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# Australian Pork

## NEWSPAPER

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Vol 22. No. 3 March 2018 Australian Pork Newspaper PO Box 387 Cleveland 4163 Phone (07) 3286 1833 Fax (07) 3821 2637 Email [ben@porknews.com.au](mailto:ben@porknews.com.au)



D'Orsogna managing director Brad Thomason, D'Orsogna director Marco D'Orsogna, Member for Yuroke Ros Spence, Victorian Minister for Industry and Employment Ben Carroll and D'Orsogna director Eugene D'Orsogna at the sod turning at Merrifield Business Park, Melbourne, where construction has begun on a \$66 million state-of-the-art 10,858sq m food-manufacturing facility for D'Orsogna.

## Market-leading move east by D'Orsogna

ICONIC Western Australian company D'Orsogna Limited has begun construction of a \$66 million state-of-the-art 10,858sq m food-manufacturing facility at Merrifield Business Park, 30km north of Melbourne, which will employ 240 people and establish D'Orsogna as a national market leader in the smallgoods and meat protein food sector.

Managing director Brad

Thomason, responding on behalf of the company after the launch and sod turning on the 3ha greenfield site by Victorian Minister for Industry and Employment Ben Carroll, said D'Orsogna had taken a strategic approach to making such a substantial investment after first establishing a manufacturing footprint at Mount Waverley, Victoria 10 years ago.

"On behalf of the D'Orsogna Board and family members,

including two of my fellow directors, Eugene and Marco D'Orsogna, who are here today, it gives me great pleasure to now see the D'Orsogna name, brand and products so firmly establishing on the east coast," he said.

The D'Orsogna family first had a presence in Melbourne in 1947 when Eugene's father, Tommaso and Marco's father, Giovanni worked there

continued P19

## Farm feast for Sydney chefs celebrates pork

SYDNEY'S top chefs flocked to the farm for this year's PorkStar, celebrating Australian pork and fresh produce.

More than 100 chefs travelled to the newly renovated Cooks Co-op at Sackville where they enjoyed a feast prepared by chefs Martin Boetz and Dan Hong.

PorkStar's Mitch Edwards said the event was a chance for chefs to come together, celebrate quality produce – including pork – and network.

"Lunch at the farm was a perfect PorkStar celebration of both Aussie pork and quality fresh produce," Mr Edwards said.

"We know chefs like the opportunity to get out of the kitchen, see where food is being produced and enjoy dishes whipped up by their peers.

"Marty's property is the perfect place for that and to have him team up with Merivale's Dan Hong was fantastic.

"It was also really special that the pork was produced just down the road, by a producer Marty regularly works with."

Dan prepared the canapes including sweet and sour pigs' ears, pork banh mi, crumbed pork hock nuggets and Korean spicy pork belly.

The mains, of green curry

Melanda Park pork neck and

continued P2



Chefs Dan Hong, Colin Fassnidge and Troy Rhodes-Brown.

## Responsibly spending someone else's money

WE think it's healthy to always test what we are doing with the funding we receive from our pig farmers and the government to ensure we are getting the best return on investment for your funds.

Australian Pork Limited invests close to \$25 million per annum on behalf of all our pig farmers and the federal government each year, and we need to have processes that get the best bang for buck.

To remind you, each time a pig is processed, a levy is generated that is collected by government and most of it ends up with APL.

In total, the levy on each processed pig is \$3.425.

Seventeen and a half cents (\$0.175) of this goes to the National Residue Survey and is used to conduct random residue testing of pork to satisfy food safety and trade-related requirements.

That means APL ends up with \$3.25 per pig, of which \$1 is nominated as the R&D levy and \$2.25 is the Marketing levy.

The R&D levy is matched by the government with taxpayer funds – another \$1 – meaning APL ends up in total with \$4.25 per pig.

Multiply this by about 5.3 million pigs per year and we are funded at between \$20 and \$25 million.

There are quite different rules around how we are allowed to spend the R&D levy compared to the Marketing levy due to the fact that the government contributes to our total R&D spend.

Our funding agreement with the government dictates what R&D means and we need to be careful to comply by only using R&D levies for R&D projects.

The Marketing levy can be used for any other relevant and allowable activity in the marketing, policy or communication areas.

We meet formally with the government each six months to give a briefing on our progress including implementing our strategy, working on



### Point of View

by ANDREW SPENCER CEO



agreed actions around our performance and ensuring we are complying with the conditions outlined in our funding agreement.

So how do we decide where to invest this substantial sum of money from year to year on behalf of our industry?

APL has comprehensive processes around choosing investment targets, whether it be through the development of our Strategic Plan on a five-year cycle involving producer consultation and input from government or our Annual Operating Plans, which are built from the ground up through committee processes and the involvement of the APL Board.

Our Strategic Plan was developed in 2014 and dictates five strategic objectives, being Growing Consumer Appeal, Building Markets, Driving Value Chain Integrity, Leading Sustainability and Improving Capability.

All the projects APL undertakes need to be contributing to one of these strategic objectives.

For allocation of our Marketing budget, we have involvement of the Market Development Committee (a committee of the APL Board), which assesses the plans for generally improving demand for pork through product improvement, market development and product promotion.

These plans are then put to the Board for approval each year and reported on a regu-

lar basis back to the Board.

For allocating our R&D budget, the Research and Development Advisory Committee (another APL Board committee) assesses business plans developed through four specialist groups proposing projects for investment.

The four specialist groups cover the subject areas of Marketing and Eating Quality, Production and Welfare, Environmental Management and Quality Assurance, Biosecurity and Food Safety.

The RDAC chooses what it considers to be the best projects for implementation in the coming year.

Projects are evaluated prior to being commissioned in terms of the impact they can have on the industry – through individual producers for those with on-farm implications.

This evaluation contributes to the decision around whether they are proceeded with or not.

We also evaluate projects upon completion to check the contribution is maximised through the project outcomes being extended to the full industry.

The whole process is long and protracted but it needs to be to get the most out of each dollar we invest – for our pig farmers and the Australian community.

If you've got ideas on how we could invest our funds, don't hesitate to send us a note or give us a call – we don't have a monopoly on good ideas. ☺

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

## Pig Industry Calendar of Events

2018

**MAR 20 - 23** – Anuga FoodTec, Colonia, Germany [www.anugafoodtec.com](http://www.anugafoodtec.com)

**MAR 21 - 23** – Pig Focus Asia, Bangkok, Thailand

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

**MAR 27 - 28** – London Swine Conference, Ontario Canada [www.londonwineconference.ca](http://www.londonwineconference.ca)

**APR 19 - 21** – Livestock Asia, Kuala Lumpur Convention Centre, Malaysia, [www.livestockasia.com](http://www.livestockasia.com)

**MAY 15 - 16** – British Pig & Poultry Fair, Stoneleigh Park, Warwickshire, UK [www.pigandpoultry.org.uk](http://www.pigandpoultry.org.uk)

**MAY 16 - 17** – Forbes Stud Pig Sale, Bedgerabong Showgrounds, NSW E: [ebaxter1983@outlook.com](mailto:ebaxter1983@outlook.com) Ph: 0448 419 080

**MAY 20 - 22** – ONE: The Alltech Ideas Conference, Lexington, Kentucky US [www.one.altech.com](http://www.one.altech.com)

**MAY 30 - 31** – Pan Pacific Pork Expo, 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 17 - 19** – VIV China, Nanjing International Exhibition Centre (NIEC), China [www.vivchina.nl/en/Bezoeker.aspx](http://www.vivchina.nl/en/Bezoeker.aspx)

**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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# Opportunities for young leaders in the Australian pork industry

THIS month I would like to update you on two currently advertised opportunities for young leaders in the Australian pork industry – the Australian Pork Industry Leadership Course and the 2018 Ron Collins Memorial Travel Award.

The Australian Pork Industry Leadership Course is an inaugural Australian Pork Limited-commissioned industry-specific program to enable young leaders to build their networks, discuss industry challenges and learn pragmatic leadership skills that may then be implemented into their business and the broader industry.

This program will be conducted over a 12-month duration, with three workshops incorporated into the program.

Upon completion, it is anticipated participants will have developed:

- Awareness: participants have a greater awareness of their own behaviour preferences, leadership style, strengths and weaknesses. They can then build proactively on these insights.

- Skills: participants have gained pragmatic skills to lead teams, engage with others and communicate effectively.

- Thinking: participants have expanded their perspectives on business models, industry challenges and problem solving.

**Program sessions – session one: May 4-7, 2018, Canberra – Advanced Team Challenge**

This is a fast-track experience to strengthen team dynamics, identify and manage communication issues, and embed a practice of collaboration



across the team. This program is for adventurous individuals who want to challenge their collaboration and problem solving under pressure. It is outdoors and experiential and is not for the faint-hearted! The program is designed to be inclusive, with no bias towards age, gender or physical ability. The challenges are in the mental, social and emotional realms of dealing with ambiguity and adventure.

Focus areas:

- Performance under pressure;
- Team leadership;
- Problem solving;
- Self awareness; and
- Conflict management.

**Session two: October 2018, dates TBC – Overseas Expedition**

Exposure to, and immersion in, another culture can provide new stimulus; enabling people to develop new perspectives, gain understanding and generate innovative ideas that can then be applied in the workplace once they go home. This component of the course will involve participants visiting various farm and processing operations across the supply

chain in Denmark, with the visit coinciding with the 2018 'Svine Kongresen' – the Danish equivalent of the Pan Pacific Park Expo that typically attracts over 1200 pig production employees every year.

Focus areas:

- Operational leadership and management;
- Systems-thinking in the supply chain;
- Strengthen International relationships;
- Team dynamics; and
- Leading change.

**Session three: January 29-31, 2019, Canberra – Leadership Thinking Skills Development**

Leadership thinking needs particular focus in two areas: emotional intelligence and engagement with others (difficult conversations and the more public world of media) and thinking in complexity (how to think like a futurist). In developing awareness of leadership issues across the sector, this workshop will aim to prepare participants for a broader leadership engagement platform, and for future roles on industry boards, associations and communities.

