



MOCOSA

MAGAZINE

Marcus Oldham College Old Students Association

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**Mungadal Station
winner of
prestigious award**



Principal's Perspective

Over the past twelve months there has been heightened interest and excitement in the idea of a new age for agriculture driven by increased food production and food security needs.

Ideas such as Australia being the food bowl for Asia have gained traction together with estimates in the 'Australia in the Asian Century white paper' that world food demand is expected to rise by up to seventy seven percent by 2050 with most of that demand being driven by Asia.

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Cover photograph courtesy
'The Land'

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. Some of the local excitement from politicians is possibly about looking for something to ginger us up if the mining boom recedes any time soon, in such that some of that political interest may dissipate as commodity prices improve.

It is imperative that our national interest and resolve does maintain an important focus on agriculture in general and food production in particular. I have stated before about the need to increase the participation of young people in agricultural education and training if we are to deliver manpower and skills levels to a degree necessary to realize on the food bowl economic possibilities. For over 50 years Marcus Oldham has been educating the future leaders in the agriculture and equine industries. I believe the role of our institution will become increasingly important in building human capacity for our sector over the coming decades.

*...the hype for agriculture
and what is happening on
the ground.*

We are starting to see in the press significant comment on the gap between the hype for agriculture and what is happening on the ground. Many producers have felt the steady reduction in prices that they receive for their product, and their feelings of powerlessness in changing that.

Further adding to concern about the future of Australia as a food bowl derived from a healthy and vigorous agriculture sector, are reports that declining funding commitments to agricultural research have resulted in a stagnation in the productivity growth of the sector.

Agricultural production is to become a bigger and a more complex business than we have seen before. Realising that the future will not only require professional managers who work well as employees, it will also

require entrepreneurial skills to forge new business, new products, and new enterprises that will be able to support the agricultural production of the future.

The Centre for the Study of Rural Australia at Marcus Oldham is developing a series of case studies of effective rural entrepreneurship, and identifying ways through which entrepreneurial skills and mind sets can be developed. Developing entrepreneurs who can assess a risk, assemble capital, and drive a new idea through, will become increasingly important to our sector.

Together with capital, innovation and business development will be crucial to developing the future for Australian agriculture. The place of higher education is of critical importance in the development of those skills. The rural sector values practical skill development and experience and this is a given and prerequisite for most farming operations. Value adding 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.

The future of agriculture in Australia is a bright one and Marcus Oldham can be a major player. We have to seize the opportunities in higher education to provide our industry with people who are well equipped technically to conduct this business, and who have entrepreneurial skills at a level advanced enough for us to generate the new business and the new products that will service the new markets that are emerging.

Dr Simon Livingstone
Principal





From the President's Desk

high in energy efficiency and low in maintenance.

Plans are to locate the new building west of the current Law-Smith Wing, half-way between the hostel and the 'Farm Manager's House', and situated slightly into the side of the slope to create a warm pocket allowing the south-west wind to sail over the top. The building will have a northern aspect with views up and down the main valley to the north of the original Principal's Residence, now known as the Warden's House.

This location will provide an excellent 'buffer' for our students when study is at peak periods but also for our encroaching neighbours in the Waurin Ponds Valley. The building is being moulded on the style of the Ivo Dean and Geoff Neilson buildings to marry a similar theme of architecture through the campus.

On the fundraising front, we have received many generous donations from past students and friends of the College. For this I would like to pass on my sincere thanks to all involved and, in particular, to the Foundation for

the hard work spearheading the fundraising campaign. We expect to start building early next year...so would like to see a few more dollars to get this great project completed on time!

Each year in June, the College holds the Marcus Oldham Rural Leadership Program. This course has now been running for some 21 years. For the majority of those intakes, the MOCOSA Executive has sponsored a position for the incoming Student President of the following year. We see this as a great opportunity for the Student Executive to help with the extra demands and skills required when they return from their prac year. The Student President's role is a very important one, and strong leadership from the top has a great bearing on the cohesion of the student body as a whole. I would like to think that the investment we have made in these individual leaders is helping to enrich the "Marcus Experience" for all of the students in any given year group.

Good luck with your projects.

James P Bufton FM 94
MOCOSA President

I'm very happy to report to all MOCOSA members on the progress of the new Social Room!

Concept drawings put together by staff and current and past students have been tabled and are receiving very positive reviews from all levels of the College community. Dave Bent, Head of Maintenance, is doing a fine job capturing a design which is not only going to provide a great venue for our students, staff and guests, but also a hardy and durable building which will be

Marcus Minds

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 free weekend offers the opportunity to experience Marcus first-hand. Participants attend mini-lectures, learn from keynote speakers, interact with graduates and current students and visit highly-productive farm businesses. Accommodation is in the Student Residences on campus.

It is proposed that in 2014, the 'Marcus Minds' weekend will be from 6pm Friday 13th to 1pm Sunday June 15th.

Details and reservations will become available online at marcusminds.com.au nearer the date.

However, continue to visit the website and also keep up to date on Facebook.

www.marcusoldham.vic.edu.au



www.facebook.com/MarcusOldhamCollege

**The proposed 2014 Marcus Minds Weekend will be held from
6.00pm Friday 13th June to 1.00pm Sunday 15 June.**



Jock Campbell *Agribusiness 1997*

Manager of Mungadal Station's award winning flock



Jock Campbell's career as a professional manager led him to the Paraway Pastoral Company properties upon his appointment as the first property manager of Paraway Pastoral Company at Pooginook Merino Stud at Jerilderie NSW in September 2007.

Paraway offers a dynamic environment in which property managers operate. There is a high level of manager empowerment that essentially allows the manager to run the business with a sense of ownership.

As a manager, Jock is responsible for establishing long term business plans, capital development and the yearly business plan and budgets. These then set the guidelines for the yearly plan provided they fit into the Paraway business model. Once the business plan and budget

has been set and approved at Board level it is his responsibility to see that financial and production targets are achieved.

In August 2010 when Paraway purchased the 44,000ha Mungadal Station at Hay in southern NSW, Jock was chosen as manager.

A prolonged drought had reduced the flock of breeding ewes to 7,500 and initially Jock ran the property without any full time labour until sheep numbers could be rebuilt to steady state levels, and this was achieved by using contractors on a short term basis.

Costs of the significant repair work required to meet OH&S standards on the two existing woolsheds on Mungadal were prohibitive and it was decided to plan for a new woolshed and yards. However, during this time, approaches were made to the owners of a neighbouring property as to a

possible sale. The acquisition of additional land and livestock was a logical step to increase the scale of the existing Mungadal business and in October 2011 the dry land portion of Pevensey Station and the complete breeding flock was purchased by Paraway. This increased the area to 59,000ha and the merino flock to 12,000 ewes thus giving the property better economies of scale.

Pevensey Station's woolshed and yards were in good condition and located close to the geographical centre of the amalgamated properties. The integration between the properties was completed through a combination of subdivided paddocks and laneways to allow for efficient movement of stock. The labour pool increased by one full time employee supported by the retention of local contractors.



Mungadal Station has been breeding and specialising in the production of high quality Merino sheep and wool since the 1840s. In 2012 the property's even line of sheep, depth of breeding and excellent lambing rate impressed the judges at the prestigious Peppin-Shaw Riverina Ewe Flock Competition where Mungadal Station was awarded Overall Winner, First in the Southern Area and the Fertility Award.

...impressed the judges at the prestigious Peppin-Shaw Riverina Ewe Flock Competition...

Mostly comprised of native saltbush plains, the Mungadal business is still in a rebuilding phase after the prolonged drought but is close to achieving steady state ewe breeding numbers. This is managed by slowly building ewe numbers through breeding and without compromising quality. Plans are on track to join 17,000 ewes in November 2013 and future plans should increase the flock size to 20,000 breeding ewes.

Mungadal is well-watered with 23 bores, an extensive pipe and trough system and frontage to the Murrumbidgee River at the north end of the property. With an average annual rainfall of 363mm

Mungadal has the capacity to run up to 48,000 DSE's which consists of the self-replacing merino flock and trade cattle.

Rotational grazing practices are used with sheep run in mobs of 3,000 - 5,000 head for most of the year and only split into smaller mobs for lambing. Scanned in-lamb ewes are split into twin and single lambing mobs. This practice allows twin bearing ewes to be run in small mobs with access to paddocks with the best feed and water. This grazing method allows for better pasture management and is a useful tool for determining the amount of feed on offer for livestock up to six months from when it is needed. It also greatly helps long-term planning, particularly when entering into dry spells.

Shearing occurs every six months with March and September being the optimal shearing times. Six monthly shearing was a practice adopted at Pooginook and now used successfully at Mungadal. Staple lengths of 60-65mm are achieved each shearing and the long-term breeding objective is to get to 70mm at each shearing. Twice yearly shearing produces approximately 15-20% more wool and is a useful tool to help manage

animal husbandry issues and provides a natural hedge when marketing wool, with half the clip sold in autumn and half sold in spring.

The Mungadal homestead is located in the Riverina's iconic sheep district three kilometres from Hay thereby allowing Jock, his family and staff to be engaged in the town's lively community life.

The Paraway ethos of empowering managers to run their businesses with full responsibility and accountability encourages smart decision making and the motivation to achieve the best possible outcome for the whole company as well as the individual property.

Support comes from Paraway's Head Office in Sydney where there is a skilled team to ensure the collective work of the property managers is pulled together to provide feedback to the managers and follow corporate governance guidelines.

After growing up in Western Australia I worked as a jackaroo and overseer in WA and NSW. I saw Marcus Oldham as an opportunity to bridge the gap between skills learnt in the paddock and the skills necessary to run a successful agricultural business. A good understanding of modern animal husbandry practices, grazing principles and sound environmental management are just as important as preparing and understanding a profit and loss statement, knowing the key revenue and cost ratios of the business and implementing capital development projects. The intensive nature of the Marcus Oldham Agribusiness course is well suited to the fast pace and high demands of corporate agriculture.

Jock Campbell

mungadal@parawaypastoral.com

Scholarships available for 2014
www.marcusoldham.vic.edu.au

Scott Weitemeyer *Farm Management 1994*

More than a spoonful of sugar



and oils across Australia and New Zealand, to leverage existing supply chain and customer relationships.

Food safety

The company uses its Quality Management System to ensure that customers can have confidence in the products with all necessary food hygiene requirements being met.

Across Australia and New Zealand, sugar products are standardised foods. All products comply with the relevant local food standards, codes and regulations. All products are manufactured in accordance with Halal and Kosher requirements and are certified as meeting Halal.

All sites have been externally certified as meeting the requirements of ISO Standard 9001:2000 under multi-site certification.

Major exporter

The company has an active export program ranging from containerised bulk and packaged sugar, which is marketed to over 50 countries globally, as well as bulk shipments dedicated to Singapore via their specialized food grade bulk refined sugar vessel MV Pioneer. The Pioneer is one of only three in the world and has a cargo capacity of 20,000 tonnes. The vessel has been designed to load and transport refined sugar in bulk to Australian and overseas destinations and discharges at 500 tonnes per hour.

