

MOCOSA

magazine

A newsletter from Marcus Oldham College Old Students Association

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The Principal's Perspective

At the 2010 Graduation Ceremony I asked the graduating students to reflect on all the hard work and dedication they had put into their study at Marcus and reassured them that their investment in education will prove to be a wise decision well into the future.

I outlined to the graduates, a Productivity Commission report in March 2010 identifying that higher levels of education are estimated to be associated with significantly higher wages. Compared to a person with a Year 12 education or less, on average, a person with a diploma qualification earns around 12 per cent more over a life-time. People who hold a bachelor degree qualification or higher, it is estimated, earn wages between 30 and 40 per cent higher than people with otherwise similar characteristics who have not completed Year 12 schooling.

But there are other benefits our graduates will enjoy beyond increased income. An Institute for Higher Education Policy report found that benefits graduates enjoy include higher levels of saving, increased personal/professional mobility, improved quality of life for their children, better consumer decision making, and more hobbies and leisure activities. The Carnegie Foundation found non-monetary benefits of higher education include the tendency for tertiary graduates to become more open-minded, more cultured, more rational and less authoritarian; these benefits are also passed on to succeeding generations.

Therefore, our 2010 year graduates with their tertiary qualification and practical experience in hand are in the box seat – the World is their oyster!

In every state of Australia there have been newspaper reports highlighting low enrolments and predicting the fate of agricultural and equine education institutions. It is evident that most providers, whether they offer degree or vocational courses, are struggling to attract and maintain sustainable student enrolments. I have been asked on many occasions why Marcus Oldham is growing its enrolments and therefore moving against the national trend.

The answer to this question, I believe, is documented in an Australian University Quality Agency audit of Marcus Oldham

which took place in 2010. The audit panel found what we have known for years, that Marcus Oldham has a strong sense of mission and role in Australia, which is widely understood and highly valued both within and outside the College.

The auditors identified that Marcus Oldham is deeply respected and esteemed by a community of passionate advocates. This is demonstrated not only by a generational commitment to the College on the part of board members and Marcus Oldham associates, but also by the camaraderie among staff, students and alumni. Students and graduates interviewed as part of the audit attested that Marcus Oldham College's management, academic and administrative staff are accessible and responsive to student needs and feedback.

The audit panel commended Marcus Oldham for its well qualified teaching staff, and the students interviewed underscored the ability of lecturers to combine practical industry knowledge with theory, while encouraging students to debate and analyse issues.

Marcus Oldham was commended for its consultative, student centred culture that is demonstrated in the active engagement of students within the life of the College. From evidence the panel heard, Marcus Oldham students and graduates question orthodoxies, they are not afraid to express their views, and they use the critical skills gained in the courses to solve workplace problems.

Employers told the auditors that compared with a traditional business graduate, Marcus Oldham graduates can be quickly integrated into a business because of their industry understanding and practical knowledge. The audit panel heard from employers that Marcus Oldham College graduates are more work-ready and productive than graduates from other institutions and for this reason are highly sought. Marcus Oldham graduates are known for their capacity to confidently communicate on many levels. The audit confirmed the integration of curriculum with industry placements is a strong feature of Marcus Oldham courses and is producing work ready graduates that are highly sought after by industry.

These are a number of our points of difference, points of which we are very proud and some of the reasons why Marcus Oldham is the leader in its field.

The development of Marcus Oldham College is very much a team effort. I would like to acknowledge and thank John Miles for his significant contribution to Marcus Oldham over a 31 year period. John retires from the College in April this year.

There have been five Principals of Marcus Oldham over the College's 48 year history, and John has worked alongside four of them. A remarkable achievement! On April 15 a function will be held in The Ivo Dean Centre to acknowledge John's contribution and graduates and partners are welcome to attend. You will see details relating to this function in this edition of MOCOSA.

Finally, I have enjoyed attending several of the major field days during the year and catching up with many graduates, parents and friends of the College. The calendar for 2011 has been finalised and I look forward to meeting many more Marcus supporters during the year.

Dr Simon Livingstone
Principal

For You to Enjoy

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Front cover:

Jeremy Upton FM 84 Manager Yarram Park, Willaura Vic
(Photo: The Herald and Weekly Times Photographic Collection)



President's Report

As I sit at my office desk to write this piece, I am reflecting over the past six months of Australian agriculture and recall the prose by Dorothea Mackeller, of "droughts and flooding rains", and how well it encapsulates the environment in which we live and work. I am hearing of some great stories of triumph over adversity and near misses and unfortunately, stories of great loss. As a community, I am sure that many past students and friends are banding together to get through the challenges we are currently faced with. Look ahead, be strong and look out for your mates.

You will see in this edition of MOCOSA, photos and articles from Graduation Day. At the ceremony it was great to see yet another group of young, driven and enthusiastic graduates ready to launch themselves into their professional careers. It is also fantastic that so many students are electing to stay on and further their education at MOC by taking the option to partake in the higher education courses which the College now offers.

It was also great to have met the Graduate of Excellence Award winner for 2010, **Jessica Blackwell**, a graduate of the HBM course in 2005. Jessica has taken her experience at Marcus and

developed a cutting edge horse massage and injury rehabilitation business. Jess gave an inspiring address to the graduating students with particular emphasis on having clear goals, not taking "no" for an answer and that there is no substitute for hard work. Jessica was excited to see the number of ladies graduating on the day, and encouraged the girls to take a leading role in their chosen industries.

On behalf of all past students, I would like to congratulate **Antony Baillieu FM 71** upon receiving an Honorary Bachelor of Business (Farm Management). The Baillieu family have had a long and valued friendship with the College over many years, starting with Antony's attendance Marcus in 1969. From then until now, Ant has been very passionate about the education of young people, particularly in the rural and equine industries. Without his tireless efforts on the College Foundation for almost twenty years, the College would not have such excellent facilities for students, staff and friends to enjoy. Again, thank you Antony, and congratulations.

Just a reminder that the date has been claimed for the **50 Year celebration of Marcus Oldham College**. Those of you who have not yet put the date down, can you please keep the weekend of the **15th and 16th September 2012** free. Planning has already begun and you will be kept up to date via this publication and via the email system, (please make sure your details are up-to-date at the College). You may like to be your Year Group's 'Captain'. If so, contact me in the near future on the below email. It's going to be a big one, so don't miss out.

All the very best for the future and good luck with your projects.

James Bufton FM 94

MOCOSA President

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Jeremy Upton Farm Management 1984 Yarram Park Encourages Students' Development

We have been fortunate enough to employ pre, mid, or post Marcus students for over 20 years now, and they have always been a great source of staff for us. The one trait that has consistently shown very clearly, is the youthful enthusiasm that all the students have brought to us during their time working at 'Yarram Park'. They have mixed well with their peers at work, and there has mostly been a healthy respect gained for each other.

This has always been a very positive factor with all the permanent staff, along with the students having a desire to further their knowledge in all aspects of Agriculture. We all have thoroughly enjoyed this trait that the students bring with them, and because of this, the full time staff enjoy teaching the students and passing on skills as much as they can.

The opportunity to employ these pre, mid, and post Marcus students also creates a healthy mix of youth and experience in the workplace, which is a good blend to move forward with production and performance. Where we are often challenged in the station decision making, the mix allows alternative ideas to be thrown into the pot, which is a good thing.

'Yarram Park' is a mixed grazing and cropping operation comprising 9,360ha at the foot of the Grampians National Park in Victoria's Western District. Running a Prime lamb self-replacing composite flock, stud and commercial Hereford

cattle, and oilseed and cereal cropping, there is always plenty of variety in the day-to-day operations for the students, and the opportunity to learn new skills in general station running.

Many friendships have been formed over the years, and we have mostly followed all of these employees as they move forward with not only their careers, but their personal lives and families. It has been a good thing for us and also, hopefully, for them as well.

Having also been through the Marcus experience and graduating in 1984, I think we all realise as time goes on, what a wonderful opportunity it provides for us in not only our future careers, but life in general. With Marcus focusing on business training and a strong emphasis on financial analysis, graduates come away with the ability to enter an enormous range of career alternatives - not just farming. In our graduating group of 32, there are only seven of us directly involved with running properties, the balance being involved with a huge range of other industries. This creates an extensive network of contacts in many diverse jobs throughout Australia, particularly when you consider the number of course groups going through Marcus nowadays.

The years at Marcus Oldham are really a very high point of our lives, not only with the intensive business training received, but the many life-long friendships that are forged.

yarrampark@yarrampark.com

Farm Management is a True Profession

I have always looked at my role in management of properties as a true profession and have been very proud of it.

My interest in agriculture started at 14 when spending school holidays working in shearing teams in the mid north of South Australia. I also was given the job of supplying a sheep a day to the shearers' cook. This type of work would very quickly make or break an interest in agriculture. The former occurred and I have maintained my interest ever since.



Jackerooing for two years prior to Marcus Oldham College helped me gain a good understanding of how properties were run and taught me what hard work was all about. Working prior to starting the Marcus course also helps the mind mature slightly, as at that age there are a few priorities on your mind and it wasn't all agriculture. I started the Farm Management course in 1974. It was great fun and a big change from working seven days a week out in the sticks, to enjoying the soft life of a student. This was the only full time course operating at Marcus in those days and it was only for male students. Thankfully, all this has changed with more courses available and female students included.

