



MOCOSA

MAGAZINE

Marcus Oldham College Old Students Association

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Principal's Perspective

There has been a lot of coverage in the media over recent months on the possible future for agriculture, and food production in particular. Much of this excitement is realistically driven by an increasing world population, concerns for food security and the supply chain reliability from paddock to plate.

Farming is and will continue to be a complex business and the leading producers of the future will be those who are at the forefront of technologies and who can analyse, adopt and implement the latest scientific practices into their food production systems. Productivity growth is central to the performance

and international competitiveness of our rural sector. But the biggest productivity impediment to the future for Australian agriculture will be developing sufficient numbers of people with the required skill sets to produce the food to satisfy and to meet these potential export opportunities.

Production in the agriculture sector is at risk of being severely inhibited by an undersupply of appropriately skilled labour if no action is taken. A shortage of labour in all categories, from unskilled rural workers through to highly developed managers is predicted and will inhibit economic growth for agriculture.

There are enormous challenges ahead to attract young people to agriculture, and to ensure that we don't just replace the skills and knowledge lost as current workers retire, but that we increase those skills and knowledge and rejuvenate the vibrancy of agriculture. We need to clearly show young people that agriculture provides enormous professional and business opportunity, and that a vibrant and productive agricultural industry is the only way we are going to feed a growing population in a reliable way. To maximize these business opportunities and secure the food for our populations requires skills, knowledge and well planned effective education and training.

A lot of the education and training undertaken in the rural sector has traditionally been on-the-job with participation in formal education well below the national average for all other sectors. The rural sector in Australia is notable for its low levels of post-secondary qualified workers.

Marcus Oldham students are clearly in the box seat and have the strategic advantage.

The agricultural sector has a much higher proportion of its workforce without post-school qualifications than occurs in the national workforce. Evidence, however, overwhelmingly indicates

that levels of education are directly linked to increased levels of productivity. Productivity Commission reports have identified that a key source of productivity growth in Australian agriculture has been the generation and adoption of new knowledge or technologies. Productivity growth has come about as farmers have made better use of available technologies and management practices with this knowledge typically obtained in a formal learning context.

Although all skill levels are in short supply, where the rural sector needs to take action and develop much higher skill levels in order to take full advantage of growing world opportunities, is in the higher level education areas – at the farm manager's level. High performing agricultural managers need to make complex decisions and be able to profit during challenging times. Many skills can be learnt on the job, but the development of the high level cognitive thinking needed for sophisticated management decision making is best learnt off farm in a tertiary setting.

The rural sector values practical skills and experience and this is a prerequisite for most farming operations. Value adding to the skill set through education becomes the challenge for those wishing to move up the career path in agriculture and associated industries.

To competently manage the complexities of business, both now and into the future, will require our agricultural leaders to deal with a myriad of issues and challenges. Rest assured – the rewards are there for new entrants who are prepared to acquire solid practical skills and experience, complemented and supported by tertiary qualifications. Marcus Oldham students are clearly in the box seat and have the strategic advantage. They have invested in their future, and that investment in education will pay dividends for many years to come.

Dr Simon Livingstone
Principal

For You to Enjoy

Principal's Perspective.....	2
From the President's Desk.....	3
Marcus Minds.....	3
James Maclean.....	4
Grant Archer.....	6
Graduate of Excellence.....	7
Rachel Watts.....	8
Field Days and Equine Events.....	9
Peter Nilon.....	10
Lucinda Green MBE.....	11
David Palmer.....	12
Imported Ag Disease Risk is Real	13
David King.....	14
Will Gurry.....	17
The Centre.....	18-20
Adrian Kennelly.....	21
Marie Kukawski.....	22
Graduation 2013.....	24-25
Campus Columns.....	26-28
Foundation News.....	29-32
Editor's Memo.....	32
Leadership Program.....	33-34
Scholarship Program.....	35
The Network.....	36-38
Need to Contact Someone?.....	39



From the President's Desk

and will be formally referred to as the "Recreational Hub". Like Big Kev said, "I'M EXCITED!"

Many people share in this enthusiasm. We have had some really positive feedback and support from current and past students, College staff and Council and the Foundation. It strikes me how much passion is being displayed about the "Hub" and I think it displays how important it is to have such a facility where our students not only have a place to let their hair down, but also a formal area to maintain fitness and blow off steam. Personally, I see this development being just as important as that of the lecture rooms and maybe more than the modernization of the hostel. "Let the works BEGIN!"

Can I remind you all that the strength the College is able to build on, is primarily based on the strength of its graduates. The skills learnt at Marcus when transferred into given fields of industry, "fly the flag" for our College. You may not be aware, but the skills you display on a daily basis may well have helped a young student in your area decide that Marcus was also the path for them. Over the years we have relied on various ways to attract new students, but we always find ourselves back where we started – word of mouth! It's tried and trusted, and it works.

With this in mind, I ask you to think if there are any young ladies or gents in your area who should come down to Marcus. A new introductory program (this will be its third year) called Marcus Minds is a free weekend held at Marcus as a taste test for prospective students. The weekend has proved to be very popular as the conversion rate from attendees to students is very high. This year's Marcus Minds is set for the 20th to 22nd of June and again, it's totally free.

Remember a few years ago the MOCOSA Executive launched a program dubbed "Call a Marcus Mate"? The message we hoped to convey was that it doesn't take a lot of time or effort to call a mate to see how things are going. The feedback I received during that initiative was extremely positive, and I would like to thank the many who did help out and call your mate. As our industry continues to be tested by climatic conditions, there is no reason to confront issues on your own or allow a mate to feel alone. The Alumni network is strong and we all know that there's nothing like a good old chat to off-load a weight on the shoulders, so pick up a handy phone and connect with your mates. Thank you.

Good luck with your projects.

James P Bufton FM 94
MOCOSA President

In the previous issue of MOCOSA I outlined the plans for the new Social Room for students, staff and our guests. Well... this is no longer the case! The Social Room is off the agenda!

Instead, I am delighted to inform you that due to the fantastic support of past students, College friends and an enormous effort by our Foundation, we are looking to expand the facility to incorporate a gym area, a tennis court, a basketball/netball/tennis court and a beach volleyball pit!!!

We will design the area so students can enjoy relaxing on grassed berms while watching their mates do battle on the courts. The whole facility will be developed over time,

Marcus Minds

A free weekend for a taste of Marcus

A popular initiative, the Marcus Minds Weekend is attracting interest across Australia from people keen to study at Marcus Oldham but not quite sure what it's all about.

This no-cost weekend offers the opportunity to experience Marcus first-hand. Participants attend mini-lectures, learn from keynote speakers, interact with graduates and enjoy a study tour and social activities. Accommodation is in the on-campus Student Residences.

**The 2014 Marcus Minds Weekend is
6pm Friday 20th to 1pm Sunday June 22nd**

Participants must be 18 years of age. Details of the weekend schedule, additional information and reservations are online at www.marcusminds.com.au.

For more information on Marcus Oldham courses and scholarship programs check the Marcus Oldham website www.marcusoldham.vic.edu.au



www.facebook.com/MarcusOldhamCollege



James Maclean *Farm Business Management 1994*

Partnerships drive Allied Beef growth



The Editor acknowledges the contribution by James Nason and www.beefcentral.com

One of the largest individual producers and marketers of cattle in Australia is not a pastoral company, and nor does it own a single acre of cattle producing land.

In the past seven years Allied Beef has grown to market some 80,000 cattle a year, positioning it in volume terms, among some of Australia's largest corporate cattle producers.

Yet unlike the pastoral giants, Allied Beef doesn't own a vast network of northern breeding and growing stations. Rather, it has grown to its current scale by forming partnerships with more than 40 family-sized farming operations throughout Queensland and New South Wales.

Allied Beef is a beef cattle supply chain that aims to provide family sized cattle producers with the benefits of being part of a larger scale operation, and to give feedlot and processing customers a reliable and continuous supply of high performing cattle.

Allied Beef typically stocks partnering properties with its own cattle, but in recent years has also increased volume by coordinating

the supply of cattle from other benchmarked producers to fit with its marketing program.

Company founder and principal, James Maclean's background has equipped him with a unique understanding of the entire beef supply chain.

He was raised on a family cattle breeding and lot feeding operation on Queensland's Darling Downs, which was also involved in processing and beef exporting. He then studied at Marcus Oldham College in Victoria before gaining professional experience with companies such as the Queensland Rural Adjustment Authority, Meat & Livestock Australia and Mort & Co.

He conceived the Allied Beef model to solve what he identified as one of the major problems facing the beef industry in its efforts to provide a consistent supply of quality beef to customers – its highly fragmented production base.

While significant consolidation has occurred in the feedlot and processing sectors in recent decades, production remains highly disjointed, dominated by some 60,000 family-sized farms nationally, each producing around 300 cattle on average, often for different market categories and at different times of the year.

In launching Allied Beef in 2007, James' aim was to create a supply chain based upon mutually-beneficial partnerships with producers to generate scale of production, while giving lot feeders and processors access to a smoother, more consistent supply of cattle produced in accordance with their specific requirements.

"If you're making a decision for cash flow, you're not optimising or maximising the potential earning that a resource has."

At a recent AgShow breakfast in Toowoomba hosted by the Rural Press Club of Queensland, James outlined how the Allied Beef model

aims to help each sector of the chain.

Working collectively

James pointed out that in most family farming situations, the need to generate cash flow dictates at least 60 to 70 percent of decision making. "If you're making a decision for cash flow, you're not optimising or maximising the potential earning that a resource has," he explained.

"What we tried to do with our model is to move the cash flow out of the family farming situation and to look at ways to maximise the resource to produce more beef and to maximise the earning potential to produce on farm. At the end of the day that makes the pie a lot bigger, which hopefully means Allied Beef is sustainable, and more importantly, the property partners that we work with are better off financially and have a more sustainable business. "When you work as a group you bring a lot of efficiencies to your business, you lower your cost."

James said Allied Beef works closely with partner producers to ascertain the productive capacity of their properties and to identify the time of year each property is productive. It then overlays a cattle program designed to produce the most amount of beef for that producer.

"With us owning the cattle on a family farm, the cashflow certainly improves drastically. That helps to remove the cash flow decision making process from a beef production enterprise, and it lets the landowner focus 100 percent on their core business," he said.

Contract production and the concept of producers joining forces to add scale is far from new, but the difference between the Allied Beef approach and what has gone before is that Allied Beef 'did not have a different agenda' to its producer partners.

continued on page 5

James Maclean
continued from page 4

James said, "Historically, contract production or contract backgrounding was done by lot feeders, whose core business was filling their feedlot. The time of the year it is most difficult to fill a feedlot is after rain, because cattle markets obviously go higher and nobody wants to sell cattle. So typically what happens is the beef producer has a property full of cattle, gets rain, and he is looking at all the kilograms he is about to put on, and the lot feeder says I want some of those cattle.

"I am not opposed to feedlots doing it, I think it is great for their business, but for an individual family farm, potentially seeing less stock on their property when it is at its most productive, does end up undermining the potential earning capacity of the property."

Four principles

In meeting the needs of customers – such as lot feeders and processors – James said Allied Beef was guided by four over-riding principles:

Specialisation: Specialisation had been the key to success in most industry sectors over the past 30 years, evidenced by the growth of major supermarkets and fast-food chains such as McDonalds. Allied Beef's focus was to specialise in beef cattle and the beef supply chain. "We don't want to sell a property, we don't want to sell

a car, we want to connect with parties along the beef supply chain from processing and lot feeders to breeders and ideally back down to genetics. That is where we aim to specialise, from our business model point of view."

Product leadership: "We want to know that the cattle we supply to our customers are the best cattle they get every day of the week. If we can continue to do that over time, that means we can get better arrangements with our customers, and it creates more value for them because our cattle are performing better."

Industry best efficiency: "We are in a commodity industry whether we like it or not, and we've got to be the lowest cost operator. The reason consolidation has been happening in processing and lot feeding is because a large feedlot is a lot more efficient than a small feedlot, as a general rule. So with Allied Beef we knew from day dot we had to have scale to keep our overhead cost structures spread across the number of cattle being produced. That was the business model – we had to get the production units up to lower our operating costs and try to be sustainable."

Customer focus: "Because we don't have enough cattle we can't supply all the customers we'd like to. However, with the customers we do a lot of business with, we certainly try to get behind the scenes and understand what they

want. It is about determining what the customer is going to do with that product in the feedlot, how many days it will go on feed for, what is the perfect weight of those cattle, what is the perfect time of the year for those cattle, so we can make sure our cattle are performing better for them."

James added that Allied Beef typically aimed to work at least one to two months out with all cattle turnoff to allow customers to plan ahead.

