-day sow produces more milk per kilogram of body weight than a dairy cow.

So, the question now becomes, if genetics and nutrition are optimal, should we be looking over the fence to see what we should be doing differently for our short pink dairy cows?

Postpartum dysgalactia syndrome in sows has been linked to several pig-specific issues (usually associated with stress) within the farrowing house including moving pregnant sows less than four days pre-farrow, inducing farrowing, ad-lib feeding without transition period and frequent farrowing supervision.

The Australian dairy industry reports impacts in milk production to be influenced by extrinsic factors including feed intake, stress, mycotoxins, clinical disease, lameness and heat stress – all have been found to dramatically affect lactation in

dairy cows.

Not surprisingly, studies are starting to filter through of the same impacts in sows.

One such study found raising the ambient temperature in the farrowing house from 20C to 29C reduced lactation from 10.43kg/day of milk to 7.35kg/day of lower-quality milk (reduced fats and proteins).

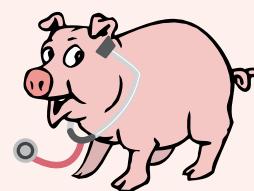
Another significant impact in milk production that is measurable and applicable to sows from cows is lameness.

One study determined the effect from lameness in dairy cows over a 306-day average lactation and calculated the loss in milk production per cow was 360kg of milk.

The same study also concluded that lameness had effects on milk production and reproductive performance five months after treatment began, which is staggering to consider the long-term effects on production prompt lameness treatment can have.

This also begs the question: are we getting reduced milk production as a result of untreated lameness and we are just not able to measure it as efficiently as in cows?

An interesting adop-



tion into the European dairy industry is the use of cow brushes in dairies.

Automatic cow brushes (think of drive-through car wash brushes for cows) are used extensively throughout Europe, with an estimated 18 million dairy cows using brushes every day.

Producers have found they reduce stress associated with milking and several studies have found their use can increase lactation per cow by up to 1kg of milk per day over the entire herd, which is a huge financial benefit per cow, per lactation.

Similar benefits have also been found with providing shedded dairy cows with their own cow mattresses to reduce lameness, skin lesions and improve the overall comfort of cow stalls.

Are these options we should be looking at for pigs to improve comfort and lactation in the farrowing house or are there other options we should be considering?

✉

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## UK pig stud secures biggest-ever export order to China

THE UK has received its largest-ever export order from China for frozen boar semen, in a deal that also involves training Chinese staff in artificial insemination and semen handling.

Deerpark Pedigree Pigs in Northern Ireland has secured the order, which will ship this month and be followed by further consignments over the months and years ahead.

The order has come off the back of extensive work on the part of brothers Nigel and Robert Overend who own the Deerpark Stud, with support from the Department for International Trade and UK

Tag, the export arm of the British Pig Association.

Over the years, the Overend family has perfected the process of freezing pig semen, a product with which their top-performing customers are now achieving conception rates as high as 100 percent.

The Overend family was early to adopt the process and has spent decades fine-tuning best-practice techniques for freezing, thawing and inseminating the semen.

Although their freezing process remains a closely guarded secret within their Londonderry-based company, the brothers are now in keen demand around the world to provide tuition in handling and insemination.

The most recent Chinese order for 2000 straws will follow smaller shipments, in a sequence of events typical for the company when new customers come on board.

"This customer started with a small order of 100 straws in order to test the water," Nigel said.

"When they were confident they would achieve high conception rates, they moved on to much larger orders."

Semen from these shipments will be largely destined for Chinese multiplication units, which produce high genetic merit breeding stock for commercial herds.

Further interest in Deerpark comes from the rare and minority breeds banked at the stud alongside the commercially important Large White and British Landrace.

The British Pig Association and the Rare Breeds Survival Trust have designated the Deerpark Stud as the centre for their breed conservation programs.

This means orders can also be fulfilled for breeds such as Large Black, Berkshire, Gloucester-

shire Old Spots, British Lop, Middle White and Oxford Sandy and Black.