The course taught me more than the principles of farm management. It provided me with a business framework for decision making and research. The weekly tours to different farm businesses to analyse profitability was a real learning curve. In general, the lecturers were very good and the fact they were required to be involved with real life consulting outside of their lecturing roles, helped keep them in touch with the industry.

After completing the three years at Marcus I went from an overseer's position to my first manager's job at the age of 24. I was determined to always go ahead and up the scale each move I made, and not sideways. A self assessment every five years is a good idea to make sure you are going in the direction you wish.

Management and the organisational challenge of running mixed farming operations was my passion which led me to the management of some very high profile properties. In 1992 I started as Manager of 'The Bulls Run' on the Murrumbidgee River

in NSW. This 8,500 hectare property carried merino sheep, cattle and cropping. A big win for the owner was our realisation the old Murrumbidgee river bed was flowing beneath and through its centre. The water quantity and quality was the best you could find. Consequently my brief was to maximize this resource which led a large development program over 16 years.

It also led to many overseas trips including Japan, Thailand and Canada to market azuki beans. In those times all the irrigation pivot areas had to produce two crops per year to pay for this large investment in irrigation. Our aim, which was achieved, was to receive a return over two and a half years to pay for each irrigation setup. The rotations included seed wheat/azukis, lucerne seed, red clover seed, hay for pharmaceutical purposes, seed wheat/mung beans or soy beans, seed sorghum and seed corn/oaten hay combination. At this stage I completed the Marcus Oldham Bachelor of Business degree externally, which provided me with increased business and marketing skills to manage all these enterprises.

My time spent managing this particular property well exceeded my initial expectations as one needs to think carefully, after 10 years as a manager on any one property, whether you should be moving on and up the ladder. My main reason for staying so long was dealing with an outstanding owner who treated staff in a very professional manner, looked at the property as a business, and kept the challenges coming continually with new development.

“My feeling is that we are reaching an exciting time for young managers in the rural scene.”

In 2007 'The Bulls Run' was sold and I was accepted for the role as General Manager of the Romani Pastoral Company properties. This is a very challenging position involving the actual managing of a 10,000 hectare property near Harden and remaining responsible as a general manager of the other Romani properties. They include large properties near Cootamundra and two holdings totaling 23,000 hectares on the Liverpool Plains near Caroonna and Prema. The position requires periodic trips to meet with the managers on these properties and monitoring the strict cash control necessary. This job draws on all the skills in management - including people management, finance/accounting and marketing.

This is an ideal time for me to comment on the life of a farm business manager. Many people do not understand the complexities and skills involved with this profession. Living in one's own home is rarely an option compared to your city counterparts. It can be a very 'tough ask' of your partner to follow you in this profession. Some owners are excellent with staff accommodation, others appalling. It is up to the manager to convince owners of the importance of retaining good staff and their needs. When terminating a staff member who lives on the property it is not only their job that is lost, but the need to change schooling for children and move to a new home and community. This all requires some very good people management to avoid a crisis situation.

Droughts, fires, floods, flies and locusts necessitate the need for a manager in the farming world to be amazingly flexible. Many of these problems are out of the manager's control so

Jessica Blackwell Horse Business Management 2005

Graduate of Excellence 2010

For anyone who ever told Jessica Blackwell that she couldn't make any money in the horse industry, she has proved them wrong! Now armed with a swag of awards, it was her passion, drive and determination that took her to the top.

Since leaving Marcus Oldham in 2005, Jessica's passion has been equine injury rehabilitation and bodywork; however, on arriving at Marcus she was aiming for a career running an equine establishment such as a riding school or agistment centre... but her Marcus education changed all that!

For the required work experience Jessica found her time in equine rehabilitation centres in New Zealand was enjoyable, and chose Equine Sports Therapy for her Special Interest Study Contract at College. Falling in love with the new possibilities in rehabilitating injuries and accelerating performance she moved home to Perth and realised that there was a gap in the market place in Western Australia and especially in Perth as there were no other businesses operating that were providing a full range of rehabilitation services to the equine industry as well as the basics.

So, taking the valuable information learnt at Marcus, she got out in front to fill a niche and set up her own business pioneering a new standard of equine muscle care, which she has done so very successfully.

The business, Equestricare, is quite unique as it offers a complete range of mobile equine sports therapy and rehabilitation services including sports massage, laser therapy, electrotherapy, ultrasound, red light therapy, deep tissue mobilisation and myofascial release. As well as these therapies, Jessica runs educational workshops and has a strong focus on educating her client base and making therapeutic products and equipment accessible to the general horse public.

Starting the business with one client, a cold laser and a car, she has built it up to a thriving business with over 600 clients on the books, including Race Horses, Olympians, Para-Equestrians and National Representatives in the sports of Endurance, Polocrosse, Eventing and Dressage. Jessica now has access to loads of therapeutic equipment and has other therapists working for her.

Being invited to present workshops in other states on "Pony Pilates" and other such topics is always fun and exciting, and a fantastic way for Jessica to get out in the horse industry and inspire others.

Her goal is to set up an Equine Education and Rehabilitation Centre in WA and to franchise Equestricare nationally.

The key lessons Jessica has learnt in developing her own business is that there will always be obstacles in the way and people with little faith in you, but as long as you have focus and clear ideas about your goals and purpose in life you will overcome these

documentation is essential. The need to modify and make relevant changes in enterprises to respond to this changing and dynamic environment is very important. Reporting both financial and physical aspects on a monthly basis should be a strict discipline. When done on time and correctly it creates good communication and records.

Owners of farming businesses need to realise that a high return on capital, excluding capital gain, is hard to achieve on a yearly basis. This can create some problems for a new manager when dealing with a city investor who wishes to achieve unrealistic



John Carson FM 77, Rural Press Melbourne,
Jessica Blackwell HBM 05,
James Bufton FM94, President MOCOSA

obstacles and not let them distract you from what you need to do. If you are doing something you love then anything is possible. And if people start copying you, then you know that it's working!

Jessica said that in order to be successful in the horse industry you need to be innovative and always know where your competitors are at. You also need to love the work and love your clients (the equine ones!!!) People care for their horses more than themselves. If you can show your clients that you care for their horse, and that its health and well-being are of the highest priority to you, then that is the best marketing tool you could ever have.

Jessica's successes include winning the '2010 Telstra Most Innovative Business Women of the Year' and also winning the 'Most Innovative Business Award' and 'Home Based Business Award' in 2009, and the 'Junior Business Person of the Year' and 'New Business of the Year' in 2008 in her local area.

Equestricare is now the most award winning equine business in Australia and Jessica owes it all to the fact that she was never afraid to step out in front and try new things rather than follow in someone else's footsteps.

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returns. Thankfully, some very good capital gains in farming land have been made over the last 20 years.

My feeling is that we are reaching an exciting time for young managers in the rural scene. Overseas countries are realising their own limitations in land available to provide food for their people and Australia is a shining light with our variation of farming land and relatively low land prices. Food for the world is a big topic and highly technical managers for all this will be required.

aking@romanipastco.com.au

David Harris Farm Management 1980
Angus Harris Farm Business Management 2009

From Broken Hill to Hong Kong and Beyond



After graduating as part of the 'Angels' Farm Management Group in 1980, I went to Broken Hill to manage 'Mutooroo' and then 'Mulyungarie' Stations. I loved the South Australian pastoral country and the wool industry in particular, and thought my whole working life would be spent running large pastoral properties. After managing a large sheep property in the Riverina and developing our own properties on Kangaroo Island, it finally dawned on me in 1995, that the life of a shepherd was actually leading us into peasantry at an ever increasing pace.

I joined Rabo Bank (then PIBA) as an account manager and two years later went to Adelaide Bank to develop their Rural Banking division. These were both positions I enjoyed immensely. I still wanted to operate on my own balance sheet however, so left corporate life to set up the small consulting firm, AgriPartners. AgriPartners specialises in the sourcing and utilization of debt and equity capital in agribusiness.

Increasingly, AgriPartners' work has focused on the Australian wine industry. Over time, we established two new companies: Adelaide Cellar Door and South Australian Wine Group. Adelaide Cellar Door is a direct to market retail and wholesale business selling wine by the case and is run by my wife, Jane and daughter, Jess. South Australian Wine Group is a wine service company which puts together blends, packaging, logistics, brand concepts

and trades bulk wine of behalf of its suppliers who are mainly larger grape growers.

After much travelling the planet selling wine, we took the plunge and set up Adelaide Cellar Door in Hong Kong, opening an office here in 2006 which was run by Jess who had just finished a commerce degree at Adelaide University. As usual, the venture was more difficult to establish than we thought. By falling backwards into opportunities rather than by great planning and despite all the difficulties, we have actually ended up in the right place at the right time. SA Wine Group's business has also increasingly focused on China. Hong Kong is a great platform for people like us (retired sheep farmers) to target China as a market. To actually live in China without the language skills is just a step too far for us.

By June 2010 Jane and I realised that the potential of the economy here and in China really justified a 'seachange'. We moved here permanently in August. AgriPartners, Adelaide Cellar Door and SA Wine Group are now all based from an office on Johnston Road, Wanchai. Words cannot describe the differences between Wanchai and Broken Hill!