Focus areas:

- Media training;



- Thinking like a futurist;
- Difficult conversations; and
- Evening sessions with industry leaders.

Session one will be facilitated by Zoë Routh, Inner Compass Australia, in conjunction with Outback Initiatives.

Session two will be facilitated by Zoë Routh, in conjunction with select subject matter experts.

I encourage anyone who may be interested in this course to contact Ashley Norval on 0437 177 527 or at [ashley.norval@australianpork.com.au](mailto:ashley.norval@australianpork.com.au) for an application form as soon as possible.

Places are strictly limited – applications will be accepted until March 25, 2018.

**Ron Collins Memorial Travel Award 2018**

Ron Collins was a tireless contributor to the Australian pork industry. In 1997 he launched his publication, *Australian Pork Newspaper*, where he continued to support every aspect of the pork industry.

Ron, together with Jefe Australia managing director Wayne Bradshaw, was prominent in creating the PPPE concept.

In 2003, Ron Collins passed away after a battle with cancer.

He is survived by his wife Sue and sons Ben and Tim.

And so, as a sign of respect for the PPPE concept and in recognition of Ron's commitment to the Australian pork industry, the Ron Collins Memorial – Pan Pacific Pork Expo Travel Award was established.

The award has been designed to assist a person involved in any aspect of the Australian pork industry to travel overseas and further investigate a topic that is of benefit to the industry.

This award is not limited to any one area, however the purpose of the trip must be innovative and one that will benefit the Australian pork industry.

The 2016 winner was Dr Rebecca Athorn, who used the award to investigate the applications of precision livestock farming within the pig industry.

Dr Athorn travelled to Belgium to attend the EU-PLF final conference on precision livestock farming in intensive livestock industries project.

She also visited farms involved in the project to see first-hand some of the discussed technologies in place, as well as meeting with Danish research providers.

Upon her return to Australia, Dr Athorn presented her findings at a number of APL/Pork CRC roadshows, and will also provide a brief update at PPPE prior to the 2018 winner announcement.

Applications must be received by COB Friday, April 27, 2018.

Application forms are available on [pppe.com.au/about](http://pppe.com.au/about)

For further information, please contact Wayne Bradshaw on 07 4630 1500, 0429 301 500 or [wbradshaw@jefe.com](mailto:wbradshaw@jefe.com)

For further information on either of the topics discussed, please do not hesitate to contact me on 0423 056 045 or [heather.channon@australianpork.com.au](mailto:heather.channon@australianpork.com.au)

## Farm feast for Sydney chefs celebrates pork

from P1

wild ginger, plus caramelised pork hock, were cooked by host chef Marty who also served a fig, honey and goat milk ice cream for dessert.

"Marty and Dan are both long-time PorkStar supporters so we're grateful they were able to team up for this feast that was packed with flavour and

really showcased the versatility of pork," Mr Edwards said.

"Australian Pork Limited developed the PorkStar program at a time when pork was often absent from restaurant menus.

"While that's changed, we're so excited that chefs are embracing pork and trying new cuts, new flavour combinations and

continuing to challenge themselves and their peers."

Guests enjoyed beer from Endeavour Vintage Beer Co, Santa Vittoria water and Vittoria Coffee, while wines for the lunch were matched by Gourmet Traveller WINE.

The PorkStar program is in its second decade of encouraging and celebrating chefs' pork usage.



Colin Fassnidge, Martin Boetz and Mitch Edwards.



Cooks Co-op wait staff, chef Rob Kabboord of Quay Restaurant, Troy Rhodes-Brown of Muse Restaurant & Kitchen and Chris Thornton of Restaurant Mason.



Chefs Matt Swinhoe of Ms. G's and Martin Boetz, owner of the Cooks Co-op.

# Wake up to weights and vary volumes

I'LL set the scene this month by summarising our global position for 2016 (see Table 1).

Cost comparisons look different to last year due to changes in exchange rates between 2015 and 2016.

While there is nothing wrong with a COP of \$2.70 if you're getting \$3 for your pork, unfortunately this is not generally the situation in Australia at the moment.

COP varies from below \$2.40 to above \$3 and is most affected in the short term by feed costs, which vary from less than \$350/tonne to above \$450/tonne.

While it's difficult to do much about grain/feed costs, except use the feed more efficiently, the greatest opportunity for reducing COP lies in volume and this is independent of grain price and hence more under your control.

I discuss this in more detail below.

Feed costs were generally higher in Australia, but there is some relief, with the exception of Queensland in 2017, and it's looking similar for the start of 2018 at least.

Great Britain was the biggest improver in COP from 2015, due in part to lower feed cost and improvement in HFC from 3.85 to 3.67.

GB also marginally improved volume sold/sow/year and you will note had lower other costs than us.

The larger than usual difference in costs between Australia and GB



## Initiatives

by DR ROGER CAMPBELL  
CEO



was also influenced by the exchange rate, as the British pound weakened against our dollar and most currencies in 2016.

On the other hand, GB reported improved COP, expressed in local currency, of 19.2 percent between 2013 and 2016.

HFC competitive

For HFC we're competitive with all other countries except the Netherlands, which has tended to lead the world in this KPI for the past five years, during which time HFC has remained relatively constant globally.

The best three herds in our benchmarking project averaged 3.48 for HFC in 2016.

At average feed cost, this represents a nine cents/kg carcass weight lower COP than the average.

Given we generally have higher feed costs than most other countries, it's important to target HFC and do everything possible to minimise feed wastage and ensure pigs are fed with maximum efficiency.

Aside from Denmark and the Netherlands,

The difference in vol-

ume across the countries is reflected in costs other than feed (see line four in Table 1) where we are 23 percent higher than the next most expensive (the Netherlands).

The low carcass weight in Australia reflects retailer demand.

Even if they are willing to cover the additional production costs (a minimum of 32 cents/kg), it causes inefficiency through the supply chain, making it difficult for Australian producers to compete in a globally competitive market.

It may not look like it from the table, but we're seeing consistent improvements in sow productivity, with better herds in the Pork CRC benchmarking group weaning 11 piglets/litter and 26/sow/year.

If we get our average to this, we will take nearly 20 cents off other costs and this will be independent of feed cost or carcass weight.

Also, at the recent SA Pig Industry Day several producers reported weaning 11-plus pigs per litter.

I would not have believed this possible five years ago.

The 'problem' and greatest opportunity is carcass weight and volume sold/sow/year.

We have the lightest carcass weight and carcass weight sold/sow/year of all countries in the comparison.

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The difference in vol-

If we can get carcass weight up 5kg, we could reduce other costs by another eight to 10 cents.

The good news is Richard Horsham from Primo said at the SA Pig Industry Day that Primo was increasing carcass weight. Champion data

While things aren't all going to happen at once, these are relatively small changes with potentially big outcomes.

Researchers will address further improvement in pigs weaned and sold, but we have champions out there to learn from.

How do they wean 26-plus/sow/year?

The carcass weight 'issue' is best addressed at a business level.

The Brits did it by working with likeminded retailers, which we too can do and Primo might be leading a welcome change.

Effects of pigs sold/sow/year on costs other than

continued P4



Pork CRC and APRIL chairman Dennis Mutton is turning up the heat on Australia's pork industry, including researchers, to come up with better ways of doing everything.



Getting carcass weights up 5kg could reduce other costs by eight to 10 cents, according to Roger Campbell.

Country/KPI	AUS	US	Canada	Denmark	NL	GB
COP	2.70	1.56	1.81	2.10	2.34	2.29
Feed (\$/tonne)	365	256	314	328	370	340
Feed (\$/kg CWT)	1.38	1.02	1.22	1.22	1.27	1.25
Other costs (\$/kg CWT)	1.32	0.54	0.59	0.88	1.07	1.04
HFC	3.73	3.97	3.87	3.70	3.43	3.67
Pigs weaned/sow/y	23.9	25.7	23.2	32.1	29.8	24.8
Pigs sold/sow/y	22.8	23.4	21.9	30.8	28.4	23.2
Carcass weight (kg)	76.5	94	99.3	84.2	93	82
Carcass/sow/y (kg)	1687	2202	2178	2531	2640	1901
Wean-finish mortality (%)	4.4	9.02	5.5	6.4	4.8	5.04

Table 1: Business and performance indicators for selected countries in 2016.



# PAN PACIFIC PORK EXP 2018

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Attendance assistance packages available for APL producer members.

If you are not already a member contact Rachel at APL now on 02 6270 8807

# Wake up to weights and vary volumes



At the September 2017 SunPork Conference, Rod Hamann suggested labour costs ranged from 40-45 cents/kg carcass weight.



At the 2018 SA Pig Industry Day, Kenton Shaw from Rivalea summarised their COP as feed at above 50 percent, labour above 20 percent, with herd health, freight, R&M and energy all at about 3 percent.

## from P3

feed, HFC and COP are shown in Table 2.

Assumptions behind the calculations – feed at \$360/tonne, 75kg carcass weight, 1200kg sow feed annually.

Sow feed use/utilisation contributes 20 percent to HFC, so increasing number sold/volume has a double whammy effect on COP.

I've not shown volume but it's easy to calculate and the difference in COP between selling 22 and 24 pigs is equivalent to an increase in carcass weight from 75kg to 81kg.

There's a similar effect between selling 26 and 24.

The good news is we have producers selling 24 pigs/sow/year but need to wean consistently near 11 per litter, 2.35 litters/year and keep post-weaning mortality around 4 percent.

### Bottom line

So to the bottom line – difficult to beat the US.

Everything is big about their systems.

Input costs, especially feed, are low, and if they ever overcome their health problems they will be unstoppable and that is their intention.

They won every cost category and no performance category.