Major competitors

The group refines approximately 1,000,000 tonnes pa. The market is represented by three competitive sets being: Manildra Harwood Sugars (northern NSW and a joint venture between the Manildra Group and the NSW Cane Growers Cooperative), Bundaberg Sugar (southern Queensland and owned by a Belgian food company) and small quantities of refined sugar imports, which predominately come from Thailand and Malaysia.

Of all the refiners across Australia and New Zealand, only Sugar

As Chief Executive Officer of Sugar Australia and New Zealand Sugar, Scott Weitemeyer manages a diversified sweetener and ingredients business, with refined sugar as its core and a history dating back to 1855.

This joint venture between Wilmar International (Asia's leading agribusiness group) and Mackay Sugar (an Australian sugar-milling company) produces approx 1,000,000mt pa of refined sugar, predominantly distributed domestically, where it represents significant market share of volume sales across retail, food service and food and beverage ingredient markets. The group also exports approx 250kt pa of refined sugar to many Asia Pacific and European markets, as well as refined sugar dairy blends to Japan.

Scott is based at Head Office in Melbourne and the company

operates three refineries: Melbourne, Mackay, Qld and Auckland, NZ. The company employs approximately 800 people across 11 work sites around Australia and New Zealand.

The product portfolio includes the market-leading brands of 'CSR' in Australia and 'Chelsea' in New Zealand, which have histories dating back to 1855 and 1884 respectively.

...sugar consumption has fallen by 9.3% over the past eight years...

A full range of sugar and syrups are marketed including White, Raw, Caster, Brown, Jam, Icing, LowGi, Low Calorie, Coffee, Demerara, Liquid sugars, as well as specialty syrups which include Golden Syrup, Treacle, Maple Syrup, Molasses and Invert Syrups. The diversified product and brand portfolio is also complemented by the Equal range. As part of the Wilmar Group, the company also distributes fats

Australia and New Zealand Sugar have active export programs in place. They compete against many international refiners on the global stage, with the major competitive players being from Thailand and Malaysia.

With competition from other domestic refiners and imported sugar, high customer service performance is essential, and the company is proud of their 98% DIFOTIS (Delivered in Full on Time in Spec) service levels.

Changing diet impact

There has been a decline in sugar consumption, which can be attributed in part by a changing diet in Australia and New Zealand. Australia's sugar consumption has fallen by 9.3% over the past eight years, according to a new, independent report released late 2012. This report highlights that sugar consumption per capita has dropped from 46.26 kilos/person/year in 2004 to 41.97 kilos in 2011. While this reduction in per capita consumption impacts the domestic market volumes, the business

has always developed overseas markets and new and growing product segments, to help offset the domestic decline in refined sugars.

In addition, as the public debate intensifies around consumer health and nutrition, the group is proactively engaging key opinion leaders with scientific based 'sugar' facts, educating these opinion leaders in the role sugar plays in a balanced diet, whilst actively responding to sensationalized negative media articles, to ensure that a balanced view is available.

The group also recognizes the need to provide innovative and healthier product alternatives to consumers, which has been demonstrated through recent launches of a healthier sugar range (Low Gi Sugars) as well as offering the Equal sweeteners range to consumers, which also includes the natural 'calorie free' Stevia.

The Future

Refined sugar is produced from raw sugar and the Australian raw sugar industry is one of the largest in

the world. The Australian industry produces approximately 4.5 million tonnes of raw sugar annually and approximately 80 percent of this is exported to overseas buyers, who are predominately located in Far East Asia. This region historically has had a deficit of raw sugar and provides the Australian industry with a geographical freight advantage versus raw sugar from other origins.

Therefore the future of the Australian sugar industry looks promising, when also taking into account the continuing shift of economic growth from the developed world to the developing world in Asia. This presents a significant opportunity for the sugar industry, as we see this new-found wealth of the developing world translate to increased levels of urbanization, rising incomes, all of which lead to the demand for quality food staples, western style diets and increased per capital consumption of sugar.

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Nuffield Australia

Marcus Oldham hosted a presentation by Victorian Nuffield Scholars earlier this year which was a positive opportunity for students to hear from and meet the 2012 and 2013 Scholars.

Topics covered by the Nuffield Scholars were varied and enormously interesting as they described their global tours during which they researched their areas of interest. The Scholars yet to undertake their travel, outlined their areas of focus and the countries in which they had organised their research.

Presenters were:

Damian Murphy: "Investigated the different finance schemes in place around the world which young farmers use to start building their asset in agriculture."

Adam Jenkins: "Investigated agricultural co-operatives with an emphasis on dairy co-operatives."

Bryce Riddell: "Investigated commercial production and value-adding opportunities for alternative hay crops, such as Orchard Grass, Timothy Grass and Teff Grass."

Ashley Fraser: "Studied how seed coating both protects and enhances crop growth."

David Cook: "Will investigate rotation/cover crops including nutrient availability and fertiliser application method."

Matthew Ipsen: "Will investigate world's best practice in sheep reproduction and lamb 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.

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.

Further information:

Jim Geltch, CEO Nuffield Australia
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enquiries@nuffield.com.au
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Alex Doble *Horse Business Management 2002*

Entranced by the power of the Thoroughbred

Marcus Oldham has not only given Alex Doble a flourishing career in the thoroughbred industry but the College can also claim introducing him to his future wife, **Karli Kenningham (HBM 2002)**. The young family has nested in Echuca on 70 acres with their two beautiful daughters, Olivia and Isabella. Alex is the CEO of the Echuca Racing Club, taking up the role in January after a five year stint at Moonee Valley Racing Club as its Racing Manager.

Not from a racing pedigree, Alex caught the racetrack bug whilst attending his first race meeting at Moonee Valley on Cox Plate Day (for anyone interested Octagonal won the Cox Plate on this day as a three-year-old). Alex has only missed the Cox Plate once in the 18 years since and that was because their first born arrived 20 minutes after Fields of Omagh saluted in the Cox Plate in 2006 and she was aptly named Olivia Omagh.

Alex entered Marcus Oldham as a mature-aged student with a work history best described as nomadic. He thrived under the conditions of the intensive one year course and turned his passion into a career pathway. In 2003, Alex worked in patches with Magic Millions, William Inglis & Sons and the Victoria Racing Club, spending the spring of 2003 in their membership department and experiencing the Melbourne Cup Carnival at the coalface.

In late 2003, Alex was offered his first full-time position in racing with Thoroughbred Racing South Australia (TRSA) as its Racing Coordinator under the guidance of then Racing Manager **Ian Hart (HBM 87)**. Ian was awarded the Marcus Oldham Graduate of Excellence Award in 2002 at Alex's graduation ceremony. During his time at TRSA Alex managed the state's breeding incentive scheme - SABIS, was the



Alex and Karli Kenningham HBM 02

editor of the industry's monthly magazine *Trackside*, acted as the industry's Owners Liaison Officer and was a Senior Race Day Judge at metropolitan and provincial venues.

...led me to being able to fast track my career...

In 2007, Alex with a young family at foot and with the call deafening to return to Victoria, the decision was made to leave South Australia with no job on the horizon. Alex was quickly snapped up by the Moonee Valley Racing Club (MVRC) on his return from over the border with a three month contract in the role of Special Projects. Alex was soon entrenched at the Club and was an important member of the CEO's Office.

Alex commented, "I have been very fortunate that all my roles over the past decade have been wide-ranging and has allowed good crossover with all departments of the racing business, I believe these experiences have led me to being able to fast track my career."

MVRC CEO at the time, John Cameron, departed the Club in April 2008 and was replaced in August by Michael Browell, a proven racing administrator who had run the Mornington Racing Club with great success for the previous seven years. The MVRC underwent a restructure in 2009 whereby Alex's position became redundant. Alex remembers, "It was an interesting time as Michael fired me one day



for owners, the Sunline Suite, the launch of the night racing on-course race book *Valley Form* and a key contributor in delivering six Cox Plate events including last year's Cox Plate Carnival run over the Friday night and Saturday, a first for the Club.

Alex notes, "I will be forever grateful to all at Moonee Valley for the opportunity and the trust they placed in my abilities to get the job done." But in November 2012 the opportunity arose as the CEO at the Echuca Racing Club and with the blessing of his family and the MVRC he applied for the position. Alex was successful in this application and was offered the role which he readily accepted.

Alex comments, "I am honored to be given this opportunity as custodian of such a valuable racing asset to the Victorian industry; the Club has a strong set of race dates, great racing facilities including its course proper and a community that wants to engage with Thoroughbred racing and the Club." Alex continues, "Echuca is a great town with strong local support but one of its real advantages is that 1.8 million people visit Echuca every year and at the end of the day my ambition in the role is to leave the Club in a stronger position than I found it."

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and rehired me the next." Alex continues, "The restructure period was challenging but I was very privileged to be managing racing matters for a metropolitan racing club at such an early age."

Alex's key achievements at Moonee Valley included the implementation

of the Essendon Mazda 55 Second Challenge Series, developing the premier night racing strategy including a revised prizemoney model, successfully lobbied for nine black-type upgrades including the Moir Stakes to Group 1, the introduction of the premium area

Field Days and Equine Events

Marcus Oldham has successfully promoted its education programs at a series of field days and equine events so far this year, and if you are intending to visit any of the field days or equine events listed please call in for a chat. It's always great to see graduates, or parents, grandparents, siblings and friends who stop by - which just reinforces the strength of the Marcus network.

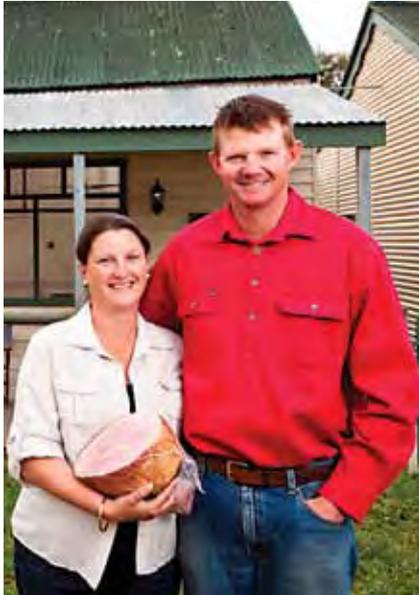
These are also a good opportunity to encourage someone considering studying at Marcus to call in for a friendly chat with a Marcus representative. They can discuss their career options and the education programs that would set them on their career path.

August	28 & 29	Dowerin WA
September	4 & 5	Newdegate WA
September	17 -19	Henty NSW
September	24 - 26	Yorke Peninsula Paskeville SA
October	1 - 3	Elmore Vic
November	7 - 10	Equitana Sydney
November	14 - 17	Adelaide 3DE Adelaide

Agriculture | Agribusiness | Equine Management | Postgraduate

Jason Hagan *Farm Management 1994*

Letting pigs be pigs Farmer of the Year 2012



It all began as a 'bit of a hobby' with five crossbred sows and a Berkshire boar in May 2010. However, Jason and Belinda Hagan, who both have extensive experience in the pork industry, embarked on a business that resulted in Jason being awarded Farmer of the Year 2012 and Belinda achieving the level of Finalist Farming Woman of the Year 2012.