We have always been keen sailors and I wanted a yacht in HK for the weekends. Rather than do things by halves, we purchased a Volvo 60 round-the-world racing yacht and sailed it to Hong Kong from Australia. The adventures in getting it here

are another story as one of the crew died on board on the way. Our son, Angus has come up to HK to skipper the boat. We take locals and tourists out on adventure sailing trips and wine tasting cruises. The boat and Angus' crew have been quite a hit. The sailing here is terrific. Knock-about sailing is new to the Chinese as they tend to see the yachting a luxury thing – there is nothing luxurious about what we do!

“I strongly recommend past students of the College visit Asia to get an understanding of the region.”

Since school and during his time at Marcus Oldham, Angus has worked on cattle stations in Qld and NT, on a pearl farm in the Kimberley and at Boundary Bend in NE Victoria. Coming to Hong Kong was never on the agenda and still wouldn't be if we hadn't dragged him up here, desperate for a skipper!

The place is infectious, the pace of life, the sheer weight of economic activity and the number of smart young people from all over the world almost make Hong Kong a frontier town at the moment. Angus is also working with a New Zealand fellow, the same age, who has built a good business servicing and maintaining large motor yachts for the locals. Yachting services will be a big business in this region. There is certainly the wealth to support it and it is another niche that requires outside experience and flair to service the local market. I doubt Angus will be going home any time soon.

The wine industry in China is a sleeping giant as the growth in wine consumption per head is now unstoppable. In the last four years the Chinese market has gone from nowhere to be the 4th biggest export market for Australian wine. Chinese people are travelling and soaking up new technology and lifestyles and they now have the resources to buy wine. The distribution channels for imported wine are very fragmented and inefficient. To compete with a formidable local industry, Australian wine companies need to embed their business inside the country and not rely on an importer. We now have an office in Shenzhen (just across the border in China from Hong Kong) and I spend a couple of days a week there. Our dry goods are now all sourced from China and we now bottle in China, bringing the wine up in 24,000 litre bladders via Hong Kong.

There has been a lot of doom in the industry which has been spearheaded by grower organisations who specialise in such misery. Despite this, our knowledge of what is going on here has encouraged us to invest very strongly in vineyards in Australia whilst they have been available at giveaway prices.

The world has changed and it is likely to be the turn of the Chinese to dominate global commerce for a while. I strongly recommend past students of the College visit Asia to get an understanding of the region.

dharris@agripartners.com.au

Emailing and Phoning You

Our database shows we do not have the email address of many of our graduates, so if you would kindly take a minute or two and email your details, including phone numbers, to foundation@marcusoldham.vic.edu.au we will update our records and you will be kept in the loop.

This is especially important when reunions are being arranged as it is much more convenient for the organisers, usually members of your year group, to contact you by email.

If you are thinking of arranging a reunion of your graduating group, please contact Susie Rouffignac who will assist you - 03 5247 2919 or alumni@marcusoldham.vic.edu.au



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Foundation News

Foundation Cocktail Party

More than 140 guests attended the 2010 Foundation Cocktail Party held at the Westin Melbourne, on Tuesday 27th July. The evening highlighted and celebrated our current student Scholarship holders and their sponsors, and thanks were given to many great supporters of the College.

Thanks to MLA's sponsorship, new and old graduates and friends were entertained by Guest Speaker, Sam Kekovich, Australia's Ambassador. Sam delivered his speech true to form and full of wit and puns, with the inclusion of education and agriculture and

his journey in life. Yulgilbar Foundation Travel Award recipient, **Rebecca Henry HBM 09** and **Agri 10** from Mt Garnet Qld, spoke on behalf of the Scholarship students and told her amazing story about her life on Sugarbay Station in outback Queensland and how she became a Marcus Oldham student. Please find the audio transcripts and recordings of both speakers on the Marcus Oldham website.

The College recognises the continued support from our many donors, both individual and corporate, and our annual Cocktail Party is a great opportunity for the College to show our appreciation.



*Rod Moxbam and **Henry Moxbam FBM**
Binnaway NSW, Australian Farm Management*



***Nick McNamara FBM** Culgoa Vic, Greentree Farming
Chad Kennett FBM 10 Kadina SA, Nufarm Industry
Archie Fletcher FBM Walcha NSW, Hazeldean Livestock Production
Stirling Osland HBM 10 Armidale NSW, Australian Studbook
Tom Baumer HBM 10 Cobbitty NSW, Marcus Oldham Equine Sports*



*Andrew Baker, Director Agribusiness,
Gordon McNeil Agri 10 Barraba NSW,
Yulgilbar Foundation Travel Award,
Dr Dennis O'Brien, Director Postgraduate Programs*



***Delwyn Tuanui Agri 10** Chatham Is, New Zealand
Yulgilbar Foundation Travel Award
Rebecca Henry HBM 09 and **Agri 10** Mt Garnet Qld,
Yulgilbar Foundation Travel Award
Carmen Abern Agri 10 Aramac Qld,
Yiddinga Farm Management*



*Emma Morel Director Horse Business Management,
Chris Kent HBM 10 Parkville NSW, Australian Thoroughbred
Octavia Bartley HBM 10 East Ballina NSW, Australian Equestrian*



Murray Mountjoy FM 77, Geelong Vic, Eleanor
and Adrian Dempster, Tooborac Vic



Glenn Hardy HBM 92 and Jacqui,
Melbourne



Kirsty Allen, Myer Foundation,
Melbourne and
Rosie McClymont FBM
Goondiwindi Qld, Merlyn Myer



John Miles,
Deputy Principal
(Business and Development),
Sam Kekovich,
Antony Baillieu FM 71,
Mike Carroll,
Foundation Executive,
Melbourne



Isabel Mackenzie, Daylesford Vic and
Charles Cordingley FBM Walcha NSW,
Dr Alastair Mackenzie



Alice and **Lachlan Polkinghorne FM 80** Buckley Vic,
Mattie Crouch Agri 10 Grovedale Vic,
RC & EC (Cappur) Webb Trust



Sue and Stewart Gull,
Skipton Vic



Stuart Tait FBM
Mandurama NSW,
Commonwealth Bank
Agribusiness -
Farm Business Management,
Kevin Ryan Commonwealth Bank
of Australia, Warrnambool Vic

Trish Taylor, Shelford Vic and
Anna Affleck Peterborough Vic





*Tony Hudson, Director Farm Business Management and **George Pagan FBM**, Gilgandra NSW, Nick Petersen Memorial*



Sam Kekovich



*Rebecca Henry
HBM 09 and Agri 10*



***Gordon Dickinson FM 79** Melbourne, Steve Rafferty, Commonwealth Bank of Australia, Warrnambool, Vic*



Melinda and David Kininmonth, Mt Hesse Vic, James Affleck, Peterborough, Vic



Andrew Dunbabin, PrincipleFocus, Geelong, Chris Shearer, Melbourne, Lizzie and Charles de Fegely, Dobie Vic



Roslyn Jones and Andrew Farran, Yiddinga Holdings, Melbourne

*Peter McCann Warakirri Agricultural Trusts, Melbourne and **Wil Sauer FBM** Pipers Brook Tas, Warakirri Agricultural Trusts*





Edric Lee HBM 10 Malaysia,
International Racehorse Transport
Tabitha Sager HBM 10 Bannockburn Vic,
Australian Studbook Equine Husbandry



Sandy Dent and Ted Mills,
Melbourne



Tony Hudson, Director Farm Business Management
and **Rendall Groat FBM** Rankins Springs NSW,
RC & EC (Cappur) Webb Trust



Paul Ford, Gardiner Dairy Foundation, Melbourne, Andrew Cameron,
Lethbridge Vic, **Richard Anderson, Harwood Andrews, Geelong.**



Antony Baillieu FM 71, Chairman Foundation and
Bruce Wilson FM 71, Council Chairman



Jim Cochran, Hexham Vic and
Quentin Wallace, IRT Melbourne



Charles Sullivan Agri 10 Larras Lee NSW,
Bill Ruse Memorial, **Andrew Baker, Director Agribusiness**



Alison Smith, Invergowie Foundation, Melbourne,
Dianne and Ian Robde, Warakirri Asset Management, Melbourne

Hamilton Sheepvention Function

Over 100 graduates and friends of the College were guests at the 2010 Marcus Oldham Drinks held at the Hamilton Club on Monday 2nd August. Graduates representing each decade (1960s to 2010) attended which created a great atmosphere on the night. Our Foundation Chairman, **Antony Baillieu FM 71** and our Principal, **Dr Simon Livingstone FM 87** both spoke

regarding the progress of the College; our students, our sponsors, the development of new Postgraduate Agribusiness Program, the building refurbishment and The Centre for the Study of Rural Australia. This occasion has become a fixture in the Sheepvention calendar and we look forward to catching up with more graduates and friends this year.