He predicted that in time most producers will become members of one or more dedicated supply chains, each built around customers such as Cargill, JBS, Nippon and Stockyard for example, with fewer and fewer producers working in the spot market. In those supply chain arrangements there will be animal welfare, health, and vaccination policies as key criteria. They're the things that I believe will become the norm in the beef industry as we try and meet a consumer's consistent demand for beef on a 12 month basis."

Invoking the sporting maxim that 'a team of champions will always get beaten by a champion team', James said producers had far more to gain by working collectively. "That is the primary objective of Allied Beef, to aggregate scale and to meet a customer's demand."

jmaclean@alliedbeef.com.au

If you aspire to be a motivated, business-minded industry leader who will excel both domestically and globally, select Marcus Oldham as your first-choice place of higher education.

Our undergraduate and postgraduate studies will provide you with first-hand industry knowledge, business management skills, global opportunities and market leading entrepreneurship to ensure you are professionally prepared and ready for business.

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Agriculture | Agribusiness | Equine Management



Grant Archer *Farm Management 1989*

Vats of awards for excellence in dairying



Successful Northern Tasmanian dairy farmers, Grant and Kim Archer, are involved in three large dairying operations. One property they own at Mella in the far north west of Tasmania is operated by 50:50 sharefarmers and milks 950 cows. Two other properties are located in the central north of Tasmania, at Cressy and Symons Plains. They are 50:50 sharefarmers and milk 880 and 990 cows respectively.

Grant and Kim had an exciting 2012 when they won the Australian Dairy Business of the Year Award, judged the winners of The Dairy Farmer of the Year 2012 in the Australian Farmer of the Year Awards and were also winners of The Weekly Times 2012 Dairy Farmer of the Year.

In December 2013 Grant and Kim, using the equity gained from their

doubling of cow numbers in six years, purchased their own 125ha dairy property. This season they are leasing the previous owner's herd but next season, with the Cressy operation no longer being sharefarmed, they will stock the farm with their own cows and also have 550 cows to sell.

Further development in January 2014 saw the purchase of a 134ha grazing property over the river from their initial purchase. With a brand new bridge linking the two properties and extensive capital development, their plan is to milk 570 cows on the property next season.

Offering an opportunity to put their mark on it, major developments on the new property will include improving drainage, upgrading of the dairy, housing and sheds, increasing soil fertility, farm layout and irrigation development. They also have plans to build a new dairy late this year which will lift cow

numbers to 750 in the 2015/2016 season.

Grant and Kim attribute a lot of their success and business growth to their team of staff, and especially their sharefarmers at Mella and senior staff on their other three properties.

Grant's farming philosophies are to keep things as simple as possible - a philosophy which has really helped them being able to repeat practices on a number of properties. He also has a relatively low cost of production due to a high proportion of pasture in his herds' diets, a calving pattern, and feed requirements designed to follow the pasture growth curve.

Their decision to begin crossbreeding in the late 90's has allowed them to remain as seasonal spring calving herds due to the high fertility of their cows.

Grant benchmarks his farms annually - a key feedback to ascertain how his farms are performing. Not only an indicator of performance, benchmarking allows him to see which areas need improving to maintain high performance.

Not afraid to take on new technologies and practices, which has also been a key to their development, Grant and Kim have been early adopters of milking three times in two days, crossbreeding, using leaf stage, and developing farm business groups.

Studying at Marcus Oldham has been pivotal to Grant's business success. Although a small proportion of the course then involved dairy production, the strong business focus of the course provided him with the skills to move forward. The gross margins, case studies, computer skills and farm tours were the key components of an excellent educational experience. Grant is very pleased to see the continued expansion of Marcus Oldham and allowing it to become the pre-eminent educational facility for farmers and farm managers in Australia.

activedairies@bigpond.com

Graduate of Excellence

Rob Egerton-Warburton *Farm Business Management 1994*

Winner Rural Leader of the Year 2012

Finalist Farmer of the Year 2012

Nuffield Scholar 2010

Rob Egerton-Warburton farms with wife, Jennifer, at Kojonup, Western Australia. The farm business produces wheat, canola, barley, sheep and, by diversifying, the production of commercial wildflower seed for retail markets.

Rob firmly believes that younger farmers who have drive, ambition and vision need to be in leadership positions directing the future of agriculture. For too long the vision and direction has been dictated by those exiting agriculture rather than those at the peak of their productive performance.

Examples of his involvement outside the farm gate include:

Board Member for the WA Sustainable Grazing on Saline Lands (SGSL) Producer Network; Member on the Merinotech Board; Member on the National Board of the Sheep CRC.

Rob researched and pioneered the idea for the use of grazing cereals, and conducted on-property trials. He then relayed the information to farmers at field days, workshops and conferences nationwide, to possibly revolutionise the way farmers can bridge the feed supply gap. He also started a cropping group to incorporate research bodies such as CSIRO.

He conceived and instigated the idea behind 'Southern DIRT', a regional body providing information for farmers in high rainfall areas in the Great Southern region.

Realising awards can help to put the issues he is passionate about on the map and raise awareness where it is needed, Rob is not motivated by being in the limelight. However, his farming practices have received substantial recognition and include:



Rob and Jennifer Egerton-Warburton

finalist in the Great Southern Development Commission's Medal for Excellence in Natural Resource Management (2009), winner of the Western Australian Natural Resource Management Primary Producer Award, and a National Finalist in the Landcare Primary Producer of the Year Award in Canberra in late 2010.

Rob has shown an industrious ability to convey the right positive message to farmers and peers, and as such is constantly asked to speak at meetings and appearing regularly in rural state-wide papers

and radio programs such as the ABC's Country Hour.

He contributes to a monthly blog for the ABC portal and enjoys writing a regular monthly column in the British 'Farmer's Weekly' providing insights from an Australian farmer's perspective to the international community

korellup@bigpond.com

Editor's Note: Rob Egerton-Warburton's full story is available in the January 2013 MOCOSA available in the Alumni section on the Marcus Oldham website - Graduate Magazine.

Rachel Watts *Horse Business Management 2005*

Behind every good rider is a good groom

Hard work and a passion for a professional career in the equine industry has taken Rachel Watts from Kyneton in Victoria to England, Germany, Ireland, France, The Netherlands and...well, that's it, to date.

Winner of the Australian Equine Scholarship to study Horse Business Management in 2005 at Marcus Oldham, Rachel graduated with Distinction and the Mavis Wardell Award for Outstanding Contribution to Horse Business Management. She then embarked on an adventurous career.

After twelve months of working in the Geelong region for Nick Roe (Elite equestrian, Licensed Thoroughbred trainer and Marcus Oldham Lecturer), she headed north to Werombi, New South Wales to further her experience at Bimbadeen Park. Bimbadeen is owned by Shane (London Olympian) and Niki Rose. With 120 horses on the property, Rachel was fully involved in the business of pre-training and breaking Thoroughbreds as well as a team of eventing horses.

Elite Australian equestrians must travel to compete at high levels and the European circuit is a major destination. Whenever Shane went away, Rachel managed the property and business including communicating with owners, trainers and clients.

Shane competed in the World Equestrian Games in 2006, in Aachen, Germany and at the Burghley Four Star in England. He also made the team for the 2008 Beijing Olympics and won a Team Silver Medal. Chosen for the 2012 Olympic team Shane had to withdraw as his horse went lame the week before competing.

Rachel was employed at Bimbadeen for six years and in that time she competed her own horses and happily had a little business selling on some lovely horses.

Bimbadeen has broken and pre-trained horses such as *Streama*,



Groom, Rachel Watts, with Holstein Park Leilani after winning the CIC Three Star in Aachen Germany ridden by Chris Burton.

Fiveandahalfstar, Decision Time, Bradbury's Luck, Bentley Biscuit and Racing To Win.

Marcus education allowed Rachel to turn a hobby into a career.

A move to England to discover and learn more about the UK and European eventing circuits beckoned and in 2013 Rachel landed in England. She started work as a Yard Manager and Travelling Groom for Chris Burton. Queensland born (Toowoomba), Chris is an Australian equestrian eventing competitor.

This position opens a new and fascinating world for Rachel, as Chris competes at the major competitions on the Australian,

British and European Eventing circuits. His many career highlights include riding for Australia at the London Olympics in 2012, winning Aachen in Germany in 2012 on *Underdiscussion*, and in 2013 Chris' successes included winning Aachen for the second year running, on *Holstein Park Leilani*.

Rachel said it is a fantastic opportunity to be involved in equestrian sports at the highest level. Working amongst the Australian team, being exposed to learning the management side of things and also liaising with the veterinary team is adding skills and knowledge which will continue to benefit her as her career escalates.

continued on page 9

Rachel Watts
continued from page 8

There is no doubt, Rachel said, that her Marcus education allowed her to turn a hobby into a career and travel the world. It gave her the ability to feel comfortable walking into a large business and a management role straight away. "I felt I was ready to deal with clients and handle the most stressful situations."

As she builds her career, Rachel values the support and guidance given by Nick Roe. "Nick is extremely knowledgeable and is always willing to give advice."

rachel_watts86@hotmail.com

Editor's Note: Shane Rose is one of several elite equestrians who conduct Riding Clinics at Marcus Oldham from time to time.



Rachel Watts competing on Final Avienne or "Shane" owned by Nick and Karmina Roe.

Field Days, Equine Events and Career Expos 2014

The Marcus Road Show has been travelling around already this year: We were seen at the Angus Rural Youth at Toowoomba in January, the Wimmera Machinery Field Days at Horsham Vic, South East Field Days at Lucindale SA, and Farm World at Warragul Vic.

During the year if you are attending any of these events, please stop by the Marcus site and catch up. It's always great to see our graduates, parents and friends. Bring or send along someone you think should come to Marcus for their education and we can chat about their career options.

May 1 - 3	Agfest	Launceston TAS
May 6 - 8	Regional Careers Expos at Forbes, Dubbo & Bathurst	
June 5	Regional Career Expo at Farrer High	Tamworth NSW
June 6 - 9	Melbourne Three Day Event	Werribee VIC
June 18	My Life, My Career Expo	Ballarat VIC
June 24	Wimmera/Southern Mallee Careers	Horsham VIC
July 28	Toowoomba Chronicle Careers Expo	Toowoomba QLD
August 4 - 5	Sheepvention	Hamilton VIC
August 12 - 14	Eyre Peninsula Field Days	Cleve SA
August 19 - 21	Agquip Field Days	Gunnedah NSW
August 27 - 28	Dowerin Field Days	WA
September 3 - 4	Newdegate Machinery Field Days	WA
September 9 - 10	Westech Field Days	Barcaldine QLD
September 23 - 25	Henty Machinery Field Days	NSW
October 7 - 9	Elmore Field Days	VIC
November 13 - 16	International Three Day Event	Adelaide SA
November 20 - 23	Equitana	Melbourne VIC
December	Saddleworld Dressage Festival	Werribee VIC

Agriculture | Agribusiness | Equine Management | Postgraduate



Lighthouse Olive Mill Shop

Marcus Oldham's Lighthouse Olive Grove on the Prudence Myer Campus situated near Drysdale on the Bellarine Peninsula continues to produce high quality extra virgin olive oils. Such is their quality that awards were, once again, received at the 2013 Melbourne Fine Food Awards.

High production standards are maintained by processing the varieties of olives at the plant on the property. Strict quality control results in a tantalising array of Extra Virgin Olive Oils and Citrus Oils.

To help you choose your favourite oils, tastings of mild to robust styles are available from the Lighthouse Olive Mill Shop located beneath the Café and Gallery. Browse through the range of oils, local wines, and gift items, and then relax by wandering through the Kalamata olive trees with a view across the water to historic Queenscliff.

For online purchases:
www.lighthouseoliveoil.com.au

648 Andersons Road.
Drysdale, Vic 3222.

Phone 5251 1100.

admin@lighthouseoliveoil.com.au

Peter Nilon *Farm Management 1989*

The power of a crumpled and faded Marcus Oldham brochure

This story starts in 1980 at a typical country boarding school in southern NSW. During that year a gentleman called Graham McConnell spoke to the Senior Class about a career in agriculture via a College called Marcus Oldham at a place called Geelong. Peter Nilon didn't know him, or the college or where Geelong was, but for some reason, Peter took a blue brochure after listening to Graham, and went on his way.

For the next several years Peter carried that brochure in his swag across NW Queensland and the Northern Territory. In September 1986 he found himself in Camooweal on the Queensland-Northern Territory border, meeting a series of road trains on their way to load store bullocks from King Ranch, and heading into the channel country for Stanbroke Pastoral Company. Having camped on the Georgina River the night before, he went to the Roadhouse to get a feed. For reasons he still can't truly explain, Peter took out the now crumpled and faded Marcus Oldham College brochure and called the office number on the only phone in town.

February 1987 found Peter Nilon at Marcus Oldham College!

Marcus Oldham teaches students to be a good farmer and business person - but how good? Peter says that's up to the individual. But it also teaches more - how to think. Peter advises that if you leave College with the foundation of that precious gift you'll do well under whatever definition you wish to apply to success.