Jason had directed his career path to gain substantial experience across Australia, before returning to the 235ha Hagan family farm at Tooborac, Victoria. His 2007 marriage to animal nutritionist, Belinda Jennings, who had specialised in pig nutrition, has resulted in a successful business partnership. At first it was a small enterprise as both were working off farm, but after the first process of premium quality meat and hams they decided to concentrate on the Berkshire breed due to their lovely nature, foraging habits and reduced sunburn worries due to their black colour.

Belinda and Jason were keen to develop a free-range pork business and they developed 'McIvor Farm Foods' direct marketing the pork to

multiple end-users. A purchase of 15 Berkshire gilts (young females) led to the opportunity to purchase the entire herd of 30 Berkshire sows in September 2010. By early 2011 there were pigs galore so they pushed the direct marketing into restaurants and farmers' markets and this, once small, enterprise has never looked back.

Another leap of faith in early 2012 resulted in the purchase of 15 Berkshire sows from another existing herd and the Hagan's herd totalled approximately 50 sows in a very short period.

In an endeavour to broaden their market, the two entrepreneurs approached retail butchers in Melbourne, Benalla and Avenel to which they now supply whole carcasses. The next move is the development of their Online Store - bulk pork packs and home delivery and launching a smallgoods range which includes salami, chorizo, and pancetta.

The Christmas season is a very busy time for the pork and ham business and with three sold out festive seasons behind them, and by increasing the amount of 'Hams ON the Bone' each year - the demand keeps growing.

For their breeding program they select their own females and buy in Berkshire stud boars in teams a couple of times a year. Although they are a small producer in the eyes of the Australia Pig Industry and run a small land area, that hasn't stopped Jason and Belinda from achieving and providing best practices for the animals and land whilst not compromising on the quality of their product. Their system has been displayed to Australian Pork Limited to demonstrate the environmental aspects of free-range farming. The business aims to respect all components and they conduct farm tours to provide consumers with a better knowledge of food production, pigs and modern farming practices.

*...from cell grazing, kiwi-tech
techno-fencing and python
water systems...*

The emphasis on free-range pigs is not only a animal-welfare philosophy of 'letting pigs be pigs', but to design a system where pigs could actually be utilised in regenerating the land. Their system is quite unique and utilises new and different technologies. They selected a breed of pig which is





best suited to the outdoors and this provides them with a point of differentiation from other producers and, most of all, results in delicious, succulent pork.

Land management is the key to how the Hagan's farming system has been developed. The pigs are

one component of a system which involves grazing, mainly sheep, and most of all 'resting the land'. Pigs are by nature very destructive and hard on land, therefore the Hagan's unique system using principles from cell grazing, kiwi-tech technofencing and python water systems, gives them the ability to move the pigs regularly. This reduces



the impact on the land, gives the ability to 'rest' the soil and most of all, takes land management beyond sustainable to regenerative.

Jason and Belinda have a 'Vision Board' which they developed before starting the business. This incorporates the business goals and personal aims they want to achieve. This is an excellent development tool and especially when life gets a little daunting, they can revisit the board and make sure their goals are still relevant. It encourages them to reflect on the goals they have achieved and also to refocus and get back on track if they feel they may have strayed from the path.

The business reached the point where in early 2013 a full-time staff member was employed. This allows Jason and Belinda to continue the exciting development of the business and raise their family.

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Ian McMichael *Farm Management 1971*



The Chairman and Members of Council acknowledge and wish to record their deep appreciation of Mr Ian McMichael's contribution to Marcus Oldham College over a 27 year period.

Ian studied at Marcus Oldham and was elected President of his year group in 1971. He went on to be awarded a Nuffield Scholarship in 1980, was a successful farm business manager who later established the agricultural consultancy business - McMichael and Associates. His company

has undertaken a diverse range of projects in the international, corporate and private sectors. Ian remains active in the community in his current role as President of Rural Alive & Well Inc - a suicide prevention program in Tasmania.

Ian was appointed to the College Council in 1985. In addition to his role as a member he held the position of Chairman of the Planning, Building and Facilities Committee. Under his leadership the College developed significantly both in physical infrastructure and educational initiatives. Ian was instrumental in developing a strategic focus for the College with the development of a comprehensive master plan.

As an example, over the last decade Ian oversaw significant capital works such as construction of the Ivo Dean Centre; the Geoff Neilson Centre; the Scobie and Claire Mackinnon Stable Complex and Round Yard and Principal's Residence. In addition, the library was extended; all classrooms and student bedrooms renovated; the Buckland Wing extended; the Academic courtyard constructed and additional staff offices built. A

number of significant landscaping projects were also completed.

In the education sphere, Ian oversaw the writing and development of the agribusiness degree and the development of the farm management course. The postgraduate program was also developed during his time as Chairman of Planning. Ian and his brother, Neville, were instrumental in directing to Marcus Oldham, the Bill Ruse Memorial Scholarship established for the development and training of young people for careers in agriculture.

Ian always gave generously of his time. During his tenure on Council he was residing interstate, in New South Wales and later Tasmania, and yet there were very few meetings which he missed. He was truly committed to all aspects of Marcus Oldham.

Ian's commitment and passion for Marcus Oldham and involvement in its governance over a long period has significantly benefitted the College. He and Tam are wished well in their future endeavours.



Will Crozier *Farm Management 1984*

Sweet and sour



From his office in Geelong Victoria, Will Crozier has brokered a deal that has the potential to be one of the most significant deals in Australia's agricultural history.

At 53 Will is the lynch-pin in China's purchase of Western Australian farmland as part of his plans to create a direct supply chain to feed China's population.

The deal has seen the purchase of vast areas of top grade land in WA's south and the establishment of new export facilities to ship grain direct to China. The investment, worth hundreds of millions of dollars, has been made by China's biggest agricultural conglomerate, the state-owned Beidahuang Group. Fully supported by the WA Government, the deal presents huge opportunities for WA farmers to export millions of tonnes of grain a year to China.

Will said about \$150 million had already been invested in the supply chain project, including \$70.5 million on farm purchases in past months. "This is real money coming in and hopefully we get it right and there will be a lot more investment to follow."

An initial \$10 million upgrade of storage and loading infrastructure at Albany Port will allow shipment of up to 300,000 tonnes a year in the first two years, scheduled to commence 2013/14 summer. It's planned to follow this with a massive investment at the Port while rail investment is being considered in the long term.

Will said that his private company *Vicstock Grain* would create a port facility of the highest order after buying a long-term lease from woodchip company Plantation Energy. Discussion around a substantial investment to make it suitable for some of the larger vessels is required as Will is aware the woodchip industry is in decline and his plans are to acquire all that available space as his operation is scaled up for bulk grain.

Will's plans are without boundaries as he discusses his dream of introducing cutting edge technology in all facets of his grain delivery, including a purpose-built site for nitrogen fumigation assisting quick turnarounds. The deal has been structured so that *Vicstock Grain*, with the financial backing of Chinese investors, runs the farms and controls the storage and loading facilities in Albany. Heilongjiang Feng Agricultural, a company with links to Beidahuang, owns the farms.

...how much integrity the Chinese have shown to honour those deals...

Will said the sales (negotiated up to four years ago) had started to settle this year. "They offered premium prices to start with and I cannot believe how much integrity the Chinese have shown to honour those deals," he said. "They could have walked away but they said 'no, we cannot do that because our name will be in tatters'. They have honoured every single contract."

As a supporter of foreign investment in local agriculture Will sends a warning that unless it is embraced, Australia will leave itself undercapitalised and put agriculture at risk of becoming a second rate industry. He is a veteran of setting up export markets and currently deals in dairy cattle and grain in his role as managing director of Geelong based *Vicstock Global*.

Will is facing a dark side as he battles a highly aggressive form of

cancer which has taken a toll on his body but not his spirit. In typical Will fashion, he said that if the cancer did get the better of him he'd "go out with his boots on" after shoring up one of the most significant deals in recent Australian agricultural history. "It has kicked the s..t out of me. It has been very painful and debilitating. There's been so much to do. I've just tried to face up to the next day and do what I can." He said it was important to remember that if he does not see his project reach full potential, on the day he goes out with his boots on, more than 40,000 hungry babies will be born in China.

The first exports will be just the start, with the Chinese hungry for millions of tonnes of grain from Western Australian and East Coast farmers and growers. Will feels he has done his job in securing the Chinese in this marketplace. The deal has very significant implications for every grain grower not just in WA but in Victoria as well. The Chinese are hungry and they won't just trade one year and not the next. They want a solid reliable supply from a clean environment in a country they can understand. They will be big traders in the markets like anyone else, the difference being they are locked in with the significant assets they have acquired in WA.

Reflection: More than 10 years ago Will, a lateral thinker, was travelling on a train in China when he came up with the idea of creating a direct grain supply chain from Australia. Meat was his game and he was trying to break open new markets for veal. He went through the process mentally and decided he had to create a complete supply chain and to target grain.

Will acknowledges that Marcus taught him to think 'outside the square'. He said launching Vicstock Grain wasn't easy, it didn't just happen, and no way could he have done it without his Marcus education and help along the way from many Marcus friends.

Belinda Howard *Horse Business Management 2008*

Stepping stones

Horses have always been a huge part of Belinda's family life.

Her mother, Jane Henning, has worked in the racing industry since she was in her early twenties and is a prominent pedigree analyst, planning the matings of eight Group One winners and three Group One place-getters to date amongst many other class racehorses.

Belinda admits that her first love was not the Thoroughbred - it was the pony. However, she's not alone in that regard - it's all about proportion! Her passion was riding and she was lucky enough to get her first pony at the age of eight and from there her love developed, along with her riding technique and passion for showjumping.

By her final year of high school, Belinda was on the NSW Junior Showjumping Squad and spending every weekend at a different competition with her two horses. She was also riding trackwork before school for a leading Sydney trainer, Tim Martin at Rosehill.

The belief that she would end up working in the equine industry was ingrained from early on and never weakened.

By the time Belinda approached the end of her final year of high school, she was searching through the courses that would give her a leg-up to her chosen field. The passion for showjumping was still there, but the expectation of a long career as a showjumper was waning, and her passion for the high speed and high stakes of racing was increasing. That's when she discovered Marcus Oldham College and the Australian Thoroughbred Scholarship.

Belinda quickly applied and met the team at the Geelong base for an interview, and was, fortunately, granted not only a position, but also the high value Scholarship.

The year at Marcus Oldham took in all aspects of equine and business



skills and was a great platform from which to launch a career in the industry. After graduating from the one year intense course, Belinda's drive for showjumping and travel was still strong. She thought it was time to put her UK passport (her father is English) to good use. She applied online for a job in a large German showjumping stable and boarded a plane to Germany to initially base herself there. After six months in Stuttgart during which she refined her riding style, Belinda travelled to both Portugal and England to ride for stables there.

The trip was a wonderful experience on so many levels, but Belinda didn't see a future in showjumping for her, and it cemented her desire to be a full time participant in the racing industry.

Even before she had landed on Australian soil, Belinda had arranged a position on the yearling preparation team at Vinery Stud, also assisting in the breeding season as the relief foal watch attendant. The highlight of her time at Vinery Stud was preparing a very professional yearling which went on to be named Atlantic Jewel - now a dual Group One winner and unbeaten in seven starts to date.

Although Belinda enjoyed working hands-on with the horses, an exciting opportunity presented itself.

