



MOCOSA

MAGAZINE

Marcus Oldham College Old Students Association

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Marcus Oldham 2012



On February 16, Mr Donald Geoffrey Neilson AM was acknowledged for his distinguished service to Marcus Oldham over the institution's first 50 years of operation. Many students will remember Geoff as their part-time lecturer in Tax and Estate Planning. Geoff also held the position of Secretary to Council from the commencement of the College in 1962 until 2012.

Geoff was officially recognised for his service with the opening of the new administration building - The Geoff Neilson Centre. Geoff's enormous contribution over the decades has gone a long way in ensuring that Marcus Oldham remains the pre-eminent agricultural, agribusiness and equine management college in Australia.

Later this year, the College will hold its 50 year celebrations over the

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Principal's Perspective

weekend of September 15 and 16. Marcus Oldham was established on the proceeds of a Will and so it is ironic that in this jubilee year, the College is again the beneficiary of another wonderful philanthropic gift - Murradoc Farm.

Well known philanthropist, Mr Philip Myer decided to donate his \$4 million, 65 hectare olive farm on the Bellarine Peninsula to a worthy organisation. Philip engaged a philanthropic consultant, Helen Morris, to manage the process. A number of education institutions were approached seeking initial expressions of interest and then full applications were sought. As Philip later stated to the media, "Marcus Oldham's application was very thorough and showed both a vision for, and understanding of, what could be done with the property." The College received the keys to the farm on March 29 and the property has been called the Prudence Myer Campus after Philip's mother who had significant interests in agriculture and the environment.

As quoted in the June edition of the Outback Magazine - for students such as Alex Webster from Goondiwindi, Qld, and Anna Cotton from Swansea, Tasmania, Philip Myer's actions are an affirmation of their choice to attend Marcus Oldham. "I wanted to come to Marcus because it has such a great reputation," Alex said. "This gift is pretty amazing, and shows just how much other people believe in Marcus, too." On behalf of the entire Marcus Oldham Community, I thank Philip and his family for this most wonderful gift.

The environment in which Marcus Oldham College operates is changing, which creates both opportunities and threats to our business. Early this year the College Council and Management Team underwent a series of Strategic Planning days in order to keep abreast of these changes and to ensure that the College stays at the forefront of the agricultural and equine education sectors.

Senator Chris Back spoke to the group about the challenges, opportunities and threats relating

to agriculture at the national level. Dr Chris Back is a vet and the Liberal Senator from WA who is currently chairing the Federal review into agricultural education. His presentation provided the group with an overview of what he sees as the major issues impacting nationally on agriculture.

Mr Andrew Norton, a higher education policy advisor at the Grattan Institute also presented. Andrew spent eleven years as the Higher Education Advisor in The Office of the Vice-Chancellor at The University of Melbourne. In the late 1990s, he was Higher Education Advisor to the then Federal Education Minister. His presentation provided an overview of what he sees as the major issues impacting on higher education both public and private. These planning days allowed the College Council and the Management Team to consider in depth the themes that emerged in light of the College's strategic plan.

Higher Education is a competitive business and an effective marketing strategy is important for institutional success. The College has engaged a company to conduct market research and to review the marketing strategies used by Marcus Oldham. You may have noticed the new advertisements now circulating in the press promoting the College. The overall strategy has been to lift the level of the marketing material to reflect the great business and employment opportunities for our graduates. The focus is clearly on the value perception and the campaign is being integrated between print press and online and social media strategies.

I enjoy, and look forward to, catching up with College Alumni whether at Field Days or when you visit Marcus Oldham where you and your family are always welcome. Finally, I encourage all graduates and partners to attend the 50 Year Celebrations which will be a wonderful walk down memory lane.

Dr Simon Livingstone
Principal





President's Report

the Sunday. There is an enormous amount of work being put into the event by many people to ensure that the weekend will be a great success. The College will look very different to many of you who have not visited for a while. There will be plenty of opportunities over the weekend to tour the campus and see these exciting developments which have transformed our great College. All past students and their partners are warmly invited to a sensational weekend of memories, tall stories and a great reunion. See you there!!