During the College years, he was (and remains) eternally grateful to all the industry people who gave their time to talk to the students. Since 1990 Peter's had the privilege of talking to every Farm Management Year Group in some



capacity and considers it as much a part of his education, as that of the students.

After graduating, Peter spent the next eight years in typical farm management roles in the Western District of Victoria and the south east of South Australia.

In 1996 he was interviewed by **Graeme Burnham (FM 73)** and appointed by **Alan Schmidt (FM 75)** to the management role at Werribee Agriculture, where he would spend the next 14 years. It was a fascinating business to be involved in. With the support of many people who went before him and laid the foundation, as well as a dedicated management team and staff, they built the business to 8,000 cows, backgrounding 15,000 steers a year with a sheep operation that had a 3,000 bale wool clip and 30,000 prime lambs per year. After handing the business over to the next group of leaders Peter learnt another priceless lesson. *"Everything is transient and the organisation will do just fine without you"*.

Joining Hassad Australia In 2011, which was setting up in Australia, Peter was given an initial operational heartbeat by **Steve Francis (FM 88)** with whom he had graduated. Steve and the Bydand Group finished their contract with Hassad in late 2012 and since then the embryonic company has grown to have a national foot print with fourteen locations. (www.hassad.com.au)

The business focus is grains and sheep with an export leaning towards the Middle East where the parent company is domiciled. Being part of a group setting up a business from scratch is exciting and frustrating in equal measures on any given day. There are two things that Peter believes are corner stones of the Hassad approach.

Firstly, the commitment to buy as many local goods and services as possible thereby making a contribution to the communities in which the property staff and their families reside. Secondly, the commitment to young people in the industry. Whilst there is not a formally structured Jackaroo/Jillaroo program there are a number of employed young men and women getting their first experience in agriculture as a career.

Additionally, there is the two year structured graduate program where a small number of young graduates are provided with four by six monthly rotations across the full national operations of the business. Hassad, as a corporate entity, acknowledges its responsibility to play its role in attracting young people into the agricultural industry. From his perspective, Peter says it's one of the special features of the Group.

Having just turned 50, and with enough grey hair to, at least, give the appearance of maturity, Peter has his "list of learnings" that he

continued on page 11

Lucinda Green MBE

Britain's Olympian and World Champion Horsewoman at Marcus Oldham

Lucinda Green MBE has an unmatched history of successes that command global respect in the world of eventing. In February this year, Lucinda presented a two-day clinic organised by Marcus Oldham.

The equestrian students studying the one-year Diploma of Equine Management Program were totally absorbed in her lessons and truly appreciated this rare opportunity to be coached by the very best.



Above: Lucinda instructing Georgie Hallewell, Geraldton WA, Dr Ruth Elphinstone (Lecturer), Nicolle Harley, Upper Beaconsfield Vic

Top right: Lucinda with Equine Management students Alia Nazri, Malaysia and Chloe Palmer, Karratha WA

Right: Advising Jane Wilcox, Glenhaven NSW, recipient of the Virbac Animal Health Equine Management Scholarship

Photographs Courtesy Ute Raabe, The Horse Magazine



Peter Nilon

continued from page 10

endeavours to follow in his work and personal time. (He said, "I probably fail each of these ideals every day – but I always try.")

Treat people with decency and respect: You are always in control of your own behaviour. When you treat people decently, you bring authority to your decisions – even difficult ones because they come from the basis of being reasonable.

HR is hard work: Anyone who says this 'people stuff' is easy, either isn't (or shouldn't) be doing it. Making difficult decisions about people is hard, uncomfortable work – it's meant to be. Otherwise known as empathy.

Learn to talk last: When you talk last, by default you learn to listen first. I fail this test almost every day.

Genuinely listening to people is one of the most powerful management strategies you'll ever possess.

Success and simplicity are allies: If your business plan doesn't fundamentally work on the back of an envelope, don't bother spreadsheeting it. Revise your plan and get another envelope.

Data and judgement must counter-balance each other: Data is wonderful stuff, but it's just numbers and information. Management is the skill of bringing judgement to weigh and test the data. When data and judgement are operating in isolation you're running a very high risk commercial strategy.

Be resilient: Life isn't always fair and people will say unkind, hurtful and downright false things about you. Sometimes you have to defend your position, but in most instances

don't waste time on being vengeful or having to have the last word. Take a deep breath, get over it and get on with it.

Attitude and commitment: Appoint young people on the basis of their willingness to roll out of the swag and present for work on time each day (attitude) and desire to be part of the team and play their role (commitment). You can teach them the rest.

Let mistakes happen: When the value of the learning exceeds the cost of the mistake, let it happen. It's the cheapest form of training – learning by consequence. Your job as a manager is to stop mistakes that are catastrophic for the business or the well-being of the people. Beyond that be forgiving, and put your energy into learning.

peter.nilon@hassad.com

David Palmer *Farm Management 1972*

Chairman of Livestock BioSecurity Network

We all play a part in biosecurity and it starts at the farm gate



The Livestock Biosecurity Network was established nationally in 2013 by three peak industry councils; the Sheepmeat Council of Australia, the Cattle Council of Australia and Wool Producers Australia.

The councils pooled \$5 million to fund the initiative for an initial three years using producer transaction levies, in response to industry concerns about the possible impact of diseases and pests on the farming economy.

Diseases and pests pose a potentially serious economic threat to Australia's multi-billion dollar livestock industry. Being informed and prepared and having an appreciation of biosecurity risk are seen as paramount for Australia's livestock industry.

We now have a central office established in Canberra and Regional Officers are working in all states and territories, where they are building networks of public/private partnerships. This will facilitate the delivery of information about the biosecurity threat to sustainable farming and livestock health and welfare.

The network is designed to support all jurisdictions by enhancing regional industry capability in the event of an Emergency Animal Disease (EAD) outbreak from exotic or endemic diseases.

Our efforts this year will be to engage strongly across the livestock sector in all states and territories. A key to this is our strong relations with state farming organisations in all jurisdictions. These established state networks allow us to work together to fashion messages to inform livestock producers.

The network is making strong progress with the livestock agency sector. Additionally, we are engaging with other livestock agencies, including Landmark, Elders and Ruralco, and will continue to work through the Australian Livestock and Property Agents Association (ALPA) and its networks to gain as much exposure as possible.

Our new website (www.lbn.org.au) now reflects many of the issues surrounding livestock biosecurity with links to state and territory biosecurity strategies and notifiable diseases. We have also joined social media with a Twitter account.

We propose to provide regular newsletters to inform our partners and stakeholders of our activities and to provide you with a national barometer of livestock biosecurity developments.

We are working to produce other important communications resources, including banners for public and industry events and branded folders to support our engagement with industry and government. A series of information flyers about livestock biosecurity is being prepared and will be made available as downloads from the LBN website.

State biosecurity strategies

Livestock biosecurity starts wherever livestock are located, on farms, in feedlots or production sheds, at showgrounds and racetracks, on small hobby blocks and in suburban backyards.

Governments and farming organisations in all states and territories acknowledge that managing biosecurity risk is a shared responsibility of government, industry, and the community. However, the specific strategies and policies of each jurisdiction are different and for this reason it is important to be aware of the approaches being taken in your own state or territory. In most cases the government has agencies specialising in biosecurity risk for the livestock industry.

Editor's Note: With the permission of David Palmer, the above information has been selected from the LBN January 2014 Newsletter to reproduce in MOCOSA.

Winston Churchill Memorial Trust

The Winston Churchill Memorial Trust was established in 1965 after the death of Sir Winston Churchill. The principal objective is to perpetuate and honour Sir Winston's memory by the awarding of Memorial Fellowships to be known as 'Churchill Fellowships'.

The Trust provides an opportunity for Australians to travel overseas to conduct research in their chosen field that is not readily available in Australia.

No prescribed qualifications are required in order to apply for a Churchill Fellowship. The subject of the proposed project is limitless provided a benefit to Australia is evident and a willingness to share the research findings with the Australian community is displayed.

Applications open 1st November 2014 for a 2015 Churchill Fellowship. www.churchilltrust.com.au

Imported Ag Disease Risk is Real

Dr Simon Livingstone, Principal of Marcus Oldham

Border protection and people smuggling activities are key concerns for many Australians. The media has successfully kept the community informed of these issues. The human welfare concerns associated with people drowning at sea and the interception of illegal drugs and firearms are a high priority to many.

But when it comes to the potential issue of animal and pest disease entering Australia via unauthorised boat arrivals, there has been little discussion and attention paid.

What is not discussed in any detail by politicians is the impact a disease outbreak would have on agriculture in this country.

History shows that Australia has been fortunate in avoiding many disease outbreaks which have crippled the economies of other nations.

What is not widely known is that the movement of people can cause diseases to spread from humans to animals.

Researchers from The Roslin Institute of the University of Edinburgh found that a strain of bacteria jumped from humans to chickens. It is believed to be the first clear evidence of bacterial pathogens crossing over from humans to animals and then spreading since animals were first domesticated. Dangers posed by

Asian citrus psyllid, citrus canker and foot and mouth disease are excluded through Australia's biosecurity operations. The Roslin Institute research, however, shows clearly the new dangers that can result from the movement of bacterial disease across borders as a feature of globalisation.

The Department of Agriculture, Fisheries and Forestry admits that a disease such as foot and mouth is highly contagious and would have severe consequences were it to be introduced into Australia.

The Department acknowledges there have been a number of outbreaks in foot and mouth disease free countries that have had large socio-economic impacts. It has been reported that the 2001 outbreak in the United Kingdom caused losses of more than £8 billion, approximately \$19 billion. While foot and mouth rarely infects humans, there is plenty of evidence that the disease can be carried on the clothes and skin of people who have been in infected areas.

So although it is unlikely that a foot and mouth disease infected human would bring the disease into Australia, there is a chance that without adequate quarantining, the disease could enter in foodstuffs brought in illegally, or on the clothes of people who arrive under the radar.

A 2011 ABARES update of a Productivity Commission report estimated that over a ten year

period there would be severe direct economic losses to the livestock and meat processing sector from an outbreak of foot and mouth disease in Australia. It is estimated that these losses could range from \$7.1 billion for a small three month outbreak, to \$16 billion for a large 12 month outbreak.

The Department of Agriculture states that Australia has a good track record of successfully dealing with outbreaks of disease in its animal populations, the most recent example being the large outbreak of equine influenza in 2007. However, the Department realizes that an outbreak of foot and mouth disease could have dimensions significantly greater than anything we have had to deal with in the past.

While Australia has excellent quarantine regulations and processes, and excellent immigration processes, these processes can be bypassed as people enter the country undetected and illegally. Because of the potentially devastating impacts a major disease outbreak could have, the issue of animal and pest disease prevention needs to be given some priority and public discussion in the context of illegal immigration.

A significant outbreak of animal or pest disease in this country would have a catastrophic impact on Australia's ability to capitalise on the predicted future agricultural boom and indeed our sectors long-term survival.

Nuffield Australia

Nuffield Farming Scholarships are open to Australian citizens who are engaged in farming or fishing as an owner, manager or an active member of a business in primary industries.

The objective is to increase practical farming knowledge and management skills and techniques generally. These scholarships give Australian citizens the opportunity to study farming practices in New Zealand, Europe, Asia and the Americas and those countries best suited to the scholar. They will also promote a closer understanding between farmers in the countries visited.

There must be an intention to remain in Australian primary production. Preferred age range is 28 to 40 years, although applicants outside this age bracket can be successful. Academic qualifications are not a prerequisite.

The 2015 round will open on 1st April 2014.

Further information:

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David King *Lecturer in Agricultural Engineering 1972 - 1982*

Plantations and pigs in the Philippines



can grow to harvestable size in eight-ten years in the Philippine environment – compare this to a 30 year cycle in Australia or NZ.

In the Philippine context, lessons learned from similar projects funded by the World Bank, Asian Development Bank and bilateral donors such as AusAID and NZAid suggested our business model must be community based, commercial, and inclusive. The model operates as a partnership between investors, landowners, and management. Titled land provides the legal basis for lease, harvesting and profit sharing agreements. This includes; smallholders with individual title, communal titles on indigenous land with a Certificate of Ancestral Domain Title (CADT) or a Community Based Forest Management (CBFM) group. Profits at harvest are shared 70:10:20.

Investor capital is used to: lease suitable land, contract the owners to prepare, plant, and maintain the plantation and pay GEA for management services. Management includes: identifying and securing land; creating, registering, training and advising a tree growers' organization and reporting and registering all plantations with Government. GEA also owns a clonal nursery for the

After graduating from Lincoln University in New Zealand, David King took a position as "didiman" in Papua New Guinea for three years before joining the lecturing team at Marcus Oldham. Thirty-five years later he has returned to a similar agricultural extension mode working with indigenous communities in upland Philippines. "The social lessons and rewards are enormous when one sees the positive changes developed in these communities through their own efforts."