Breeding & Racing Magazine advertised for a 'recent graduate of a Thoroughbred course' as an editorial production assistant, which provided a foot in the door to hone her administration and writing skills.

The position gradually grew in workload and responsibility and, once her writing was up to scratch, she was allocated articles to write for every edition as well as many stallion and yearling profiles for the advertisers.

Articles which stand out in her memory include an interview with renowned bloodstock agent, James Bester, detailing his unbelievable success as a yearling selector; an article on the prominence of Australian buyers at the Keeneland Sales; and another on which qualities the top metropolitan racehorse trainers prize most when selecting yearlings. Belinda found this an interesting one, 'because everyone's preferences were so very different!'

Having met many participants and gaining an insight into some of the most important areas of the racing industry via the research for her articles, she began to get a grasp on the workings of the racing industry.

Approaching 18 months of employment with Breeding & Racing, Belinda was introduced to Jason Abrahams, the Director of Sydney racehorse syndication company, Champion Thoroughbreds. Jason was on the lookout for someone to front the business as Racing Manager and after a few conversations, he invited Belinda to join the team.

Champion Thoroughbreds is part owned by leading Sydney trainer, John O'Shea. John and Jason select

continued on page 14

Belinda Howard
continued from page 13

suitable yearlings for syndication and of course, all are trained by John from his Randwick base. In a nutshell, Belinda's role is to market shares in these yearlings and ensure that all owners (up to 20 per horse) are kept constantly informed on their progress and to arrange race day and other social events to make owning a racehorse as exciting and enjoyable as possible.

At present, there are 24 horses under the Champion banner headed by Group 3 winner Lightinthenite who's looking to be an exciting horse in the Spring, among numerous other exciting prospects.

It was an entirely new area for Belinda and there was a steep learning curve, but having been at the job now for just under two years, it has really taken shape. At 23 Belinda has been given a lot of rein to help grow the business, via client communication and quality of product. This includes the instigation of new initiatives such

as 'jockey cam', a more indepth website approach, all social media, etc.

As with most people's careers, for Belinda, there were stepping stones which led from one thing to another. The Marcus Oldham Horse Business Management Course was a very important 'stone' in that path, and then it was up to her to take advantage of opportunities and work as hard and as smartly as possible.

Belinda@championthoroughbreds.com.au

Worthy Award

Congratulations to Andrew Baker, Director Agribusiness and Deanne Whelan, Lecturer Accounting, on each receiving a Postgraduate Certificate of Finance Merit Award from Deakin University. Presenting the Awards is Vice Chancellor, Professor Jane den Hollander.



Farewell Jenny Wotherspoon



For students making their first 'for real' contact with Marcus Oldham over the past 13 years, the Student Services Officer, Jenny Wotherspoon, guided them through the application process and on to where she welcomed them on their first day of College life and organised them at their Graduation.

Commencing in 1992 as secretary for the newly introduced agribusiness course directed by Belinda Reynolds, Jenny accepted in 2000, the position of Student Services Officer. After 21 committed years to Marcus Oldham, Jenny retired in July. She will be remembered by so many graduates across Australia and overseas as the warm and smiling person who was a friend and at times, a mothering influence to students.

Jenny's fun and caring attitude will be missed by her colleagues who wish her and Peter a long run of retirement years. Jenny planned her retirement well by incorporating international travel plans early into the first month of this next phase of her life.

Abbott and Turnbull Choose Marcus Oldham

"It's really good to be here at Marcus Oldham College. This is a very important educational institution," said Tony Abbott, Leader of the Opposition, when he and Malcolm Turnbull, Shadow Minister for Communications and Broadband visited Marcus Oldham in April.

Mr Abbott and Mr Turnbull chose Marcus Oldham to discuss the importance of the Coalition's National Broadband Network and the benefits of this service.

Mr Abbott acknowledged, "Marcus Oldham is a key part of Australia's agricultural future, and if it is to flourish, obviously it needs better broadband services and it needs them now." He assured, "We will deliver fibre to an institution like this very, very swiftly because our system is about using the right infrastructure to the right place."

Spending time mingling and discussing issues with students, the political leaders were amazed at the fact that students come from every State and Territory to study at Marcus Oldham.



A welcome from Principal Dr Simon Livingstone



Mr Abbott and Mr Turnbull with Harry Kelly Agri 2, Caramut Vic and Olivia Conway FBM 3, Taroom, Qld



Peter Kelly FBM 3, Rugby NSW, Caitlin Chester Agri 1, Cobram Vic, Rob Binks FBM 3, Tamworth NSW, James Hillcoat FBM 3, Lincoln England



The Centre for the Study of Rural Australia

Encouraging Victoria's Rural Entrepreneurs

The Centre for the Study of Rural Australia (CSRA) at Marcus Oldham is engaged in a three year research project called EntruBIZ which is an innovative program designed to inspire and create entrepreneurial opportunities in rural businesses and communities in Victoria. EntruBIZ will offer a targeted approach to develop a set of solutions based on the individual's skill levels and the current needs of their business. The EntruBIZ project is funded by the William Buckland Foundation and RC & EC (Cappur) Webb Trust.

The Program's key focuses include:

- inspiring new entrepreneurs
- developing participants' business skills
- fostering the development of collaborative peer networks
- collecting research and disseminating information.

The Program is operating in the Victorian regions of Shepparton and Bairnsdale with their own dedicated Rural Entrepreneur Developer (RED). Our REDs, John Wenske (Shepparton) and Johanne Toohey (Bairnsdale) possess relevant business skills and experience, and access to local networks and business leaders. Their primary role is to facilitate EntruBIZ locally and to interface between the CSRA and program participants.

John Grace is a Research Fellow based at Marcus Oldham who is also working in the EntruBIZ team to track the Program's development and create case studies of EntruBIZ entrepreneurs. John will also help the participants to gain access to the latest research from Australia and overseas on entrepreneurship and contribute to the online forums.

EntruBIZ Activities and Services

- develop forums for the business community
- co-ordinate themed workshops and/or training courses
- actively participate in and work with existing networks
- arrange customised assessment of entrepreneurial skills
- negotiate individualised action plans
- coach participants to develop business skills and capitalise on opportunities
- establish peer networks for participants
- broker links to successful business mentors



Johanne Toohey, John Wenske, Dr Yasmin Chalmers and John Grace

The Opportunities

- access to local and international business expertise in entrepreneurship
- gain an insight into your entrepreneurial skill set
- clarification of your business focus
- identification of opportunities to build your business
- development of innovative business solutions through creative thinking, planning and acting
- the satisfaction of being involved with local entrepreneurs leading to increased prosperity for you and your community.

The EntruBIZ concept is generating plenty of interest with people and businesses in Shepparton and Bairnsdale. There are a number of ways that you could support EntruBIZ if you are based in Shepparton or Bairnsdale:

- › If you already operate an innovative business consider volunteering to act as a mentor to a less experienced entrepreneur.
- › Are you keen to start up a new venture yourself or know someone that is in this position? Why not contact Jo or John to arrange a chat or secure an invitation to the launch in your area.

Further details can be obtained from www.marcusoldham.vic.edu.au/the-centre-for-the-study-of-rural-australia or contacting Dr Yasmin Chalmers (03) 5247 2904 or John Grace (03) 5247 2928 grace@marcusoldham.vic.edu.au

The Centre for the Study of Rural Australia

Firmly establishing its position as a presenter of topical discussion to the Marcus Oldham wider community, The Centre for the Study of Rural Australia conducted two forums this year.

Presenters at the May forum on “Sustainable Management: Linking Production-Markets-Society” included two Marcus graduates, **Sam Archer FM 88** from Gundagai NSW and **Sam Pincott BB(AM) 03** of Holbrook Paddock Eggs NSW, as well as Graeme Hand, Branxholme Vic, James Nagorcka of Waltanna Gold, near Hamilton Vic and Paul Crock, Gippsland Natural Meats near Fish Creek, Vic.

The presentations from this forum are on the Marcus Oldham website under the CSRA banner and well worth exploring.



Chelsea McNeil FBM 1, Kerang Vic, Tess Caldwell Agri 1, Edenhope Vic, Caitlin Chester Agri 1, Cobram Vic, Heather Cameron Agri 1, Morven Qld, Lily Chirnside Agri 1, Inverleigh Vic, Anna Hicks Agri 1, Moura Qld,



Harry Kelly Agri 2 Caramut Vic, Will Archer FBM 3, Longford Tas, Andrew Kelly Agri 2, Barrabool Vic



Sam Pincott BB(AM) 03, Graeme Hand, James Nagorcka, Sam Archer FM 88, Paul Crock.



Lachie Seed FBM 1, Camberwell Vic, Liam McGuane FBM 1, Corunnun Vic, Chris Sondhu FBM 1, Wombelano Vic



Nicolle Harley FBM 3, Berwick Vic, Courteney Moffat Agri 1, Esperance WA, Cec Archer FBM 3, Cressy Tas, Peter Kelly FBM 3, Rugby NSW, Robert Binks FBM 3, Tamworth NSW, Kynan Onions FBM 01, South Spreyton, Tas



Sam Archer FBM 1, Cressy Tas, Luke Melisi FBM 1, Forbes NSW, Will O'Connor FBM 1, Cambell Town Tas, Sam Davidson FBM 1, Young NSW

The Centre for the Study of Rural Australia

In July, students and friends from our wider community attended a presentation entitled “*Social Media in Agriculture*”. Valuable insights into the growth of social media within the agricultural industry and its benefits, were shared by Tom Whitty Victorian Farmers Federation, Brad Jenkins, Royal Agricultural Society Victoria, Tim Gentle, Design Experts in Echuca and Bendigo, Jonathan Dyer, farmer, Kaniva NW Vic, and Sam Trethewey, agricultural writer for Fairfax Media.

The presentations from the “*Social Media in Agriculture*” forum are also available on the CSRA website.



Principal, Dr Simon Livingstone welcomes students and guests to the Forum.



Presenter, Jonathan Dyer, who tweets from the tractor cab and blogs about farming, finds Twitter a valuable resource for connecting with, and learning from, other like-minded people in the industry.

In 2010 farmers and social media barely connected, by 2013 hundreds of farmers are on Twitter sharing and educating the public on what they do in agriculture.



Minute of Appreciation for W Robert R Beggs AM upon his retirement from Council

Mr William Robert Ricardo Beggs AM served on the Marcus Oldham College Council for 29 years holding the office of Chairman from 1997 to 2007. As Chairman and through the several positions Robert held in the governance of the College, many achievements were attained by him. The Council members record their deep appreciation of Robert's notable service to Marcus Oldham.

Following in the footsteps of his father, Arthur Beggs CBE the first Chairman of Council, Robert joined the Council in 1984. His retirement on 25 March 2013 closed a period of significant and valuable contribution from a man whose dedication and tireless work was a huge force in the development of Marcus Oldham College. Robert's desire to maintain the best from the past yet keep the College at the forefront of rural and equine education has greatly benefited graduates of Marcus Oldham. His personable manner to fellow Council members and to College staff was well appreciated.

Robert's considerable contribution to the Marcus Oldham College Foundation as founding Chairman from 1989 to 1997 advanced it from a fledging operation to a major entity within the College.