*Simon Ramsay, Birregurra Vic,
Rowly Paterson, Willaura Vic*



*Bill Gough FM 79, Branxholme Vic,
David Hawker MP, Hamilton Vic,
Neil Gough FM 90 Camperdown Vic*



*Geoff Handbury AO, Hamilton Vic,
Antony Baillieu FM 71
Foundation Chairman*



*Robert Bugge FM 71, Melbourne,
David Koch FM 71
MP MLC Melbourne,
Graeme Harvey FM 71,
Bannockburn Vic*

*James Teban FM 87
Maindample Vic,
Dr Simon Livingstone FM 87,
Principal
Philip Gough FM 87, Hotspur Vic*



*Judy Paterson, Willaura Vic,
Sandy Vanrenen, Logan Vic*



*Fiona Barclay, Beeac Vic,
Sarah Hope, Croxton East, Vic*



*David Oman FM 70, Geelong, Vic
Rob Handbury FBM 02, Lucindale Vic*



*David Oddie FM 94, Beaufort, Vic, Bernie Grant Agri 93, Hamilton Vic,
Cam Rosser, Jessica Skilbeck B.Bus(Agri) 10*



*Annie Gardner, Penshurst Vic,
Nick Allen FM 04, Mortlake Vic*



Annual Fundraising Golf Day 25 February 2011

Marcus Oldham College welcomes your participation in our Annual Fundraising Golf Day. For golfers we have a 9 and 18 hole Stableford competition. For non-golfers we are presenting an art exhibition including beautiful works from Sculptor, Lucy McEachern and Art Historian, Alexandra Griffiths with her amazing collection of artworks from the central and western desert region of Australia. Our auction will have many exciting items including; holiday accommodation, artwork (indigenous and contemporary), golf packages, AFL tickets, raffle prizes and more.

This, our fifth Annual Golf Day, will raise money towards the upgrade and extension of the College Library: The James Darling Resource Centre. With the additional courses on offer, our student numbers have grown and we need extra resources and student study space. Our two year goal is \$300,000. The 2011 Golf Day will be the tee-off towards that goal.



Part proceeds of the day will also support Brainwave Australia. Brainwave Australia is a registered charity established in 1994 with a mission to support the rehabilitation and care for children with a diagnosed brain illness.

Please find registration forms on our website; with directions to the Eynesbury Golf course and times for the day.

Marcus graduates take note of the MOCOSA offer – Graduates who field a team for the Stableford 9 or 18 holes competition will automatically be entered into the draw to have the chance to win back their team's entry fee (valued at \$1400).

We look forward to your company on 25 February, 2011.



The James Darling Resources Centre (Library) – Upgrade and Extension

The Marcus Oldham College Library began as a few shelves of books in one of the classrooms at the College. The collection consisted of several dozen books which were used by students sporadically. In 1980, the College Council recognised the need for a centre which was dedicated wholly to library resources and began a fundraising campaign to aid the costs of building a centre. The architects chosen to design and plan the building decided that the ideal location lay between the student residences and the classrooms. Building works commenced in 1980 and were completed in 1981. The Resources Centre was opened in 1981 by the Honourable Tom Austin and named The James Darling Resources Centre in honour of the man who had been instrumental with the foundation of Marcus Oldham College, Sir James Darling.

Since 1981, the Resources Centre has consistently expanded its collection and has moved into an electronic environment as resources have become more available on-line. The Library holds over six thousand print and electronic items and subscribes to over 150 print and electronic journals. Since 2009, it has undergone a refurbishment to cater for the increasing student

demand and presently has five PC terminals, wireless internet access, a quiet reading area and group working areas.

The development of the College Library has become necessary due to the increased number of students using the Library on a daily basis. They are increasingly finding it more and more difficult to have the space they need to carry out their activities. The Library has become a popular location for students wishing to engage in various activities such as quiet study, group work, recreational reading and relaxing. The current size of the student area will be doubled in the upgrade, providing break-out study rooms, carrels, PC stations, reading areas, larger collections room and an archives room.

The goal to fund this extension and upgrade is \$300,000.

For all Foundation enquiries: Annual Golf Day, The Oldham Society (Bequest Program) and donations to Building Funds, please contact Susie Rouffignac on 03 5247 2919 or email rouffignac@marcusoldham.vic.edu.au

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

Diploma of Agribusiness

1 year

Associate Degree of Agribusiness

2 years

Bachelor of Business (Agribusiness)

3 years with on or off campus option

Our Agribusiness qualifications open the door to a wide and varied choice of careers.

The involvement of major companies in seminars, case studies, study tours and industry experience ensures agribusiness graduates are highly sought after upon graduation.

Tasmania's Best Traced from Paddock to Plate

Direct marketing of the products from the fifth generation Archer owned property in Tasmania's Tamar Valley came from the desire to value-add to their farm produce.

The Archer family has farmed Landfall on the eastern bank of the Tamar River since 1876 and for more than a century the family has focused on producing quality farm products, most notably award winning Angus beef and Prime lambs.

Running about 2300 cattle and about 5000 ewes, the main business is breeding Black Angus bulls for the seed stock industry. Ed explained they are the biggest cattle seed stock producer in Tasmania and sell 200 bulls a year Australia wide and hold three annual bull sales. "There's been a lot of years and a lot of money invested in selecting the best genetics for carcass quality. We felt Landfall Farm Fresh was one way of capitalising on our investments over the years."

Following the example of their hardworking parents, Gerald and Lou, Ed Archer and his four siblings, Will, Frank, Ellie and Mimi were keen to be involved in the family farm but needed to develop more enterprises for the business to support them. Established in 2008 Landfall Farm Fresh is a relatively new business venture the Archer siblings (partnering directors) independently created. It provides 100% grass fed beef and Prime lamb to consumers, who in turn, are able to track the products' journey from beginning to end. "People really appreciate knowing where their lamb and beef comes from," said Ellie.

An independent entity from the farm, the retail business emerged from developing a succession plan. Landfall Farm Fresh initially worked from a small facility and sold product at a local farmers' market in Launceston.

Within the first twelve months the demand soon outweighed their ability to supply and the business naturally expanded.

Managed by Ellie, the boutique butcher shop opened its doors in December 2009 in Balfour Street, Launceston. Positive consumer response has clearly demonstrated satisfaction with the opportunity to purchase high quality products. The meat is grown at Landfall in a humane, free-ranging grazing environment within a strict quality-assured program. The industry's Cattle Care Quality Assurance program is to assure the product is free of contaminant, and also deals with the handling of the stock to make sure it's done in a humane and friendly way.

The Archers have full control of the supply chain. "We can back ourselves and our product with total confidence," Frank says. "Breeding the animals, growing them, processing, packaging and marketing is all done by us. We contract out the slaughtering. At the shop an experienced butcher is employed to process the Landfall beef and lamb and prepare it for sale. A variety of gluten and preservative free traditional and gourmet sausages



Editor's Memo

As I write I'm keeping an eye on the news which is describing the bushfires in the West and the floods in the East and I again realise that this magnificent, but challenging country demands much of its citizens.

This huge island confounds people who endeavour to comprehend such devastation impacting one country, one people. Although scattered over this vast country, Australians are generous in nature and are certainly blessed with a strong sense of community and an indomitable spirit – and we all know just how that spirit is tested from time to time.

We have graduates and families affected by these extreme summer rains. Crops are either drowned and ruined or downgraded but still able to be harvested. Inevitably, some graduates will have the devastating floods surge through their home and farm buildings, wrecking infrastructure and causing stock losses.

It's tough! It's important, therefore, to show care. So pick up the phone and **'Call a Marcus Mate'** to see if you can lend a hand, an ear or a shoulder. No Marcus graduate needs to confront a disaster on their own. If you are dealing with losses due to these extreme weather events, feel easy about calling someone at Marcus to talk about it.

As the enormous body of water fills the waterways of the Murray-Darling Basin we can look with hope to that huge expanse of land experiencing future seasons of plenty.

Best wishes for a year of good health and good friends and an accommodating weather pattern.

Draw upon that strong Aussie spirit.

Janet Craigie-McConnell
Editor

and burgers have proved a popular choice amongst the extensive range of fresh lamb and beef cuts.

Offering the customer more than meat, the shop retails other premium quality Tasmanian products, including Cape Grim and Greenhams Natural Beef, Ashgrove Dairy, Nichols poultry, Tasmanian Natural Garlic, Rocky Gardens Condiments, Scottsdale Pork, Boks Bacon and Ham.

Landfall Farm Fresh is a member of the Australian Meat Industry Council (AMIC) which is the peak body that represents retailers, processors, exporters and smallgoods manufacturers in the post-farm-gate meat industry. Staff development has covered end-user training with Meat Standards Australia (MSA), in order to stock and sell MSA beef, and attendance at the Meat Livestock Australia/MSA hands on workshop to develop butchering skills and new techniques.

Understanding the needs of the consumer is fundamental and the Archers are continually doing market research. They are also aware of community activity and get involved in food and wine events, supporting school, sporting club and fundraising organisations and donate to a local food kitchen and crisis housing.

They overcame a myriad of barriers and difficulties facing a small business by treating them as a challenge. Such issues included the venture into retailing, staff recruitment, working with family and competing priorities. Essential was a business plan and organisation structure with delineation of roles and responsibilities. Regular director meetings are vital and weekly operational meetings assist with team building, open communication and employee ownership.



Dedication, passion and determination always pays, and Landfall Farm Fresh were acknowledged in the 2010 Community Achievement Awards by receiving the Angove Family Winemakers Primary Industries and Agricultural Award.

Ed participated in the 2010 Marcus Oldham Rural Leadership Program.

greenhythepast@bigpond.com

Agricultural Revolution (England)

The Agricultural Revolution (modern) refers to the drastic changes in the farming process that occurred in the 1600's onwards.

The spread-out, shared farms, common under the "open-field system" of cultivation, turned into more compact, but larger, farms. The many problems associated with open fields: the overgrazing of animals, difficulty in reaching consensus for change, and single herds that had led to a spread of animal diseases and uncontrollable breeding, had all become generally solved.

Farmers discovered a crop rotation system that allowed them to forgo leaving up to half the land unused or fallow between each planting. Animal husbandry became widely used. This was just the beginning of the change.