Following ten years as Agricultural Engineering Lecturer at Marcus, I spent the next thirty plus years as a development assistance consultant in South East and Central Asia. Domiciled in the Philippines since 1991, I and four other Filipino professionals established GEA Timber Ventures in 2010 with the aim to establish plantation forests on degraded uplands of the Philippines.

Why plantation forests? Nationally, the upland areas support about 10 million people on about 10 million hectares of degraded forest and grassland. This follows from massive indigenous forest exploitation post Second World War, which, coupled

with weak management of logging leases, resulted in the opening up of the land to migrants who conduct slash and burn agriculture. For a country subjected to 20 or more typhoons annually, this has resulted in increased runoff leading to severe land degradation, silting of dams and flooding of lowland areas and urban centres.

Based on a 15 year research program by ACIAR, fast-growing commercial tree species such as *Eucalyptus* sp., *Gmelina* sp., and *Acacia* sp.



The Group

provision of genetically superior seedlings.

It is important to emphasize that **sequential planting is key to sustainability** and a plantation of 2000 hectares (about 250 hectares/year) gives sufficient scale for most communities to provide employment and income in perpetuity. Where the plantation consists of many smallholders it is necessary to include a livelihood program into the design.

Mining companies have become significant investment partners. The mining law of the Philippines requires reforestation as part of the environmental requirements for issuance of mining permits. Oceana Gold Philippines Inc., whose parent company is registered in Australia, has established an agroforestry group (OGSAI) to fund commercial forest plantations and associated

livelihood projects. GEA has been contracted to operate and manage the program.

OGSAI plans to plant 200 hectares per year to create a 2,000-hectare plantation over a period of ten years. At maturity, the 2,000 hectare plantation will comprise: 200 hectares of newly planted trees, 200 hectares being harvested and a balance of 1400 hectares of actively growing trees, sequestering about 20 tons of carbon/hectare/annum and stabilized land cover. This gives a viable sustainable forest, yielding approximately 60,000 cubic meters of timber each year, with a standing value of about A\$5 million/annum.

About 1000 hectares are contiguous but the balance is split amongst 250 smallholders. Discussion within the farmers'

organisation has led to a trial grazing native pigs under the trees as an additional income for those farmers who cannot plant sequentially. The breeding sows are penned near the houses and fed and maintained by the family members. At weaning the growers are grazed on legumes (arachai pinto and tricanthera), guinea grass and some yam based root crops. Electric fencing was imported to control grazing management. This is in the first year of operation with 90 participating farmers. Open grazing of livestock is not common in the Philippines so all farmers are on a learning curve. There is an increasing market for free range pork in Manila and the farmers are growing and fattening sufficient numbers to get a regular supply contract.

continued on page 16



Two year old Acacia mangium



Dibibi lady farmers



Native black gilts eat Tricanthera



GEA Christmas party for Aeta kids



Gemalina ramett garden ready for harvest

*David King
continued from page 15*

Critical to the whole process is an informed and active farmer association. Through the association, activities and programs can be ratified – much like a Landcare group in Australia. These include: land use plans, protection of remnant native forest, identifying community needs for livelihood projects and formalizing operating requirements for participating farmers. The group also begins to exert political pressure for amenities such as a meeting hall, abattoir, community training for processing and value adding to their pork.

2013 saw the first 100 hectares planted and the farmer group established. Typhoon Santi delayed planting in the latter part of 2013 so GEA plans to plant 300 hectares in 2014 and get the program back to the scheduled 200 hectares/year. We expect the pig program to grow in parallel with the forest – estimates suggest the current market will absorb 100 head/week. Negotiations with two additional mining companies if successful, will see a doubling of the plantations, and of great interest to GEA is a new venture for a double density planted plantation with the thinnings used as fuel for a 1 MW biomass power plant. After 30 years working in development assistance this program is turning into one of the most rewarding of my career.

David King
david.605@gmail.com

CBRE

CBRE Agribusiness

CBRE Agribusiness consists of a team of dedicated and experienced professionals who have been providing valuation and agency services across all states of Australia over the past 20 years.

The valuation team provides independent objective valuations by combining the knowledge from our internal and external market databases, as well as our extensive contacts and resources.

The agency (sales) team understands the challenges and opportunities that arise when investing in or divesting agribusiness properties. Our professionals all have diverse rural backgrounds, practical experience and choose to specialise in particular sectors.

CBRE Agribusiness are proud supporters of Marcus Oldham College, providing annual lecturing services to the Bachelor of Business (Agriculture) and Associate Degree and Diploma (Agribusiness) courses.

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2013 revenue). The Company has approximately 44,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through approximately 350 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.

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Will Gurry *Bachelor of Business (Agricultural Management) 2005*

Agribusiness - An Exciting Addition to a World Leader in Property Services



In April 2012, CBRE, the world's largest commercial real estate services firm, embarked on their first foray into agribusiness since its inception in 1906. The move was in response to the growing interest in agriculture from the business' existing clients throughout its Australasian, American and European networks. Part of the initial team of seven to join CBRE Agribusiness was Marcus Oldham graduate Will Gurry. The original team, based in Melbourne, Sydney and Toowoomba, was valuation focused providing a full suite of services including valuations for mortgage security, due diligence, litigation, portfolio/financial reporting, compulsory acquisition, leasing and succession planning purposes.

With the support of his wife Sal, Will took up the opportunity to move from CBRE's Melbourne office to Adelaide in September 2013 and accepted the challenge of developing the Agribusiness Valuations team in South Australia. The move has proven a success with the Adelaide team now comprising

three full time practitioners servicing private and corporate clients state wide. With the benefit of past employment in agricultural consulting and livestock marketing industries, Will has chosen to focus on the valuation of broad hectare cropping and livestock properties, large scale forestry portfolios, native vegetation offsets and going concern assessments of first stage processing facilities including abattoirs and grain receival sites.

Working for a truly national team, Will is never far from an airport and enjoys the challenge of understanding an asset in whichever market it may be located. The broad nature of a Marcus Oldham degree has helped Will develop skills to analyse assets and businesses and he has learnt that while different management practices can set businesses apart, few agricultural assets can escape the fundamentals of productivity capacity and the permanent link to world commodity markets. The many case studies involved in the Marcus Oldham degree also helped Will develop the report writing skills essential to a profession where clear advice and well-constructed reports are paramount.

Throughout Will's career, the Marcus Oldham network has been most valuable. In his former role with Mutual Trust Pty Ltd, Will worked closely with past and present lecturers, students and board members and he continues to maintain these relationships through regular engagements at CBRE.

The success of the Agribusiness team, coupled with CBRE's drive for business growth, has seen the division grow to a group of thirty seven people, spanning the capital cities of Melbourne, Sydney, Brisbane, Adelaide and Perth, as well as the regional centres of Toowoomba and Tamworth. This expansion has included the establishment of an agency (sales)

team of seven real estate agents and support staff.

The CBRE Agribusiness team has thrived under a unique "no borders" policy whereby practitioners are encouraged to develop industry specialisations as opposed to traditional, geographically based property team models. The team now comprises professionals experienced in cropping, grazing, horticulture (including enclosed facilities), poultry, pork, forestry and feedlot industries as well as first stage processing facilities such as abattoirs, cotton gins and grain receival sites. The breadth of services and property types has resulted in CBRE servicing a wide range of property owners from rural lifestyle and family farm operators through to some of the world's largest agricultural corporations.

will.gurry@cbre.com.au



The Centre for the Study of Rural Australia

The CSRA hosts two international visitors during 2014. On 27 February, Dr Simon Livingstone, Principal of Marcus Oldham College was the proud host of Mr Trent Loos from Nebraska USA. A sixth generation rancher, Mr Loos presented to a captivated audience of 150 students and staff before travelling to Melbourne for a business luncheon to an enthusiastic crowd of 110 guests. His passion for protecting the place of production agriculture and to strongly counter the spread of misinformation about farming was received with a standing ovation.

Trent Loos explained how 'Agriculture does not produce widgets that people buy if they have a little extra disposable income at the end of the year. Agriculture sustains life and without agriculture, life ceases to exist. This is the main reason I drive or fly around the world to bring that connection - food producers to food consumers. And understanding, that everything you were brought up with is, indeed, what agriculture is about'.

The other international visitor to spend time at Marcus Oldham this year is Dr Thomas Lyons.

Dr Lyons will be visiting Marcus Oldham on a mini-sabbatical from 26 May - 19 June 2014 as part of the CSRA entrepreneurial work funded by The William Buckland Foundation and the Thyne Reid Foundation.

Dr Lyons is Professor of Management at the City University of New York where he holds a Chair in Entrepreneurship. Through his work in the Centre for Entrepreneurship, he offers mentoring and guidance to New York City's entrepreneurs and small business

owners. He has had a long-time interest in regional systems for fostering entrepreneurship as an economic development strategy. Dr Lyons' ideas regarding successful enterprise development have informed numerous local and regional economic development efforts in the United States and Canada, particularly in rural areas.

Dr Lyons will be involved in a range of activities and functions during his visit. These include: facilitating entrepreneurial workshops with Marcus Oldham Farm Management and Agribusiness students; presenting at business luncheons in Geelong and Melbourne; visiting the Bairnsdale and Shepparton regions as part of EntruBIZ to facilitate workshops; tour regions and present at business dinners, and work with Marcus Oldham staff to complete Postgraduate entrepreneurial units.

The Centre continues its community engagement activities. The CSRA is hosting a forum on 7 May on Foreign Investment from 9.00am-12.30pm in the Ivo Dean Centre. Topics will include: A Global View on Foreign Investment; An Australian and Company Perspective on Foreign Investment along with discussion on the opportunities and threats associated with this form of investment.

The William Buckland Foundation supported EntruBIZ project is progressing well. The project is designed to stimulate entrepreneurial activity in rural communities and there has been traction in each of the regions (Shepparton and Bairnsdale) with both of the Regional Entrepreneur Developers (REDs) expanding their networks and convening well-received events in their



Trent Loos addressing Students and Staff in The Ivo Dean Centre

The Centre for the Study of Rural Australia

respective regions. EntruBIZ newsletters have been produced in each region and these will be published four times per year to promote events and publicise good news stories and current research topics. The REDs are working on a series of events/workshops in each region at the rate of one per month. Events have included workshops on business mentoring, social media, marketing and succession planning. Another aspect of EntruBIZ is to develop research insights that contribute to our understanding of rural entrepreneurship. The CSRA Research Fellow is currently working on a series of papers on issues that have emerged from reviewing the literature on entrepreneurship. The first paper will examine the role of culture on a society's preparedness and ability to develop into an entrepreneurial region.

The CSRA produces an occasional paper series titled *Contemporary Issues in Rural Australia*. The purpose of

the occasional paper series is to inform and encourage discussion on the broad range of issues facing rural and regional Australia. The paper series provides an opportunity for staff, students and alumni of the College to publish a peer reviewed paper on a topic of interest or research. External authors are also encouraged to submit papers on topics that are of interest to rural Australia. Some of the topics to be covered for 2014 include: food security and safety; farming profitability; foreign investment; succession planning and an entrepreneurship series. Papers can be accessed from the following web link <http://www.marcusoldham.vic.edu.au/the-centre-for-the-study-of-rural-australia/publications>

Mr Trent Loos' presentation may be viewed on Marcus TV at www.marcusoldham.vic.edu.au



Speaking to invited guests at the Melbourne Luncheon at Morgans 401



*Richard Anderson, Chairman of CSRA,
Dr Simon Livingstone FM 87, Principal, Mr Trent Loos,
Bruce Wilson FM 71, Council Chairman*



Ian Blair, Former Lecturer, Dr David Smith

The Centre for the Study of Rural Australia



*Russell Jackson, **Anthony Ballieu FM 71**, Foundation Chairman, Francis Kwong, Errol Kwong, Peter O'Loughlin*



*College Council Members Michael Dowling and **James Bufton FM 94***



David Goodfellow, Elders and Former Lecturer, Dr Yasmin Chalmers, Director of CSRA, Dr Simon Livingstone, Principal



Graham Egeleton, Carol and Cam Emerson, Council Member and John Miles



***Rod Thompson FM 73**, John Chambers, **Malcolm Cleland FM 68**, Don Lawson, Former Lecturer*



***Jeremy Upton FM 84**, Janet Craigie-McConnell, Marketing Officer*

Adrian Kennelly

Lecturer in Farm Business Management 1997 – 2005
Director of Farm Business Management - three years

Bogged, but still learning!

How many times were you bogged in a bus whilst on a Marcus tour?

Well, in true Marcus tradition, a group of graduates got bogged on a farm tour of Tasmania last August. But all was for a good cause – continuous learning.

