



I take this opportunity to inform our shareholders and customers of a change to the Board Executive at Hico. At our recent September Board Meeting I was elected Chairman and Andrew Verboon was elected Deputy Chairperson.

As the newly elected Chairman of the Hico Board I would like to thank outgoing Chairman Stewart McRae for his 8 years leading the Co-operative. Stewart is held in high esteem within the Herd Improvement Industry and has done a wonderful job leading the Co-operative through some

very challenging times. Stewart's leadership has seen the Co-operative ride the bumps of the Dairy Industry and we, the Board of Hico have seen the benefit of having Stewart's experience and knowledge to lead us through these times. We are also pleased that Stewart will remain on the Board as a Director until the end of his term in 2019.

I would also like to recognise Western District Director Ross Soares, who retired this year after serving over 17 years on the Board of both Hico and Colac Herd Improvement Co-operative. Ross was one of the inaugural Directors of Hico and his experience in the Herd Improvement Industry has greatly benefited our Co-operative.

The Dairy industry continues to see challenging times, with some areas facing unfavourable seasonal conditions and increased costs of feed, creating great financial pressure again on our shareholders. The Board is well aware of the challenges that this creates and wish you all the best, hoping it will be a good season. Let's hope that the weather can again be more favourable and that there is a benefit there for all.

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 0421 030 475.

If you have any suggestions about content in our Newsletter we welcome your feedback.

Regards,

Ross Anderson
Chairman



The importance of AI docket books.

Written by Allison Potter, Farm Services Manager

AI dockets are a critical link in the communication line between farmers and Hico. They provide daily instruction from farmer to AI technician on which bull to use for which cow, and from AI technician to Hico to ensure correct invoicing for the farmer. In addition, they are a valuable source of information for the farmer to correctly record sire details, resulting in pedigree information which can be used to plan future matings, and accurately monitor performance of sires within a herd.

In order for AI dockets to do their job properly, the information must be recorded accurately and in a timely manner. The role of the farmer or farm representative is critical to this, and as such we ask that prior to your AI technician arriving on farm each day, you have filled out the following information in your AI book:

- Farm number – this is your shire/herd number
- Date
- Trading name
- Cow ID
- Bull Code and Bull Name

Your AI technician will fill out Time, Visit Code, Tech No. and Tank.

Although a bull's short name is the easiest identifier to remember and record, there are often a number of bulls with the same short name, therefore recording the full name and better still, the bull code, would be appreciated as it makes entering dockets much more accurate.

If you write out your list of cows on an AI docket and decide not to inseminate some of the cows you have recorded, a simple line through the ones not being inseminated will avoid any confusion around how many inseminations occurred and therefore are invoiced.

Lastly, taking the time to write neatly will assist your AI technician greatly, and those performing data entry back at the office. Your cooperation on this matter will be greatly appreciated by all involved in the process.

Don't forget to order your semen on time.

We can't express enough the importance of ordering your semen with a 30 day lead time to ensure your AI program runs to plan.

Below is an outline of the processes that occur when a semen order is placed:

Semen order - Day 1

Order stock - Day 5 (allowing for weekends)

Stock delivered - Day 19

Stock to Hico offices - Day 20 - 25

AI tank is packed - Day 25 - 26

Delivery of AI tank to farm - Day 27 - 29

Mating Start Date (MSD) - Day 30

Our Colac office is supporting the PINK UP Breast Cancer regional campaign.

The Pink Up Colac committee are keen to create a visual display in Colac and district during October as part of the Pink Up Your Town breast cancer awareness and fundraising campaign for the McGrath Foundation. The Colac Hico staff have joined in the campaign and decorated the front window with a creative UDDERLY PINK theme...



Meet Hico's new Sales and Marketing Manager Shawn Hollingworth.

Shawn needs no introduction to many in the Gippsland area, having been involved in the dairy industry for over 16 years he brings many qualities to Hico. When you meet Shawn, you learn quickly that he is a very passionate contributor to the industry, not only at dairy farmer level but also his involvement with committees and boards. Shawn has been an active member on several dairy boards over the past 10 years, still sitting on the Gipps Dairy Regional Extension Committee.

Shawn and his wife Tracey began farming in Kerang in 2009 where Shawn milked 700 cows before moving to Gippsland. During Shawn and Tracey's time in Gippsland they farmed at Kongwak and then more recently Koonwarra milking 150 cows. Since Shawn's appointment at Hico he has relinquished dairying in the past month with the farm and herd being sold.

When you ask Shawn what he is looking forward to most about his new role he comments "I am looking forward to getting all the services at Hico aligned and in a streamlined process. Also, I am aiming to bring new linkages into the marketplace, in particular with the use of on farm genomic testing in conjunction with herd testing to ensure farmers genetic strategies are rapidly achieved on farm." After the recent customer survey that was completed Shawn is keen to implement several actions to support customers feedback and requests.

You will find Shawn in his spare time out of work wood carving and also a motorcycle enthusiast, therefore has the occasional fast ride on his road bike.

Shawn can be contacted on 0419 100 642 or via email shollingworth@hico.com.au



**Do you wish to receive your Hico Tax invoices and monthly statements electronically?
If so please email accounts@hico.com.au and provide the email address that they would like them emailed to.**

Did you know you can receive a Test Day SMS?

Hico herd test customers can now receive an SMS with highest 10 cell count cows in the herd at each test as soon as the reports are available after processing. Text messaging can provide fast access to enable you to act on problem cows.

In many instances this will speed up the process of receiving your highest cell count cows particularly for farms that rely on hard copy reports via the mail service.

If you would like to opt into the new system please contact your nearest Hico office or email to [Sue Gow sgow@hico.com.au](mailto:Sue.Gow@hico.com.au) with your Shire Herd Number and mobile number.



MARK YOUR CALENDAR FOR UPCOMING EVENTS:

October 16th 2018

Gippsdairy - Do you know your NLIS obligations?
10.30am to 2.30pm Duart Homestead Maffra
RSVP to Leah Maslen on 5624 3900

October 25th and November 1st 2018

WestVic Dairy - Cups on Cups off (CoCo)
South West TAFE - Colac Campus
Contact WestVic Dairy for bookings 5557 1000

November 3rd 2018

Farm Household Allowance Information Session
10am to 12pm Sale Service Centre
For more details phone Nicole 5149 4602



HERD IMPROVEMENT
CO-OPERATIVE AUSTRALIA LTD

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