The agricultural output of England increased about three and a half times. With more productive farms and a smaller work load, more people left the farms to go to the city, and this large available workforce allowed for the greater production needed to spark the Industrial Revolution.

Graduation 2010

Graduates of 2010

DIPLOMA OF AGRIBUSINESS

CREDIT

Cameron David Schofield	BROWN	Medlow Bath	NSW
Mattie Janeane	CROUCH	Grovedale	VIC
Charles Byrne	HART	Jondaryan	QLD
Penelope Anne Wedgwood	HICK	Julia Creek	QLD
Sophie Anne Kate	LEONARD	Gatum	VIC
Alexander Dunnett Robertson	MADDEN	Moree	NSW
Alexandra Claire	McAULEY	McKinlay	QLD
Harry Cormack	NOBLE	Blackall	QLD
Thomas Michael	O'BRIEN	Walgett	NSW
John Edward Keith	PAYNE	Melton	VIC
Derek Cooper	SANDS	Dairy Plains	TAS
Meredith Jane	SAUNDERS	Wowan	QLD
Mitchell Scott	SEIS	Macalister	QLD
Sarah Kate	WILSON	Garah	NSW

DISTINCTION

Carmen Louise	AHERN	Aramac	QLD
Barclay Graham	BASSETT	Roma	QLD
Michael Austin	BLACKBURN	Mortlake	VIC
Benjamin Richard	GRICE	Kolora	VIC
Angus Neville	GUNN	Pt Kenny	SA
Hugh William	HAMILTON	Condamine	QLD
Mitchell Dominic	HARRIS	Hay	NSW
Joanna Lee	KITTO	Bellata	NSW
Daniel John	LANE	Naracoorte	SA
Carl David	RODGER	Taroom	QLD
Georgina Elizabeth	THOMSON	Winchelsea	VIC
William Max Clark	VERCO	Naracoorte	SA

HIGH DISTINCTION

Zachary Andrew	KENMAN	Kyborg	QLD
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ASSOCIATE DEGREE OF AGRIBUSINESS

PASS

Lachlan William	COSSART	Moonie	QLD
Drucilla Jolyn	HUGHES	Clermont	QLD

CREDIT

Hamish Thomas	BARCLAY	Beac	VIC
Kayla Estelle	DAVISON	Toobeah	QLD
Baden Macdonald	HOLT	Alice Springs	NT
Thomas Leonard William	HUNT	Table Top	NSW
Wesley Michael	KEIGHTLEY	Condah	VIC
Holly Jane	McDONALD	Port Lincoln	SA
Adam Geoffrey John	McMASTER	Launceston	TAS
Gordon James	McNEIL	Barraba	NSW
Brett William	STOCKINGS	Dubbo	NSW

DISTINCTION

Genevieve	CARDWELL	Mitta Mitta	VIC
Laura Anne Gaze	HAWKINS	Frances	SA
Chloe Lee	MATCHETT	Garah	NSW
Byron Jared	O'KEEFE	Bannockburn	VIC
Matthew Thomas	OUGH	Edenhope	VIC
Charles Andrew Gordon	SULLIVAN	Larras Lee	NSW
Delwyn Bruce	TUANUI	Chatham Islands	NZ

HIGH DISTINCTION

Michael Damian	GRAHAM	Gundagai	NSW
Rebecca Jayne	HENRY	Mt Garnet	QLD

BACHELOR OF BUSINESS (Agribusiness)

Henry James	ALLWRIGHT	Ouse	TAS
Sam Robert Lindsay	CLARK	Wagga Wagga	NSW
Jessica Lucy	SKILBECK	Benalla	VIC

DIPLOMA OF HORSE BUSINESS MANAGEMENT

PASS

Thomas Richard	BAUMER	Cobbitty	NSW
Tabitha Gail	SAGER	Bannockburn	VIC
Christine Alyce	SAVIANE	Narre Warren	VIC
Belinda May	TAYLOR	Frankston	VIC



Zachary Kenman, Kyborg Qld
Dux Diploma of Agribusiness
Andrew Baker, Director of Agribusiness



Rebecca Henry, Mt Garnet Qld
Dux Associate Degree of Agribusiness
Andrew Baker, Director of Agribusiness



Chad Kennett, Kadina SA
Dux Advance Diploma of Farm Business Management
Tony Hudson, Director of Farm Business Management



Danielle Lea, Haddon Vic
Dux Diploma of Horse Business Management
Emma Morel, Director Horse Business Management

CREDIT

Kirsty Louise	CAMERON	Chinchilla	QLD
Joel Charles	CHAMBERLAIN	Dunkeld	VIC
Sarsha Ann	FULWOOD	Moonbi	NSW
Brent	HARTIGAN	Melbourne	VIC
Lucinda Elizabeth May	HUBBARD	Tamworth	NSW
Edric Chin Hon	LEE	Penang	MALAYSIA
Stirling Rudd	OSLAND	Armidale	NSW
Luka Toma	TOPIC	Applecross	WA

DISTINCTION

Octavia Amber	BARTLEY	Lennox Head	NSW
Zollie Le-Fevre	HANNAH	Karnup	WA
Meagan Therese	HOPKINS	Gunnedah	NSW
Leah Clair	JONES	Kalaru	NSW
Christopher Keith	KENT	Douglas Park	NSW
Helen Therese	NAUGHTIN	Katherine	NT

HIGH DISTINCTION

Emma Kate	CARTER	Gherang	VIC
Julian Hunter	HAY	Melbourne	VIC
Danielle Melati	LEA	Haddon	VIC
Naomi Kathryn	SZYDZIK	Korweinguboorra	VIC

ADVANCED DIPLOMA OF FARM BUSINESS MANAGEMENT

PASS

Nicholas Ian	ALLWRIGHT	Ouse	TAS
Thomas John Adrian	DEMPSTER	Tooborac	VIC
Angus Hilton	GUNN	Bylong	NSW
Samuel Brodie	LEWIS	Hamilton	VIC
Philippa Dawes	LOVE	Naracoorte	SA

CREDIT

Ryan John	CARTER	Redland Bay	QLD
Samuel John	CHAFFEY	Attunga	NSW
Keith Bowman James	COWAN	Tailem Bend	SA
Matthew Brian	DONOVAN	Quilpie	QLD
William Donald Davidson	FLETCHER	Walcha	NSW
James William	GUBBINS	Hamilton	VIC
Daniel James	KORFF	Coonabarabran	NSW
Nicholas William Mackenzie	LORD	Richmond	QLD
Thomas Henry	LUCAS	Norwood	SA
Alastair Philip	MARSHALL	Burren Junction	NSW
Shaun Gregory	McDONALD	Toolondo	VIC
Benjamin Askin	MORRISON	Nile	TAS
Thomas Charles	NEVILLE	Adelaide	SA
William Michael	ROBERTSON	Finley	NSW

DISTINCTION

Hugh Kelly Grant	BANKS	Dirranbandi	QLD
Matthew Nigel	GLENNEN	Terang	VIC
Thomas Ian	GORMAN	Queanbeyan	NSW
Steffi Joy	HURSE	Carisbrook	VIC
Stuart Graham	MacDOUGALL	Newton Boyd	NSW
Roly Hugh	MACKINNON	Longford	TAS
Nathan James	REID	Gordon	VIC
Angus John	ZILM	Moree	NSW

HIGH DISTINCTION

James Graeme	GLASGOW	Woolsthorpe	VIC
Chad Douglas	KENNETT	Kadina	SA
William Matthew	RONALD	Spring Ridge	NSW

BACHELOR OF BUSINESS (Farm Management)

Timothy John	BRASLIN	Claremont	WA
Carly Jayne	BROOKS	Barooga	VIC
George Duncan	BROWN	Wagga Wagga	NSW
Sally Kay	BURT	Tallangatta	VIC
William John	CALVERT	Darlington	VIC
Joanna Georgina	CLARKE	Clarkefield	VIC
Robert Fricker	HARDY	Adelaide	SA
Angus Charles	INGRAM	Kyneton	VIC
Andrew Campbell Keith	IRVINE	Warrnambool	VIC
Willis Edward	JOHNSTON	Warrnambool	VIC
David Nathan	JURGS	Katherine	NT
David Raymond	LAW	Quirindi	NSW
Gregory Hilton	MACKAY	Boggabilla	NSW
Vivian Christopher	O'DWYER	Duvernay	VIC
Wayne Page	OSBORNE	Officer	VIC
Angus Barton	SCHMIDT	Cavendish	VIC
Robert Andrew	STAEHR	Horsham	VIC
Robert	SWINTON	Deniliquin	NSW
Stephanie Jean	TURNBULL	Bourke	NSW
Michael Robert	WILSON	Adelaide	SA
William Alan	WRAGGE	Deniliquin	NSW



Marcus Oldham International Stud Management Award (UK)

The Marcus Oldham International Stud Management Award (UK) is awarded at the end of the academic year to a high-achieving student who successfully completes the one-year Diploma of Horse Business Management.

The student must:

- display excellence and all round ability, both practically and academically, especially in the equine reproduction/stud management module of the course
- show characteristics of consistent hard work and attention to detail through the year
- exhibit the most potential of success within the global thoroughbred breeding industry
- be well-presented, socially adept, and have good communication skills

The Awardee receives one return airfare to travel to England the following year for employment at the historic Lanwades Stud at Newmarket, Cambridgeshire, England and at Staffordstown Stud, County Meath, Ireland.