The new Social Room plan and design was tabled recently and it looks fantastic. This purpose-built facility will sit on the west side of the current location facing northwest, up the main farm valley. The new building will be fitted with proper bar and BBQ facilities, large indoor and outdoor entertaining areas, cool room and an internal amenities block. I strongly believe having a social room at Marcus not only allows our students a venue to socialise, blow off some steam or enjoy a drink, but most importantly in my opinion, enriches the collegiate experience and the bonding of friendship. I am very

passionate about this project and would like to thank the members of MOCOSA who have been forthcoming with the payment of their 'fines'. Clearly many of you want to insure that bygones remain bygones. May I remind you, that payment of your fine will give you indemnity from the Freedom of Information Act and that no further discussion will be entered into. We have had a great start for the fundraising for the new Social Room and I encourage those who have not yet set their conscience free, to do so immediately. Thank you in advance.

Once again, please clear your diary, polish your boots, pack your bags and head to 'Marcus' for the Jubilee on 15th and 16th of September. Some year groups are arranging their own reunion on the same weekend, and scheduling their activities to roll onto the main event on the Saturday afternoon. The College will assist you with contact details of your colleagues if you plan a get-together on the Friday night or Saturday.

Good luck with your projects.

James P Bufton
MOCOSA President

Unless you have been kidnapped by the KGB and been living on the International Space Station, you will be well aware that the **Marcus Oldham Jubilee Celebration on the 15th and 16th September** is fast approaching.

Your official program and invitation for the weekend is contained in this edition of MOCOSA. The weekend will kick off on the Saturday afternoon with great friend of the College, Neil Inall, launching "Daring to Differ", the Mike Stephens' written 50 year history of the College. This will be followed by the gala Cocktail Party in the evening and a 'Recovery' BBQ on



50th Jubilee 1962 - 2012

Alumni members and their guest are invited to the **50 Year Reunion at the College on 15 & 16 September 2012**

Saturday 15th

5.00pm

6.30 for 7.00pm

Launch of College History Book 'Daring to Differ': The William Buckland Wing

Cocktail Party: The Ivo Dean Centre

Living the Past in Fast Forward

Celebrating 50 years of our history through speeches, tall stories and lies. Dress: Jacket and tie

Sunday 16th

10.00am

Cost

Merchandise

Brunch: The Ivo Dean Centre Courtyard

\$110 per person (inc GST)

Anniversary ties \$25 BBQ aprons \$25 Caps 50th \$12 Lapel badges \$10

'Daring to Differ' \$58 Leather Bound \$105 (limited) *Pre-paid orders taken for collection at Launch.*

Stubbie holders - give away!

Merchandise orders and payment online (plus \$6.00 postage & handling)

Accommodation

B & B on-campus single room / shared facilities at \$55 per room.

For accommodation in and around Geelong www.visitgeelongbellarine.com.au.

Registration

Now until 3rd September 2012

Contact

Reception reception@marcusoldham.vic.edu.au P 03 5243 3533 F 03 5244 1263

Online www.marcusoldham.vic.edu.au

Post Marcus Oldham, Private Bag 116, Geelong Mail Centre, Vic 3221



Cameron Dean *Farm Management 1999*

Muppi Dean *Kath Farm Management 2001*

Mouth-watering business expands with online shop



Cameron and Muppi Dean are building a strong online presence for their fruit drying facility located near Gin Gin, Queensland, offering 20 'real fruit; real fruit taste' products to wholesalers, retailers and direct to consumers.

When Cameron and Muppi Dean leased a fruit drying facility near Gin Gin two years ago they brought with them a strong marketing and business management focus that has taken their products online. "We wanted to make it easy for our customers to order and pay for product online," said Mr Dean. "The online shop has been a critical element in being able to service smaller orders and has also helped us engage new wholesale customers."

The beautiful aroma that emanates from the Gin Gin & Dry facility is simply mouth-watering and stands testimony to their high quality

product. Drying is a wonderful way to preserve and store delicious fruits, like mango and pineapple, to be enjoyed all year round.

Mr Dean said that they started out supplying three or four large wholesalers but have now expanded to cater for retailers and individual consumers as well. "This really was only made possible through the online shop," he said.

