



Dear fellow Shareholders,

I would like to take the opportunity to provide you with an update of recent and upcoming events at your Herd Improvement Co-operative, Hico.

AGM - We will be holding our Annual General Meeting of the Co-operative this year at Maffra in August. We will provide more details about our AGM closer to the event and how we will communicate with those who can't attend.



CALF DEHORNING - Hico has offered calf dehorning with anaesthetic for a number of years as it believes that it provides an improved outcome for the welfare of calves receiving this service. Despite recent pressures for this service to be exclusive to Veterinarians, the Hico Board have decided to continue support of this service as we do not believe that this service should be exclusive to the Veterinarians.

DEBTORS - The Board of Directors requires Hico Management to follow the Co-operative's debt collection policy, ensuring our trading terms are being adhered to while continuing to support shareholders in exceptional circumstances. We appreciate the efforts of our staff in assisting customers, often in difficult situations and encourage shareholders who are experiencing exceptional circumstances to talk to Hico's debt collection staff.

MISTRO - As most of you will be aware Hico transferred the ownership of Mistro software such as Mistro Web, Mistro Smartphone and Mistro Herd Recording Centre software to Dairy Australia in July 2016. This software has been rebranded as DataGene with the Phone app being modified and named HerdData. Hico also transferred ownership of Mistro Shed to Eli Innovation at Warragul. Hico continues to support and develop Mistro Farm 5 and Mistro Finance.

DIRECTORSHIP - The door is always open for discussion and I encourage shareholders to let us know if you may be interested in being a future Hico Director. We provide the opportunity for shareholders to enter into a training program to familiarise themselves with the requirements and responsibilities of a directorship. If you are interested please feel free to contact myself at any time.

THE CO-OPERATIVE'S HISTORY - In early 2017 we launched the Hico's history book. We were very fortunate in being able to engage Gippsland Historian Ann Andrew to research and create this fantastic record of our history. This book is available for purchase at your local Hico office.

If at any time you wish to discuss the current activities/performance or the future of your Herd Improvement Co-operative, please contact our General Manager, Michael Lee on (03) 5147 1633 or myself on 0428 878 471.

All the best for the coming season,

Stewart McRae, Chairman

HICO STAFF TRAINING

Hico pride themselves on delivering informative updates from the industry to their customers. Over the past 2 months Hico staff and board members have attended information sessions to receive the most up to date information on relevant topics.



Hico staff at MIR profit trial update.
L-R: Terry Kavenagh, Leesa Wade, Stewart McRae, Joanne DeMoel, Tim King.

Five members of the Hico team attended an industry day at AgriBio, Bundoora to receive an update on the MIR Profit trial. More details in the next newsletter on the MIR project.



Andrew Bodycoat, Zoetis (Far RHS) demonstrating the correct procedure for DNA sampling for genomic testing.

Hico staff and customers undertook an information session recently from Andrew Bodycoat on the updates in genomic testing and how to undertake correct sampling of DNA.

If you require more information on the MIR project or genomic testing speak to one of the HICO staff.

FAREWELL TO RAY

Ray Wakefield who started working with South Gippsland Herd Test association 31 years ago has recently decided to hang up the lab coat and retire. During Ray's 31 years in the herd test laboratory he was in charge of the milk testing machines and responsible for their maintenance and the day to day running of the laboratory. Ray came to South Gippsland Herd Testing association with an electronics background and quickly became a huge asset to the Co-operative in his ability to look after the milk testing machines and has continued to do so over his years of service.



Ray and his wife Anne are looking forward to rolling out their travel plans and tick some jobs off the 'to do' list around the house.

Hico Management, Board and staff would like to wish Ray the very best for his future and thank him for his valuable contribution to Hico.

PHOTO: Laboratory Supervisor Leesa Wade presented Ray with his farewell gift.



Meet Hico Colac's employee Terry Kavenagh

A passion for the Industry is evident when you talk to Hico Colac's Field Support Officer Terry Kavenagh.

Terry comes from a strong dairying background that strives on achieving goals.

This was revealed when his family was the first in the area to have a robot dairy at Larpent along with a passionate Illawarra breeder that won many Show awards.

Once relinquishing dairying in 2012, Terry joined Hico and part of his role was to embrace the Electronic Milk Meters for Herd Testing. Terry comments "I enjoy talking and teaching farmers what herd testing offers now which wasn't available when I was milking cows." The team at Hico worked hard to enable the testing herd to receive the benefits with using Electronic Milk Meters in their dairy.

Since taking the role as Field Support Officer earlier this year Terry comments "I am excited about both the new Herd Test Dashboard and the new MIR project. Both the Dashboard and MIR is going to deliver so many benefits to herd testing clients."

Through Terry many Farm Consultants are already utilising the Dashboard data, as they can see the health and financial benefits in the data that is available on each individual farm.

The data seen to date in the MIR project is very encouraging and Terry believes "it has the ability to turn the Herd Test industry in a 180 degrees direction, it is that powerful."

Terry and his wife Danila have six children. Out of work hours Terry enjoys nothing more than playing his guitar or volunteer umpiring for Western Eagles football club.

Terry can be contacted on 0429 021 138 to discuss any aspect of Herd Testing in your business.

Meet Data Junky Shawn Hollingsworth



You won't meet many farmers that have the passion that Shawn Hollingsworth from Koonwarra has for data and analysing it. Shawn believes "If we have information we need to act on it in a management decision, whether that is for a whole herd or individual decision."

Currently the Farmer Chair for the MIR project after he was approached by Michelle Axford to take on the role. He is no stranger to committees with previously sitting on the Murray Dairy and Gipps Dairy Boards. Shawn believes the MIR project will allow farmers and their Vets or Nutritionists to make better management decisions in their herd from the key indicators.

After moving from Kerang in 2009 where Shawn milked 700 cows, he now milks 150 cows in a seasonal calving pattern on 248 acres. "We purchased 80 acres last year, so now everything stays on the farm. The 80 acres was a beef farm so we are transforming it into productive milking acres." Shawn comments.

Shawn's aim is to have a low input animal and with herd testing he has been able to identify that the most cost effective animal for his management and operation as a Jersey cow. "I had Holstein, Xbred and Jerseys in my herd and thru monthly herd testing I analysed the data and decided that Jerseys were the most efficient for me." Shawn comments.

We weigh our cattle regularly and last year we had 158 cows of which averaged 473 kgs liveweight producing 593 kgs of milk solids. We herd test monthly and when I get the results the 1st thing I look at is solids per cow along with Cell Count. Tracey, Shawn's wife works off farm but has one important role in the operation and that is the AI. She AI's every morning in the 6 week AI program.

In finishing Shawn says "I am a Data Junky, I just love data. If you have got information then you can utilise it and that is my philosophy in life..."

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

Have you booked in your calf dehorning?

- ◆ Hico staff are trained to offer calf dehorning with anaesthetic
- ◆ Years of experience
- ◆ Servicing Gippsland and Western District
- ◆ Professional and cost effective service

Talk to the Hico team today to discuss your calf dehorning requirements



MARK YOUR CALENDAR FOR UPCOMING EVENTS:

July 5th and 6th
Victorian Winter Fair and Sale, Bendigo

August 14th
DataGene Official Proof Release -
www.datagene.com.au for full details

September 27th and 28th
South Gippsland Dairy Expo, Korumburra



**HERD IMPROVEMENT
CO-OPERATIVE AUSTRALIA LTD**

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