Experience is gained in all departments including the broodmares, foals, covering barn, yearling preparation, attending Goffs and Tattersalls yearling sales, Fairyhouse Racecourse and many more career enhancing opportunities.

2010 Recipient: Christopher Kent, Douglas Park NSW

Hayley Kelly Horse Business Management 2006

From the Horse's Mouth



From a very early age I knew I wanted to work in the equine industry – but in what field? There are so many areas of the equine industry. At a Tooradin pony club rally I watched a very interesting equine dentistry demonstration and decided that is what I want to be! So, by the age of 15, I had found the job that I wanted to do.

There are a few equine dentistry courses available but only one Nationally Accredited - the Equine Dental Association of Australia (EDAA) and I believe this is the best course. It is hard to get accepted as only two or three students are taken each year and are selected on horse experience and the ability to run their own business and make a full time living out of equine dentistry.

Finishing school in 2004 I applied for the dentistry course but I was only just 18, and although I had horse experience it was not much compared to the other applicants. I was advised to get more experience and try again.

Working at a big cattle station in Mackay Qld I drove cattle and took part in branding and vaccinating calves and cows. Returning to Victoria, leading jumps trainer, Eric Musgrove, employed me. Eric was on the brink of leaving for Japan with 'Karasi', to participate for the first time in the richest jumps race in the world - the Nakayama Grand Jump. He needed an extra worker while he was away so I was now a strapper and track work rider.

Eric came back six weeks later with his first Nakayama Grand Jump trophy and asked me to keep working for him, which I did as it was enjoyable and I was over the hardest bit (developing muscles I never thought I had). I rode up to 15 horses five kilometres a day each, and with 30 of those kilometres in trot, (equivalent to gym squats) I was fit!

When EDAA enrolment time came again I put in my resume and was invited to the field days this time, where you go out with three of the five committee members for a day so they can ask questions and see how you handle a horse. I was told I was a little young and need more experience, but I was welcome to have an interview to see what it is like. I'd never been interviewed before, and as it turns out, I am not so good at interviews. I went blank and answered yes, no or maybe, to what should be long detailed answers. I did not get in, but I had my foot in the door and they knew who I was, even if it is the yes, no or maybe girl!

At this time I purchased the Weekly Times and saw Marcus Oldham advertising the Equine Sports Scholarship. I had heard very good things about Marcus and applied for the scholarship. At the interview I did the same thing ... blank. But the College rang Eric and he must have put in a good word for me as I received the scholarship to start the next year.

So off I went, very excited at making new friends who were just as obsessed with horses as me and I was having the best year of my life learning new and fantastic things.

The Principal gave permission for me to accompany Eric Musgrove to Japan with 'Karasi' to compete in the Nakayama Grand Jump. Forty-five hours in the air and eight hours a day working, feeding and riding the horse, proved to be worth it as the 11yo, 'Karasi' cruised over the 17 jumps in the 4250m race to win for the second time in a row. It was a fantastic thrill; as was the opportunity to see another country's equine industry and culture.

After my incredible year at Marcus I applied for EDAA course again with a few more things on my resume. I managed the field days and interview thanks to the hard work and lots of practice with Marcus Oldham lecturers and classmates, but once again was

out-shone by the other applicants, but still undeterred after the third rejection.

I was having riding lesson with Adam Wootten who offered me a job working in his stables with show jumpers and decided this would give me more experience in another field in which I was very interested and competed in. It could also help with my dentistry career path, so off I went, working showjumping horses and going to a lot of shows.

Once again it was application time for equine dentistry. Field days and interviews were becoming a regular part of my year, like Easter and Christmas, but this time I received the very exciting phone call - I'd been accepted. Whether they were sick of me after my record breaking four years in a row or it was well deserved, didn't matter. I was just so happy to have achieved my goal of seven years.

Starting in early 2008, the 15 month course included 230 days on the field and six weeks in the class room. During my training I did the teeth of Bart Cummings' horse 'Viewed' just before he won the Melbourne Cup, which was a bit of a thrill.

I started my own Equine Dental business in May 2009. Work doesn't feel like a job if you like what you are doing, and I like doing horses' teeth and helping horses. I enjoy driving to new areas and meeting people. The contacts I made through Marcus Oldham have proved to be very valuable in finding work, as I am now providing a service for a number of College class mates

including race horse trainer **Rebecca Gribble HBM 2006**, and **Katrina Wood HBM 2006** who has Merton Creek Thoroughbreds breeding and agistment property.

I especially appreciate the support from my family, friends, Eric Musgrove and Marcus Oldham College for providing me with the knowledge and experience that allows me to have my dream job and run it effectively.

hkelly92@hotmail.com

Riding past the Nakayama finish line



How It Used To Be?

Graduates will be interested to see this photograph of some of the first group of Marcus students 'taking tea' with the Principal, Ivo Dean, in his study in the Principal's House. This photograph was used in an early College Prospectus.

Please call the Editor if you can name the students.



**Advanced Diploma of
Farm Business Management**
3 years

**Bachelor of Business
(Farm Management)**
additional 6 months on campus
(off campus option)

The new generation of managers of agricultural businesses will need advanced financial management and marketing skills and be able to access and use information.

Competent managers will adopt current technology and be able to manage both people and risk. Managers require highly developed resource management skills to ensure the business they manage is based on systems that are environmentally and economically sustainable in the long term.

Campus Columns

John Miles

An Impressive Career



John Miles, Deputy Principal (Business & Development) will close the ledgers on Friday 15th April 2011 after a distinguished 31 year career at Marcus Oldham.

Arriving at the College in January 1980, John has worked alongside four Principals, Graham McConnell, Neville Chandler, Greg Brinsmead and Simon Livingstone. He has had a strong input into the current strength and high recognition of the College. A very respected member of staff, John has encouraged, guided and cared for his colleagues, students and parents and has built an enviable national and international network. He exhibits encyclopedic knowledge of students and can produce facts covering the 30 years, which may be the personal presentation of a student, their academic performance, odd quirks or a misdemeanour!

Dedicated to the development of the College, John has supported the College Council's direction for Marcus and his sharp eye for figures has kept the College in good financial health, while his natural salesmanship has secured many a student – and often outside business hours.

The success of a man's work is often marked by the support of his partner, and Ruth Miles has demonstrated a bank of support and encouragement to John in his commitment to Marcus Oldham.

Upon retirement, John and Ruth plan more travel adventures, farming activities and John has numerous community involvements already in hand.

John – the Marcus community wishes you well in your retirement. May good health long be yours to enjoy so that you can indulge in the pleasures that were put on hold as you undertook your duties at Marcus Oldham.

Diploma of Horse Business Management

The intensive year provides students with the business management skills, equine science and practical skills/horse husbandry knowledge essential for a successful career in the horse industry. Subjects include horse business practice, communication and marketing, breeding, youngstock handling, stable and property management, nutrition, equine health, driving and applied riding practices, and own special interest study contract. Choose either Equestrian Training or Racing and Breeding.

Chief Financial Officer Appointed



Tony McMeel has been appointed to the position of Chief Financial Officer at Marcus Oldham and will commence duties at the College in April 2011.

Tony's tertiary qualifications include a Bachelor of Commerce degree and he is a Certified Practicing Accountant. He also holds a Master of Professional Education and Training from Deakin University.

Tony is well known to the College having held the positions of Lecturer in Accounting and then Agribusiness Co-ordinator at Marcus for six years from 1997 to 2002. During that period he wrote and oversaw the reaccreditation of the Agribusiness Program into the higher education sector.

For the past six years Tony has been employed as Senior Accountant and Manager with Sinnotts Accountants located in Camperdown, Victoria. In this role he managed approximately one-third of the practice clients' tax and accounting needs. He has provided specialist advice in farm business management, succession planning and strategic decision making for practice clients. Tony has also been responsible for the management of the office staff.

Prior to this appointment, he was Program Director of DeakinPrime (Commercial Arm of Deakin University). In that role Tony was responsible for the development and delivery of the education programs of the Financial Planning Association delivered by distance learning.

Tony also spent 18 years with Westpac Bank holding the position of Branch Manager from 1990.

Since leaving Marcus Oldham in 2002 Tony has maintained his connections with the College by being a member of the Curriculum Advisory Committee, participation in the recent AUQA audit, and attendance at a number of The Centre for the Study of Rural Australia events.

He plans to relocate to Geelong with his wife, Kay prior to commencing duties at Marcus.

Tony Hudson Forging a Consulting Career

Tony Hudson resigned at the end of 2010 as Director of Farm Business Management to follow his desire to create a career in consultancy.

During his tenure at Marcus Oldham, Tony progressed the Farm Business Management Program, established a strong rapport with students and was an excellent staff team player. He will continue a connection with Marcus. Tony is wished a successful and rewarding new career.

Sam Inglis FM 66 has accepted the position of Director Farm Business Management.

Real World Seminar

Traditionally on the day before Graduation the College presents the 'Real World' Seminar. The objective of this Seminar is to expose both graduating students and parents to some of the 'real world' issues surrounding the return of a family member to the farm or similar business. Proven to be of real value, as Succession Planning is a major topic and can be a concern for families, the audience received well, the advice from David Haymes, CEO of Haymes Paints, Andrew Dunbabin, Client Development Manager with PrincipleFocus and **Mike Stephens FM 66** Consultant with MS & A, on how to best manage family situations.