Labour and depreciation and interest costs for five countries are shown in Australian dollars in Table 3.

The low-cost nature of the US system is obvious.

While I don't have

enough information on Australian herds to make any valid comparisons, at the SunPork Conference in September 2017, Rod Hamann suggested labour costs ranged from \$0.40 to \$0.45/kg carcass weight.

Queensland benchmarking results showed labour cost averaged 40 cents.

At the SA Pig Industry Day, Kenton Shaw from Rivalea summarised their COP.

Feed at greater than 50 percent, labour above 20 percent, with herd health, freight, R&M and energy all at about 3 percent.

Different sources and values on labour costs may suggest something about wage rates across countries, but it's influenced also by volume.

In contrast, Rod suggested finance costs were quite low, but not so sure about depreciation.

Feed costs in the US in 2018 will be similar to 2016 and 2017.

We tend to lead the world in innovativeness and the rapid move to genuine sow stall free production was a game changer.

Can we create a similar level of differentiation between our global competitors and us in the areas of enrichment and antimicrobial use?

We seem to have something of an advantage in the level of resistance to antibiotics of human importance in the industry, but can we go further with antibiotic use?

It's definitely worth

thinking about and is on the agendas of Australasian Pork Research Institute Limited and Australian Pork Limited.

### Global ladder

We have to sell what we have rather than worry too much about what others are doing.

Climbing the global ladder is largely about increasing volume and using feed as efficiently as possible.

The good news is some producers are selling 2000kg-plus carcass weight/sow/year and are globally competitive.

I'm sure others are doing better, so it can be done.

If our researchers can come up with a technology for increasing the average number weaned/litter by one to 1.5 (to 12), we will be hellishly competitive and this is their challenge.

Remember, however, the genetics and knowhow to wean 11 per litter and 26/sow/year already exists.

Some KPIs for the top three Australian herds are shown in Table 4.

These should be your targets this year.

If you are beating any of these, I want to hear from you.

I have also included a column showing longer-term targets.

If we can achieve these, we will be battling with the big boys.

### Hard times

It was clear at the SA Pig Industry Day that price at best remains static but low and producers are doing it tough.

Those in Queensland are doing it very hard because of high feed costs (averaging around \$450/tonne) and malaise is being felt more now in Western Australia.

APL suggested at the SA Pig Industry Day that price might return to trend by June 2019, but let's hope we see a turnaround before this.

Meanwhile, it's a matter of controlling costs and improving efficiency, with emphasis on pigs weaned and HFC.

### Novel ways

With novel ways of monitoring and improving pig health and reproduction, alleviating summer infertility and enhancing genetic progress across the Australian pig herd covered in some exciting

research proposals submitted recently to APRIL, I'm optimistic producers will come out of this smarter, stronger and, ultimately, more profitable.

While our genetics are excellent and very efficient, this efficiency is not being achieved commercially.

The reason is probably multifaceted but includes feed wastage, clinical and sub-clinical disease, activation of the immune system, overstocking for

short periods as pigs approach sale weight and pigs being below and to a lesser extent above their thermoneutral zones.

### Tough times

There's undoubtedly lots to be done and the best driver of focused research is tough times.

They say that's when the tough get going and I know how tough our producers and researchers are.

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

## Driving efficiency together at PPPE 2018

IT is with excitement and pleasure that I invite you to attend the Pan Pacific Pork Expo 2018.

The two-day event will be held at the Gold Coast Convention and Exhibition Centre on May 30 and 31, with a comprehensive program of presentations, workshops and trade displays.

The year's theme 'Driving efficiency together' is a call to action to bring producers and industry stakeholders together to collaborate and adopt cost production efficiencies to overcome the challenges facing the industry in order to remain globally competitive.

Boosted by a strong trade exhibition, the PPPE 2018 objective for attendees remains the same: to provide accurate, positive, relevant and high-quality industry information in an engaging format.

By achieving this, producers will be motivated to apply practical knowledge and processes on farm for profitable and sustainable pig production.

In its 10th year, PPPE 2018 is designed to be the best yet.

Sessions are being finalised and high-profile industry speakers are being locked in, all supporting the PPPE 2018 theme.

Highlights from the program include applying precision farming to pig production, international industry trends and research,

and managing people and change.

We recommend you put May 30-31, 2018 in your diary to be part of this event.

In supporting producers, the PPPE Committee will again provide an APL Producer Member 'Attendance Assistance Package' of return airfares plus accommodation to ensure the greatest numbers of industry participants are available to attend.

Further information is provided in the Delegate Prospectus, available from [pppe.com.au](http://pppe.com.au)

PPPE 2018 will again precede the Poultry Information Exchange and Australasian Milling Conference 2018 (PIX/AMC 2018), providing additional value to participants travelling to the Gold Coast.

PPPE is proudly supported by Australasian Pork Limited, Pork CRC and Australian Pork Newspaper, with platinum sponsorship from Stockyard Industries and Qingdao Deba Brothers Machinery Co. Ltd.

**Andrew Johnson**  
Chairman, PPPE 2018

**Andrew Johnson**  
Chairman, PPPE 2018



Pigs sold	Costs other than feed (\$/kg cwt)	HFC	COP
20	1.33	3.72	2.70
22	1.21	3.64	2.52
24	1.11	3.60	2.40
26	1.03	3.54	2.29

Table 2: Effects of pigs sold/sow/year on HFC and costs.

Country	US	Canada	Denmark	NL	GB
Labour	0.11	0.22	0.27	0.27	0.24
Depreciation and finance	0.20	0.16	0.34	0.31	0.29
Total fixed costs	0.31	0.38	0.61	0.58	0.53

Table 3: Fixed costs (\$/kg carcass weight) for selected countries in 2016.

KPI	Best 3	Targets	Your value
Pigs weaned/sow/y	25.3	26-28	
Born alive	12.5	13.5	
Weaned/litter	11.0	12.0	
Farrowing rate (%)	88.9	88+	
HFC	3.48	3.40	
Progeny carcass weight sold/sow/y	1923	2,100	

Table 4: Some KPIs for the best three Australian herds in the Pork CRC benchmarking project and longer-term targets for Australian industry.

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## What will happen in 2018 and 2019?

OBVIOUSLY, none of us know, but on the other hand, we always want to be as prepared as possible for what is likely to happen.

In mid-February, industry participants representing marketing in all states, all production systems and a variety of steps in the supply chain (producers, abattoirs and wholesalers) met to agree on what the group believed to be a reasonable forward estimate of supply and demand.

The group's conclusions were that:

1. Australian pork supply is likely to grow in the 0-2 percent range between July 2018 and June 2019.
2. Australian pork demand is likely to grow in the 6-8 percent range between July 2018 and June 2019.
3. Where demand grows faster than supply, some price firming should occur in that period.

In terms of supply and demand balance, we need to make some assumptions to be able to do this.

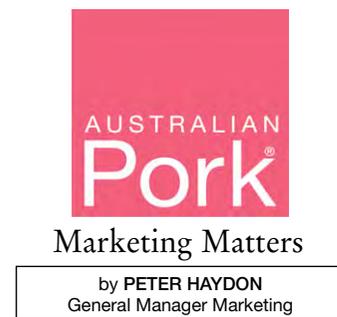
The supply assumptions included:

- No more than a 1 percent increase in the breeding herd;
- No further increase in average carcass weight; and
- Productivity gains that appear widespread in the vicinity of 8 percent will be offset by reducing on-farm stocks and a small number of anecdotal decisions to leave the industry.

The demand assumptions included:

- Continued volume sales growth in 'at-home' cooked pork in the 6-8 percent range;
- Accelerating volume sales growth in 'out-of-home' cooked pork in the 6-8 percent range;
- Stable sales for ham, bacon and salami; and
- Continued volume growth in international pork sales in the 6-8 percent range.

We hope it goes without saying that we will continue to make investment decisions of producers' levies based on activities that we have evidence will build sales as quickly as possible.



Marketing Matters

by PETER HAYDON  
General Manager Marketing

Our goal for the coming year is to get demand growing fast enough to overtake supply growth, as in the situation we enjoyed in the 2014-2016 period.

Another thing that will change this year is country of origin labelling, which is mandatory from July 1, 2018.

This involves all pork that is not produced inside the retail outlet being legally required to state where it was packed (using the green triangle with the gold kangaroo below).

All food products will also need to show what portion of the contents are Australian, using the bar device pictured (the one pictured is all gold or 'full', which means 100 percent Australian).

Ham and bacon made from imported pork will carry the triangle but the bar will be primarily white (there will be some gold on it as the water in ham and bacon brining is Australian water).

There are two points to make here.

First, the larger supply chains report they have plans well advanced and all believe they will be compliant by June this year.

However, we realise some producers sell at farmers' markets and similar locations.

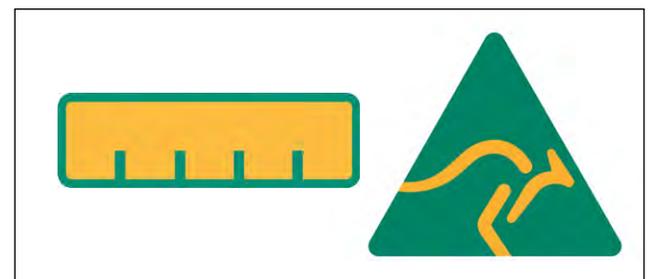
Any producer who also sells their own value-added products at farmers' markets or other direct-to-consumer outlets may need to comply with the new labelling requirements.

If you think this may apply to you, please contact me at peter.haydon@australianpork.com.au, julia.unwin@australianpork.com.au or tenita.campton@australianpork.com.au and we will be happy to facilitate getting you the help you need.

There is a website with information for both consumers and food manufacturers here too – foodlabels.industry.gov.au

Second, it is important to note that country of origin labelling is less important to consumers, particularly in cities, than we all would like it to be.