The graduates are; part of a discussion group, which came together in 2006 “to be challenged and have their thinking stimulated, whilst gaining peer support and professional development”. In other words, they are keen to keep learning!

The graduates:

Adam Walton	FM 95
Anthony Mulcahy	FM 02
Brian Stacy	FBM 01
Dan Jess	FM 01
David Bufton	FBM 02 & BB(AM) 03
John Sheehan	HBM 90 & FM 93
Lachie Sutherland	FM 96
Lachie Wilson	FBM 01 & BB(AM) 02
Sam Dennis	FM 2000

Other members are Adam Jenkins, Garry Lord, Scott Norton, Stuart Robinson and Wayne Johnstone.

They spent three days in Tassie, starting with a visit to Pisa (**Askin ‘AG’ Morrison FM 06** and **Will Morrison BB(AM) 08**), looking at the scale of cropping and the importance of irrigation. Poppies and a nine tonne wheat crop (“wow!”) were the main focus.

We visited Springfield (**Tim Hooper FM 69** and **Ben Hooper FM 01 & GradCertAgrib 11**) where, apart from bogging the bus, they examined the intensive grazing operation and recognised the value of “grabbing opportunities when they confront you and having a go!”

The highlight of the tour was Nichols Poultry. Rob Nichols



has established a fully vertically integrated poultry operation, which now supplies his own brand, plus Coles’ home brand chickens to every Coles supermarket in Tasmania.

Rob is always the innovator and energetic learner, completing a Nuffield Scholarship and installing his own wind turbine to generate electricity for his abattoir and packaging plant, whilst doubling the size of his business!

Such comments as, “having a crack”, “anything is possible if you work hard at what you want” and “don’t be afraid of change – embrace it and move on”, were flying around the bus after all had been inspired by Rob.

Our final visit to Oakdene maintained the high standard of our visits with host Bill Chilvers sharing his knowledge of the challenges of a dairy conversion, finding the right business partners and fitting all that into the family succession plan. It was amazing to see “how well a family farm can work with equity partnerships for expansion”.

As with all good farm tours, the nighttime events were intense, although a little more subdued now most are parents of young children. However, you know the old saying, “What goes on tour, stays on tour”.

Adrian Kennelly is a Principal of the RM Consulting Group, having established their Torquay office in 2010. 0427 679 041

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Marie Kukawski *Horse Business Management 1998*

The story, so far, of an equestrian inspiration

*The Editor acknowledges the contribution from **Megan McKenzie (Luckhurst) HBM 1998***

This is the story of a young woman who was living her childhood dream until halted by an unfortunate twist of fate.

One near death experience for most people is often life changing, so what if there were to be three in three years – just a cruel joke or could there possibly be a silver lining to that cloud?

Marie Kukawski started her equestrian career at Pony Club, was highly academic at high school, and wanted a professional career in the equine industry. Her goal became closer upon receiving a scholarship to study at Marcus Oldham.

In 1998, I was introduced to and instantly found a connection with my fellow class member, Marie Kukawski, who became a true friend. We shared the most amazing year at Marcus Oldham as we made the step from passionate horse lovers to working equine industry professionals. When I first met Marie, my impression was of an articulate, focused and dedicated rider with the longest legs I've ever seen! She was built for riding dressage whereas I'm quite vertically challenged and more built for racing ponies! I was in awe of her passion and relentless drive to succeed which outweighed any outside distractions.

We both thrived on the intensity of our studies and did most things together including work experience. After graduating we worked together for a short time.

Between 2000 and 2006 Marie and I continued our life journeys together. I worked as a nutrition advisor for Kentucky Equine Research (KER) and Marie, as a professional dressage rider, and



*Marie Kukawski
and Megan McKenzie*

working at Definitive Events as the Competition and Volunteers Manager for Equitana. In 2006 whilst I was on maternity leave, Marie became the Marketing Manager of KER – a huge accomplishment for anyone in the equine industry.

In her words, Marie “was living the dream”; she had worked very hard to get some wonderful horses, particularly Belcam Gatton whom she acquired freshly broken and educated and competed to Advanced EA level dressage whilst training many of the Grand Prix movements. She had her ultimate job and a following of students whom she taught on weekends, and was breeding some lovely young dressage horses. She was really going places.

On the 14th of December 2009 I received a call from Marie's mum that no friend wants to receive – “Marie's had a bad fall off one of her young horses – but not to worry, she had been sent home from the hospital with what was thought to be just soft tissue damage and she would be OK.” Next thing she is back in hospital with life threatening injuries that included a lacerated spleen, liver and left lung, pleural

effusion, 9 broken ribs in total (some at both ends) and a fracture to T7 with spinal cord compression. Marie was bed ridden for three months and unfortunately still suffers from significant complications from both the injuries and the surgeries that were required.

Major procedures and medical events between 2009 and 2013 include:

- Spleen surgery – drained splenic haematoma and division of adhesions around liver, spleen, stomach and diaphragm
- Nerve ablations – Had the nerves that run out of the intercostal joints in her back burnt to try and alleviate chronic back pain
- The front of the right side ribs reconstructed. Had a titanium plate put in to fix fractures that hadn't healed from an earlier operation. During surgery it was found that muscle and soft tissue had gone down between the fracture site and become trapped
- Complications from the August surgery and nearly died from multiple Pulmonary Emboli with 75% of her lungs full of blood clots
- Ongoing heart condition as a result of the Pulmonary Emboli
- Sepsis and Viral Meningitis – very lucky to survive, was in kidney and liver failure by the time she reached hospital
- Diagnosed with Primary Adrenal Insufficiency which means being on life-long cortisone replacement and careful management during illness or injury.

Surely not again

The true essence of Marie is a person who sets and achieves goals, then creates bigger ones. She has never let the difficult times bring her down to the point of giving up. This was truly tested in March of 2013

continued on page 23

Marie Kukawski
continued from page 22

when, by freak accident, she was again injured fracturing vertebrae T3, T8 and T9, several ribs, and a closed left frontal lobe head injury.

Marie feels that the head injury has been the biggest hurdle to deal with thus far. It has affected her both physiologically and cognitively and for a fiercely independent woman this has been incredibly challenging. Marie's balance has been significantly affected which fundamentally meant she needed to learn how to walk again with the new challenge of feeling as though she was on a boat all the time. The head injury also left her with only quarter strength in her right arm and leg compared to the left. For a woman who was articulate and organised, being plagued with a stutter and quite significantly affected working and short-term memory is extremely confronting. To go from having a high-responsibility executive job to being unable to even organise a simple clinic at home has been devastating.

Horses are the best therapy

Marie works extremely hard at rehabilitation. Horses are incredible healers, which in this story, sounds like such an oxymoron given that they are the catalyst for it to

begin with. All of her horses have adapted to walking alongside her whilst using the crutches, and have respect for her space and generally appear to be quite conscious of her fragile body.

To ride, you need to have balance, physical strength, coordination and suppleness, all of which have been dramatically effected by Marie's accidents - for her to even be able to get on a horse and not slide off the other side is truly amazing. It all comes back to her mental strength, the relentless drive and passion and her continuing daily hard work to reach her goal to ride and compete at the highest level she physically can, albeit going through physical hell in respect to pain and nausea when riding.

Last December after only two months back in the saddle, Marie competed at the Saddleworld Dressage Festival in the International Para-equestrian CPEDI Three Star grade 3 competition.

The enormity of what I witnessed was overwhelming. She was walking, trotting and cantering her beautiful horse 'Finale', centre stage at a high profile competition and looking completely free. The process of getting herself and her mount prepared for this competition was enormous but she had proven that perseverance always shines though.



In January this year Marie had further surgery to reconstruct her left hand side ribs. Two titanium plates were put in to fix multiple fractures that hadn't healed from the 2009 accident and again muscle and soft tissue had to be pulled out from in-between the fractured ribs. She is now on the rehabilitation road once again to get her body back functioning to the best of its ability. As you can understand the repercussions of these injuries has forced Marie out of the workforce and left her unable to drive at this point. Her family are equally inspirational in their unwavering support enabling Marie to operate on a day-to-day basis.

To watch Marie go through the trauma that she has and to still see the same bright sparkle in her eyes is just amazing - she is the true meaning of a champion. Marie is an incredible athlete and ambassador for the equestrian community.

Marie says that although it has been a very difficult journey she wouldn't change what happened as she has learnt so much about herself (although she'd like a little holiday from the constant pain). It often takes time to see a cloud's silver lining but Marie is the eternal optimist. Next stop for Marie is to prepare her young horse, which she bred, to be her next mount and companion on her road to para-equestrian success representing her country.

mmckenzie@ker.com
mariekukawski@bigpond.com

Graduation 2013



Dux of the Diploma of Horse Business Management **Elida Beugelaar**, North Fitzroy Vic with Emma Morel, Director Equine Management

Diploma of Horse Business Management

Pass

Sheree Michelle	Gotts	Moolap	VIC
Brittney Marie	Lessels	Waramanga	ACT
Angus William	Lowe	Nangwarry	SA
Isabella Jane	Wright	Albert Park	VIC

Credit

Emily Jane	Cahill	Lindfield	NSW
Elizabeth Theresa	Ferguson	Esperance	WA
Ashlee Michelle	Finch	Timboon	VIC
Alexandra Hope	Fisher	Darling Point	NSW
Melissa Joy	Gillis	Kembla Grange	NSW
Richard Chisholm	Lamont	Wagga Wagga	NSW
Kari-Melise	Moffat	Wunghnu	VIC
Maddalinn Jane	Santospirito	Wauru Ponds	VIC
Isabelle Aromea	Whatley	Berrilee	NSW

Distinction

Catherine May	Angus	Mackenzie	QLD
Malanda Faith	Hyde	Henty	VIC
Madeleine Joy	Squires	Ivanhoe	VIC
Rebecca Beau	Stemp	McKenzie Creek	VIC

High Distinction

Adelaide Elida	Beugelaar	North Fitzroy	VIC
Katherine Alice	Reed	Selbourne	TAS

Diploma of Agribusiness

Credit

William Andrew	Bourne	Seymour	VIC
Katherine Lore	Byrne	Nyora	VIC
Caitlin Eleanor	Chester	Cobram	VIC
Jordan Simon	Cosh	Moree	NSW
Madeline Kay	Darcy	Tennant Creek	NT
Thomas Carl	Dyring	Moggill	QLD
Clive David John	Fairbairn	Skipton	VIC

Charles Peter	Harris	Moree	NSW
Austin Robert	McLennan	Goulburn	NSW
James Robert	McManus	Mudgee	NSW
Courteney Anne	Moffat	Esperance	WA
Murray Graham	Moir	Amelup	WA
Peter Guy	Van Zeyl	Kendenup	WA

Distinction

Mark Henry	Brett	Moree	NSW
Tess Frances	Caldow	Edenhope	VIC
James Andrew	Graham	Morundah	NSW
David Charles	Hancock	St George	QLD
Todd William	Mullan	Wickepin	WA
Raelene Kaye	Parker	Kojonup	WA
Thomas James	Penrose	Connewirricoo	VIC
Edward Kenneth Clow	Ross	Longreach	QLD
Camilla Elizabeth	Terbutt	Warialda	NSW
Christopher Hume	Turnbull	Tambo	QLD

High Distinction

Phillip Douglas	Bird	Bethunga	NSW
Heather Margaret	Cameron	Morven	QLD
Lily Elizabeth	Chirnside	Inverleigh	VIC
Anna Kathleen	Hicks	Moura	QLD
Lachlan John	Kelly	Caramut	VIC
Lachlan Scott	Lynch	Cloncurry	QLD
Andrew Charles	Powne	Wondai	QLD
Charles Peter	Wythes	Coleambally	NSW

Associate Degree in Agribusiness

Pass

Jack Charles	Schwager	Narrabri	NSW
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Credit

Charles Andrew	Cameron	Lethbridge	VIC
Timothy	Egan	Warren	NSW
Ben Stuart	Forrester	Broome	WA
Amber Louise	Ladyman	Katanning	WA
Alistair Robert Wyllie	Macarthur	Graceville	QLD
Prue Elizabeth	Phillips	Yarrambat	VIC
Nicola Margaret	Walsh	Doodlakine	WA

Distinction

Alexander Joseph	Banks	Dirranbandi	QLD
Jock Harcus	Blackman	Coonabarabran	NSW
William Peterkin	Corlis	Garah	NSW
Hugh Edward James	Cox	Torquay	VIC
Eloise Scarlett	Haire	Wee Waa	NSW
Harry James	Kelly	Caramut	VIC
Ranald Thomas Gunn	McMaster	Bungunya	QLD
Alexandra Louise	Purcell	Gracemere	QLD
Anna-Luisa	Stojek	Charleville	QLD
Alexandra Clare	Webster	Goondiwindi	QLD

High Distinction

Andrew John	Kelly	Barrabool	VIC
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Bachelor of Business (Agribusiness)