The bestowing of awards recognized the integrity of Robert who received an Australian Nuffield Farming Scholarship in 1969; became a Member in the General Division of the Order of Australia in 1992 for Services to Primary Industry; in 1994 he was awarded an Honorary Diploma of Farm Management (*Marcus Oldham*); and received a Centenary Medal for leadership of agricultural education and promotion of agriculture and community service in 2001. In 2007 Robert was awarded an Honorary Bachelor of Business (Agricultural Management) (*Marcus Oldham*) for his significant contribution.

A well-known fine wool breeder and well-regarded in the community, Robert brought a certain prestige to the Marcus Oldham College Council through his long history of service to agriculture. He held numerous leadership positions including President of the Royal Agricultural Society of Victoria, Chairman of the Victorian Regional Committee, and Deputy Chairman of the Phosphate Cooperative Company of Australia. He also worked tirelessly for the Nuffield Foundation and is an Honorary Life Member of the Australian Superfine Wool Growers Association. Robert served on the Winston Churchill Memorial Trust of Australia and was Chairman of the Victorian Selection Committee.

Robert is married to Margaret and they have three adult daughters. Margaret has supported Robert well in his community endeavours with her warm and genuine interest in those she meets and through her natural charming manner. The Council sincerely thanks Robert for all he has done for Marcus Oldham College and wish Margaret and him all the best for the future.

Mr Bruce Wilson
Chairman of Council
July 2013

Edge Management

Producer Network Connecting Graduates

A highly valued connection between Marcus Oldham and a producer network has emerged. Marcus graduates are finding an excellent fit for their respective businesses within a peer review process called EDGE Management - Education, Development, Growth, Empowerment - for farmers and small businesses.

Based in NSW, EDGE Management supports a network of progressive businesses and is about creating wealth, and also understanding succession planning.

Angus Lamont HBM 06 talks of EDGE. "Our business joined EDGE three years ago because of recommendations from a number of farming families that we saw as progressive businesses within their field. Initially we were slightly hesitant but as time goes on we are starting to see some really exciting benefits and opportunities for us and other members of our EDGE Board.

"Joining EDGE put a lot of my learnings at Marcus Oldham into practice. It is so easy to get bogged down in the day to day activities within a business and being a part of an EDGE Board allows you to get an outsider's perspective on your business and makes you accountable for your decisions.

Communication, particularly within family businesses can often be difficult and we have found it is a huge benefit for some people to get their point across in a small group of confidants rather than one on one, which ultimately helps every individual try and meet their goals.

There is a commitment to have your financials in order at each meeting and this keeps businesses more organised. Over the years it allows you the opportunity to benchmark against your own business and compares it to similar businesses which, in turn, allows the Board to suggest improvements and ultimately allows you to run a smarter production.



Stuart and **Angus Lamont HBM 06**

We have made a lot of great friends from the process and would highly recommend it to any NSW rural based business that wishes to strive and meet their goals."



Dugald McKay FM 84

EDGE member **Dugald McKay FM 84** said, "Since I graduated from Marcus Oldham, agriculture has had a rapid growth in technology, chemical and fertiliser use and the reliance on larger faster machinery. The information overload is ever present when we open our email!

During the late 2000s, after many continuous dry years, I found myself working harder (not smarter) and quite despondent, with the effects of reduced production and constant costs affecting the farm business. I had become the employee, rather than the employer. Thus I had lost sight of the big picture.

I was introduced to the EDGE concept through mutual friends and with much apprehension, joined the group in 2010. Totally out of the comfort zone, I bared my soul in a Board Group situation, with other like-minded businesses. My farm business was scrutinised, analysed and dissected, with the result being a plan to lift stocking rate production, improve grazing techniques and take control of the financial planning and recording, based on Key Performance Indicators. Over time I was presented with key targets, deadline dates and a disciplined approach. I was taking back control of the business and better prepared to make informed decisions with the help of other members within my Board and the whole EDGE network. I found the accountability was an excellent tool to keep me focused on the big picture and the ability to put plans into action earlier. The EDGE network has helped me take back control of my business with clear aims and objectives.

I would recommend EDGE to any farm business looking to push the boundaries. It is a tool with excellent experience and knowledge which can help drive you to your goals."

Oliver Wythes FBM 00 also speaks of his involvement. "After attending Marcus Oldham and then going



Oliver Whythes FBM 00

Will Burnheim, who is a member of EDGE, participated in the 2012 Marcus Oldham Rural Leadership Program and talks of his views on that Program. "The benefits of the Leadership Program are many. The course pushed me out of my comfort zone when being coached to gain leadership skills. During the Program you make numerous contacts - in my case from Queensland to Tasmania. During the five days, guidance is given in a range of tutorials from communication, negotiation and dealing with media - which are very well presented by the Program administrators."



Will and Maddie Burnheim

EDGE values its relationship with the College, as it too, benefits from the personal/business development training its members gain from the Program."

Inquiries regarding EDGE Management can be made to Tony Hudson tony@hudsonfacilitation.com.au

www.edge-management.com

out into the workplace prior to returning to the family property, I have found being a member of EDGE a valuable tool which I can utilize both within our business structure as well as the networking possibilities brought about through the EDGE contacts.

The ability to discuss different aspects and ideas with like-minded individuals is invaluable, likewise the ability to see how different people approach things.

I cannot recommend EDGE highly enough to Marcus graduates. It gives you the opportunity to utilize a multitude of skills which are gained throughout your time at Marcus, and at the same time is beneficial to your business health, growth and succession."

Current EDGE Management Chair, David Mott, talks of EDGE's involvement with Marcus Oldham. "EDGE Management is very fortunate to have Marcus Oldham

sponsor one of its members each year to participate in the week-long Marcus Oldham Rural Leadership Program. This year will see the fifth EDGE member involved. As EDGE is about helping its members' businesses reach their potential, this course is a wonderful opportunity for these members to gather the tools needed to achieve this. The Program is facilitated by leading specialists in many fields and some of the learned skills include: understanding staff and being able to effectively communicate with them, use of media, being an effective negotiator, understanding your own strengths and weaknesses, and bringing about changes that may be necessary."

Marcus Oldham's very generous sponsorship allows EDGE members an opportunity that may not otherwise be available to them. And, of course, there are the networking opportunities with the other participants."

Reunion



The 2002 Rural Business Management and Agribusiness Administration graduates shared a great deal of fun and laughter when enjoying a rather warm 10 Year Reunion in Darwin NT.

Those who managed to get to the north were: David and Anna Bufton, Stu Bush, Ross Campbell, Scott and Liz Dixon, Simon and Milly Fisher, Rob and Eliza Handbury, Stu and Hannah Johnston, Sarah and Rich Johnston, Anthony Mulcahy, Sam Pincott, Dick Cannon, Sarah Cole, Top Harvey, Gav and Hayley Hill, Dick Johnston, Ben Lane, Nina and Donald Murray, Jane and Andy Mercer and Henry and Emma Welsh.



Marcus Oldham Rural Leadership Program

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 information is on the Marcus Oldham website.

As part of the Royal Agricultural Society of Victoria's ongoing commitment to investing in its people and capabilities, Kate Heeps, Manager for Strategy & Research and **Jess Skilbeck BB(Agri) 10** Agriculture Development Officer, participated in the 2013 MORLP. Jess was also granted a scholarship from the Invergowrie Foundation to attend the Program.



This year at the Leadership Dinner, the Merial Howard Yelland Beef Industry Award was presented to David Blackmore, pioneer Australian Wagyu breeder and successful international brand manager.

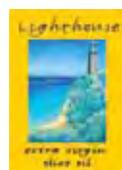
Presented by Ivan Pyke, Merial Australia, the Award is made in conjunction with the Australian Beef Industry Foundation, and recognises the outstanding contribution of an individual to the development of the beef industry and is regarded as one of the highest accolades in the Australian beef industry.

Lighthouse Olive Mill Shop

The high quality extra virgin olive oils at Lighthouse Olive Grove continue to impress.

Our very popular citrus olive oils are also selling well from the Olive Mill Shop. Call in and see Rosie, taste the lemon, ruby grapefruit and tastebud tingling lime oil. Take the time to check out the other local handmade and artisan produce. Such offerings arrange well in a high quality gift basket. Rosie will happily show you the subtleties of the different varieties and blends and you are sure to be impressed by the quality.

Discover the beauty of the grove by wandering through the Kalamata olive trees and looking across the bay to the historic town of Queenscliff.



The Lighthouse Olive Mill Shop is located at the Marcus Oldham Prudence Myer Campus, 648 Andersons Road, Mannerim. It's a pleasant drive from Queenscliff, Drysdale and Portarlington.

Phone (03) 5251 1100 for more details.

admin@lighthouseoliveoil.com.au
www.lighthouseoliveoil.com.au



Apple & Pear Australia Limited

A new initiative this year in June was the week-long APAL Emerging Leaders Program held in conjunction with Marcus Oldham and presented on the campus.

Over the course of the week participants developed leadership, communication and planning skills. Through personal involvement and group participation they gained an understanding of their strengths and development needs as well as having the opportunity to network with keynote speakers from the industry.

Coordinated by Fiona Chambers, Lecturer, the course was open to all members of the apple, pear, cherry and summer fruit industries. Participants represented different segments of the industry, for example, growing, packing, marketing, advising and supplying inputs.

The esteemed after dinner speaker, Mr Frank Costa OAM, Chairman of Victorian based COSTA Group spoke of his company which is now Australia's largest private producer, marketer and exporter of premium quality fresh fruit and vegetables. The Group also provides leading edge logistics and supply chain solutions to the FMCG and Retail sectors; and provide wholesale and market services via Costa Farms.



Bruce Wilson FM 71 Council Chairman, Lynne Dowling, Ashvin Reebdeeya Turnbull Brothers Orchards Pty Ltd, Michael Dowling Council Member, Greg Cracknell NAB Agribusiness



Krys Lockart Montague Group, Bharat Khunt Turnbull Brothers Orchards Pty Ltd, James Freemantle RedGum Communications, Fiona Chambers Coordinator, Fiona Hall Bonny Glen Fruits



Frank Costa OAM

Student Sam has a keen eye and a steady hand



Congratulations to Sam Archer from Cressy Tasmania FBM 1 who tasted national success recently at the Clay Target Commonwealth Titles held in Darwin by the Darwin Clay Target Club in July. The Commonwealth Titles are the second biggest titles to the National Titles. Sam competed in a field of 70 elite shooters from all states and enjoyed two wins, one being the main event. He shot a percentage of 99.2 with a total score of 235/237.



Sam, who missed out on the Australian Team by one point at the Nationals in Western Australian in March, was pretty determined to step it up in Darwin and go one better, which he did.

Marcus Equine Industry Connections in SE Asia

Emma Morel, Director Equine Management recently travelled to SE Asia to continue to foster and grow our international reach. She visited Hong Kong, Malaysia and Singapore promoting our Asian Equine Scholarship and connecting with alumni in these countries. Actually going over to these countries and meeting with industry leaders highlighted how highly regarded and important Marcus Oldham is in the equestrian and racing industries in Asia.

These countries all have spectacular facilities and passionate supporters of the equine industry who realise the importance of education, with Australia and the U.K. being the most highly regarded destinations.