We are planning a public relations campaign in the July to September period in order to encourage pork products to display both the government's CoOL and the Australian pork logo with a message along the lines of 'this means Australian made and Australian grown'.



## Novel pork proposals make for good reading

NOVEL means of monitoring and improving pig health and reproduction, alleviating summer infertility and enhancing genetic progress across the Australian pig herd, were just some of the subjects covered in quality research proposals submitted to Australasian Pork Research Institute Limited.

APRIL's first call for research proposals to enhance the competitiveness and sustainability of the Australasian pork industry attracted 40 submissions.

APRIL, which replaces the Cooperative Research Centre for High Integrity Australian Pork (Pork CRC), is fully member based with an initial investment in 2018-2019 ap-

proaching \$3 million and is actively seeking new science and creative new ideas.

Pork CRC CEO Roger Campbell said at first reading the submissions looked promising, with some potential game-changers, including from overseas scientists.

"APRIL is seeking innovative research proposals that can really drive positive change for Australia's pork industry, which contributes \$5 billion a year to Australia's economy and employs 36,000 people," Dr Campbell said.

APRIL's strategic plan for research is about making the Australasian pork industry more resilient and sustainable by markedly reducing cost of production through

enhanced productivity and differentiation in specific areas.

The target cost of production is \$2.22/kg carcass weight.

The current COP, with feed at \$370/tonne, varies from \$2.60-\$2.80/kg carcass weight.

APRIL's three programs cover resilience, cost and return on assets.

Intending to commission research by the middle of 2018, basically one year before the close of Pork CRC operations, APRIL projects should ensure continuity of the current level of research and support opportunities for relevant research during the wind-down.

www.porkcrc.com.au



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– Errol Hardwick, Farm Manager

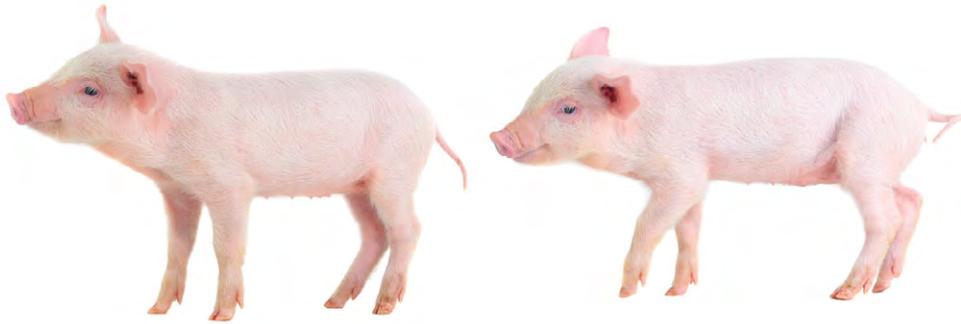
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# Changes to the temporary skilled migration program – what does it mean for pig producers?

THIS month, the government will abolish the subclass 457 visa, replacing it with the Temporary Skills Shortage visa.

This change forms part of a package of reforms to the temporary skilled migration program announced in April 2017.

At last year's Australian Pork Limited AGM and Delegates' Forum, participants made clear that addressing the potential impact of these changes should be an APL priority.

The changes will block access to permanent residency for workers nominated under the ANZSCO skilled occupation 'Pig Farmer', reducing the duration of those visas to two years (down from the current four years), impose more onerous labour market testing provisions and introduce new fees and levies for visa sponsors.

APL has been working with industry and the relevant government agencies to minimise the impact of the changes for producers.

We met representatives of the Minister for Agriculture, the Minister for Jobs and Innovation and other political representatives to put forward our industry's concerns.

We engaged with the Department of Home Affairs to maintain the integrity of the Pork Industry Labour Agreement.

And we have provided detailed submissions on the skills and workforce challenges faced by the pork industry, drawing on information provided by producers in last year's labour survey.

You can read APL's full submission to the Department of Home Affairs (which is responsible for migration) at [australianpork.com.au](http://australianpork.com.au)

So with changes about to be implemented, where does industry stand?

At the most basic level, sponsors nominating workers under the ANZSCO skilled occupation 'Pig Farmer' through the TSS visa program will only have access to a two-year visa.

This visa can be renewed once, with no option to apply for permanent residency.

But there is a potentially significant caveat to this arrangement.

The government is due to announce this month a list of skilled occupations for which a 'regional Australia' exception will apply.

Occupations on this list will have access to a four-year visa and subsequent eligibility for permanent residency (under similar arrangements to the old 457 system) if the place of employment is considered to be in 'regional Australia'.

The Department of Home Affairs defines regional Australia as NSW, excluding Sydney, Newcastle and Wollongong;



by **ANDREW ROBERTSON**  
APL Senior  
Policy Analyst



Queensland, excluding the greater Brisbane area and the Gold Coast; Victoria, excluding the Melbourne metropolitan area; Western Australia, excluding Perth and the surrounding area; and all of South Australia, Tasmania, the Northern Territory and ACT.

We are hopeful the 'Pig Farmer' and 'Agricultural Technician' occupations will be included on the regional list.

The fee to apply for the short-term TSS visa will be \$1150.

In addition, sponsors will be required to contribute to the new 'Skill-ing Australians Fund' an amount of \$1200 per nominated worker, per year for smaller businesses (turnover less than \$10 million) and \$1800 per nominated worker, per year for medium and large businesses.

This replaces the current requirement for employers sponsoring temporary overseas workers to show evidence of either spending 1 percent of their annual payroll on training Australian workers or donating 2 percent of the annual payroll to an approved training fund.

In addition to the normal, mainstream 457/TSS skilled migration program, pig producers have access to the Pork Industry Labour Agreement.

This agreement was put in place after the government recognised the unique skills challenges faced by our industry and the scarcity of appropriate piggy labour in Australia.

The PILA creates a unique occupation category, Senior Stockperson (Piggery), tailored for industry to meet the skills needs of producers that could not be met under the mainstream program.

The Senior Stockperson (Piggery) occupation has a lower skill-level requirement compared to the mainstream ANZSCO category Pig Farmer (which is more of a farm supervisor role).

This means a wider range of applicants can be considered for sponsorship in a greater variety of roles.

The PILA, as updated by the DHA, quarantines industry from the changes to the mainstream program that had raised most concern among producers; that is, the reduction in the visa period and the disruption of the pathway to permanency for spon-

sored workers.

Workers sponsored under the PILA will have access to a four-year TSS visa with eligibility to apply for permanent residency.

The PILA is available to producers nationwide, not just those in 'regional Australia'.

In an important improvement to the terms of the PILA, APL negotiated to have the minimum visa-holding period before eligibility for permanent residency reduced from four to three years.

This change will facilitate a smoother transition between visa categories for workers and sponsors alike.

DHA has expressed a willingness to consider adding occupation categories such as Pig Farmer to the PILA in future.

We believe this would add even greater flexibility for producers, especially those unable to access the regional Australia provisions under the mainstream TSS visa program.

Between the (possible) inclusion of the Pig Farmer occupation on the regional list and the positive outcome of negotiations around the PILA, APL is confident producers have avoided the most potentially damaging effects caused by changes to the skilled migration program.

Our industry will maintain access to skilled workers from abroad, including a pathway to permanency, which is vital to addressing the challenge of skilled labour shortages in the long term.

Finally, a few practical tips for producers with overseas workers:

- Existing 457 visas will be allowed to continue until they expire. There is no need to switch workers over to the TSS.

- After the abolition of the 457 visa (expected to be announced in late March), any new applications will need to be made for the TSS (short term) visa under both the mainstream and PILA programs.

- The Skilling Australians Fund has not yet been formally established, so no funds will be levied until after this occurs.

- DHA will be publishing a fact sheet with more practical information about the PILA. APL encourages producers to consider the PILA as an alternative to the mainstream TSS program.



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Frederico Milani showed off the portable Aussie Viper Mini Reel that gives him control while cleaning drains remotely.

## Remote control jetting

IN drought conditions, trees seek moisture from drains and sewer lines.

The roots cause blockages in sometimes difficult-to-access locations.

The new Aussie Viper mini reel is a lightweight, portable reel with control lever and 60m of sewer-cleaning hose.

It is designed for use with any high-pressure water blaster or sewer-cleaning jetter up to 5000psi.

Aussie Pumps product manager Mal Patel said, "Most piggeries have a decent pressure cleaner for general cleaning."

This portable reel enables that blaster to be used to unblock drains effectively too."

The Viper consists of a 5000psi-rated hose reel with stainless steel swivel mounted in a robust stainless steel carry frame to make it portable.

An integrated control lever and on-board pressure gauge means the operator has remote control of the jetter or pressure cleaner.

The reel carries 60m of

3/16" 5000psi-rated high-pressure flexible sewer-cleaning hose.

It can be equipped with a wide range of drain-cleaning nozzles including the Aussie Turbo Root Mulcher.

The Mulcher is designed to chop its way through tree roots in record times.

"Drain cleaning has undergone a revolution, with plumbers opting for Aussie Pumps high-pressure jetters because of their efficiency and ease of use," Patel said.

"The Aussie Viper mini reel makes it convenient for a pressure cleaner to be used in the same way," he said.

The Mini Reel also has connectors to hold up to three drain-cleaning nozzles so the operator can select the right nozzle for the job.

Further information is available from aussie pumps.com.au or through authorised plumbing supply shops throughout Australia and the South Pacific.



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## Pet pigs part of the plan

EVERY pig in NSW must now be identified as part of the National Livestock Identification System.

In a bid to boost biosecurity outcomes for NSW, new legislation now ensures every pig movement is recorded as part of the NLIS.

NSW Department of Primary Industries traceability leader Lisa Burrows said all pigs weighing less than 25kg must now be identified with an NLIS eartag to help improve traceability.

"From February 1 this year, movements of all pigs in NSW, from pets to commercial animals, must be recorded in PigPass, which automatically transfers records to the NLIS database," Ms Burrows said.