Carmen Louise	Ahern	Aramac	QLD
Hamish Rollo	Brett	Moree	NSW
Jessica Sarah	Green	Bannockburn	VIC
Charles Alan	Houston	St George	QLD
Zachary Andrew	Kenman	Gympie	QLD
Leah Jayne	Morrison	Hay	NSW
William Max	Verco	Naracoorte	SA

Graduation 2013

Bachelor of Business (Farm Management)

Samuel Douglas	Archer	Westwood	TAS
Timothy James	Bateman	Binnu	WA
David Alexander	Chirnside	Kerang	VIC
Timothy Curtis	Clay	Cecil Plains	QLD
Alexander Noel	Graham	Deniliquin	NSW
Campbell Roger	Hanson	Bourke	NSW
Wedgwood			
Cherie Simone	Johnson	Keith	SA
Andrew Geoffrey	Laidlaw	Ararat	VIC
Roly Hugh	Mackinnon	Longford	TAS
Rosemary Louise	McClymont	Goondiwindi	QLD
Nicholas Sean	McNamara	Culgoa	VIC
Thomas Charles	Neville	Forestville	SA
William Henri Charles	Sauer	Pipers Brook	TAS
Robert James	Sizer	Mulwala	NSW
Hugh William	Sizer	Mulwala	NSW
Stuart John	Tait	Mandurama	NSW
Jonathan Redvers	Terry	Hobart	TAS

Advanced Diploma of Farm Business Management Pass

Teniell Robyn	Dawson	Guyra	NSW
Shannon Patrick	Day	Mulwala	NSW
Josiah Timothy	O'Hare	Cunderdin	WA

Credit

Cecilia Heidi	Archer	Cressy	TAS
Alexander William	Cameron	Walcha	NSW
Angus Clement John	Campbell	Tenterfield	NSW
James Patrick	Cassidy	Yarroweyah	VIC
James Peter Henry	Codyre	Barjang	VIC
Patrick James	Glasser	Goondiwindi	QLD
Niccole Louise	Harley	Berwick	VIC
James William Edward	Harvey	Murgheboluc	VIC
Richard David	Inglis	Cobbity	NSW
Timothy John Kevin	McDonald	St George	QLD
Luke Kevin	Minogue	Katandra West	VIC
Cameron Rixon	Nicholls	Tottenham	NSW
Kynan Blair	Onions	South Spreyton	TAS
Alec Boyd	Pengilly	Blackville	NSW
Alana Dawn	Pittard	Chelsea	VIC
Lawrence William	Simpson	Oaklands	NSW
Brandon Lee	Wise	Gnowangerup	WA

Distinction

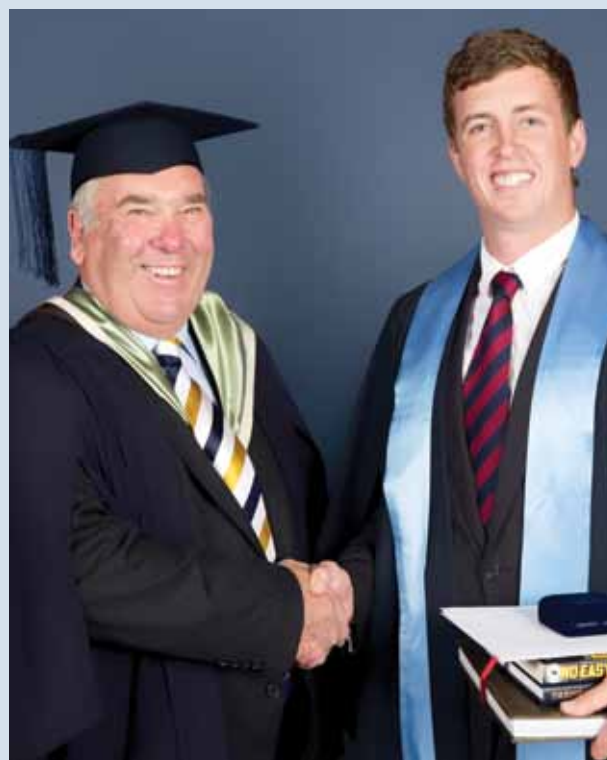
William Alexander	Archer	Longford	TAS
Robert Stanley	Binks	Tamworth	NSW
John Courtney	Chester	Campbell Town	TAS
Olivia Jane	Conway	Taroom	QLD
Andrew William	Fisher	Coonamble	NSW
James Malan	Hillcoat	Lincoln	U.K.
Peter Alfred	Kelly	Rugby	NSW
Jillian Sue	Witherow	Mt Gambier	SA

Graduate Certificate in Agribusiness

Nina Alice	Dowling	Highton	VIC
	B.Med.Sci.		
David John	Lee	Wagga Wagga	NSW
	Dip. Agri.		
Johanna Carmen	Liddle	St George	QLD
	B.Law.		
Kellie Jeanne	Pointon	Wynyard	TAS
	B.Com., C.P.A.		
Belinda	Turner	Toowoomba	QLD
	B.Com (Lib.Stud.), C.A.		

Graduate Diploma of Agribusiness

Angela Maree	Astbury	Epping	VIC
	Grad.Cert. Agri., Cert.Horse Mgmt.		
Phillipa Jane	Lee	Walcha	NSW
	B.Rur.Sc.		



Dux of the Advanced Diploma of Farm Business Management

William Archer, Longford Tas with Sam Inglis, Director Agriculture

Dux Diploma of Agribusiness

Lachlan Lynch, Cloncurry Qld, (in absentia)

Dux of the Associate Degree in Agribusiness

Andrew Kelly, Barrabool, Vic (in absentia)

Honorary Bachelor of Business (Farm Management)

Ian McMichael FM 67

For significant contribution to the development of Marcus Oldham.

Recognised for their Achievements

Marcus Oldham proudly congratulates graduates:

Matthew Carter FM 96

Myall Springs near Gunnedah NSW
Livestock Producer of the Year
2013 Australian Farmer of the Year Awards
matt@myallsprings.com.au

Tim Gubbins FBM 04

Moyston, Western Victoria
Nuffield Scholar 2014
tim_gubbins@hotmail.com

Campus Columns

Sam Inglis *Educator, Mentor, Leader*



Sam and Cheryl Inglis were farewelled at a function held at the Cremorne Hotel attended by College colleagues and partners on Thursday 12th December 2013. Sam was urged to 'share his speech' in MOCOSA.

"It doesn't seem like thirty-two years ago that I applied for a position as Lecturer in Animal Production at Marcus Oldham. I was offered an interview, hopped in a single engine plane with a mad mate as pilot - flew to Geelong and had the interview. I spent an hour and a half on the ground, got back in the plane and flew back to Port Lincoln. The rest is history. I got the job as Animal Production Lecturer, but little did I know I was also Director of the Horse Management program!

That was a culture shock. Sure - I could ride, and I know which side to get on and which side to fall off. What followed was a gigantic learning curve. The first major experience was taking the students

away to New Zealand on their major tour of the horse industry. Apart from seeing some great horses and meeting some great people including Sir Patrick Hogan, the principle role and function which Cheryl and I had was to keep the distance between the female Horse Course students and the male Farm Management students who were touring New Zealand at the same time. Not sure if we were successful, but we had some great fun along the way and really got to appreciate what a life changing experience Marcus was going to be.

Thirty-two years on - we've done some great stuff along the way. We've trained over 200 Stock Agents in computer livestock marketing. This was before Auction Plus was even thought about. Again, pioneers in the field, trained bankers from across Australia in understanding the issues of agriculture and agricultural business.

It was always interesting when we used to tour Australia with First Year Farm Management students. You would arrive in a town and a person would come up and say - "You must be from Marcus Oldham - I did one of your Bankers' courses". I still see the course certificates in pride of place on many bankers' office walls.

We developed the Farm Management degree and took the education philosophy of the College to a new level. We are now playing in the big league and we are winning. We developed and conducted the Leadership Program which still continues today to be a pre-eminent program with over 700 alumni around the country. But above all, we have never lost sight of our core role which is to assist young people to find their place and fulfil their destiny in agriculture (I include the horse industry in this broad definition).

Throughout these thirty-two years we have had some fun along the way.

Touring every state of Australia, touring internationally, studying in the USA - some great experiences, meeting some inspiring people and seeing how resilient agriculture and agricultural production can be at both a national and a global level. All with the support of the College.

Along this journey I have been extremely fortunate to have a great partner by my side and often in front. Cheryl has been a Marcus widow, student mother confessor, formal dinner dress maker, dancing instructor and a great sounding board. Her support and understanding has been like gold - most precious, and I thank her for being an important part of the journey.

Is this the right time? Who knows, but it feels right. The last five years have probably been the most enjoyable at the College, both academically and collegially. I now know that Marcus will survive.

The College now has a clear sense of purpose, a clear sense of direction and a position in agricultural education which can continue to grow. It takes time to mature, but Marcus Oldham has made it and will continue to make it.

I have only felt this positive about the future for the College once before. At the 25th Anniversary we erected the two flagpoles in the front drive. This was a statement to the world that this was where we were staking our claim and this is where we were going to stay.

Along the way there have been many great people who have supported my endeavours - Rod Ashby and Alan Blackburn. The holistic approach espoused by Ivo Dean was refined and developed into our educational philosophy. The PMP approach is still the core of our educational program.

John Miles, ever the mentor and challenger for the hair brained

continued on page 27

Sam Inglis
continued from page 26

ideas which were promoted - most went ahead, but were better planned through his efforts.

There was great support from Pam Oakes, Jennifer Jones and Jenny Wotherspoon. They ran the show. Press the button and you knew it was going to be done with the necessary degree of professionalism to make it work.

After 32 years, what drives you to get up in the morning and go to work? Probably the same thing that has driven me from Day 1 of this journey. The pride you feel at Graduation when you see how far these young people have come in their life journey and then in five to ten years seeing what they have become and thinking...well may be I had a bit to do with that. That's the driver.

As the College goes forward there are two KEY things that we must never lose sight of:

- Firstly, our commitment to the education of young people with a passion for agriculture and the horse industry
- Secondly, our humanity. In spite of the sterile environment of higher education with AUQA or TEQSA (the Federal Education Regulator), let us not lose sight of our humanity. It is the small one-percenters that make the difference. It is what sets this College and its education apart from the others. It's what got me up and off to work each day for thirty-two years.

Will I miss it? Most probably, but I have always believed that as one door shuts another one opens. If I didn't believe that, I wouldn't have flown to Geelong for an interview all those years ago.

Thank you all for your friendship, your support and above all your professionalism over these years. And above all, thank you for being here tonight to help Cheryl and myself bring the curtain down on 32 great years of our lives.

Thank you and good luck.

Sam and Cheryl Inglis

In recognition of Sam and Cheryl's commitment to Marcus Oldham, the Marcus Oldham Council honoured them at a Dinner held at The Geelong Club in February 2014.

Sam was a 1966 Farm Management graduate. He held the positions of Lecturer in Animal Production, Director Farm Business Management, Director Corporate Training, and Director Marcus Oldham Rural Leadership Program.

Postgraduate Program

In 2014, the Postgraduate Program at Marcus Oldham is offering the **Graduate Certificate in Agribusiness (4 units)** or the **Graduate Diploma of Agribusiness (8 units)**. Our Postgraduate Program is online and can be tailored to part-time or full-time study.

There are two intakes per year, around February and June. Enrolments for the second intake are **NOW OPEN** and will close on 13th June 2014 with the course commencing on 14th July 2014.

For further information please contact Dr Yasmin Chalmers on 03 5247 2904 or chalmers@marcusoldham.vic.edu.au

The Postgraduate Program at Marcus Oldham has been working on developing new unit material on entrepreneurial decision making. In 2015 we hope to offer an additional two new units.

Unit 1: The Rural Entrepreneur in Context - This unit examines the development of the entrepreneur within a rural context. It explores the self-awareness that is essential to successful entrepreneurship. It looks at the needs of entrepreneurs and the process that entrepreneurs use to make decisions. The unit also sets the context for rural entrepreneurship by defining and mapping rural ecosystems and examining the art of building entrepreneurial networks that support rural entrepreneurship.

Unit 2: Developing a New Venture - This unit examines the issues of establishing and managing an entrepreneurial business. It explores the Business Model Canvas and how it can be used to assess a business opportunity and perform business modelling. This unit also looks at entrepreneurial leadership and management particularly governance structure and the importance of entrepreneurial marketing.

Marcus maintains high standards

Although Marcus Oldham is independent, it is required by the Federal Government to be audited regularly regarding its operations.

The College recently underwent a comprehensive review of its academic programs and received the maximum time allowed for full accreditation. The Review Panel identified that Marcus Oldham 'has a very strong sense of purpose and mission - its clear understanding of its necessary role in Australia's future augurs well for the College.