The Gin Gin & Dry website has been in operation since August 2011 and has attracted customers from around Australia. Mrs Dean said several customers used the site for the first time after a 'Regional Flavours' event at Southbank last year. "We used the first few months to make sure the website, sales and despatch ran smoothly," she said.

"While online sales represents only a small part of our business at the moment, repeat business from satisfied buyers is starting to kick in."

The company offers consumers and manufacturers a range of 17 dried fruit lines (including sliced, shredded, powdered and coated products) and three gourmet semi-dried tomato lines. All their dried fruit lines are processed at peak ripeness before drying, capturing the best flavour and avoiding the need for any additives, preservatives or sugar. Their semi-dried, smoked semi-dried and bruschetta mix products are used extensively in food service and have been exported to high-end restaurants in Japan for over ten years.

The lessors of the drying facility had established a successful drying process and an extensive range of dried product using local fresh fruit. The Dean's business, Gin Gin & Dry, took on all of the existing customers, further extended the product range and created an online shop presenting their products to the world.

"Rather than drying a larger range of fruits we have looked for ways to maximise the profitability of the fruits we already process," said Mr Dean. "This has included adding shredded and powdered lines to use product that is the wrong shape or size for the sliced fruit line. This reduces waste and maximises our returns."

A significant portion of the Gin Gin & Dry product range is further processed at confectionery facilities in Bundaberg and Yandina. The Deans say the chocolate-coated ginger and yoghurt-coated mango are very popular with online customers.

The Deans source their fruit locally; supporting local growers while keeping freight costs down. "We get mango from Mareeba, the Burdekin and Bundaberg, as well as our own farm, to get the longest drying season possible, but sourcing mangoes from the Northern Territory is not financially viable," said Mr Dean. "Pineapples and tomatoes come from Childers, strawberry and banana from Bundaberg, citrus from Gin Gin and apple and pear from Stanthorpe."



The Gin Gin & Dry product range includes 17 dried fruit lines including mango, pineapple, kiwi fruit, and chocolate coated ginger.

"We are also seriously considering other marketing opportunities like getting packs of our dried fruit in kid's and worker's lunch boxes," he said. "Our product is recognised as a healthy, 100 per cent fruit, snack food."

Gin Gin & Dry products find their way into a variety of cereal, health food and baking products as well as restaurant and home-cooked meals in Australia and Japan.

Editor's Note: Cameron and Muppi are in the process of purchasing the business outright. The full range of Gin Gin & Dry products can be viewed and ordered online at www.ginginanddry.com.au, office@ginginanddry.com.au

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Paul Beutel Photography

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Marcus Oldham Honours D. Geoffrey Neilson AM



Greg Brinsmead, Principal 1998-2002, Dr Simon Livingstone FM 87, Principal, Geoff Neilson AM, Graham McConnell, Principal 1978-1994

Fifty years of distinguished service from Geoff Neilson AM to Marcus Oldham was recognised recently by a College Council decision to name the new administration building 'The Geoff Neilson Centre'.

Marcus Oldham at Waurn Ponds opened its doors to students in 1962 and prior to that, when the Trustees of the Marcus Oldham Estate were forming the College's management committee, Geoff Neilson was invited to act as Accountant and then Secretary to the Council, a position he held until February 2012. The Trustees approached him on the advice of Dr James Darling (later Sir James Darling) then Headmaster at Geelong Grammar School, who stated, "If you wanted to be sure that something would get off the ground in Geelong, you needed to have Neilson involved."



The Geoff Neilson Centre

Geoff Neilson was instrumental in developing farm management accounting and guest-lectured at Marcus Oldham in that subject and in Estate Planning and Taxation for four decades. His impact on students was significant, and some went home and managed to persuade their parents to give up an accountant who might have been with them for a couple of generations, and say, "We have got to get Geoff Neilson, he's the only one who knows what he's doing. He put a lot into the College."

Geoff has acted as confidant to every College Principal and Council Chairman since the College's inception, and founding Principal, the late Ivo Dean OAM had said, "He was a terrific help to me. He was a very rational person and very easy to work with and always seemed to be able to resolve difficulties and differences. Geoff's common sense was an important part of getting the College going."