"All pig movements, to or from farms, backyards, saleyards, showgrounds and abattoirs, will now be recorded using a PigPass National Vendor Declaration.

"Traceability is a key part of a strong biosecurity system and exporting PigPass data to the NLIS database delivers an effective system that can quick-

ly trace pigs if a food safety issue or exotic disease outbreak were to occur."

"In the past, small pigs weighing less than 25kg were exempt, now new legislation brings pigs into line with NLIS requirements for cattle, sheep and goats.

"Pigs weighing more than 25kg must still be identified, preferably with a swine tattoo or brand, or an NLIS eartag may be used in place of brands."

All pig owners in NSW must also have a Property Identification Code, which is used when trading or moving pigs.

Your PIC is a unique eight-character number assigned by NSW Local Land Services to properties with livestock.

Pig owners can get information about PICs, tattoos and NLIS tags for pigs from their Local Land Services office or by calling 1300 795 299.

Information, including registration details, about PigPass is available on pigpass.australianpork.com.au/faq and from the PigPass Helpdesk, free call 1800 001 458.

## Late boost to winter crop production

FAVOURABLE seasonal conditions in spring and early summer have resulted in the 2017-18 winter crop harvest exceeding expectations in some key growing regions of Western Australia, Victoria and South Australia.

ABARES executive director Dr Steve Hatfield-Dodds said in contrast, production in Queensland and NSW is likely to be lower than the December 2017 ABARES crop forecast.

"Total winter crop production is estimated to have decreased by 36 percent to 37.8 million tonnes in 2017-18, but with the late-season boost to production it looks likely to remain 6 percent above the 10-year average to 2015-16," Dr Hatfield-Dodds said.

"For the major crops overall, wheat production

is estimated to have decreased by 38 percent to 21.2 million tonnes, barley by 33 percent to 8.9 million tonnes and canola by 15 percent to 3.7 million tonnes.

"Among other crops, chickpea production is estimated to have decreased by 49 percent to one million tonnes, and oats production by 40 percent to 1.1 million tonnes."

Below-average rainfall and above-average temperatures over summer have dented expectations for dryland crop production in 2017-18.

"Unfavourable conditions through the hottest months of the year prompted farmers to reconsider their crop planting strategies, which will result in less dryland crop area than anticipated and lower yields," Dr Hatfield-Dodds said.

"The area planted to cotton in 2017-18 fell by about 10 percent to 500,000ha, while the area planted to rice is estimated to have decreased by 2 percent to 80,000ha.

"Around 501,000ha have been dedicated to grain sorghum plantings over summer – an increase of 26 percent on the 2016-17 figure.

"Grain sorghum production is forecast to increase by 44 percent to about 1.5 million tonnes.

"Planting of summer crops is now largely complete, and planted area is estimated to have increased by 2 percent to 1.3 million ha.

"Summer crop production is forecast to increase by 12 percent in 2017-18 to about 4.3 million tonnes."

See the full February crop report at [agriculture.gov.au/crop-report](http://agriculture.gov.au/crop-report)

## Five ingredients for a thriving agricultural sector

FIVE key challenges will be central to Australian agriculture's continued success, according to ABARES executive director Dr Steve Hatfield-Dodds.

Speaking at the Outlook 2018 Conference in Canberra recently, he listed the five key areas that will have a major impact on the sector's future.

"While agriculture has been a consistently strong performer, there are five key areas we can't ignore," Dr Hatfield-Dodds said.

"They are the competitiveness race, Asia's re-emergence, evolving consumer preferences, resource scarcity and climate variability and change.

"Each of the five bring both opportunities and threats, disrupting the status quo.

"Competitiveness is central.

"Australia has maintained our productivity relative to other advanced economies, but we are losing ground to emerging major producers such as Brazil and China.

"We will need to innovate, do more with less, and unlock new sources of value to ensure our continued success.

Dr Hatfield-Dodds said the rise of Asia is unstoppable.

"Over the next 35 years the number of people living in high-income countries will triple, driven largely by Asia," he said.

"Our agricultural, forestry and fishery exports to Asia have increased by \$13 billion over recent years, and we need to continue to seek trade opportunities and get a premium price for premium produce.

"Understanding the

consumer of the future will be vital, both to help target our export offerings and to protect Australia's reputation.

"It will be important to lean in and engage, rather than letting others shape the agenda.

"Efficient management of scarce natural resources such as land and water will be increasingly important as the world becomes richer and more crowded.

"New ABARES research shows we are managing our water well over wet and dry years, and moving water to higher value use over time – this will have to continue."

Dr Hatfield-Dodds said climate has always been a factor in Australian farming, and all the evidence suggests our climate is becoming more variable.

"The evolution of global and national policy

settings – particularly around carbon sinks – is likely to offer new opportunities, but these forces may also disrupt.

"Australia's agricultural sector has been a strong performer in recent years – the gross value of agricultural production has increased steadily over the past decade, and further rises are expected.

"Agricultural exports are expected to rise to nearly \$50 billion in 2022-23, having already grown by more than \$5 billion over the past five years – accounting for more than 90 percent of the increase in output in that time.

"Maintaining the status quo is not an option.

"How we respond to these challenges and opportunities will shape the future of Australian agriculture."

## Young piggery leading the way in animal health management

AN innovative piggery in Young, NSW, is leading the way in reducing antibiotics use without compromising the health and productivity of its stock.

Australia's Chief Veterinary Officer Dr Mark Schipp visited the 2000-sow farm and said the piggery is a model for other producers to follow.

"Inappropriate use of antibiotic treatment can lead to strains of bacteria emerging that don't respond to current antibiotic treatment – this is known as antimicrobial resistance," Dr Schipp said.

"Antimicrobial resistance is recognised as a growing threat to human and animal health, on a global scale, and by raising awareness we are reducing the threat to animal welfare, biosecurity and production.

"While Australia has one of the lowest levels of antibiotic use in animals, some use is required to maintain health and welfare.

"The threat of an antibiotic-resistant bacteria emerging is very real."

Antimicrobial stewardship is a collective set of strategies to improve the safe and appropriate use of antimicrobials and reduce the incidence of antimicrobial resistance.

"In Australia, both the human and animal health sectors are collaborating with food and agricultural industries to develop antimicrobial stewardship

strategies," Dr Schipp said.

"The piggery I visited has taken an approach to managing animal health through nutrition, biosecurity measures and using vaccines to control infectious diseases in livestock.

"This model has been duplicated in other parts of the world, demonstrating that Australia is a world leader in innovative and practical animal management strategies."

AMR occurs when bacteria, parasites, viruses or fungi adapt to protect themselves from the effects of antimicrobial drugs designed to destroy them.

This means antimicrobial drugs (such as antibiotics) that were previously used to treat or prevent infections may no longer work.

The Department of Agriculture and Water Resources was involved in several activities for last year's Antibiotic Awareness Week, including the launch of a single government website on AMR.

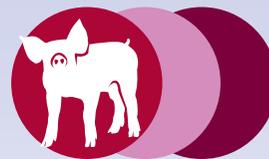
This website has been launched in collaboration with the Department of Health, the department's partner in implementing the National Antimicrobial Resistance Strategy 2015-2019.

For more information about AMR, visit the Australian Government's Antimicrobial Resistance website [amr.gov.au](http://amr.gov.au)



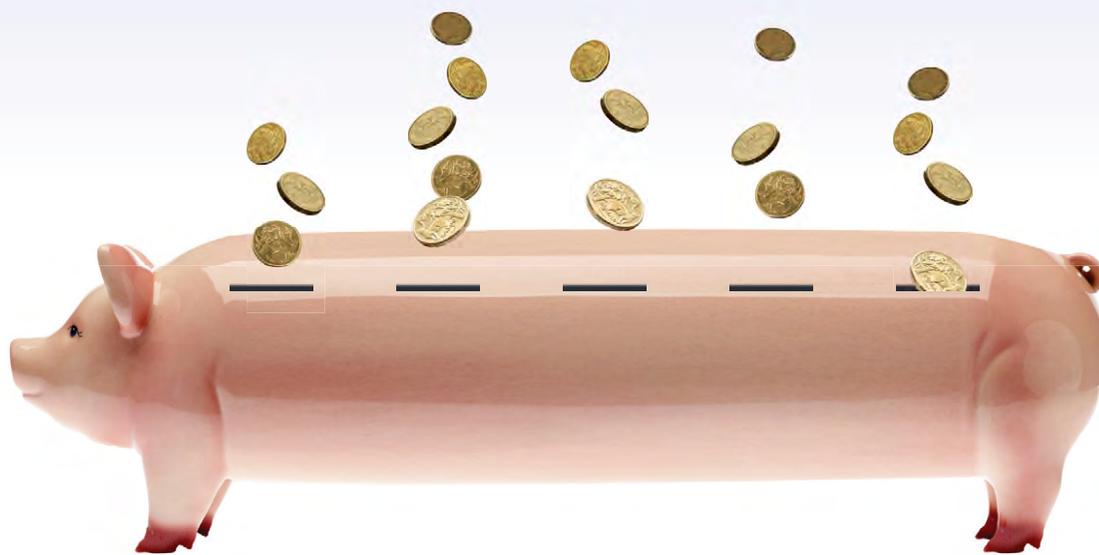
Young pig farmer Edwina Beveridge and Dr Mark Schipp.

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



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# Well done eggs from sunny side up chickens



After a good night's sleep and egg laying, the Wilson's happy hens are about to exit for greener pastures, thanks to Rachel.



Rachel and Ian Wilson are positive about their new branding, which includes colourful green and blue egg cartons made in Denmark.

CONTEMPLATING, as I was, the changing picture of pork production, in relation to branding, production systems and welfare awareness, drew me to reflect on time spent recently with egg producers, the Wilson family of Munster, a suburb not far from me in 'free range Freo'.