Marcus Oldham has combined appropriate higher education qualifications and contemporary industry experience to build a strong complement of academic staff.

Marcus Oldham is deeply respected and esteemed by a community of passionate advocates. This was demonstrated not only by a generational commitment to the College on the part of Board Members, subcommittees and College associates, but also by the camaraderie among staff, students and strong alumni connections and well established industry networks.'



Agribusiness students in China

Agribusiness students and staff on tour in China were welcomed by Mr Yao Yan Wei, the General Manager of Aonong pig feed factory at Qionglai, Sichuan province. Aonong (translates as “proud farmer”) is one of the largest agribusiness companies in China. Students gained an understanding of the operations and production processes as well as the philosophy, vision, planning and marketing modes. One of the students Tom Dyring rolled his sleeves up and assisted loading a truck with bags of feed. An account of their visit was published in the local newspaper.



First Year Farm Business Management students on study tour visited Graincorp Portland SA in March.



Nick Russo, of “Summer Snow” fruit juice company in Officer, Gippsland talks to the Diploma of Agribusiness students about how the business developed out of a severe weather event 20 years ago. He spoke of succession planning, marketing and capital investment to support their demand growth, whilst maintaining a strong family focus on decision making.

Foundation News

Golf Day

Once again the Marcus Oldham Annual Fundraising Golf Day on 27 February was a huge success. Held at the beautiful Eynesbury Golf Club west of Melbourne, regular and new players were warmly welcomed to our Day which began with breakfast in the historic Eynesbury Homestead.

Players faced the challenges set around the course and the lucky winners were: 1st Sam Baillieu and Ant McIntosh, Runners up Adam Brayshaw and James Quarmby, 3rd Matt Tillett and Ian Keys, 4th Jeremy Gobbo and Charlie Baillieu.

Nearest the Pin: 3rd hole Graham Kerr, 3rd ladies Caroline Cornish, 11th Anne Robertson, 15th - Matt Tillett, 15th Ladies Michelle Kerr.

Longest Drive: Ian Keys and Leanne Morgan...and 'Beat the Pro' raised \$850!

A special program was designed for non-golfers. This year, Jane Webster from Melbourne, who owns a beautiful private French chateau in Normandy from which she operates "The French Table", spoke of her unique food and wine tours that combine the best regional produce from the local markets. The audience

were keen to purchase Jane's two delightfully produced books, "At My French Table - food, family and joie de vivre in a corridor of Normandy" and "French Ties - Love, life and recipes".

Adding a sparkle to the Luncheon was Catriona Rowntree, well-known TV Travel Host and Ambassador for Australian Wool who hosted the Luncheon. Auctioneering comedy duo, **James Bufton FM 94** and Jock Richmond, ensured the bidders dug deep into their pockets when they were presented with the wide range of auction items.

The popular Charity Helicopter 'Golf Ball Drop' Raffle where numbered balls are dropped and the 'nearest to the pin' wins the \$2000 cash prize, resulted in this years winner being 'Cottage by the Sea'.

Raised funds were directed to the Marcus Oldham Foundation's 'Recreational Hub' project, and part-proceeds donated to 'Cottage by the Sea' which helps disadvantaged children by supporting them in developing their self-esteem, health and well-being www.cottagebythesea.com.au.

Surplus food was donated to SecondBite. www.secondbite.org

Valued Sponsors





FM 77 team of Alan Green, Tim Durham, Murray Mountjoy and John Carson



Andrew Cameron, Rob McGavin Agri 93, Council Member, and Paul Riordan FM 95



James Bufton FM 94, Council Member and Jock Richmond



Student Representatives Tom Upton FBM3, Willaura Vic, Lachie Kelly Agri2, Caramut Vic, Lily Chirnside Agri2, Inverleigh Vic and Anna Cotton FBM3, Swansea Tas



Catriona Rowntree



**Kate O'Sullivan FBM 89
Foundation Executive Member**



Susie Rouffignac, Foundation Officer, introducing Jane Webster



Guests marvelled at Jane Webster's fascinating life in France



*Ian Thompson and Dan Bami
from Fairfax Agricultural Media*



*Anna Cotton FBM3, Sybil Baillieu, Anne Robertson,
Susie Hamson, Lily Chirnside Agri2, Tammy Fraser*

Sydney Cocktail Reception

In September last year, Marcus Oldham hosted a Cocktail Reception at the Museum of Contemporary Art Australia.

Guests included Graduates and Friends of the College and the stunning view added to the enjoyable occasion.



***Simon Gilfillan FM 96,**
Dr Simon Livingstone FM 87, Principal, Peter Harris*



*Council Member Michael Moore, Phoebe Moore,
Derek Suchting FM 85, David Head, George Merriman*



*Debra and **David Bush FM 82,** Rangimarie Whatley*



***Brett Hoskings AssocDegAgrib 10,**
Stephanie Turnbull BB(FM) 10, Ed Bradley HBM 11,
Georgie Mercer, **Michael Graham AssocDegAgri 10,**
Keira Turnbull*

Recreational Hub

The response to the call for donations towards the Social Room Campaign has been overwhelming with \$370,000 received. The Foundation Executive is very appreciative and thanks the Alumni for showing such great generosity.

This initiative has developed into a most exciting project with the addition of Stage 2 consisting of a dedicated tennis court, a second court marked for tennis, netball and basketball, and a beach volleyball court. Something new for Marcus Oldham will be the purpose-built gymnasium adjoining the Social Room but with a separate entry. The whole development is now known as the 'Recreational Hub' and will become the centre piece of the students' facilities.

The first sod has been turned and within a few weeks the new building will certainly be making a mark on the landscape. Complimentary landscaping and paths connecting to the Student Residences will transform a horse paddock into a most attractive setting for socialising and sporting activities.

The Stage 2 development has received an enthusiastic response from the Foundation which is tasked with raising additional funds.



For all Foundation enquiries including the Annual Golf Day, The Oldham Society (Bequest Program) and donations to Building Funds, please contact:

Susie Greig-Rouffignac

Foundation Officer

03 5247 2919

rouffignac@marcusoldham.vic.edu.au

To make a secure online donation please visit:
www.marcusoldham.vic.edu.au/donate

Student Executive 2014

President	Tom Upton, Willaura Vic (Father Jeremy Upton FM 84)
Vice President	Nick Baulch, Branhholme Vic
Treasurer	Will Gibson, Perth WA
Sport	Cameron Robertson, Finley NSW
Social	Hannah Anderson, Tooborac Vic



Editor's Memo

Farmer Organisations

Generally, it is not in the nature of rural folks to gather and march in protest, but there are times that strongly call for such action.

Consider the rural inhabitants of the United Kingdom who in 1998, converged on London to highlight their right to defend the rural way of life. Had I not been leaving my rural life in Shropshire to return to Australia at that time, I too, would have marched.

However, I had my chance when back in London in September 2002. The Liberty and Livelihood March took place and I, proudly, was among the 407,791 people who arrived from all over Great Britain in 2,500 coaches, 31 chartered trains and whatever other means of transport delivered them to London. They were marching for their rights to make a living and conduct their rural traditions and pursuits in the time honoured way. It was peaceful. It was powerful.

My call to you is to rise up and defend your rights to farm productively, sustainably and ethically without interference from noisy objecting parties who manage to acquire a large profile. Their persistence, questionable methods of investigation, emotive words and doctored videos, force opinions on ill-informed minds that cannot conceive such opinions on their own, so are followers, and some could well belong to the 'rent a crowd' brigade.

Let Common Sense rule our rural world!

Take your Common Sense and show leadership in your local, state or national farmer organisations. Do not allow these vital groups that give you a voice, to fall away with low membership. Become the voice of reason, the voice of strength and determination. Protect your source of income. Protect your educated and legal farming methods. Protect your business.

Be proud, be passionate, be heard - and stand tall for Australian Agriculture.

Janet Craigie-McConnell

Editor

Marcus Assist

Scholarships, bursaries and deferred payment plans through our Marcus Assist initiative provides students with fee support during their course at Marcus Oldham.

Marcus Oldham Rural Leadership Program

Sunday 29th June to Friday 4th July 2014

Applications close Friday 23rd May 2014

What do leaders really do? They don't make plans, they don't solve problems, they don't even organise people.

What a good leader really does is prepare the people and the organisation for change and helps them cope as they struggle through the change.

The Marcus Oldham Rural Leadership Program commenced in 1992 and is recognised as one of the longest running rural leadership programs in the nation. It has developed a strong reputation in the agricultural and agribusiness sector, attracting support from a wide range of industry and rural community groups from a diverse regional background.

The annual five day program commences on the last Sunday in June with participants converging

from points far and wide and representing a diverse range of rural industries and rural communities.

Training sessions include goal setting, developing action plans, leadership and team building, rural health, community leadership, learning and communication including public speaking and working with the media, understanding self and others and negotiation.

Dinners and industry speakers provide the opportunity for participants and guests to hear and debate the views of keynote speakers on a range of issues which have relevance for rural and regional Australia.

Scholarships for women in agriculture are available and all information is sourced through the Marcus Oldham website or contacting the Program Director Fiona Chambers 03 5247 2965.
chambers@marcusoldham.vic.edu.au

Merial Howard Yelland Beef Industry Award – a legacy lives on

In 1996 Howard Yelland, regarded as a pioneer in the beef industry, passed away leaving a legacy of measured performance to the Australian beef industry.

His championing of objective selection and his contribution to performance recording spans a lifetime, and his contribution to the industry thrives today.

The Merial Howard Yelland Award recognises the outstanding contribution of an individual to the development of the beef industry and has been seen as one of the highest accolades in the Australian beef industry.

Nominations are unrestricted and open to people connected with any aspect of the beef industry. The final selection has traditionally looked for nominees who have made a contribution above and beyond their normal role.

Since the commencement of the Award in 1987, twenty-seven recipients have been recognised for their contribution to the Australian beef industry.

Marcus Oldham in conjunction with the Australian Beef Industry Foundation (ABIF) invites industry

nominations for the **Merial Howard Yelland Beef Industry Award**.

Selection criteria to be addressed in the nomination include:

- **Extent of contribution to the Australian beef industry**
- **Recognition of this contribution both nationally and internationally**
- **Leadership role as a change agent**
- **Contribution above and beyond normal role in the industry**

Closing date for nominations is **Friday 7th June 2014**.

An industry panel will select the recipient and the Award will be presented at a dinner conducted during the **Marcus Oldham Rural Leadership Program on Tuesday 1st July 2014**

Nomination forms are available on the Marcus Oldham and ABIF websites.
www.abif.com.au or www.marcusoldham.vic.edu.au

2014 APAL Emerging Leaders Program

Sunday 6th July to Friday 11th July 2014

Applications close: Friday 30th May 2014

At Marcus Oldham, we believe that when it comes to your future, it's important to invest in yourself. Our Emerging Leaders Program gives you the tools to excel as an innovative, well-educated and passionate industry leader.

APAL Emerging Leaders Program overview

Over the course of a week you'll work to develop leadership, and communication and planning skills. Through personal involvement and group participation you'll gain an understanding of your own strengths, and development needs as well as having the opportunity to network with keynote

speakers from your industry. This course is partly sponsored by the apple and pear levy through Horticulture Australia Limited.

Who should attend

The course is open to all members of the apple, pear, cherry and summer fruit industries. Applicants can come from any segment of the industry – growing, packing, marketing, advising, supplying inputs etc. We hope that passionate emerging leaders who want to make a difference will apply.

There are no age limits.

Coordinator Fiona Chambers 03 5247 2965
chambers@marcusoldham.vic.edu.au

Our Ambassadors

It is exciting to announce that three new Ambassadors have joined our bevy of graduates who feature across the nation in our advertisements. We thank these men and women who agreed to be part of our marketing program in encouraging young men and women to follow in the footsteps of our graduates.



Belinda Howard HBM 08,
Racing Manager at Champion
Thoroughbreds in Sydney



James (Wal) Dyer FM 03,
farmer from Digby in Victoria's
Western Districts



Johanna Hancock GradCertAgrib 13,
Solicitor with Fox and Thomas
Business Lawyers, Goondiwindi, Qld

It's So Easy to Shop at the Marcus Oldham Online Store

We have a number of items ready to purchase ranging from apparel such as aprons and caps, through to tie-pins and our own book, 'Daring to Differ' - the Story of Marcus Oldham College.

All are available to order and please check back frequently for any new items that we might be adding. See more at: www.marcusoldham.vic.edu.au

Limited Edition

Standard Edition

BBQ Aprons

Caps

Lapel Pin

Tie



Apply for a Rural Finance Scholarship



RURAL FINANCE
Let's talk

Marcus Oldham student, Michael Vogels, developed a passion for the dairy industry when growing up on the family dairy farm at Coorimungle in Victoria's South West. With the hope to eventually manage his own dairy business, Michael is studying the Bachelor of Business (Agriculture) with the assistance of a Rural Finance scholarship awarded in 2012.

