



Welcome to the August 2019 Newsletter.

Well what a variation in seasonal conditions we are experiencing this year from region to region. Much of the Western District has had significant rain this winter leading into spring while Gippsland varies from wet to extremely dry in the East. Let's hope the rain comes at the right time in all regions and we have a good spring season.

**Annual General Meeting** - Hico's Annual General Meeting will be held on Thursday the 26th September at the djinta djinta Winery, Korumburra at 12.30pm. All shareholders are encouraged to attend with a light lunch to follow, RSVP to 03 5147 1633.

**Customer Relation Management (CRM)** - After much investigation Salesforce has been selected as the CRM software package for Hico. In the coming months staff will undergo training to bring them up to speed with the Salesforce product. The CRM will build a database of information relevant to each client over time, benefits to both customers & Hico will be the ability to have information on hand to assist with making informed decisions.

**Mistro Software** - We have completed software upgrades to Mistro Farm & Finance software. User training workshops will be rolled out across all branches in the coming months, keep your eye out for venues and times.

We are always looking for topics for our newsletter, if you have any suggestions about content in our newsletter we welcome your feedback.

Regards,

**Shawn Hollingworth**  
Acting General Manager



## August 2019 Proof Release Highlights

### Holstein Proven Sires

Name of Sire	BPI	Type
Calister Maebull	323	102
Coastal-View Mookie	318	106
Cogent Supershot	305	105
Lone-Oak Acres AltaRabo	284	107
Seagull Bay MVP	281	109
De-Su 11620 Nirvana	281	109
Carenda Folklaw 339	278	101
Glomar Superlucky	272	105
Bryceholme SS Boastful	271	97
Gen-I-Beq Lavaman	267	100

### Holstein Genomic Sires

Name of Sire	BPI	Type
Boghill Glamour Persuade	404	98
Peak Fscntr AltaGlow	388	102
OCD All Time Latrobe	381	97
ABS Jeronimo	381	102
Warramont Superhero Dave	376	102
Winaview Superhero Avenger	375	107
Westcoast Perseus	369	100
SS Scenario Lord	369	97
Relough Clincher	369	99
Peak Shero	366	101

### Jersey Proven Sires

Name of Sire	BPI	Type
All Lynns Valentino Irwin	192	111
All Lynns Louie Valentino	181	114
Wallacedale Marvarie	172	108
Broadlin Levi	160	102
Wallacedale Mels Voyage	152	101
Broadlin Aussiegold P	144	109
Broadlin Stacker	142	103
Beulah Tahblik	136	109
Steinhauers Samson Lemonhead	134	101
Merseybank Clairvoyant	134	102

### Jersey Genomic Sires

Name of Sire	BPI	Type
White Star Douglas	276	98
Gelbeado Park Dynamite	264	103
Kaarmona Bayzli	263	106
White Star Patrick	256	106
White Star Doorman	252	103
Bercar 9216	245	106
Beulah Fertility	232	101
Murray Brook Jamieo	231	110
White Star Valenblast	228	106
Auburn Vale Toyota	227	103

## Zoetis Genomic Testing

Clarifide is Zoetis' genomic testing technology allowing farmers to sample DNA in the form of a tissue sample or tail hair sample and predict individual animal's genetic merit from as early as birth. The reliability of results is seen to be similar to that of an ABV of a 7th lactation cow.

The added ease of data analysis is allowed through the Searchpoint program. This web-based program allows results to be easily manipulated. From pinpointing individual animals right through to identification of elite or poor performing groups of your herd, therefore allowing you to simplify data and make better and more informed decisions. Such decisions may include identifying heifers to sell, those to inseminate with sexed semen or those destined for joining to beef. The philosophy behind the technology is "Do not let subpar heifers become subpar cows and do not let subpar heifers produce subpar calves".

For more information come and visit us at site 10 at the South Gippsland Saputo Dairy Expo or contact your Hico sales team at your local branch.



Come visit us at the South Gippsland Dairy expo and go in the draw to win 1 of 3 prizes at site No 10, Hico is sharing a tent with Zoetis & Ecolab

**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](mailto:info@hico.com.au)**

### Meet Kristen Davis – Sales Representative

Kristen joined the sales team in August. Previously Kristen worked in the Hico herd testing lab as well as the IDEXX Milk Pregnancy Testing lab for nearly 2 years. Kristen holds two degrees being, a Masters of Agricultural Science majoring in Animal Science and a Bachelor of Agriculture majoring in Production Animal Health, both completed at the University of Melbourne. She has completed an internship at DataGene which has enabled her to gain a greater understanding of the herd improvement industry.

Kristen is currently one of the 11 participants on the Dairy Australia DairyPATH program which aims at developing young peoples careers within the dairy industry over an 18 month period. This program has enabled her to develop herself both professionally and personally through regular workshops and webinars as well as attendance to numerous industry events building a substantial network.

Kristen grew up in the Yarra Valley and spent most weekends and holidays on her grandparents beef farm located near Noojee in Victoria. This experience allowed her to develop her love for animals and the agriculture industry.

Kristen enjoys in her spare time helping out on her family's beef farm and baking.



### MARK YOUR CALENDAR FOR UPCOMING EVENTS:

#### September 4th 2019 7pm

Providing pain relief to calves at disbudding (Tri-Solfen) with Samantha Parish - Bayer South Eastern Victoria Area Manager discussing

- How consumers are influencing dairy production systems
- Guidelines to best practice welfare and management of calves
- The productive and welfare benefits of including Trisolfen when disbudding calves.

To be held at Bairs Otago Hotel, Leongatha. RSVP to 03 5658 1311

#### Sept 5th 2019

Yannathan Focus Farm open day

#### Sept 10th and 11th 2019

South Gippsland Dairy Expo

#### Sept 26th 2019 - 12.30pm

Hico AGM - to be held at The Djinta Djinta Winery, Korumburra. All shareholders are encouraged to attend with a light lunch to follow. RSVP to 03 5147 1633



HERD IMPROVEMENT  
CO-OPERATIVE AUSTRALIA LTD

#### Contact Hico today:

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