Cam Hart FM 81, Jondaryan Qld with son, Charles Hart Agri 10

The Centre for the Study of Rural Australia

Developing a definite role in tackling rural issues, the Marcus Oldham Centre for the Study of Rural Australia presented a Forum at the College last July. Focussing on the topic 'Living and Farming with Less Water', speakers included:

Dr Glen Walker, who is based at CSIRO Land and Water, at the Waite Campus SA. Glen researches groundwater hydrology, salinity and the use of isotopes for unsaturated zone hydrology to gain a better understanding of groundwater flow systems and water quality. He leads the Regional Water theme of the Water for a Healthy Country Flagship.

Christine Campbell, Executive Chair of the Twynam Agricultural Group which has become a world leader in sustainable agriculture both here and internationally, with the company also establishing agricultural interests in Argentina.

Kelvin Baxter from Berrigan, which is within the Murray Irrigation area of operation. Kel was heavily involved in the lobbying process leading up to the formation of Murray Irrigation Limited as an unlisted public company in 1995. Kel has been part of a group responsible for getting the Water 4 Food Australia campaign launched by the Riverina and Murray Regional Organisation of Councils.

Ian MacKinnon a grain and livestock producer in the midlands of Tasmania was a former Chairman of Grains Research & Development Corporation Panel and has 40 years experience in agro politics and Research and Development. With a farming business of 8,571 ha, Ian has developed a centre pivot irrigation system comprising of 690 ha of irrigation which is expanded annually.



Dr Simon Livingstone



Christine Campbell, Kelvin Baxter and Ian MacKinnon



Postgraduate Program



The College Postgraduate Program got off to a flying start in June last year with a diverse range of students studying Farm and Agribusiness Systems Analysis with Adrian Kennelly.

Dr Dennis O'Brien, Director Postgraduate Programs, is impressed with the backgrounds of applicants and their enthusiasm for the future of Australian agriculture.

Enquiries and enrolments have come from all over Australia from a broad range of ages and career backgrounds, including

people involved directly in farming as well as those working in financial planning, consulting, law and tertiary education, to name a few. Dennis is very much looking forward to the Postgraduate Workshop in April when students will come together to debate a range of topics as part of the Contemporary Managerial Issues in Agriculture and Agribusiness that will be running in Trimester One this year. It should be a thought provoking weekend given the diverse perspectives that are likely to emerge from the students and guest speakers. The workshop is sponsored in part by Rimfire Resources.

PrincipleFocus sponsors the Postgraduate Program through provision of a number of scholarships to Postgraduate students. Continuing students and those thinking about enrolment should consider applying for one of these scholarships.

Graduate Certificate in Agribusiness and Graduate Diploma of Agribusiness

The Graduate Certificate in Agribusiness and the Graduate Diploma of Agribusiness are offered online with printed unit study guides, tutorial support from College staff and student chat groups. Students may graduate with the Graduate Certificate in Agribusiness or choose to continue their studies

and complete an additional four units to obtain the Graduate Diploma of Agribusiness.

The Program has been designed with flexibility in mind and Dennis will help tailor a study program to fit in with home and work commitments, and to suit specific career goals for a broad range of career paths.

Dr Dennis O'Brien (03) 5247 2904 or obrien@marcusoldham.vic.edu.au

College Landscaping

Areas around the College are being improved within the planting schedule. Chosen for their sustainability in dry conditions, the plants, along with interesting garden accessories, are creating an attractive scene.



Antony Baillieu FM 71

Award Of Honorary Degree

Bachelor Of Business (Farm Management) Honoris Causa

The Baillieu name has been synonymous with Victorian agriculture for decades.

Antony Baillieu was brought up on the family property, "Yarram Park", in the Western District of Victoria.

Antony was educated at Geelong Grammar School and he worked on various properties around Victoria and South Australia. In September 1969 he commenced studies at Marcus Oldham Farm Agricultural College, as the College was then known, and graduated in August 1971. In the ensuing years, Antony developed the family's rural interests and both he and his father John took a keen interest in the advancement of Victorian agriculture and the development of Marcus Oldham College.

In December 1993, Antony was invited to join the Executive Committee of the Marcus Oldham College Foundation and in September 1996 was elected Chairman.

Antony's vision, encouragement and enthusiasm has enabled the College to develop through the fundraising efforts of the Foundation. Recently completed projects include The Ivo Dean Centre, The Scobie and Claire Mackinnon Stable complex, upgrades to classrooms and the beautification of areas around the College Campus.

Antony has a great interest in people and always prepared to give time to listen to what they have to say. This interest in people has enabled the College to develop an outstanding Scholarship Program to support worthy students.

Antony's other interests have included Board Member of the Werribee Park National Equestrian Centre, Council Member of the Hereford Society of Australia, involvement with the Derrinallum and Lismore Community and the Trust for Nature in the purchase of the Mt Elephant Reserve for benefit of the local community.



Date set for 50th Jubilee Celebrations

On 15th and 16th September 2012

Marcus Oldham will celebrate the 50 year milestone.

Please make a firm diary note to be there.

We are announcing this in time for interstate and international graduates to make plans to be in Geelong and be part of this very special occasion.

Through five decades Marcus Oldham has grown higher and stronger and is now regarded as Australia's premier business management college specialising in farm business, agribusiness and horse business.

Our many successful graduates are the measure of the worth of our College.

Come and Celebrate

The Network

ENGAGEMENTS

Bernie Baxter FBM 00 announced his engagement to Lindsay Sirjusingh from Trinidad & Tobago, West Indies in December 2010. Lindsay is a medical doctor and Bernie has a dairy farm near Simpson Vic and is working in Melbourne as Industry Relations Manager with Dairy Australia. Wedding bells will be ringing in Trinidad & Tobago in June this year. BBaxter@dairyaustralia.com.au

Stephen Rich Agri 05 has become engaged to Lydia Gorey from Moulamein NSW. The announcement was made on 19 October 2010. Stephen lives at Goroke Vic. rich-steve@hotmail.com

MARRIAGES

Anne-Marie Conroy HBM 87 married Mick Barby in 2007. Anne-Marie and Mick have a little son, named Lincoln who was born in 2008.

Scott Nicholson FBM 03 married Laura Hummel on 10 October 2009 on the family farm 'Bretton' at Campbells Bridge Vic. The reception was held at Seppelts Winery in Great Western and **Ben Geard FBM 03** from Broadmarsh Tas, acted as the Master of Ceremonies. It was a wonderful day with a number of Marcus friends attending. On 26 July 2010 there was great excitement and delight when Scott and Laura welcomed their daughter, Ruby Louise. Scott is keeping busy with farm enterprises and in the second half of 2010 held his 3rd Sohnic Merino Stud Ram Auction at Marnoo East.

BIRTHS

Chris Sharkey FM 95 and **Kate Robinson Agri 96** who live at East Balliang Vic, were delighted when their second child, Angus Hunter Sharkey, was born 1st November 2010. A brother for Jack. chriskate@sharkeyfarm.com

Kirsty Casey Inglis Agri 97 and husband, Pat announced the arrival of second child, Madeline Louise, born 2 December 2010, a brother for Liam. The Casey family live at Terrigal NSW. Madeline is the granddaughter of Cheryl and **Sam Inglis FM 66**. kirsty.casey@hotmail.com

Ben Chandler Agri 06 and **Jayde Walker Agri 06** of Barcaldine Qld, welcomed their son, Jack Walker Chandler, in early December 2010, born 5 weeks early at the Gold Coast Hospital. benhchandler@hotmail.com

Tom Murphy FM 03 and Fiona have a little daughter, Maggie, born 26 January 2010. Tom and Fiona live near Moree NSW. fiona.tom@bigpond.com

Matt Colla Agri 03 and Katie added a daughter to their family of two boys in November 2010. Matthew is Agribusiness Manager with National Australia Bank in Warrnambool, Vic. matkat@aapt.net.au

Rohan Gordon FM 01 and Annabelle welcomed to their home in West Geelong Vic, their third daughter born in November 2010.

Rachel Roberts Haffenden HBM 00 and husband, Matthew who live at Box Hill, Melbourne announced the birth of their third daughter, Bethany, born 21 August 2010. A sister for Arabella and Charlotte.

Jim Riordan FM 95 and his wife, Kate of Lara Vic, were delighted with the safe and happy arrival of Matilda Louise on 19 August 2010. A sister for Eliza, Ruby and Sophie.

Richard Triggs Agri 96 and Sarah announced the birth of their daughter, Sybil Claire, on 14 October 2010. A sister for Jock, Millie and Annie.

Jane Parker Agri 02 and Andy Mercer's daughter, Maggie, was born on September 2010. Sister for Harry.

VALE

Paul Duggan FBM 01 tragically drowned in a boating accident at Kununurra WA in October 2010.

MARCUS ALL OVER

Jim Teasdale FBM 08 and **BB(FM) 09** made a career change recently and is currently working in Perth WA with a finance broker. jimteasdale@hotmail.com

Lucy Hall Agri 98 is now working with KPMG and based in Melbourne. **Chris Gibson Agri 98** and Lucy are living in Geelong. lucyhall10@hotmail.com

James Paterson-Robinson HBM 99 rode for Australia at the 2010 World Equestrian Games in Kentucky USA in October, on the black, nine year old Stallion, Niack de L'Abbaye.