He completed a written application and undertook two interviews in which he demonstrated to the selection panel his commitment and passion for Victorian agriculture. "As a result of the scholarship application process, my interview skills and confidence have improved," Michael said.

Applications for the 2014 Rural Finance scholarships are open to vocational, undergraduate and postgraduate students with up to \$6,000 available to assist students with the cost of tertiary studies. Scholarship students also become members of the Rural Finance Scholarship Alumni, which provides them with an opportunity for mentoring and networking.

Michael said the opportunity to be part of the Alumni has been invaluable for networking and gaining industry contacts.

Since 1992, Rural Finance has committed over \$2.3M to students who strive to be of value to Victorian agriculture and the scholarship program is recognised as a leader in supporting the development of Victorian youth.

Scholarship applications and more information is available from the Rural Finance website (ruralfinance.com.au/scholarships) or 1300 796 101. Applications close 31st May 2014.



Michael Vogels



Scholarship Program

An attractive Scholarship Program on offer for 2015 Study

We are very fortunate to have a significant number of scholarships and bursaries on offer to students looking to enrol in a Marcus Oldham course in 2015. In fact, there is in excess of \$340,000 worth of support from various private companies, philanthropic trusts and individuals.

The funds are distributed across approximately 25 scholarships and bursaries and there is significant financial support to students who may be financially challenged.

I would really appreciate you making any potential students aware of the scholarship support on offer for 2015. Scholarship values range from \$5,000 to \$30,000 and there is approximately a 25% - 30% chance of being awarded a scholarship. So it is worth the effort in submitting an application.

The scholarship participation rate was very strong during 2013 for the 2014 scholarships and bursaries. There were 137 applications received from 70 different students for 23 scholarships and bursaries.

Some sponsors have completed their support of the Marcus Oldham Scholarship Program. I thank and acknowledge the tremendous support over a number of years from Mr Ron Greentree; AGCO Corporation which also provided a tractor for the College; and ProAdvice for supporting the Agribusiness Undergraduate and Postgraduate programs.

New scholarship providers in the Program include: The HV McKay Sunshine Foundation - \$10,000 for Agriculture and \$10,000 for Agribusiness Programs; RASV (Royal Agricultural Society of Victoria) - \$5,000 for Emerging Leaders; APAL (Apple and Pear Association Limited) - a \$10,000 for an industry person to undertake the Agribusiness Program.

Detailed information on scholarships and how to apply is available at www.marcusoldham.vic.edu.au. A number of scholarship applications close in late August, so it pays to be early.

Should you know of anyone you think would benefit from a Marcus Oldham education, please advise them to contact me on hacking@marcusoldham.vic.edu.au

Thank you.

Colin Hacking
Scholarship Coordinator



The Network

Marriages



Nellie Lane Kath FBM 04 BB(AM) 05 had a beautiful wedding day when she married Trevor Lane on 9th November 2013 at Lake Tinaroo, Atherton, Qld. Bridesmaids were **Kim Thorpe McMahon FBM 04 BB(AM) 05** pictured with husband, Haydon and daughter, Ada, and **Jane Chopping Appleby FBM 04 BB(AM) 05** pictured with her husband, Mark. Brother, **Otto Kath FBM 04** was a guest at the wedding. nellkath@hotmail.com



Mitchell Seis DipAgri 10 married Hayley Hovell on the 6th October 2012 in the Old Hall at the Toowoomba Grammar School, Qld. The Reception was held in the Old Railway Station in Toowoomba. **Barclay Basset DipAgri 10** supported Mitchell as Best Man, and **DipAgri 10** graduates, **Charlie Hart** and **Zac Kenmen** were guests.

Mitchell and Hayley live in the main farm house, which was his grandparents' old home on the family property 'Mungana' near Macalister Qld. Hayley is a midwife at Dalby Hospital and Mitchell manages the farm and his farm contracting business. mitch@seiscontracting.com.au

Engagements

Congratulations to **Hugh Button DipAgri 11** of Crossmore Station Longreach, Qld who became engaged to Amanda Seccombe in January this year on a 46 degree day in the middle of a great drought! youngbutto@hotmail.com

Births

James McConnell FM 95 and Belinda happily welcomed their third son, Thomas Henry Zohrab to their family. Born in Auckland, New Zealand on August 20th 2013, Tom is a brother for Angus and Hugh, and grandson of Graham McConnell, (Marcus Oldham Principal 1978-1994) and Janet Craigie-McConnell, Marketing Officer. jamesmcconnell73@gmail.com

Lachie Seears FM 01 and his wife, Rebecca, are delighted with the birth of their daughter, Anneliese Edwina born 11th January 2014 and a little sister for Hugh. The Seears family live near Lucindale SA. lachie@boonderoopastoral.com.au

Chantal Taylor HBM 91 lives in Bendigo Vic works as a chiropractor. Chantal has a delightful little boy, Tom Henry Roberts born 26th June 2012. chantal1973@hotmail.com

Deaths

The College was advised in September 2013 of the death of graduate, **Graeme Raphael FM 67**, late of Oatlands Tas.

Andrew McKindlay FM 84 late of Moulamein NSW lost his life in February 2014. Many of Andrew's Marcus friends attended his service to pay their respects. Andrew is survived by his wife, Belinda and three daughters.

Bruce Tanner, late of Portarlington Vic and Accommodation and Catering Manager from 1969 - 1982, died August 2013. **Tim Street FM 74** of Goulburn NSW, who married Julie Tanner, is the son-in-law of Bruce.

Alison Murphy, wife of **Peter Stephens FM 83** died suddenly in February this year. Peter has three children: twins, Lucy and Charley 6 years, and adult son, Tom. peter.stephens@virbac.com.au

James Green, son of **Alan Green FM 77** and Shelley, and brother of **Lachlan Green FBM 09** and Susan, died in January this year from a cerebral aneurysm, in New Zealand whilst working.

Garth Massy-Greene died at the Ballina Hospital on Friday 21 March 2014. He was 94 years of age. Garth was appointed the first Farm Manager at Marcus Oldham (1961 - 1967) and undertook the development of the farm. He continued to take a great interest in Marcus Oldham and attended the 50 Year celebrations in 2012.

Marcus All Over

Anna Thirkell HBM 86 lives near Warragul Vic with husband Rick and children Travice and Ellen. Anna is a breeder of the Highland pony and a full time Angus commercial breeder. thirkle@dcsi.net.au

Matt Meehan FM 91 BB(AM) 04 undertook further studies in accountancy, completed the Professional Year and became a Chartered Accountant and Certified Financial Planner. He is now managing his own practice (AGBIS). Matt and Rose (sister of **Angus Monie FM 89**) and children, Claudia, Daisy and Sam enjoy the 'hobby farmer' life on 100 acres which runs steers. matt@agbis.com.au

Anna Nitschke Davis FM 82 has made Woodside in SA her home with Ian, and daughters Mary and Claire. Anna managed the family beef cattle property at Yea in Victoria until her marriage in 1997. Prior to purchasing a horse and cattle property in the Adelaide Hills in 2013, they lived in the city of Adelaide. anna.nitschke@me.com

Linda Cavendish HBM 03 found her Marcus education landed her in Ireland working for the famous Coolmore Ireland Stud and as Yard Manager at Coolmore's Castlehyde Stud for several years now.

Jane Bowman AdvCertAgriAdmin 92 DipAgri 02 spent 18 years in the dairy industry as sharefarmer, lease and farm owner. A career move included Secretary/Manager for Echuca Harness Racing Club and Campaspe Park Raceway Reserve, and a relief-milker. She also started her own agribusiness administration

business which services dairy farmers, agricultural contractors and security clients. Jane has a son, Neil and daughter Isabella. jane261073@hotmail.com

Philip Davis FM 74 resigned in October 2013 from the Victorian Parliament after more than 21 years in state politics.

Coming from a politically aware family with a Great Grandfather and Great Uncle serving as Members of Parliament, it seemed a natural course for Philip to pursue. In 1992 he was elected to represent Gippsland in Victoria's Legislative Council and served in the Kennett Government from 1996 - 1999 as Parliamentary Secretary to the Minister for Agriculture and Resources. Throughout his career Philip has served as Shadow Minister for Natural Resources, Ports, Energy, Agriculture, State Development and Country Victoria - all of which were interesting and challenging.

In 1992 Philip was elected Leader of the Opposition in the Upper House.

A strong focus for him was maintaining access to the primary resources which sustain the region's economic and social structure.

Philip once said that his years at Marcus Oldham gave him a broader awareness of the relevance of agriculture and rural communities; a great network and opportunity to learn from leaders who think outside the square; interaction with high achievers who dominate their field; and importantly, an ability to absorb large amounts of information while sleep deprived!

His advice to someone contemplating a political career is to get some real life experience first and maintain your community network. Be prepared to not be elected first time, perhaps even run in an unwinnable seat for some experience the first time. Try to work your family life around your political life.

Agri-politics is a great stepping stone to politics and can be very rewarding and valuable to the community in itself. All levels and branches of agri-politics desperately need new, younger blood and he encourages

everyone to become involved in their particular industry's politics. philipriversdavis@bigpond.com

Dan Korff FBM 10 BB(FM) 12 has taken an exciting new position as Stud Sheep Overseer with Jim Litchfield, Principal of Hazeldean, Cooma NSW. dan.korff@me.com

Mike Kermode FM 71 resides in Melbourne and since 2006, is Senior Valuer - Valuer General Victoria. His early career included six years in farm management and a long period working in the Rural Finance Corporation. mike@margandmike.com.au

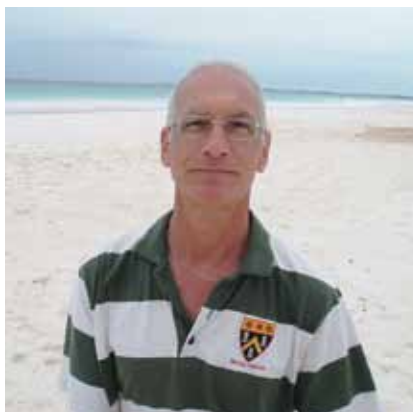
Dennis Chandler FM 78 and his wife Sarah, live near Meningie SA where Denis is Stud Manager at Coorong Designer Angus. His career path has taken him to Billabong Station Holborrk NSW, Northwood Park at Seymour Vic and Yalkuri, Narrung SA. djschandler5561@gmail.com

Ronald Reilly FM 04 is employed by Origin Energy as a Landholder Relations Officer. Ronald, Olive and their son, William live at Wallumbilla Qld. reilly_186@hotmail.com

Tom Lucas FBM 11 gained experience working for Riverina Stockfeeds in Brisbane Qld as a logistics coordinator prior to

his current position as Grain Trader at Australian Growers Direct, based in Balaklava SA. tom_lucas87@hotmail.com

Dale Bruns DipAgri 11 keeps himself busy as a wool broker and sheep classer with Australian Wool Network. Dale lives at Hamilton Vic. dbruns@woolnetwork.com.au



Colin Bulbrook HBM 95 after graduation, returned to London UK to care for elderly parents. Colin qualified as a District Nurse (BSc Hons) at South Bank University, London. Currently he manages a team of ten community nurses in west London as well as undertaking the roles of nurse prescriber and student nurse mentor.

Although based in London, Colin is always cheered and taken back to 1995 when he reads MOCOSA

- those happy memories include good people, hard work and horse husbandry. Interestingly, much of what he learned about horses and horse behaviour he uses with the humans he treats. For example, he always tries to put his patients at ease when first meeting, and (he quipped) he makes sure they don't try and lean on him when he dresses their feet! cbulbrook@emailaccount.com

Amy Brown Lewis HBM 05 now lives near Bollon Qld. heatherstation@bigpond.com

Simon King FM 90 from Tarranyurk Dimboola keeps busy with auger and silo manufacturing as well as maintaining a great interest in researching and documenting the histories of rural community sporting clubs through Wangara Consulting which is a multimedia consultancy business specialising in website development and maintenance as well as historical research and photography. wangara@wimmera.com.au

Gregory Lindsay HBM 98 left his New Zealand shores and is based in rural Brazil, 350 kms NE of Brasilia. He is developing a pasture based dairy farm and UHT milk factory. Greg and his wife, Cleuza have three children, Lilia and Livia born in 2002, and Nair in 2007. greglindsay@clear.net.nz

Overheard at Lucindale Field Day

If Only...

Well-dressed gentleman in his sixties: "I wanted to go to Marcus Oldham College so I sat down and wrote two letters. One to Marcus Oldham College seeking information on the Farm Management course, and one to a girl I desperately wanted to take out to dinner. I sealed them in the two envelopes and quickly slipped them into the posting box.

Several days later I received a very nice letter from Marcus Oldham College thanking me for the letter. They wished me well, and regretted they were unable to accept my invitation to dinner!"

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