

## **2009 BNZ Dairy Business of the Year Seminar**

Wednesday 6<sup>th</sup> May 2009 - Novotel Tainui, Hamilton

### **“The Business of Dairying – Farming for the Future”**

Registration deadline 29<sup>th</sup> April 2009 - Singles: \$75 plus GST | Couples: \$140 plus GST

12.30 pm Coffee & Seminar Registration

1.00 pm **David Beca – Red Sky Agricultural** - Introduction

1.10 pm **Tony Alexander, BNZ Chief Economist – “The Global Economic Environment”**

After graduating with a first class honours degree from Canterbury University in 1984 Tony spent a couple of years in Sydney before travelling to Wellington with Westpac in 1987 then joining the BNZ in 1993. Tony’s primary role since becoming Chief Economist in 1994 has been to inform senior management, staff, bank customers and where possible the general public about what is happening with the New Zealand economy and why, with implications for interest rates and best guesses about the exchange rate.

2.00 pm **David Beca, Red Sky Agricultural – “Repositioning NZ Dairy in the World: Reinforcing Low Cost of Production on a Less Indebted Industry”**

David’s passion is farm business analysis and determining what factors provide competitive advantage to industries and individuals. David will talk about how NZ dairy farmers may need to adapt to the new world business order, and will look at how NZ dairying will reposition and revitalise itself so that there is more opportunity for present and future generations to prosper on the land.

2.40 pm **Afternoon tea**

3.00 pm **John Roche, Principal Scientist Animal Science, DairyNZ – “Profit is THE Game – Determining the Core Profit Drivers and Sorting Fact from Fiction”**

John is renowned internationally as a scientist with expertise in areas as diverse as ruminant nutrition through to dairy farm management. His exceptional speaking skills, including an ability to challenge and amuse audiences, will bring this topic to life. With the impact of lower milk prices requiring all farmers to work “smarter”, John’s presentation will include information on where farmers should concentrate their effort to maximise profitability, as well as how important it is to sort fact from fiction.

3.45 pm **Stephen & Karen Fisher, Winners of the Inaugural 2008 Dairy Business of the Year Trans-Tasman Challenge – “Dairying for Life – Our Life in Dairying”**

Stephen & Karen have been recognised for many years in Tasmania as outstanding dairy farmers as well as outstanding people. They had been previous winners of the Tasmanian Dairy Farmer of the Year Competition, then last year won both the Australian Dairy Farmer of the Year Competition as well as the Trans-Tasman Challenge when they went head-to-head with the NZ winner of the Dairy Farmer of the Year Competition.

Their story is much more than about adhering to good dairy business principles. They have worked outside the dairy industry for periods, and combine some exceptional “people” skills with sound business management. There have been tough times along with the good times, and they will relate their journey through employment, sharemilking and farm ownership.

4.20 pm **Close**

## **2009 BNZ DAIRY BUSINESS OF THE YEAR AWARDS**

**Novotel Tainui Hamilton**

**Wednesday 6<sup>th</sup> May 2009**

***Come and see what New Zealand's top dairy businesses look like, and see who will represent New Zealand at the 2nd Trans-Tasman Dairy Business Challenge***

### **BNZ Dairy Business of the Year Finalist**

<b>Campbell &amp; Mary Affleck, Tapanui</b>	<b>Hans Geessink, Waitoa</b>
<b>Richard Baxter, Palmerston North</b>	<b>Lance &amp; Katherine Gillespie, Apiti</b>
<b>Rob &amp; Adrienne Carswell, Whangarei</b>	<b>Andrew &amp; Liisa Hamilton, Waiuku</b>
<b>Cloverdale Holdings (Andy &amp; Nicky Watt), Ashburton</b>	<b>Brendon &amp; Rochelle O'Leary, Hamilton</b>
<b>Con &amp; Tracey Crowley, Kaponga</b>	<b>Stephen, Judith, Darren &amp; Julie Osborne, Waitoa</b>
<b>John &amp; Robyn Faulkner, Culverden</b>	<b>Preston Farms Partnership (Lyll &amp; Garth Preston), Ruawai</b>
<b>Dave &amp; Sue Forsythe, Te Awamutu</b>	

MC for the night is **Kevin Hart**, a well known radio sports commentator, and Analyst with AmBreed

- 5.00 pm Pre-dinner drinks and Registration
- 6.00 pm **Kevin Hart, MC** – Introductions
- 6.10 pm **Colin Holmes, Head Judge** – “Overview of judging, entrants & competition”
- 6.20 pm Presentation of the Regional Awards
- 7.10 pm Mains
- 7.50 pm **David McPhail** – *one of New Zealand's best known TV comedians, and the 'other half' of McPhail and Gadsby*  
David is an icon in NZ entertainment. In addition to his renowned comedic talent, he is also one of NZ's finest actors. For the past 20 years, David has written and appeared in a wide variety of New Zealand television programmes.
- 8:40 pm Presentation of the Farm Systems, Most Improved and Supreme Awards
- 9.10 pm Dessert, drinks & socialising
- 10.30pm Bus leaves to take finalists to Hillside, Huntly



**Awards Dinner: Singles: \$80 plus GST Couples: \$150 plus GST**

**Seminar: Singles: \$75 plus GST Couples: \$140 plus GST**

**Seminar & Awards: Singles \$145 plus GST Couples: \$280 plus GST**

**DAIRY BUSINESS OF THE YEAR SEMINAR & AWARDS**

**Registration Form**  
**Wednesday 6<sup>th</sup> May 2009**  
**Novotel Tainui, Hamilton**



Registration Deadline: 29<sup>th</sup> April 2009

Surname: \_\_\_\_\_ First Name (for name tag): \_\_\_\_\_

Surname (Spouse/Partner): \_\_\_\_\_ First Name (for name tag): \_\_\_\_\_

Postal address: \_\_\_\_\_

Phone : \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

	Unit price	No. Tickets	Amount Due
Seminar Only - Single	<b>\$84.38</b> (\$75+GST)		
Seminar Only - Double	<b>\$157.50</b> (\$140+GST)		
Awards Dinner Only - Single	<b>\$90.00</b> (\$80+GST)		
Awards Dinner Only - Double	<b>\$168.75</b> (\$150+GST)		
Seminar + Awards Dinner - Single	<b>\$163.13</b> (\$145+GST)		
Seminar + Awards Dinner - Double	<b>\$315.00</b> (\$280+GST)		
		<b>TOTAL</b>	

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

Return to: Dairy Business of the Year, PO Box 370, Te Awamutu 3840  
Please include full payment with registration. Cheques payable to: "New Zealand Dairy Business of the Year Ltd" OR pay by Direct Debit to A/c No. 020440-0041658-00  
*Cancellation Fee may apply*

**Registration Deadline: 29<sup>th</sup> April 2009**