Matt Payne FM 92 is Cattle Manager for a Grain Assist operation, and lives at Burruga NSW with his wife, Michelle and children Lindsay, Rhyanna and Rachel. Prior to taking the position, Matt was Assistant Livestock Manager with Whyalla Feedlot, Texas. m.payne@pegelapastoral.com.au

Joanna Clarke FBM 05 and **BB(FM) 10** has moved after three years with DeLaval, the Swedish dairy mechanisation specialist, to take the position of Account Manager with Redhanded Creative. joanna@redhanded.com.au

William Ladyman FM 68 farmed in Kojonup and Wandering in Western Australia from 1969 to 2002. He also was involved with Landcare from 1992 to 2009. William has taken up residence in coastal town of Torquay Vic. ladyman@treko.net.au

Adrian Crowther HBM 89 has been kept busy since graduating. His interesting career covers Stud Manager, Kingston Park Stud, Vic, three years as Assistant Manager of Emirates Stud Farm, Dubai, six years as a farrier, and now resides in Tasmania with his wife, Lucy and children Nicholas 10 and Jack 6. He keeps busy with shoeing and farming.

Sarah Clearson HBM 95 and **David Constable FBM 96** live at Bylong Park Thoroughbreds, Bylong NSW where Sarah is Stud Manager. David drives interstate trucks for Rodneys Transport – Wagga Wagga. After leaving Marcus, Sarah worked in India breaking and pre-training for Nanoli Stud for a season, then moved to Queensland to prepare yearlings for John Suduk, before taking work at Newhaven Park Stud where she stayed for several years.

Sarah became engaged to Roger Birtles and both lived at and managed 'Trenayr', where they ran the flock sheep and stud and commercial cattle for Merriville Stud, and Sarah still worked at Newhaven Park. Tragically, Roger was killed in a car accident two years later and Sarah took some time out from the horse industry for a little while. Last year she found her passion again for the horses and worked at Tyreel Stud before moving to Darley. Due to restructuring of the property some staff were made redundant which allowed Sarah to take up the offer of Stud Manager at Bylong. This smaller boutique stud is set in the beautiful lower Hunter Valley. sarahclearson@gmail.com.au

Peter Hansen FM 78 has recently had a slim volume of poetry published, based largely on his experiences of working in the western Riverina for over 30 years. He was interviewed on Radio National's Bush Telegraph in mid August and some of his work was read on RN's Poetica in early September 2010. Peter is currently managing Pevensy Station at Hay for TA Field Estates. Copies of the book can be obtained at www.ginninderrapress.com.au. A word of warning from Peter – these are not your traditional Bush Ballads!

Scott Weitemeyer FM 94 is General Manager at Wilmar Gavilon, a company that sources and distributes a variety of feed ingredients and oils and fats. Scott lives with his wife, Sophie and children George, Isabel and Emma at Brookfield Qld. He worked in agricultural commodity trading in country NSW before moving to Brisbane.

Juron (Bertie) Butler FM 95 is Farm Manager at 'Poligolet', Derrinallum, Vic where he lives with his wife, Kate and children George, Holly and Sam. His career has taken him to the position of Farm and Feedlot Manager in Meningie SA, Commission Agent for Elders, and Farm Manager at Tooma Station NSW. bertie.d.butler@gmail.com

Kym Thomas HBM 97 lives in Wellington New Zealand where she is working as a commercial lawyer for Buddle Findlay. She enjoys retraining sacked racehorses for equestrian sports and is currently bringing on a promising 4 year old that is being targeted for the 4 year old showjumping and show hunter series in New Zealand. Kym.Thomas022@msd.govt.nz

Sally Francis HBM 82 has been a State Coach with Rideability Victoria for 24 years, and is now working part-time for them and running the family horse agistment property. Sally was Chef d'Equine of the Para Equestrian competitors at the World Equestrian Games in Kentucky USA in October 2010. carleton-carlas@bigpond.com

John Waller FM 72 managed the family mixed cropping enterprise at Minyip Vic before selling in 1996. He moved to Paynesville Vic in 1998 and started a jetty building business with a mate, and went into Real Estate with his wife, Ann. enquiries@annwaller.com.au

Hayden Maher FM 03 gained experience on various farms for three years, before being employed for 4-5 years with National Australia Bank Agribusiness. Now living at Bordertown SA with his wife, Kelly and children Bridie and Archer, Hayden is Customer Relationship Manager with Vitterra.

Jason Cheatley RBM 06 is a spraying contractor and resides in Rochester Vic.

Henry White FM 88 with his wife, Christine and children Sarah, Georgie and James, is farming at Talbragar, Coolah NSW. talbragar.coolah@bigpond.com

Ryan Arnel HBM 09 has had a fabulous year in the thoroughbred industry. Ryan secured a management role with Mickley Stud near Market Drayton, Shropshire, England. A 600 acre property with 150 boxes so far, the Stud is split into three units: one for the stallions, a foaling unit and a sales preparation complex. A new innovation is the pre-training yard where yearlings are broken in.

During the 2010 UK summer Ryan was presented with some incredible experiences, which included three days at Cheltenham Carnival (the biggest jumps carnival in England) at which he arrived and departed each day by helicopter; a ticket to the inner sanctum at Aintree Jumps Carnival, and also at Royal Ascot where he met Queen Elizabeth and accompanied her in the Mounting Yard.

When at Mickley Stud, Ryan is involved with the clients and enjoys the mix which range from top sports people to Middle East connections. He works the stallions every day, breaks in horses, does ride work and is enthusiastically soaking up the different aspects of the industry.

Ryan called at Marcus in December on his way back to England from working in Chile, South America where he was managing the Mickley Stud stallion, Multiplex (Danehill) for the breeding season.



Hamish Chugg HBM 09, Holly McDonald HBM 09 and Agri 10 and Ryan Arnel in the Academic Courtyard.

Planning a Reunion?

If you are thinking of holding a year group reunion the College will make it easy for you to get started.

Contact **Susie Rouffignac** in the Foundation Office, who will help with addresses, emails and phone numbers.
03 5247 2919 • alumni@marcusoldham.vic.edu.au

After the event remember to send photos and an account of the reunion to:

Janet Craigie-McConnell
for inclusion in the MOCOSA magazine.
03 5247 2926 • jcm@marcusoldham.vic.edu.au

Upgrade your qualification and continue the path of life-long learning

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Email: obrien@marcusoldham.vic.edu.au

Free Call: 1800 623 500

Field Day Visitors

Farm Business Management students on prac year in Gnowangerup area in Western Australia, called at the Marcus stand at Newdegate Field Days to have a chat with Janet who was on a marketing run in the West.

Ben Egan from Warren NSW was working on Greg Stewart's property, Ed Guthrie from Donald Vic was nearby at Richard House's farm and Will Mercer from Derrinallum Vic spent his prac year with Geoff Shepherdson. All three students were enthusiastic about their opportunity to work in this area and were benefitting greatly from the experience.



Catch up with us at these Field Days and Equine Events in 2011

March 1-3	Wimmera at Horsham	Vic
March 17-18	Dressage & Jumping	Vic
March 18-19	SE at Lucindale	SA
March 24-27	Farm World at Warragul	Vic
May 5-7	Agfest at Launceston	Tas
June 10-13	Melbourne International 3DE	Vic
August 1-2	Sheepvention at Hamilton	Vic
August 16-18	Ag-Quip at Gunnedah	NSW
August 24-25	Dowerin	WA
September 7-8	Newdegate	WA
September 13-14	WestTech at Barcladine	Qld
September 20-22	Henty	NSW
September 27-29	Paskeville in Yorke Peninsula	SA
October 4-6	Elmore	Vic
November 11-13	Australian International 3DE	SA
December 8-11	Saddleworld Dressage Festival	Vic



Marcus Hire Facilities

Marcus Oldham College provides a unique venue for a variety of functions. A diverse range of facilities are available to suit a broad range of clientele. Conveniently located on the edge of Geelong just under an hour from Melbourne and only minutes away from the renowned Bellarine Peninsula and Great Ocean Road. We invite you to utilise Marcus Oldham College for your next function.

Facilities

The Arthur Beggs Centre and the William Buckland Wing are conference rooms, each suitable for seating approximately 100 persons theatre style. Break out rooms are available for smaller study sessions and four lecture rooms with seating for 25-30 people.

The Ivo Dean Centre is a modern, stately multi-faceted facility comprising a fully wireless conference-style projection system with flat panel displays, lectern and multi-zoned audio. Also as a dining room, seating up to 200 persons, theatre style seating up to 260 persons and cocktail functions of up to 400 persons. The Ivo Dean Centre boasts an innovative landscaped courtyard, with an in/out bar, ideal for hosting pre-dinner drinks, barbeques or workshops.

Accommodation is available to sleep up to 120 delegates in private rooms. Bathrooms and laundry facilities are shared and conveniently located throughout the residential areas.

College recreational facilities include tennis/netball court, billiards, table tennis, TV common rooms, farm walking trails and indoor equestrian arena. Ample parking spaces for both cars and buses.

The Marcus Oldham College Catering and Accommodation department will assist with all your individual requirements. Marcus Oldham College looks forward to your booking.

Contact

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catering@marcusoldham.vic.edu.au
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MARCUS OLDHAM COLLEGE
Developing Professionals in Agriculture and the Horse Industry

- Business functions
- Sporting camps
- Educational Camps
- Social Functions
- Conferences
- Seminars
- Trade Displays
- Products Launches
- Field Days

Need to contact someone?

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