Visiting all the turf clubs and breath-taking equestrian facilities such as The Singapore Turf Club Equestrian Centre was obviously amazing, but without a doubt the highlights were the Malaysian Alumni reunion and the Singaporean reunion which was made even more special for the alumni there as John and Ruth Miles were able to attend. We caught up with **Jean Ooi HBM 04**, **Edric Lee HBM 10**, **Wade Burridge HBM 06**, **Michael Lee HBM 05**, **Cliff Brown HBM 88**, **Chris Bock HBM 99** and **Desmond Gan HBM 05** to name a few.

With the Asian Scholarship for 2014 to be awarded in September, we look forward to many more international graduates!

Marcus Oldham's international influence is something for us to be proud of and the Equine Management course has had a great history of both international students studying at the College and Australian graduates making a name for themselves globally.



Attending a Marcus Oldham function in Malaysia were Tony Perry, **Jean Lee Ooi HBM 04**, **Edric Lee HBM 10**, Emma Morel, Director Equine Management, **Kate O'Sullivan FM 89**, Committee Member Moonee Valley Racing Club, Marcus Oldham Foundation Executive Member.



John Miles and **Chris Bock HBM 99**



Mike Lee HBM 05, **Desmond Gan HBM 05**, John Miles, **Wade Burridge HBM 06**



Mike Lee HBM 05 with Emma Morel, Director



Cliff Brown HBM 88 and **Wade Burridge HBM 06**



Edric Lee HBM 10 and Alia Nazri

Scholarships

The agricultural and equine industries have long recognised the excellence of a Marcus Oldham education by supporting valuable scholarships. In awarding scholarships there are a number of factors taken into consideration at the interview:

- **Commitment to their chosen industry**
- **Personal Presentation**
- **Ability to Communicate**
- **Academic Performance**

Our 2013 Scholarship Winners are enthusiastic about Marcus



Chris Sondhu

Wombelano Vic

Agriculture

Nareen Station Scholarship

I like the atmosphere at Marcus with the lecturers being easy to understand and relate to. We are learning about advancements and new technologies that a modern-day farm requires to succeed.



Jillian Witherow

Mt Gambier SA

Agriculture

Merlyn Myer Scholarship for Women in Agriculture Scholarship

I believe that a tertiary qualification is important in today's corporate agricultural environment in order to be ahead of the game. I would encourage anyone looking for a business related course and a career in agriculture to come to Marcus. You won't find a better place than Marcus to equip you with the skills you need.



Katherine Reed

Selbourne Tas

Equine Management

Australian Thoroughbred Scholarship

Marcus provides some amazing opportunities, not only through the recognition given to graduates around the world but also through the contacts you make as a student. There is a very good balance between the practical and academic components of the course with the tours being a fantastic chance for us to have a look at different equine businesses.



Lachie Kelly

Caramut Vic

Agribusiness

MPH Agriculture Werribee Scholarship

I chose the Agribusiness course because of its strong focus on business. The course is very flexible with various exit points and the prac placement and tours being invaluable features. Marcus has a relaxed atmosphere, quality accommodation and there are endless opportunities for meeting new people with similar interests, from all over Australia.



Courteney Moffat

Esperance WA

Agribusiness

Webb Trust Scholarship

I believe a tertiary education gives a person the confidence and evidence to back up their decisions. Marcus is small and everything is at a comfortable level and an easy level with not too much stress. I really wasn't sure about where I wanted to go before coming to Marcus. Now I am determined to get as much out of the course as I can.



Lachie Barclay

Beeac Vic

Agriculture

Dr Alastair Mackenzie Scholarship

I like the diversity of the course and not learning the same sort of material day in and day out. If you are passionate about agriculture there is no better institution at which to further your education, than Marcus Oldham.



Andrew Powne

Jimbour Qld

Agribusiness

Warakirra Agricultural Trusts Scholarship

My advice to anyone thinking about coming to Marcus is: if the agricultural industry is where your interests lie then Marcus is where you need to be. The connections you make and the grounding and exposure you receive at Marcus is worth every penny spent.



James Hillcoat

Lincoln England

Agriculture

Yulgilbar Travel Award

There are many opportunities in agriculture that make me want to pursue a career within it. I was aware of Marcus Oldham when working in England with some Marcus students. I chose Marcus for its diversity and it appealed to my nature with study tours and prac placements making the study process more practical by building on skills learnt in the workforce.

**Georgia Munro****Moree NSW**

Agriculture
*Hazeldean Livestock Production
Scholarship*

Marcus is a leading agricultural Institution with a high focus on students and their performance. They ensure that we get the best possible education whilst at the same time having a lot of fun.

**Alex Keynes****Moculta SA**

Agriculture
Susanne Collins Angas Bursary

I find the exposure to industry leaders and interesting speakers beneficial aspects of the course. I would recommend people who are thinking about coming to Marcus, to do it as it is a fantastic course mixed with a great social life and with some very switched-on lecturers.

**Chris Turnbull****Tambo Qld**

Agribusiness
Yiddinga Farm Management Scholarship

I chose the Agribusiness program because of the way it is structured as it provides several options to finish my studies. You can learn a lot at Marcus just by talking with other students. The scholarship I received is very valuable and helped me to attend Marcus.

**Alec Pengilley****Blackville NSW**

Agriculture
Ingleby Farm Management Scholarship

For anyone thinking about coming to Marcus I would like to say that people with a Marcus education are highly sought after by many large companies due to its good reputation. You can have a great time doing the course whilst meeting a few interesting characters along the way.

**Sheree Gotts****Moolap Vic**

Equine Management
Thoroughbred Breeders Australia

The thing I really like about Marcus Oldham is that there is always someone here to help you, whether it is the lecturing staff or fellow students and friends.

**Alexandra Webster****Goondiwindi Qld**

Agribusiness
Proadvise and Clients Scholarship

I always wanted to learn more about the cogs behind large scale enterprises and knew the Marcus Agribusiness course was right for me. The opportunities you gain at Marcus you won't get anywhere else. From the overseas tours to the forums, you are exposed to the very best.

**Jack Webster****Talwood Qld**

Agriculture
Australian Farm Management

A tertiary education is important for the betterment of our industries. The thing I really like about Marcus is the friendly ethos between all people and the great contacts you make.

**Caitlin Chester****Cobram Vic**

Agribusiness
*Helen Macpherson Smith Trust Women in
Agriculture Scholarship*

I like the fact that all the staff are exceptionally helpful and friendly. Everyone is like-minded and get along well. I am finding that the skills being learnt are what we need to run a successful business and all the examples are real life examples. The tours we go on help to consolidate what we learn in the classroom.

**Alexandra Purcell****Gracemere Qld**

Agribusiness
Webb Trust Scholarship

I enjoy the finance, investment and market subjects, and also have a strong connection and love for agriculture. Marcus Oldham has given me opportunities that I could never have had anywhere else. I am very glad that I have been able to become part of the Marcus Oldham Community.

**Andrew Fisher****Coonamble NSW**

Agriculture
Bill Ruse Memorial Scholarship

A qualification is an asset that I can fall back on in times of need and a Business degree opens so many doors for future employment. Everything we learn is relevant and interesting and I enjoy studying financial management, agricultural production systems, marketing and the industry tours.

**George Levy****Hensley Park Vic**

Agriculture
Nick Peterson Memorial Scholarship

Studying business analysis and looking at what drives production systems are favourite subjects for me. The thing I like about life at Marcus Oldham is meeting people who are running different enterprises, from all over the country.

**Melissa Gillis****Kembla Grange NSW**

Equine Management
*Australian Stud Book - Equine
Husbandry Scholarship*

The advice I would give someone thinking of coming to Marcus Oldham is, just do it. Marcus is highly regarded by industry and the contacts you make are invaluable.



Isabelle Whatley

Berrilee NSW
Equine Management
Australian Equestrian Scholarship

The thing I like about Marcus Oldham is being able to have your horse on campus, along with the facilities. It is a great environment and everyone here is passionate about their respective Industries. I find the marketing and business aspects very beneficial as well as the practical tuition.



Catherine Angus

Mackenzie Qld
Equine Management
Thoroughbred Breeders Australia Scholarship

Horses are a passion of mine and if you are determined to make a career in the equine industry, Marcus Oldham will give you that opportunity and help you get there.



Ashlee Finch

Timboon Vic
Equine Management
Australian Stud Book

The aspects of the Equine Management Course I find most beneficial are the practical aspects such as track work at the Geelong Racecourse along with the breaking in and handling of yearlings and weanlings.



Callum Kinnear

Lismore Vic
Agriculture
Webb Trust

A tertiary qualification is important as it gives you a broader range of options to pursue in your future career. It makes you more employable. I plan to be a farm manager, and I enjoy the agronomy and animal production studies.



Robert Binks

Tamworth NSW
Agriculture
Webb Trust

Agriculture is an ever changing industry in things such as production constraints, along with business and human resource management. I believe, in order to manage a business of my own, the skills I am learning in the Marcus course will be critical to my success in the future.



Toby Newsome

Deepwater NSW
Agriculture
Khancoban Station

The reason I chose the Marcus Oldham course is to gain a better understanding of all aspects of managing a farm so that I will be prepared one day to run my own farm.



James Head

Cobbitty NSW
Agriculture
Ingleby Farm Management

A tertiary education is important to learn business management theory in order to efficiently run a business. Marcus Oldham is a great experience and learning curve combined with joining a great community,



Luke Melisi

Forbes NSW
Agriculture
Massey Ferguson -Agco

I enjoy studying crop and livestock production systems and also accounting. Having a tertiary qualification puts you ahead of other people in the industry. If you want to be the best, Marcus is where you will get the best education.

Marcus Oldham Equine Management students proudly wear jackets sponsored by Plasvacc Australia.

Plasvacc manufactures and distributes high quality blood plasma products used to supplement the immune response system in animals.



Foundation News

Annual Fundraising Golf Day – Eynesbury 22 February 2013

The 6th Annual Marcus Oldham Golf Day was held at Eynesbury Golf Course. We welcomed 26 golf teams who competed in an ‘Ambrose with a Twist’ competition. On the course, players were attracted at various holes to tastings of Lighthouse Olive Oil, barbecued lamb, and a carcass weighing competition held courtesy of JBS Australia and coordinated by **Mark Inglis FM 92**. A Hole-in-One-hole of \$10,000 (no winners), Longest Drive, Nearest to the Pin and Beat the Pro were additional side challenges.

Non-golfers were delighted by a Master Chef Class with renowned chef, Sean Donovan, owner of the Wayside Inn, South Melbourne and the Railway Hotel, Footscray. Guests were tantalised with delicious aromas in the making of Bouillabaisse; one of the many dishes Sean had mastered during his time in France while working in the 3 Michelin Star restaurant, Georges Blanc, in Vonnas Eastern France. Sean amused us with tales of his extensive working travels through England and France and the different chef experiences he had gained along the way. The Bouillabaisse was heavenly.

A warm day on the course, golfers returned to cool drinks and lunch in the homestead marquee. Hamish McLachlan hosted an amusing panel of Luke Darcy

and Nathan Brown and gave some insight into the highly topical ‘drugs in sport’. Golfing prizes awarded (see webpage for results), auction items sold and for something different a ‘Helicopter Golf Ball Drop’ took place just outside the marquee. 500 balls were numbered, raffled and dropped from the skies and the nearest to the pin won the \$2,000 jackpot prize. Winner on the day was Paul Burke.