In total, the company has seen a 300 percent increase in its frozen semen sales over the past two years.

A large proportion of this growth is attributed to export orders, a demand which has developed following the company's ongoing presence at international trade events.

Events the brothers have attended include VIV Asia in Thailand, World Pork Expo in the US and Agri

rilink in the Philippines.

Their presence at these and other exhibitions has been supported by the BPA, the UK government's DIT as well as embassies around the world.

With the uncertainty of Brexit, Mr Overend believes the international stage will be important for the future successes of many UK businesses.

As a result of the significant increase in demand, Deerpark Pedigree Pigs is now undergoing expansion of its current stud and existing pig units.



Nigel Overend prepared part of the UK's largest boar semen shipment to be exported to China.

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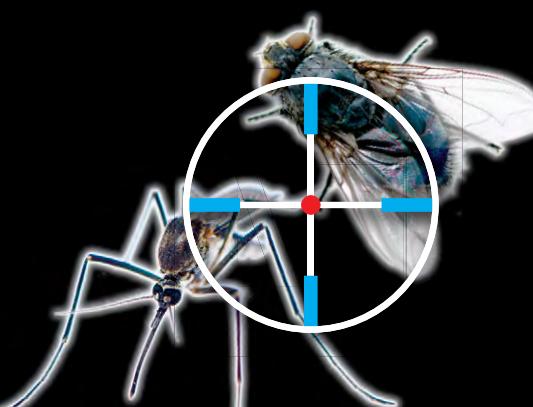
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## Farm sector welcomes commitment to a long-term emissions reduction strategy

THE National Farmers' Federation welcomed the final report

of the 2017 Climate Policy Review, which coincided with the release of a report card on Australia's emissions profile.

NFF president Fiona Simson said a reduction in emissions in the past quarter of 0.6 percent (the largest in four years) was particularly good news.

"Australia is now well on track to meet our Paris Accord target – to be 5 percent below 2000 levels by 2020," she said.

Ms Simson said climate change posed a significant challenge for all Australian farmers.

"Farmers are at the coalface of the impacts of climate change," she said.

"Arguably, the fortunes of no other industry are so closely linked to climate."

"As such, the NFF recognises the sector's role in reducing Australia's cumulative greenhouse gas emissions and is committed

to doing our bit."

Ms Simson said as a nation, steps needed to be taken to ensure the economy was well placed to cost-efficiently reduce the nation's greenhouse gas emissions profile.

"The importance of stable, scalable and cohesive climate policy settings should not be understated," she said.

"As a key pillar of Australia's economy, there is a national economic imperative to ensure climate policies support a sustainable and growing agriculture sector.

"The commitment from Government to continue to consult regarding the development of a long-term emissions reduction strategy is pleasing to hear."

The Liverpool Plains mixed farmer said such a strategy needed to consider Australian agriculture's international interface.

"More than 75 percent of Australian agricultural produce is exported," Ms Simson said.

► continued P15

## Farm sector welcomes commitment to a long-term emissions reduction strategy

### • from P14

"Therefore, the industry is highly exposed to global markets.

"It is crucial that climate policy settings recognise the importance of maintaining our competitive position in global markets."

Ms Simson said policies that encouraged innovation and the adoption of low-emission technologies and participation in carbon offset markets were most appropriate for agriculture.

"While the review highlights the emissions abatement achieved through the Emissions Reduction Fund, the NFF believes there is still much to be done in order to unlock the full carbon potential of Australian farms," she said.

"We welcome a commitment by the Government to continue to develop, review and improve the methods and operation of the ERF.

"It is critical that Government ensures the settings of offset markets facilitate efficient participation by farmers."

The NFF has long argued that there are fundamental barriers to farmers participating in the carbon market, including:

- There is no easy way for a farmer to bundle up and sell the different sequestration and emission reduction strategies that suit their farm system and business model. This creates high administrative costs and reduced efficiency.