I was commissioned by Peter Bedwell and his *Poultry Digest* magazine to write a feature on the Wilsons and how they've evolved their farming practices to meet the modern market.

Hence, I thought I'd share their story with you, thinking that some messages might ring true for pork producers too and possibly even inspire some.

So, here we go, the following from the December 2017/January 2018 *Poultry Digest*.

Talk about the chicken



**Cant Comment**  
by  
**BRENDON CANT**

and the egg and what comes first.

While that can be a confusing argument, so can talk about free range and caged production.

With free range egg farms all the rage today and caged egg laying hens a little on the nose with welfare bodies, government agencies

and, arguably, a growing number of consumers, it's no surprise that many commercial egg producers have opened up their sheds, let their hens have a green pick and then begun marketing their eggs as free range, subject to satisfying certain stocking density and other requirements.

Interestingly, fourth-generation egg producers, the Wilson family at Munster, just south of Fremantle in Western Australia, have come the full circle, commencing in 1940 as free range, which continued until 1970, then setting up cages for their hens until in 2008 reverting to free range, which is where they are at today in 2018.

Legislated larger cage sizes around 2008, which resulted in greater expense for infrastructure, had a big influence on why the move to free range came about, along with a lower price for caged hen eggs.

Talk about twists and turns, but the Wilson family, now branding their eggs as Fremantle Egg Company, know what they're doing and believe in serving up what keeps the customer satisfied, albeit Ian, 60 this March, does harbour some reservations about what he describes as undue pressure from welfare groups on the egg and chicken industries.

"We're proud of our free range production system, where our hens are securely and comfortably housed between 8.30pm, before being let free, so to speak, when our sheds open up at 10.30am after laying has finished, but we still feel that the animal welfare lobby has sometimes spread its wings a little too far," Ian said.

"Chickens are smart and we acknowledge and know that from their natural behaviours, which include choosing not to exit their sheds on days of particularly nasty weather or to seek the shelter of a tree in the open grass pasture paddocks when predators are overhead, but I'm not convinced they're sentient beings, as some welfare lobbyists and even some academics in that space would have us believe."

Fremantle Egg Company produces about 12,000 eggs a day from their 14,000 Hyline Brown hens, which lay for about 70 weeks, before being turned over, many going to comfortable backyard homes to enjoy 'semi-retirement'.

Eggs are packed on site after leaving the two main sheds on conveyors and then distributed, aside from farm door sales, which are substantial, to about 40 Fremantle cafes, restaurants and food service companies.

The aim is also to get established in IGA franchises and the Wilsons believe the Fremantle Egg Company branding will help push that along.

Ian's 25-year-old daughter Rachel, who has worked in the family business for two years, following stints with the Fremantle Dockers and American Chamber of Commerce, after graduating from University of Western Australia with a Bachelor of Arts, majoring in communications, has been a driver behind the new branding, which includes colourful green and blue boxes and livery on their delivery truck.

The new graphics and logo were designed by a New Zealand company: "The Kiwis just do marketing and branding so well," Rachel said.

Auditing, something that

is done annually by Egg Standards of Australia at free range farms such as the Wilson's, requires all eggs to be individually stamped (Bodalla Holdings, so BH is the stamp) and detailed records to be kept.

Stocking density, a sometimes-controversial measurement of welfare when it comes to poultry for meat or egg production, is something the Wilsons take very seriously, proudly and boldly proclaiming on their 12-packs that "our hens are free to roam, at 10,000 birds per hectare."

Wilson's Poultry, now Fremantle Egg Company, was, effectively, started almost 80 years ago on 40ha by Ian's grandparents, Irish immigrants Andrew and Ethel Wilson, before his parents Victor (dec) and Alma took over.

Alma still lives on the farm and helps occasionally with door sales.

Now occupying only 5ha, with the original potatoes and cows long gone, the property and business employs Ian, his daughter Rachel and his two brothers Brian and Lance full time, plus Lance's two daughters Brianna and Hayley and Brian's wife Sophie part time, along with two other part-time employees.

"With a modern feeding, watering, laying and egg moving system in place, labour requirements are not what they once were and we handle our production, marketing and sales quite well with this number of staff," Ian said.

A recent substantial investment in a new 400sq m shed, which includes a 50sq m refrigerated room for egg storage and handling and a similar space as a retail shopfront, Fremantle Egg Company, which has a very substantial farm-gate clientele, is investing in a new look with a tried and proven product.

As Rachel explained, "Our much-loved chickens keep doing their thing, laying lovely nutritious free range eggs, which we believe are an important dietary source for today's Australian families, so our family wants to do the right thing by them by presenting what's really their product in the best possible way."

"We just love the business of producing quality, safe, nutritious, free range eggs from well cared for, happy chickens.

"It's as simple as that and we're proud of the fact that our family has played its role over many decades in keeping egg production very much alive and well here in WA," she said.

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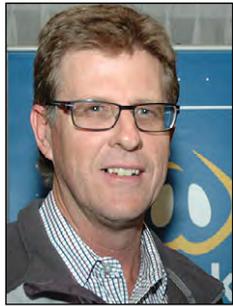


Fremantle Egg Company recently added a new 400sq m shed, which includes a 50sq m refrigerated room for egg storage and handling and a similar space as a retail shopfront.

# Biogas survey time



by **ALAN SKERMAN**  
Leader, Pork CRC Bioenergy Support Program



BIOGAS is being used by several larger producers in Australia and smaller-scale producers are also now installing biogas systems.

Biogas benefits include producing energy at piggeries to reduce costs and also to earn money from the sale of electricity or carbon credits.

As we approach the conclusion of the Pork CRC and the successful Bioenergy Support Program, it is timely to inquire about ongoing producer interest in biogas and to compile firmer estimates of current adoption of on-farm

biogas systems.

Doing so will allow for better planning of future research and technical support to facilitate ongoing adoption across the pork industry.

For this purpose, an online survey has been developed and is available at [surveymonkey.com/r/KDW5CY2](http://surveymonkey.com/r/KDW5CY2)

To ensure the survey results accurately reflect producer views, we are seeking as many producer participants as possible.

Most producers will receive an email containing the above link to the survey in the near future.

Most questions require simple and quick responses, with various opt-out options along the way.

The survey also provides the opportunity for comments or opinions, if desired.

Lastly, producers do not have to provide contact details in the survey and the survey can be submitted confidentially.

If you have any questions regarding the biogas survey or about on-farm biogas, please contact me on 07 4529 4247 or email [alan.skerman@daf.qld.gov.au](mailto:alan.skerman@daf.qld.gov.au)

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

# Sunny five-year outlook for Australian agriculture

AUSTRALIAN farm production and exports have been given a sunny five-year forecast at the annual ABARES Outlook Conference.

Average farm production and exports are both expected to lock in at the higher levels of recent years, with the average 2022-23 figures expected to match those of last year's huge result.

Opening the recent ABARES Outlook Conference, Minister for Agriculture and Water Resources David Littleproud said a slight dip was expected after the 2016-17 record result, with good improvement in the four years following.

"Agriculture continues to kick goals but we are not immune to fluctuations," Minister Littleproud said.

"Last year was a record-breaking season exceeding \$60 billion for the first time, up from \$48 billion when the current government came to office.

"Even with a forecast decline in 2017-18, the gross value of farm production is set to reach \$59 billion in 2017-18, with \$47 billion worth of exports following average winter crop production.

"While not as high as 2016-17, that is an outstanding result.

"Farm production is forecast to rise over the next five years to \$63 billion and the value of exports is forecast to increase to almost \$50 billion by 2022-23."

What was a stellar out-

come last year is set to become normal practice for Australia's highly productive farmers.

"We continue to see increased demand for our clean, green produce in Asia," Minister Littleproud said.

"Agriculture is a consistent performer, a powerhouse of the economy and keeps our country towns ticking.

"It is also the lifeblood of rural and regional communities and employs more than 300,000 Australians directly and supports many more jobs in related industries.

"Variability is unfortunately part and parcel of running a farm business.

"The government is

building farm resilience through the \$4 billion Agricultural Competitive-ness White Paper."

Mr Littleproud said farmers can access 100 percent tax write-offs on water infrastructure and fences and write-offs over three years for fodder storage.

"We are helping farmers manage through leaner years by doubling Farm Management Deposits from \$400,000 to \$800,000," he said.

"This government is focused on better access to high-value global markets and already this year we have secured the Trans-Pacific Partnership agreement and signed the Peru-Aus-

tralia Free Trade Agreement.

"A key achievement since I took on agriculture has been passing legislation to establish the \$4 billion Regional Investment Corporation to deliver concessional loans and water infrastructure loans directly to regional communities and farm businesses.

"Since 2013 we have increased biosecurity investment by over 29 percent, totalling over \$783 million.

"The government has created an environment for agriculture to succeed, and it is, leading to future farm-gate returns and prosperous and vibrant regional centres."

## Forbes Stud Pig Sale – May 16-17

A TWO-day event is being held at Bedge- abong Showgrounds, NSW that showcases the pork industry.

On Wednesday, May 16, 2018, schools from across the state attend and students participate in a range of activities important in the production of pork.

Then on Thursday, May 17, 2018, 80 stud

pigs from across NSW, South Australia and Victoria will be sold to a very enthusiastic crowd of pig producers eager to get their hands on the best genetics available to the industry.

As a business involved in the pork industry, the committee would like to extend an invitation to you to attend either one

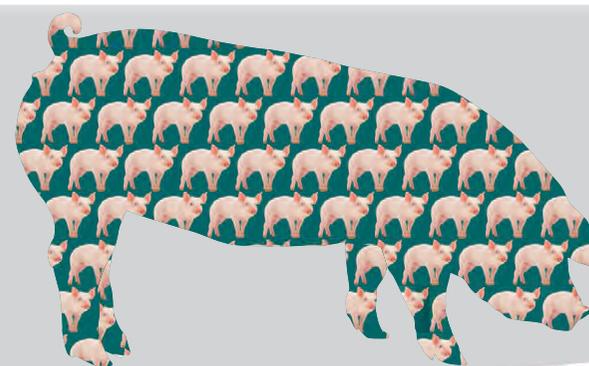
or both days.