Thank you to this year’s major sponsor ‘Redhanded’ and the following sponsors; Virbac, Baillieu Vineyard, Eynesbury Golf, Hamish McLachlan, AFL, Darley, JBS Australia, Mitchelton Wines, RedStick Communications, Western Plain Pork, Barwon Lamb, Promotive Group, Cape Kidnappers NZ, Cobram Estate, Sarah Curtis, Delmore Gallery and Moonee Valley Racing Club. Thank you to our Foundation Chairman, **Antony Baillieu FM 71**, Eynesbury Golf Manager, David Tapping and the Eynesbury staff. Thank you to all our guests, golfers and non-golfers, who continue to make the Marcus Oldham Fundraising Golf Day a fixture in their annual calendar and, in turn, support the future of Marcus Oldham.

Mark in your diaries 28 February 2014 for our next Golf Day.

Valued Sponsors





Mark Inglis FBM 92



Bruce Wilson FM 71, Council Chairman and Ross Sutherland



Virbac hole - teeing off for a possible hole in one!



Lighthouse Olive Oil tastings on course



Tom Hudson and Jim Cochran



Gav Sutherland FM 91, James Tehan FM 87, Fil Alvarez de Toledo FM 93 and Simon Pritchard Agri 00



Syb Baillieu's team: Sue Leeming, Barb Allen, Caroline Cornish



Team JBS Australia



Golf Ball Drop



Verifying the winning ball



Golf Ball Drop winner - Paul Burke



SecondBite van provides food relief for people in need in Geelong



Master Chef Class - Sean Donovan with his Bouillabaisse



Winners Martin Armad and Ollie Stone



Greg Carns and Susie Greig-Rouffignac Foundation



Stephen Wells and Ron Watt Geelong Football Club



Paul Burke, Stewart Gull and Gordon Dickinson FM 79



Simon Livingstone FM 87, Janet Craigie-McConnell Marketing and Will Gould Agri 00



Luke Darcy, Hamish Mclachlan and Nathan Brown

Tasmania Get-together

On Friday 3 May, Marcus Oldham hosted their annual gathering at The Northern Club in Launceston. Tony McMeel, CFO and I very much enjoyed the good company of many graduates and friends of the College. Families, graduates and friends of the College represented all generations from the 60's through to current students, really highlighting the great collegiate atmosphere we have in Tasmania. We look forward to returning in 2014. *Photos courtesy of The Examiner*



*Andrew Mackinnon of Hagley, with Margaret and **Peter Stackhouse FM 72***



*Justin Cashion of Launceston, **Tom Shoobridge FBM 01**, **Ben Hooper FBM 01**, **GradCertAgri 01**, and Danny Schoenmaker.*

Hamilton Sheepvention 2013

Over 100 graduates and friends of the College attended the annual Hamilton Drinks. Another wonderful evening of graduates, recent and more mature, and friends of Marcus caught up in the warmth of the Hamilton Club on Monday 5 August.

Principal **Dr Simon Livingstone FM 87**, Chairman of Council **Bruce Wilson FM 71** and **Antony Baillieu FM 71** spoke briefly about the College, its growth and the significance of a Marcus Oldham education in agriculture and equine business management.

The College recognises the importance of these gatherings and thanks all those who attend and make the evening so worthwhile. We look forward to seeing you again at Sheepvention in August 2014.



*Geoff Handbury AO, Neka Lee Jones and **Nick Paterson FBM 11***



*Rod Evans, **Simon Livingstone FM 87**, David and Jo Levy*



Susie Greig-Rouffignac, Andrew Gill, Kate Dopheide



*Rowly Paterson, **Bruce Wilson FM 71**, Tim Hutton and **David Bufton BB(AM)03***

Annual Cocktail Reception

The annual Foundation Cocktail Reception was held at the RACV Club Melbourne on Tuesday 30 July. Nearly 200 guests, inclusive of supporters, graduates, scholarship students and staff participated in the celebration of the 2013 Scholarship awardees.

Mr David Murray AO, CEO Commonwealth Bank Australia from 1992-2005 and Chairman of the Government Future Fund until 2012, was this year's guest speaker. David was generous and engaging and we thank him immensely for his time and words

of wisdom. First Year Farm Business Management student, Luke Melissi from Forbes NSW and the Massey Ferguson - Agco Scholarship recipient, spoke on behalf of all scholarship winners and shared with us his interest in farming and reasons for wanting an education at Marcus Oldham.

Again, we thank our supporters for their generosity and ongoing donations towards our Scholarship Program. We currently have 28 students on scholarships and bursaries who, without financial assistance, would have struggled to attend the College.



Bruce Wilson FM 71, David Murray AO and Antony Baillieu FM 71



Alex Webster Agri 2, Goondiwindi Qld, Alex Purcell Agri 2, Gracemere Qld, and Georgie Munro FBM 1, Moree NSW



Jack Webster FBM 1, Talwood Qld, Andrew Powne Agri 1, Jimbour Qld, Toby Newsome FBM 1 Deepwater NSW, Toby Campbell, Lecturer and Lachie Barclay FBM 1, Beeac Vic



Chris Turnbull Agri 1, Tambo Qld, and Andrew Farran



Sandy and Ted Dent and Tony McMeel CFO



David Charge, Suncorp, Dr Simon Livingstone, Principal, Ian (Past Council Member) and Tam McMichael



*Chris Sondhu FBM 1 Wombelano Vic, **James Bufton FM 94**, and Callum Kinnear FBM 1, Lismore Vic*



Simon Hole, Massey Ferguson - Agco, Luke Melissi FBM 1, Forbes NSW, Luke Harrop, Massey Ferguson - Agco



Kim and Alix Kelly, David Morton and Lachie Kelly Agri 1, Caramut Vic



Alex Webster Agri 2, Goondiwindi Qld and Andrew Dunbabin, ProAdvice



Susie Greig-Rouffignac Foundation, Rachel and Andrew Gill



Katherine Reed HBM Selbourne Tas and Emma Morel, Director



***Antony Baillieu FBM 71**, Foundation Chairman, Steve Morgan, Suncorp, (Former Lecturer), David Murray AO, Guest Speaker and Mike Carroll, Foundation Executive*



Chris Shearer and Mel Hyde HBM

Lawsons Angus Bull Donation

On Friday February 15 Harry and Ruth Lawson generously donated the proceeds of their Lot 100 bull 'Lawsons Evident H67' towards the Nick Petersen Memorial Scholarship. Nick had worked for Harry and Ruth during his Industry Placement year before he tragically died. The Lawson family wishes to contribute to this Memorial Scholarship by donating a bull annually at their sales. This generosity and kindness will enable the Nick Petersen Memorial Scholarship to continue long into the future and give a Marcus Oldham education to many other young future farmers.

If you would like to make a contribution to the Scholarship Program please contact Col Hacking, Scholarship Coordinator on 03 5247 2927.



Social Room

Thank you to those who have already generously donated towards the new Social Room. A fabulous amount of \$222,000 has so far been raised towards our December 2013 goal of \$300,000. Letters continue to be sent out on behalf of the Student Presidents asking for you to join them in supporting the campaign. Noise abatement, OHS, responsible service of alcohol, complying with the College's no-drink-driving policy, male and female toilets, larger space for a growing number of students and a great facility for students to come together from all courses and socialise, are just some of the important reasons for the upgrade.

Please come on board and assist the Social Room Campaign. We welcome your tax deductible donation.



We welcome and thank Suncorp, our new supporter of the College, for their generous donation to the Social Room Campaign.

Since 1902 in their early days as the Agricultural Bank, Suncorp has been supporting the farming community with just the right mix of experience, smart thinking and good old-fashioned personal service.

Suncorp has Agribusiness Specialists on the ground, with direct access to the key decision-makers in the

Bank. They make a point of being connected to the communities they operate in and truly believe they can play a major part in helping you achieve your goals.

Steve Morgan
General Manager Regional NSW
02 8248 3517
David Charge
Executive Manager - Agribusiness VIC/SA/TAS
0457 567 285

Susie Rouffignac
Foundation Officer



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

Susie Greig-Rouffignac on 03 5247 2919
rouffignac@marcusoldham.vic.edu.au

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

Marcus Oldham College Old Students Association

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Editor's Memo

Women play a strong role in agriculture and although I no longer am involved on the land, I am still within the rural industry albeit from the platform of education.

In my recent travels to Queensland to talk with school students about careers, I was delighted to have many female students express an interest in pursuing a career in agriculture and agribusiness and preparing to join the network of our entrepreneurial and vibrant female students and graduates.

Whether as a producer or in banking/finance, marketing or other aspects of agribusiness, women make an indelible impact on one of the most vital professions. A rural centric life with all its challenges also has the rewards which hold us to the land.

This edition's cover roused memories of my early life which revolved around sheep and woolsheds in New Zealand. I am quite charmed by sheep, sensuously comforted by wool, and intoxicated by the smell, hum and rhythm of the shearing shed. Many years ago, in an endeavour to explain a woolshed and sheep shearing to an English friend, I chose to write a story from which I've decided to share a few abridged paragraphs with you.

...“Sally climbed the narrow stone steps to the loading platform and waited, while Harry released the iron bar holding the sliding door. He set his powerful shoulder against the edge of the door and shoved it open.

The couple were silent as they entered the old wooden building still hot from the day's sun beating through the corrugated iron roof. Fine dust particles gleamed in the late afternoon's thin sunlight streaking through the small windows. Sally quietly took a few more paces on to the scrubbed boards. She halted, and sighed.

Fourteen stands of oiled machines with driveshafts dangling were mounted in a straight line in front of the catching pens. Three slatted wool tables by the far end wall were poised ready for the cloud of fleeces to float down from the rousie's arms. Behind the tables the row of gaping bins were waiting to be filled with the rolled, classed fleeces, skirted of bellies and stains. Set off to the side, the woolpress displayed an air of elegance dressed with the first of the nylon woolpacks from the stacks nearby.

In his mind's eye Harry could see these bulging packs of wool proudly stencilled with the Station's brand, piled up waiting for the semi-trailer to cart them off to the sale.

Near to the machines, soldiers of brooms waited for the sweepers to swish away the locks and dags to clear the board after each sheep was shorn. Sally's

eyes caught the neat piles of combs and cutters, all precision sharpened on the circular grinding stone and stacked on the shelf by each stand.

She clasped her hands and took a deep breath. “It's hard to explain. But this feels like a holy place.”

Harry moved to her side and reached for her hand. No words were needed. Sally knew that from tomorrow, this station cathedral now silent, would ring with the hum of machines and the bleating of unsettled sheep. Water bottles within reach, lean, muscular, sweating men would arch their backs over the thousands of sheep. They would methodically sweep the buzzing handpiece in long blows over the animal's back, curve it around the head and eyes before delicately slicing off the short wool on the tender underside of the ewe. Relieved of the weighty wool, and aided by a push from the shearer, the sheep would totter, like a drunken sailor, out the porthole to join its mates in the counting-up pens.”...