Top:
Council Chairman
Bruce Wilson FM 71
Geoff Neilson AM

Right:
Council Chairmen:
Stewart McArthur 1976 - 1996
Robert Beggs AM 1996 - 2008
Geoff Neilson AM



DG Neilson

Every Chairman of this College
Has sought one man's advice and knowledge
And every Principal, it's true
Has often sought his point of view.
Fifty years of students taught
Have kept in touch to get his thought.

So long ago when J R D
Envisaged what today we see
Said, "One man I must bring along
To make things happen in Geelong."
Through times of plenty, strife and lean
A constant anchor, one man's been.

When I was eager, young and slack
You helped me get a tax wack back
And later you arranged a deal
Which saw me in a job unreal.
And when I wrote the history book
You were the first I asked to look.

No other can compare or rate
Your contribution's been so great.
From Chairmen, Principals and staff
On students, parents, my behalf
The College family, everyone,
Says, "Thank you Geoff for all you've done"

Mike Stephens FM 66
2012

Sam Stephens *Farm Management 1987*

No pulling the wool over Sam's eyes



Sam Stephens with Amy, Annie and Ellie (Miss Showgirl Entrant Sydney Royal Show 2012).

Graduating from Marcus with honours, Sam returned in 1988 to the family partnership at Coolah NSW, and took part in running the mixed enterprise of 7000 Merino Breeders, 700 cows, principally Hereford, and a mixed cropping enterprise up to 1500 acres. He married Annie in 1989 and their two daughters, Ellie and Amy, were born in the drought years of 1992 and 1994.

In 1995 Sam started to make changes to the merino breeding program, developing a modern, wrinkle free merino that is highly suited to all environments. Sam joined the SRS® company and remained with it until 2004. The unique SRS® type of Merino sheep has been developed over the last 20 years by the SRS® Group's Chief Scientist, Dr Jim Watts. The result is a plain-bodied and virtually wrinkle-free Merino that does not require mulesing and has exceptionally high levels of fibre density and length. This leads to increased profitability for producers, more efficient

processing and exceptional end product quality.

Connecting with innovative breeders across Australia, Sam and the group of seven formed the MPM (Multipurpose Merino Pty Ltd). There were challenges placed by a declining interest in Merinos and the emotive issue of mulesing. The mulesing debate put MPM at the forefront addressing all issues with their highly productive merino that produces on average 20 - 40% more lambs than the industry average as well as being a great carcass sheep that can be shorn more frequently than once a year. Importantly, it doesn't require mulesing due to a bare breach and no wrinkle, thereby reducing risk of fly and fly infestation.

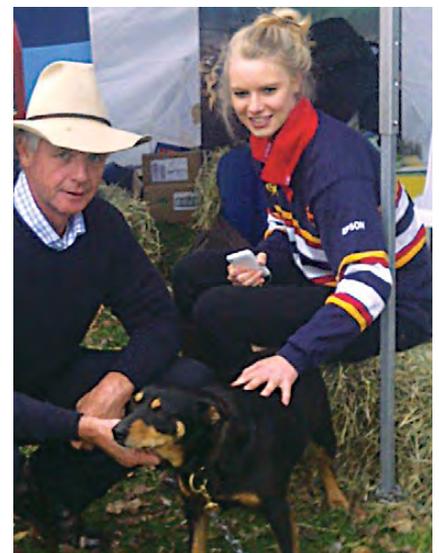
Sam's strong interest in wool propelled him, in 2004, to the role of a Director of the Australian Wool Growers Association (AWGA). This is a body of wool growers with no industry or political alignment but with the passion to be a voice for growers in an endeavour to see a better industry for all growers.

Just prior to the start of the 2002 drought, the Stephens family

partnership was dissolved and this heralded the start of Sam and Annie's Merino Stud Partnership 'Gotta Rock'. Education was becoming a major issue and their daughters lived in Coonabarabran for a couple of years prior to the challenge of further education. They sold the Deep Creek property in 2007 but were fortunate to be able to keep the merino enterprise there whilst moving to Northern Rivers to educate the girls.

...taking Bayer's new pain relief product to an industry that was under fire from the PETA movement...