As there is unlimited space, we encourage you to bring equipment that showcases developments in the intensive animal production industry.

To register your interest or ask any questions, please contact Emma Baxter either by email [ebaxter1983@outlook.com](mailto:ebaxter1983@outlook.com) or phone 0448 198 808.

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## Pig Farm Perspective

by Bruce the brainy pig



ACCURACY and application of testing are accelerating at a rate of knots, so what are our current options and what are our future options for herd disease surveillance and detection?

You may have noticed your vet does or definitely doesn't enjoy testing for herd diseases.

The current ways they tend to test include active collection or passive collection of samples.

Active collection includes blood testing, which is a popular but more labour-intensive sampling method, wherein the pig is snared and blood is taken from the neck of the pig or group of pigs.

The blood is then tested for the presence or absence of antibodies and/or DNA of the disease.

Tonsil scraping is also a highly labour-intensive method of sampling pigs.

A gag is used and a long-handled swab scrapes the tonsil of the snared pig.

Passive sampling can include oral fluids and

faecal pooling; depending on what disease is being investigated.

Collecting oral fluids means a rope is usually hung in a pen of pigs and as the pigs chew on it they deposit saliva.

This saliva is then collected (think old washing machine wringer) and the sample is run for detection of DNA of specific diseases.

Faecal pooling involves the obvious collection of faeces and testing for diseases such as dysentery and ileitis.

So, what are we missing here?

How great would it be to easily detect a disease before animals got sick?

You know those days when it is foggy and you suspect a bout of something nasty is on the way from the neighbour's piggery?

Well that future is nearly here in the form of air sampling.

What is air testing?

Picture a Ghostbusters-style vacuum cleaner-like device sucking a sample of air through a filter.

The filter is then re-

moved and assessed for DNA consistent with a specific disease.

This technology is currently being tested with aerosolised foot and mouth disease with impressive results.

Current studies have found that in some instances air sampling has been able to isolate the targeted disease one to two days before traditional methods of oral fluids, clinical signs or in blood, which is a staggering leap forward as far as identifying and controlling the spread of an infectious disease before we know we have it and before it is able to spread.

So, what does this mean for the future?

It means there is the potential to sample for other diseases in a similar way.

APP, mycoplasma and circovirus could be detected in the air in sheds rather than via oral fluids, bleeding or post-mortem analysis of animals and before animals are sick.

## ONE: The Alltech Ideas Conference

ONE: The Alltech Ideas Conference, held from May 20-22 in Lexington, Kentucky, will provide those in the pig industry with a unique opportunity to participate in a global conversation about the innovations, challenges and solutions facing their industry.

Focus sessions designed to educate and inspire will allow attendees to gather insights from leading pig experts and exchange ideas with peers from around the globe.

ONE18 pig topics:

• Pig Powerhouse: What's Next? Pork is the most widely consumed animal protein in the world. Who are the new players in the market, and what opportunities do producers have to fulfil the growing demand?

• Pleasing Today's Diner: Premium Palatability and Quality. Consumers are increasingly concerned with the quality of their meat and how it's produced. What do consumers perceive as quality meat? What are the key factors that affect pork quality? Learn what steps you can take to help your

product get to consumers' dinner tables.

• Life Beyond Vaccines. How can we move beyond vaccines to involve new technologies in the battle against diseases such as PRRS? Can we reach a point in which all viruses are a thing of the past? What genetic potential is unlocked when we live life without viruses?

• ZnO Ban: An Alternative Plan? New zinc oxide regulations are expected to shake up the global pig industry. What are the current inclusion levels? Will this lead to more regulations in the future? Is there an alternative? Here's what you should know about your options.

• Pig Dilemma: Larger Litter, Lower Piglet Quality? Are more piglets sustainable? Where is the balance between quantity and quality? With demands on litter rates increasing, it's even more important for the sow and piglets to receive the nutrition necessary for optimum productivity and quality. Hear from industry experts who will provide solutions to this conundrum.

ONE: The Alltech Ideas Conference is the place to learn from and network with some of the brightest stars in business leadership.

This year's power-packed mainstage will welcome Jack Welch, legendary former chairman and CEO of General Electric, who was named as one of the '100 Greatest Living Business Minds' by Forbes magazine in 2017; Dr Rodolphe Barrangou, a professor at North Carolina State University whose research focuses on applications of the revolutionary CRISPR-Cas system and its use in food manufacturing; and Prof Robert Wolcott of Northwestern University, a contributing writer to Forbes and the author of 'Grow from Within: Mastering Corporate Entrepreneurship and Innovation'.

The Pearse Lyons Accelerator program returns to the conference this year and continues to be a launchpad for startup innovators.

Entrepreneurs from around the world will present their revolutionary ideas in food and ag-tech.

How will the next generation of technology influence your business?

Find out at ONE18. Now in its 34th year, Alltech's conference is attended annually by nearly 4000 people from over 70 countries.

Whether producers and business leaders are navigating a fundamental change within their industry or just need a little inspiration, they'll learn about real-world opportunities and solutions at ONE18.

Register to attend ONE18 before March 31 at [one.alltech.com](http://one.alltech.com) for savings of \$400.

Join the conversation with #ONE18 on Twitter, and follow the ONE18 Facebook event page for updates.

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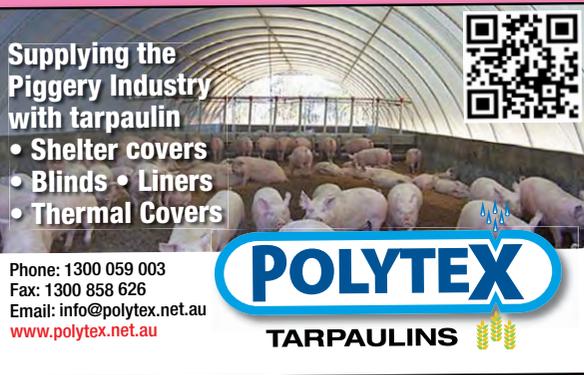
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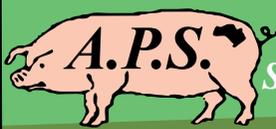


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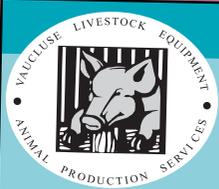


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# AustSafe Super and RPC partnership

AUSTSAFE Super has continued its support of rural Australia by announcing a corporate partnership with the Rural Press Club of Queensland.

The new agreement will allow the RPC to invest more funds into supporting rural journalism through awards, scholarships and internship programs.

It will shortly be announcing the details of a Rural Press Club of Queensland Student Bursary, partly funded by the corporate support it receives.

AustSafe Super's chief executive Craig Stevens said the fund is proud to have entered into an arrangement with the RPC, with the partnership demonstrating AustSafe Super's sustained commitment to the people and industries of rural and regional Australia.

"This partnership means additional funding can be directed into areas so regional Queenslanders can access information and reporting that's well researched and better informed."

"That's something that aligns well with the AustSafe Super business and we're excited to see these initiatives put into practice," he said.

According to RPC president Trent Thorne, partnering with AustSafe Super was a natural fit given the brand synergy between the organisations and their shared objective of assisting people on the land.

"AustSafe Super is a well-recognised financial services brand with a long track record of helping rural Queensland," Mr Thorne said.

"As a business, it really understands the issues

facing regional areas, so that was important to the RPC in getting AustSafe on board as a partner.

"Myself and the RPC team are really looking forward to seeing what the partnership can yield over the course of this year."

Now in its 30th year of operation, AustSafe Super is the industry super fund for rural and regional Australia and looks after more than 100,000 members with \$2.4 billion funds under management.

In the last financial year, AustSafe Super delivered strong investment returns for members with 11.12 percent per annum for the MySuper (balanced) investment option, and 13.41 percent per annum for the Pension Balanced investment option.

Most notably, AustSafe's Super Growth, CRF Capital Stable and Capital Sta-

ble options were all ranked in the top quartile according to SuperRatings1 and the CRF Capital Stable option was ranked first among all Capital Stable options with a return of 8.40 percent per annum.

The fund's strong performance has also been evidenced by recent award wins, including being announced as the winner of the Best Growth Super Fund in the Money Magazine Best of the Best Awards for 2018, as well as being a finalist in the Rainmaker Selecting Super Awards' Innovation Award for Millennial Superannuation.

It was recently announced as the second top performing superannuation fund for the 12 months to December 2017 by leading research and consultancy firm Chant West.

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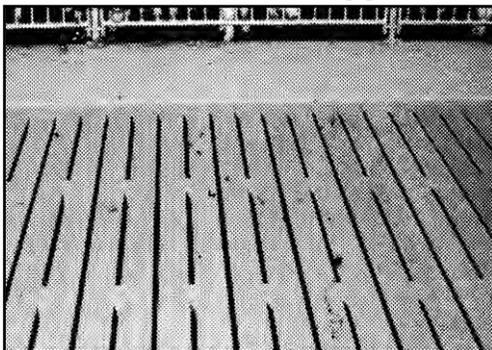
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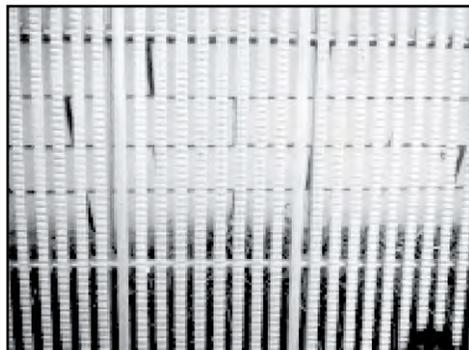
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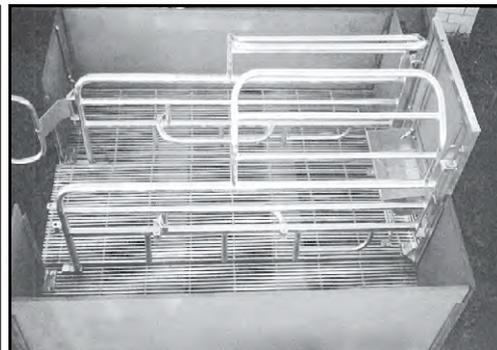
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## Nearly one in three consumers willing to eat lab-grown meat

ALMOST a third of consumers say they would be happy to eat so-called 'cultured meat' – with vegans the group most likely to do so, according to new research.