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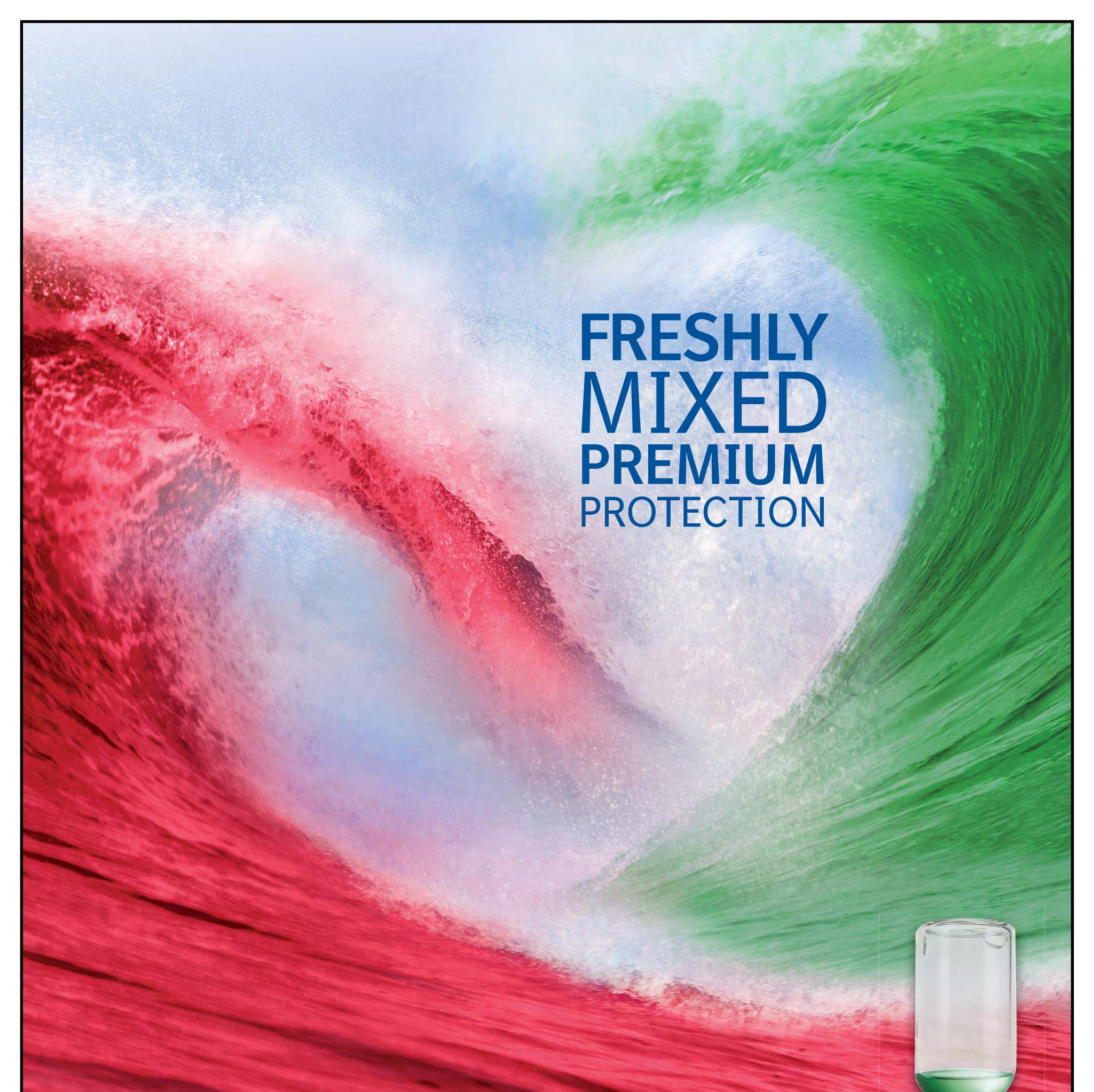
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