Three months later Sam was approached by Bayer Animal Health to consult on a national role within the sheep industry, taking Bayer's new pain relief product to an industry that was under fire from the PETA movement over the mulesing issue. Along with this, the 'Better Choices' program was started to promote best welfare practice throughout the wool industry. Better Choices is a community of farmers, industry members, retailers, suppliers and consumers who have come together to support Australian farmers who care about the welfare of the animals they raise for meat and fibre production.





Our tanker is on the road again!

Photographer - Robert Rose, McColl's Transport.

Once again, McColl's Transport in Geelong and Marcus Oldham are working together. This is the latest signage on one of their Line haul B Doubles (FH Volvo with Byford BD tanks). Expected to be traversing the Eastern Seaboard run, this is incredible advertising for Marcus Oldham and a rewarding partnership with a well known and respected Geelong company.

James Wynne, McColl's Operations Manager - Farm Milk (originally from Streatham, Western District, Vic) said, "As McColl's celebrates its 60th Anniversary this year we are thrilled to continue our association with Marcus Oldham. Today McColl's collects around

1.3 Billion litres of milk off-farm and handles line haul movements for some of Australia's largest food manufacturers. We operate in a multitude of regions throughout Australia and are an important employer in these rural communities. After all this time we retain our head office in South Geelong and are also very proud to share with Marcus Oldham, our reputation as industry leaders in our field."

If you see the tanker stopped at a roadhouse, make yourself known to the driver and tell him proudly that you are a Marcus graduate - even get a photo! We'd be pleased to hear from you too, as to where you spotted it.

As part of the Better Choices commitment to a better life for livestock, the Better Choices audited program certifies wool growers who follow an integrated, planned approach to achieve best-practice welfare for husbandry procedures in sheep. This has progressed and can be seen on www.betterchoices.com.au.

This role remained in place up to the end of 2009 when again approached

by Bayer, Sam moved to a permanent position as Area Manager covering the eastern seaboard from Gympie to Newcastle.

Sam's deep interest in, and passion for, the wool industry and care for the animal that produces the wonderful fibre has resulted in him now managing an interesting role of maintaining a merino stud enterprise through to covering key accounts with the Vet Wholesale

in Brisbane, to major distributors along the seaboard.

As Sam said, "They tell school children today that they may have seven career changes in their life. It is never too late to adapt and Marcus has, and will, put you in a good place to make adjustments or change."

sam.stephens@bayer.com



Warwick Fisher *Farm Management 1973*

Producing vealers with lifetime traceability



In 2009, after selling his grain property near Gunnedah on the Liverpool Plains NSW, Warwick and his wife, Megan, purchased a new beef breeding property near Ebor on the New England tablelands, NSW. It has been an exciting and extensive project for them as they set out to renovate the new property and to launch a new beef breeding operation from scratch.

Warwick says, that with the wonderful support from his manager, **Jamie Wright FM 93** and the local community they expect to reach their full operational target of 600 Angus and AngusX breeders by September 2012.

The new property had been allowed to run down and was at a low production momentum. Warwick, Megan and Jamie, have adopted a three pronged approach to reverse this:

1. To repair, renovate, upgrade and expand the basic farm and cattle handling infrastructure and to expand the production capacity of the core asset. This has included the desilting and enlargement of over 60 stockwater dams; the application of 1000 tonnes of lime over the whole property; the replacement of all boundary fencing and the repair of internal fencing; the upgrade and conversion of domestic hot water supply for staff

accommodation from electricity to a gas/solar hot water system; the introduction of full electronic animal performance and recording systems in a safe work environment; the construction of a large equine facility and machinery shed. The installation of a rain and gravity-fed watering system across the farm is presently under construction.

2. To get the operation up to full production capacity by building an Angus breeding operation of 600 MSA and EU accredited lifetime traceable breeding cows through the acquisition of 580 breeding females followed by selective culling to reduce the average age of the herd and improve the underlying genetic base.
3. In order to track and record all livestock individually and to be able to reconcile their livestock database with the NLIS database, a new under-cover work environment has been constructed and integrated with state of the art livestock handling and data capture systems.

...top quality 'paddock to plate' grass fed beef production is achievable.