Specialist PR agency Ingredient Communications commissioned Surveygoo to conduct an online survey of 1000 consumers in the UK and US.

Respondents were told that cultured meat was real meat grown from cells in a laboratory and not sourced from animals.

They were then asked if they would be willing to eat this type of meat if it was available to buy in shops and restaurants.

In total, 29 percent said they would, 38 percent said they wouldn't and the remaining 33 percent said they didn't know.

The survey findings show that American respondents (40 percent) were much more likely to choose to eat cultured meat than those in the UK (18 percent).

The results suggest that cultured meat pioneers

would be well advised to target the US market first.

In what was perhaps a surprising twist, vegan respondents were revealed as the consumer segment most likely to eat cultured meat, with 60 percent stating they would be willing to do so.

The figure was lower for vegetarians (23 percent) and pescatarians (21 percent).

Meanwhile, 28 percent of meat eaters – the largest cohort in the survey (888 of 1000) – said they were prepared to give cultured meat a try.

Ingredient Communications founder and managing director Richard Clarke said, "It's easy to see why so many consumers welcome the prospect of lab-grown meat."

"People enjoy eating meat but often feel guilty about related issues such as animal welfare and the impact of farming on the environment.

"Cultured meat addresses those concerns, which is a compelling benefit.

"Nevertheless, we were

surprised by how many respondents expressed a willingness to eat cultured meat.

"It's such a new concept and when you consider the backlash against GMOs, and the unstoppable momentum of the naturalness trend, it seems counter-intuitive that people would be willing to eat meat produced in a laboratory.

"However, our survey shows that it has appeal for a significant proportion of consumers, particularly those in America."

Particularly interesting was the fact that vegans were by some distance more likely to eat cultured meat than any other group.

"This could be because vegans, perhaps more than any other group, are always on the look-out for new, ethical sources of protein," Richard said.

"This offers interesting potential for companies operating in the embryonic cultured meat industry."

## Primary producers urged to prepare for cuts in Chinese tariffs

WITH China extending tariff cuts at the end of the year to a range of Australian fresh fruit and vegetables, nuts, seafood and pork, local producers looking to access this lucrative market are being urged to start planning now so they are 'China ready'.

Demand for selected Australian fresh food is expected to soar when tariff cuts of up to 30 percent on some products come into effect in 2019.

Peter Verry, director of leading Australian cold chain consultancy Peloris stressed the importance of allowing plenty of time to prepare for exporting to China.

"Typically it can take up to 12 months or even longer to receive the appropriate credentials and authority to export certain products to China," he said.

"Failure to adequately understand China quarantine and customs requirements resulted in 160 Australian manufacturers being placed on a black list and 406 shipments dumped or returned in 2017 because of non-compliance.

"In some cases the mistake was as simple as a

non-compliant product label."

Mr Verry said demand within China for Australian produce, which is highly prized by the Chinese for its image of being green and clean, meant China was now Australia's largest food export market.

"We have witnessed an unprecedented demand for products such as fresh milk (which sells for more than \$10 a litre) and fresh beef over the past three years.

"The cuts in tariffs, which will come into effect in January next year, can only benefit producers who are prepared to invest the time and effort to get their goods on the shelves."

The China-Australia Free Trade Agreement, which came into effect in 2015, is a phased program of tariff reduction for goods and services.

Mr Verry said one of the greatest hurdles facing exporters was developing a market profile.

"There are 34 provinces, municipalities and territories in China and it is unlikely an Australian producer will have the resources to service demand in all those areas," he said.

"We suggest looking at

regions and cities where there is limited import competition and start to build a profile in anticipation of the tariff cuts, leveraging off Australia's reputation for quality produce.

"Doing business in China is rewarding but requires significant advance planning and commitment, and there is a risk that if producers don't start laying the groundwork now they will miss out altogether.

"Issues such as protecting intellectual property and cultivating appropriate partnerships can be time consuming but are worth the effort."

On January 1, 2019 the following cuts will apply to fresh food:

- Pork tariffs of up to 20 percent will be eliminated;
- Elimination of the 10 to 30 percent tariff on fruit (except citrus);
- Elimination of the 10 to 13 percent tariff on all fresh vegetables; and
- Elimination of the 8 to 15 percent tariff on selected seafood.

A full list of tariff cuts can be found here: [dfat.gov.au/trade/agreements/chafat/fact-sheets/Documents/fact-sheet-agriculture-and-processed-food.pdf](http://dfat.gov.au/trade/agreements/chafat/fact-sheets/Documents/fact-sheet-agriculture-and-processed-food.pdf)

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Construction is now under way on D'Orsogna's food manufacturing facility at Merrifield Business Park, 30km north of Melbourne, which will employ 240 people.

# Market-leading move east by D'Orsogna

from P1  
in the food and hospitality industry for two years before returning to Perth to open a small family butcher shop in West Perth in 1949.

In 2018 D'Orsogna employs more than 550 people and is one of the most recognisable brands at Woolworths, Coles, Metcash and food service businesses across Australia.

"D'Orsogna has consistently experienced year-on-year growth and the new facility will provide a larger production capacity and greater product development opportunities," Mr Thomason said.

"The new Melbourne site will double our production capacity and manufacture a range of innovative ham, bacon

and other meat protein products."

Currently headquartered in Perth, WA market leader D'Orsogna produces a range of cured and cooked whole and sliced hams, gourmet continental goods, bacon and cooked and fresh sausages.

The landmark WA premises at Palmyra, near the port of Fremantle, has been D'Orsogna's home since 1973.

It will retain its head office status, staff and production.

"That said, we anticipate a large percentage of our expanded production capacity will be produced out of the new Victorian facility, due to its proximity to major markets and its streamlined manufacturing processes," Mr Thomason said.

"The new Melbourne site will double our production capacity and manufacture a range of innovative ham, bacon

The company has finalised the design of the greenfield facility, which will incorporate the latest energy and water conservation technology.

A focus on sustainable and efficient processes has driven the design, ultimately increasing production capacity.

"The throughput, or productivity per square metre of floor space, will be leading edge, allowing D'Orsogna to stay competitive and satisfy growing consumer demand for fresh, conveniently packaged, modern meat protein products," Mr Thomason said.

D'Orsogna currently supplies Woolworths, Coles and Metcash stores around Australia.

The new facility will far exceed the standards for export approval and the southeast Asian market will become a focus in the medium term.

"There's the opportunity to expand the facility in planned stages," Mr Thomason said.

"Convenient access to transport arteries and major markets in Victoria, NSW and Queensland will mean we can deliver D'Orsogna products quicker and at a lower cost than current logistics allow.

"We chose Victoria for its competitive operating environment, reputation in foods, access to key transport infrastructure and rapidly growing local



and export markets and we appreciate the support of the Victorian Government and City of Hume in helping us establish and expand our presence here.

"We're thrilled to be calling Merrifield our eastern states home and proud to partner with MAB Corporation and Gibson Property Corporation as developers of Merrifield Business Park."

Merrifield is partnering with leading Melbourne industrial construction company Qanstruct to design and deliver a highly specialised manu-

facturing facility, just for D'Orsogna.

"There are many synergies between our businesses - D'Orsogna is a proud Australian, family owned businesses with a focus on quality, growth and local investment," Mr Thomason said.

"We have ambitious expansion plans for the business over the next few years.

"The scale and flexibility of Merrifield provides us with an opportunity where we can essentially double our manufacturing footprint."



For 70 years D'Orsogna has been producing the finest continental meats.



Victorian Minister for Industry and Employment Ben Carroll warmly welcomed D'Orsogna to Melbourne's Merrifield Business Park, saying the D'Orsogna expansion was creating jobs and boosting the food and fibre sector as well as the local economy.



Darren Dempster (D'Orsogna Melbourne operations manager) and Neil Harvey (D'Orsogna chief engineer) were happy to 'ham it up' at Merrifield.

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Victorian Minister for Industry and Employment Ben Carroll with D'Orsogna directors Eugene and Marco D'Orsogna at the launch at Merrifield Business Park, Melbourne, where construction has begun on a \$66 million state-of-the-art 10,858sq m food manufacturing facility for D'Orsogna.



D'Orsogna MD Brad Thomason, City of Hume Mayor Geoff Porter and D'Orsogna Board members Eugene and Marco D'Orsogna at the Merrifield Business Park launch. The Mayor had bought D'Orsogna product at his local Woolworths the night before, declaring he was a regular.

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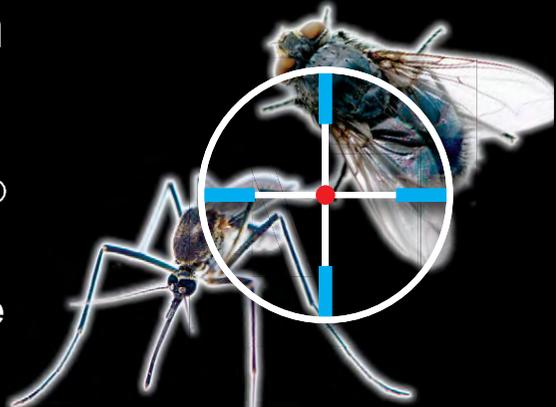
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