

Providing value and security to our members

Dairy Farmers Milk Co-operative is a true co-operative – it's farmers helping farmers. We represent over 350 members from more than 250 farms in Queensland, New South Wales, Victoria and South Australia.

Together we supply over 270 million litres of milk every year to Lion Dairy & Drinks in a long-term partnership which provides a quality product to Lion and security to our members.

DFMC has proudly represented dairy farmers since 1900. Our core purpose is to look after our members by providing value, security and guidance to enable them to maintain and grow their dairy businesses, while delivering a high quality, nutritious product.

Our co-operative



350

Members



4

States



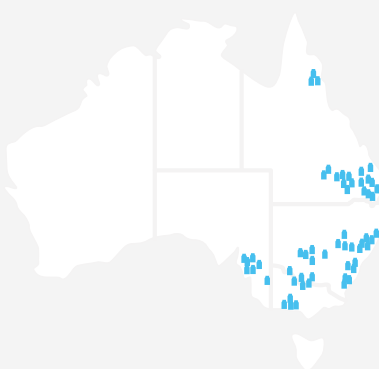
270

Million litres of milk



10

Years as DFMC



From Malanda in Queensland to Nowra in New South Wales and Murray Bridge in South Australia our co-operative of farms covers the length and breadth of Australia's eastern seaboard.

How we work

DFMC is farmer-run and farmer-owned, bringing together milk, capital and members to provide better outcomes for dairy farmers and manufacturers.

Our eight-member board consists of seven dairy farmers and one independent director with expertise in finance and business management.

The Ward Representative Advisory Council (WRAC) is a consultative panel made up of 14 DFMC members. They act as a sounding board on policy and strategy to help drive the co-operative forward.

As a co-operative, we use our members' collective milk volume, capital and membership to:

- Negotiate competitive pricing at the farmgate
- Maintain a milk policy to ensure high quality product
- Manage our members' collective milk supply
- Support dairy farmers' personal and business development
- Provide financial loans to members struck by drought or disaster
- Address the needs and concerns of farmers from all regions

The co-operative actively promotes best farm practices and animal welfare, and works hard to ensure there is a sustainable and thriving Australian dairy industry.

Meet our members



Mincha West
Victoria



Happy, healthy, productive cows: a triple win for dairying



The Quinn family



Herd size 500



Hectares 1400

Happy cows are healthy cows, and healthy cows in turn produce the highest possible calibre of milk, according to Pat, Michelle, Gregory and Erika Quinn.

The Quinns farm just over 1400 hectares at Mincha West, half an hour's drive due south of the Murray River in northern Victoria, with a 500-head mixed Friesian-Jersey milking herd. They signed on as suppliers to DFMC in 2007.

"We chose DFMC predominantly for the security it was offering," says Pat.

Up to 20,000 litres of milk from the Quinn farm is collected every day in peak periods, or every second day when volumes are slightly lower, and trucked by refrigerated tanker to Lion's processing plants in Melbourne or Sydney. Within hours of leaving Mincha West it appears on retail shelves under brand names including Dairy Farmers, Pura, Farmers Union, Big M and Dare.

In their dairy business, the Quinns prioritise animal welfare and caring for the natural environment.

"We also keep a close eye on our own health and on occupational health and safety," Pat says.

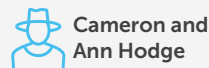
Read the full story at www.DFMC.org.au



Cohuna
Victoria



Fair milk prices lead to dairy innovation



Cameron and Ann Hodge



Herd size 450



Hectares 260

Monitoring burping cows may not be everyone's idea of a day well spent, but for Victorian dairy farmers Cameron and Ann Hodge knowing how often their cows are ruminating and the status of their fertility through smart cow collars is leading to good outcomes for their business.

Cameron and Ann Hodge have been dairying for 18 years. They run a 450 cow herd — 90% Friesian and 10% Jersey — on 260 hectares at Cohuna in Northern Victoria.

For the last nine years, they have been members of DFMC. Cameron is also a director of the co-operative. He attributes the capacity to adopt new technologies such as the collars to their DFMC membership.

"DFMC members in this region — northern Victoria — have typically enjoyed a one or two cent per litre price advantage over competitors in the last few years," says Cameron.

"Having a greater farmgate income has certainly paved the way for new opportunities to be incorporated into our business."

Aside from the collars, the Hodges have been able to adopt or explore a range of other technologies such as the use of sexed semen to reduce the number of bull calves born; ear tags and an in-shed dairy management program that records every detail of every cow; an automated milking parlour requiring only one person to operate it; establishment of over 15 kilometres of tree belts for shade and environmental benefits; automated teat and milk cup sanitation system (reducing mastitis by 50–60%); and one that most dairies now have that is simple but a life-saver — automated drafting gates.

Read the full story at www.DFMC.org.au

Security for members



We stand for fair and competitive milk prices that will provide value and security for our dairy farmers.

The security of our farmers translates to a secure milk supply for our partners.

A fair milk price grants confidence and resources to our farmers opening the doors for investment, innovation and improvements on the farm. Through competitive pricing we can guarantee a high-quality product that will meet the rising expectations of consumers.

Contact us

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