Their long term production goal is to breed a quiet, high quality, (green) grass bred and fed producer branded vealers with lifetime traceability. Warwick

and Megan also want to demonstrate to consumers that top quality 'paddock to plate' grass fed and beef production, delivering tender and juicy beef, is achievable.

Members of the Meat & Livestock Australia initiative, Target 100, Warwick and Megan are enthusiastic about the MLA's campaign to showcase the red meat industry's environmental credentials. The campaign is based on 100 initiatives the industry is undertaking to deliver sustainable cattle, sheep and goat production.

www.target100.com.au
springdalebeef@bigpond.com



Jamie Wright FM 93 with Megan Fisher



The purpose of the equine facility is two-fold. Firstly, it is part of the overall capital development and improvement of the property to increase its capital value. Secondly, Warwick has three Quarter horses (two brood mares). The objective is to breed a small, elite line of Quarter horses. His top mare, Peptos Stylish Oak (Imp) is presently in foal to Tapt Dancin' Cat (Imp), and due to foal in November.

Dear Fellow Graduates,

Nick Petersen was a Farm Business Management student who started his studies at Marcus Oldham in 2006. For those of you who were not lucky enough to know Nick, he was in the process of completing his Industry Placement in 2007 at Lawsons Angus in Victoria, when he was suddenly taken from his family, friends and colleagues. Nick always worked tirelessly and diligently. He was aspiring to be the top of his field; he thrived on responsibility and had a real passion for farming. Nick was always thorough, methodical and one hundred percent accountable for every facet of his workload. He was a true friend and always provided a good laugh to anyone in his company.

In memory of Nick, the Petersen family, Lawsons Angus, friends from Nick's Year Group and Marcus Oldham College have offered a scholarship to a male First Year Farm Business Management student. Worth \$5,000 it is planned to continue to award the Nick Peterson Memorial Scholarship on an annual basis to help new students achieve their dreams of becoming a leader in the agricultural industry.

On this, the fifth year since Nick's passing, friends and family are wishing to raise funds to keep this great scholarship going and help the next generation of great farming minds fulfill their dreams. This will be done with a

Charity Ball and Auction

to be held in Wagga Wagga
on

Saturday 1st September 2012

The Auction has attracted many businesses and families keen to raise some more money and auction items at this stage include a holiday house for a week, golf games at some of Victoria's premier courses, artwork as well as a selection of signed football jumpers. If you have any auction items that you would like to donate to assist this great cause it would be greatly appreciated.

For more information on how to attend
or help out in any way with donations
or auction items please call:

Angus Lamont - 0429 842 875

Andrew Earle *Farm Management 1989*

Targeting relevant research

Andrew's involvement in the grains industry began with his Marcus Oldham practical experience year on a wheat farm in Western Australia. After graduating he moved to 'Bullawarrie' at Mungindi Qld to the role of Manager and in 1993 became a partner in the family partnership that has been operating in the district since 1890.

Bullawarrie is approximately 20,000ha and when he took over as Manager there were 700ha of cultivation with the remainder of the country being unimproved sheep country.

Andrew is now farming 16,000ha of cultivation and most of this country has been developed through sustainably clearing native vegetation. He is also leasing some cultivation near Thallon and share farming cotton country near Mungindi.

Farming in a marginal rainfall with good deep alluvial soils, they have made huge changes in their farming practices in the last ten years to help maximise yields and profitability.

Being among the first in the area to adopt Zero Till, and tramline farming, Andrew has also adopted crop rotations from the traditional cereals with crops such as chickpeas, canola, cotton, sesame and sorghum. With the use of these techniques and rotations he has had an average wheat yield in the last four years of 2.8t/ha which is significantly above the district average.

These practices have also helped maximise the use of machinery with one 24m planter and 36m spray rig being used to cover 8,000ha of country. Being able to spread the machinery over a significant amount of country helps reduce the cost of production.