Yes, there is a good life for women in agriculture. Through tough or rewarding years a life attached to the land seeps into your heart and soul - albeit romanticised in a few short paragraphs!

Janet Craigie-McConnell
Editor



Scholarship Program

The 2013 scholarship holders have been outstanding in communicating with their sponsors and general promotion of Marcus this year. I am very pleased with their acceptance of the responsibilities of being a scholarship recipient.

A number of scholarships for entry next year have closed. However, others have later closing dates. If you know someone planning to attend Marcus Oldham in 2014, please encourage them to visit the Marcus Oldham website for scholarship information.

Scholarships are not only valuable from a financial perspective but are extremely valuable in terms of putting the recipient in contact with people who may be able to help them with their future career path, along with other benefits.

Thank you to supporters of the Scholarship Program. Sponsorship helps to ensure the long-term survival of Marcus at times when conditions may be fairly tough in the bush. It also results in people studying at Marcus and going on to make a very valuable contribution within their chosen industry, which may not have happened without the Marcus Oldham education.

Colin Hacking
Scholarship Coordinator



The Network

Engagements



Prue Branagh DipAgri 03 celebrated her engagement to Robert Lindsay-Field at a summer garden party on their farm, Warbreccan, Deniliquin NSW in February this year. Prue and Robert's wedding day is set for August in Noosa Qld. Prue.Branagh@anz.com

James Wood HBM 07 from Dubbo NSW (originally of Cootamundra NSW) has announced his engagement to Jessica Noot, a Bachelor of Economics graduate of the University of Sydney and employed by NAB in Dubbo. With a wedding day planned in May 2014, James and Jessica are also concentrating on developing plans for their farming operation. jameswood1286@gmail.com

Marriages



Anna McLay Hancock DipAgri 05 and William McLay were married in Brisbane on the 17th of November 2012 with a ceremony at the Anglican Church Grammar School followed by drinks on the Brisbane River

aboard the Kookaburra Queen and a reception at the Stamford Plaza.

Guests travelled from across Australia to celebrate including many past Marcus Oldham students, **Luke Comiskey DipAgri 07**, **Ross Uebergang FBM 07**, **Samantha Muller FBM 07**, **Sam Christensen FBM 03**, **Travers Pickmere BB(AM) 06**, **Timothy Dean FBM 05**, **Georgina Donelan Hancock DipAgri 05**, **Damien Donelan DipAgri 05**, **Murray Walsh DipAgri 05**, **Michael Tomlinson DipAgri 07**, **Rebecka McIntosh Hill HBM 00**, **Katie Lamond Lethbridge DipAgri 05**, **Beau Lamond DipAgri 05**, **Edward Weatherly FBM 07**, **Angus King DipAgri 11**, **Emma King DipAgri 11**, **Brian Wagner Agri 94**, and current student David Hancock DipAgri.

Will and Anna have made their home in Rockhampton, Queensland.

Births

Aziza Coridas Guggemos BB(FM) 09 and Dallas who live at Elaine Vic, were blessed with a daughter, Lilly Anna, on 18 December 2012. zeezskelpies@yahoo.com

David Bufton BBus(AM) 02 and his wife Anna welcomed Henry Ronald Bufton born on the 18th of March 2013 in Geelong and whose arrival slotted in nicely between harvest and sowing! David and Anna moved to Hamilton Vic at the beginning of 2012 to operate a cropping property. Grandson of Chairman of Council, **Bruce Wilson FM 71** and Judy, and nephew of the President of MOCOSA, **James Bufton FM 94** and **Lachie Wilson FM 01**, Henry's education pathway is clear!



Scott Vanderkley, IT Lecturer and his wife, Mel, were overjoyed at the arrival of Patrick James, a bonny baby of 3.33kg on the 26 July 2013. Patrick is the grandson of Teaching and Learning Manager, Des and Marlene Umbers.

Deaths

(Jack) Justin James Angus Henry Agri 93

13 May 1967 – 25 July 2013

Jack Henry passed away after a long and courageous battle with cancer. Jack was an inspiration to many and widely admired throughout the cattle industry. His network of associates and friends around the world and across all cattle breeds is a testament to him.

While General Manager of the Charolais Society of Australia, Jack helped lay the foundation for the future direction of Charolais in Australia by encouraging open, transparent and targeted genetics programs to deliver profitable outcomes. Jack initiated and managed the Beef Improvement Nucleus (BIN) Progeny Test project. The first of its kind for the breed, the BIN project was designed to improve the future for Charolais in Australia.

Jack was not one to sit on the fence, but enjoyed extending himself, embracing new technologies, and pushing the boundaries. Jack was also a gifted photographer, cattle fitter, judge of cattle (and people)! He was a devoted family man who adored his wife, Heidi, and children, Rachee, Lewis and Thomas, and was a loyal friend. He will be deeply missed by all who knew him.

Marcus All Over

Rob McGavin Agri 93 and **Paul Riordan FM 95** of Boundary Bend Olives took out the Award for Best Regional Business at the Telstra Victorian Business Awards in July. The judges commented on how the company had flourished despite the high Australian dollar and low world olive oil prices.

Boundary Bend Olives also won international accolades this year at the New York International Olive Oil Show for its Cobram Estate range. Beating 700 entries, including many from traditional olive oil strangleholds such as Italy, Spain and Greece, the Cobram Estate range won two best in class and four medals for its extra virgin oil.

Bruce Sticpewich FM 73 after a career as a professional farm

manager, then since 2010 using his considerable skills on other enterprises is, along with his wife, Ruth, returning to corporate property management. This new venture is with the Indigenous Land Corporation managing the 188,000ha cattle property, "Merapah", which is between Coen and Aurukun on Cape York, Queensland. The property's principal aim is the training of indigenous youth to improve their employability. There will be 10-15 trainees per season. This is supported by an 8,000 cow breeding operation. MerapahStation@ilc.gov.au



Samantha Cesnik HBM 05 established in 2010, a business consultancy firm, Kinsec Consulting which assists both large corporate multinationals and all equine businesses with their human resource and general business needs.

The aim is to implement best practice processes in equine businesses and educate equine business owners about business management and human resources. Samantha understands the equine industry from a rider, consumer and business owner's perspective and delights in combining her passion for corporate business with a passion for her industry.

Kinsec Consulting will offer two-day training programs in Melbourne and Sydney for managers and business owners who are keen to learn more about the basics of recruitment, including topics such as: the hiring process, advertising, resume writing, interview techniques, attracting the right staff, job descriptions and employee satisfaction.

scsnek@kinsecconsulting.com
www.kinsecconsulting.com

Alex Matheson HBM 93 Alex is based in Hamilton, New Zealand and employed as National Milk Quality Manager at Open Country Dairy Limited. Never far from his mind is his love of horses which is shown through his self-employed secondary business as a Performance Improvement Consultant working with individuals and teams to improve competition performance; helping to develop a performance mindset to overcome competition fears and developing psychological understanding of the human judging process, and equine psychology.

Gordon Gilder DipAgri 01 and his wife, Penny, along with their children Charlie, Phoebe and Alice, live at Tambar Springs NSW. www.dorperdesign.com.au, g.gilder@hotmail.com

Alison Forrest Hoyle HBM 80 lives in Albany WA and is a secondary teacher of business and computing, having attained a Bachelor of Business majoring in Accounting, and a Graduate Diploma of Education. alisonjforrest@gmail.com

James McConnell FM 95, with Belinda and sons, Angus and Hugh, moved from Melbourne to Auckland, New Zealand for James to accept a role as Relationship Manager - Commercial and Agri Bank with the ANZ Bank in central Auckland. jamesmcconnell73@gmail.com



Ash Mitchell HBM 11 recently landed a wonderful job as Executive Officer at the Thoroughbred Breeders Association of Victoria. A wide range of duties will keep her busy and include implementation of TBV's strategic vision via a strong operational plan and budgeting process; supporting

TBV's strategic planning, policy development and governance processes; building an effective management program for membership renewals; managing TBV's resources and ensuring the TBV's services are marketed effectively to members. ashm_22@live.com.au

Will Skerritt DipAgri 01 is Farming Manager at Australian Agricultural Company's Tipperary Station near Winnellie NT. wskerritt@aaco.com.au

Laura Dixon HBM 05 since graduating, has worked at Makybe Stud at Gnarwarre near Geelong where she completed two yearling preparations including Melbourne Premier Sales and Sydney Easter Sales. A move to Caulfield to work with Mick Price for five and half years resulted in the position of Stable Foreman for the last three years. During that time Laura completed the Diploma of Thoroughbred Racing and was awarded Full Time Employee of the Year 2012.

Encouraged to move out on her own, she purchased a property in Ballarat near the racetrack and Ballarat Veterinary Practice, to develop an equine spelling property specialising in post-operative care. Laura is also working at Malua Racing. lauradixon150@hotmail.com

Fleur McDonald Parnell Agri 94 acclaimed author of popular rural romances, lives near Esperance WA with husband, Anthony and children, Rochelle and Hayden, where their farming enterprise includes lambs, grain and cattle. However, Fleur continues to be inspired by rural life and the rural and regional communities from which she creates her characters for her top-selling novels. For a good read look for *Red Dust*, *Blue Skies*, *Purple Roads* and her latest, *Silver Clouds*.

Inter-Year Cross Country

The 5.3km course was a walk in the park for some and a bit of a stretch for others. The average time was 24.48, with Tom Auty FBM 1 from Hawthorn Vic, hitting the tape at 19.46 (record 19.07). Andrew Baker, Director Agribusiness, was second with a very worthy time of 20.04, while IT Lecturer Scott Vanderkley bettered his 2012 time of 23.00 by stopping the clock at 22.49.

Chelsea McNeil FBM 1 from Kerang Vic was the first and fastest female entrant crossing the line at 25.54. The aggregate placings resulted in Staff at the top of the column with 12 Points.



Dwyer trained, Mendivil, smelling victory, races ahead of Sea Skye.

Henry Dwyer HBM 07 who spent six years working for trainer Robert Smerdon and two more years gaining knowledge and experience in the Lloyd Williams operation took out his own licence a year ago and has been successfully flirting with the winning post. However, he nailed his first metropolitan win in July when Mendivil won the 2100m Le Pine Funerals Handicap by a length at Sandown in Melbourne. henry@henrydwyer.com.au. www.henrydwyer.com.au

Glory for Crew on the Water



Back Row: Mark Brett Agri 1, Moree NSW, George Levy FBM 1, Hensley Park Vic, Chris Fairbairn-Calvert Agri 1, Skipton Vic, Ian Farran Coach, Tom Auty FBM 1, Hawthorn Vic, Andrew Fisher FBM 3, Coonamble NSW, James Irwin FBM 1, Burra SA.

Front Row: Tom Dyring Agri 1, Moggill SA, Jack Schwager Agri 2, Narrabri NSW, (Cox) Austin McLennan Agri 1, Goulburn NSW.

It's been some time since Marcus had a rowing crew however, under the coaching skills of Ian Farran, Lecturer Agricultural Engineering, the 'Marcus Oldham College Eight' were victorious in winning the Victorian Championship D Grade in March, rowing for Corio Bay Rowing Club.



Need to contact someone?

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Valued sponsors of Marcus Oldham

