

February 2018



HERD IMPROVEMENT
CO-OPERATIVE AUSTRALIA LTD

Newsletter



Welcome to the 1st edition of the Hico Newsletter for 2018.

Stuart Jackson

We received some sad news just after Christmas with the passing of Stuart Jackson, a long standing employee at our Western District branch. I would like to acknowledge the outstanding contribution Stuart has made to the Co-operative, our shareholders, customers and the wider dairy industry over many years. Stuart will be dearly missed by all.



Building Sites

The Hico Board have been reviewing ways to improve the efficiencies of our current building sites. In 2013 we had the merging of South Gippsland sites to a single site at Korumburra and more recently the sale of our Colac building site to a new leased site in a more appropriate location at the West side of Colac. The review of the Maffra sites has been more challenging having both the Foster Street building and the McMahon Drive retail shop and Milk Harvesting workshop. We have wanted to merge the two sites for some years but did not want to be left with the one we didn't want to keep, the Foster Street building.

Before we go public with advertising the site for sale we wanted to let our customers know what we were planning. Prior to commencing the major refurbishment required for the McMahon Drive site, we want to know that we can sell the Foster Street site and not be left with a vacant site.

Mistro Farm 5

We have recently been updating the Mistro Farm 5 tutorials. These new tutorials have links posted to the Mistro Users Support Group on Facebook. These tutorials are also available in Mistro Farm Management software on the YouTube page.

Thanks for your continued support and I look forward to a successful 2018 with you all.

Regards,

Michael Lee.

Meet Hico's Paul Cocksedge - Hico Gippsland Sales Representative

For the past three years Paul Cocksedge of South Gippsland has been able to follow his passion in his role at Hico as a Part-time Sales Representative. The reason that Paul is part time for Hico is that he is also Farm Manager for The Vagg Family on their 380 cow herd at Leongatha South.

One of the gratifying parts of Paul's role at Hico is spending time at each proof round to meet with all the major AI companies. This ensures that Paul and the fellow Hico staff make the most appropriate selection of bulls available to best suit each customers needs.

Paul appreciates all breeds of dairy cattle. "Having Holstein, Jersey and Aussie Reds all in my own herd allows me to understand the pros and cons of each breed." Paul comments.

Over the past 12 months Paul has been a Director for the Aussie Reds Society. A role that he has enjoyed but also this role has allowed him to further his industry knowledge.

As most of us are aware breeding cows is a long term project. Paul's passion and knowledge for genetics has been rewarded with the December proof run. Currently the #3 BPI red herd in Australia on the official rankings and owning the #2 BPI Red cow in Australia.

"I enjoy the positive feedback, time and study I put into my own cows and it is rewarding to get the same satisfaction for my customers as well." Paul comments.

Paul is a proud dad of 5 kids which keeps his weekends busy. On the rare occasion when possible Paul enjoys watching Motorsports along with going camping and four wheel driving.

For more information on how Paul or other Hico Representatives can assist you in your breeding decisions contact your local Hico Representative.



End of an Era for Hico's long standing customers...

Alan & Gwen Macqueen from Yanakie may possibly be HICO's longest standing customers and shareholders.

Starting out in 1969 as a young sharefarming couple near Korumburra and herd recording with the local Co-op and then later as a customer of SGAB, GHI and now HICO.

This relationship is now almost at an end with Alan and Gwen having sold their farm and herd early last year.

The services and support of HICO (and its predecessors) and their staff, through herd recording and herd improvement over the years has played a big part in the success of the Macqueen's business.

Their herd has ranked as high as No.13 in Australia on BPI, and spent numerous years in the top 20.

Gwen was one of the very first customers to embrace the Mistro on Farm Software package and some of the developments and improvements in the program can be partly attributed to feedback that was received from Gwen.

The Macqueen's have also been utilising the services and advice of HICO in the insemination of their maiden heifers since the '90s. This has been one of the key factors in their success and enabled them to build numbers and improve the quality of their herd more rapidly, whilst maintaining a closed herd situation. Impressively, they haven't needed to make any stock purchases in over 20 years and stock replacement numbers have been adequate without the need to split calve.

Alan and Gwen have retained their outpaddock and their 2016 born calves which they have planned to sell in the next few months. Last year, HICO's Paul Cocksedge, who has been working as the Macqueen's breeding advisor for the past 17 years (14 privately and the last 3 as a HICO representative), organised a fixed time A.I. program on those heifers (62 in total) using 100% sexed semen.

The official ultrasound scanning results carried out by the Macqueen's Vet, confirmed 39 pregnancies on the first round (first round conception rate of 63% using sexed semen) The program required no heat detection at all and 100% of the heifers were submitted. Also, the program only requires the heifers to be yarded just 4 times, the 4th being the time they are inseminated.

The Management and staff at HICO wish Alan and Gwen the best of luck in retirement and with the sale of their last group of heifers, which is the pinnacle of over 40 years of dedication in their breeding and management of their herd.



**Do you wish to receive this newsletter electronically?
Please send us your email address to receive this newsletter electronically.**

**Have you got feedback?
Please email us at info@hico.com.au**

Stuart Jackson - Long standing employee at our Western District branch who will be sadly missed.

Stuart Jackson passed away on 26th December 2017 after a short illness. Stuart was a well respected Field Representative for Hico for over 22 years. Stuart was married to Jude and they have 4 children Louise, David, Matthew & Mark.

Stuart was a real family man and enjoyed over the years taking a strong fatherly interest in his children's interests including many hockey competitions, a game he loved and played himself. Always having a love for dogs, Stuart passed this love onto his children. Stuart left school at 15 years old to pursue his farming passion, he began working on the Edi Jersey Stud, owned by Albert McIlroy in the King Valley, Nth East Victoria. This started and shaped his career in the Dairy and AI Industry.

After marrying Jude they began their farming life together at Larpent. To assist with family income Stu was left to care for the young children while Jude returned to work teaching. They sold the cows in 1988 and Stuart returned to work for his old boss Albert McIlroy only this time he began working full time in the AI Industry. Following this role Stuart began his role at Colac which allowed him to be closer to his family with less travel involved.

Many years were spent by Stuart on the Colac P & A Show Committee and also an active member of the local Jersey Cattle Club. Stuart was held in high regard by many of his clients. This was due to his no fuss but can do attitude along with his love and passion for animals. But we must not forget his love for the Geelong Cats...

A valuable employee that will be sadly missed.



MARK YOUR CALENDAR FOR UPCOMING EVENTS:

April 9th
DataGene Official Proof Release Date.

April 12th to 15th
Farm World Field Days - Lardner Park



HERD IMPROVEMENT
CO-OPERATIVE AUSTRALIA LTD

Contact Hico today:

KORUMBURRA

33 Station Street
Korumburra 3950
Phone: 03 5658 1311
Fax: 03 5655 2784

WARRAGUL

18A Pearse Street
Warragul 3820
Phone: 03 5623 2207
Fax: 03 5623 4031

MAFFRA

2 Foster Street
Maffra 3860
Phone: 5147 1633
Fax: 5147 2993

COLAC

38 Clark Street
Colac 3250
Phone: 03 5231 5166
Fax: 03 5231 3663

www.hico.com.au

Have you LIKED us on facebook? www.facebook.com/hicoaustralia