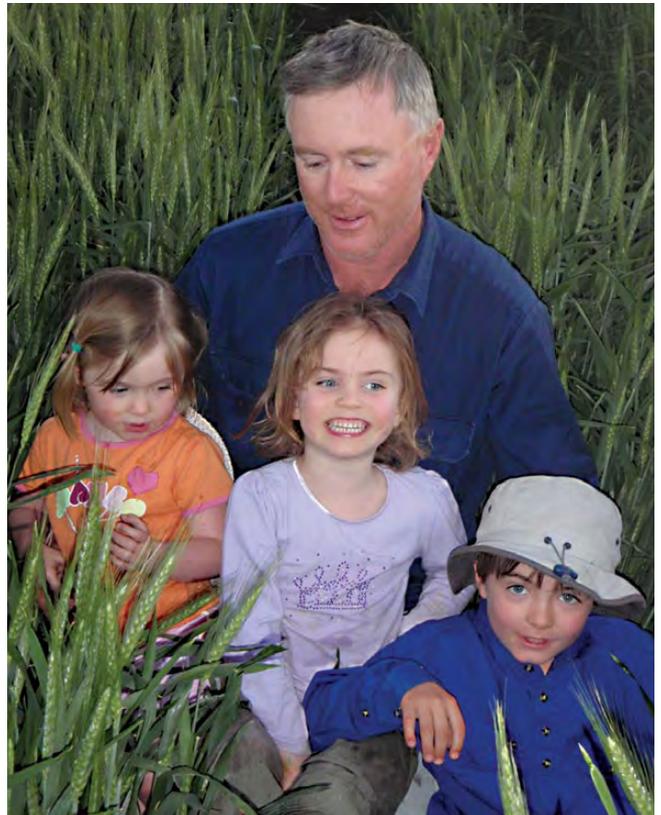
Like many in the region, Andrew moved his focus from wool to grain production over the past two decades. However, the land on the property which is not suitable for cultivation is used for the sheep/lamb enterprise, and the two enterprises are run separately.

The partnership has been an ABARE (Australian Bureau of Agricultural and Resource Economics) co-operator for a number of years and the return on investment has been five to ten times better than the district average over this period for similar operations.

Concentration in the last ten years has been mainly on property development and increasing cultivation area. Currently there is a small amount of bunker storage on the farm and they rely heavily on the local Graincorp site to receive their grain.

...the most cost effective method of getting the grain to port is through the rail system.

A marketing consultant is employed to help market the grain and use such tools as forward sale, hectare



contracts, cash sales and pools to market the crop. Andrew generally avoids using futures and bank swaps as he finds them quite expensive, and in the marginal rainfall environment believes there is too much risk. Using the consultant to maximise the cash prices when selling has been effective in achieving good prices for the grain.

For all the export quality grains Andrew believes the most cost effective method of getting the grain to port is through the rail system. He has been Chairman of the local Thallon Silo Committee for the last ten years. In this time the depot has grown from a 150,000t depot to a 300,000t depot.

One of the major challenges is the extremely variable climate on the western edge of the cropping belt. The best way Andrew has found to remain viable is to have a sustainable rotation and minimise the overhead cost per hectare.

As well as Chairman of Thallon Silo Committee, Andrew's keen interest in the grain industry has placed him in positions such as Director of AgForce South West Grains 2005 - 2006, Maranoa Western Downs RAC 2002 - 2003, Southern Queensland NVT Committee 2010 - present and Mungindi Cropping Group Founding Member and Chairman.

During the last year a number of trials have been conducted on Bullawarrie by the Mungindi Cropping Group with the assistance of DEEDI. The Mungindi

Cropping Group was formed recently to help target more research relevant to the western farming areas to ensure we remain viable. Recent trials included plant population, canola variety trial, fertilizer and wheat and chickpea NVT.

Andrew's philosophy is to learn to adopt new technology and make sure all your farming operations are done on time.

A busy family man, Andrew and his wife, Angela, have four children Angus, Kate, Lauren and Meg. In between developing the farm and taking leadership roles in the grain industry, he has been able to acquire a private pilot's licence with an instrument rating.

dingadee@bigpond.com

To celebrate their 50th this year Namoi Cotton awarded growers who had the 50,000th bale through each of their Gins. Andrew Earle had perfect timing as he was the lucky grower at the Mungindi Gin, with cotton grown on the share farming property.

L-R: Bill Dawson, Mungindi Gin Manager, Andrew Earle, Owen Webb, Namoi Cotton Area Manager, Geoffrey Prince, Elder with the Mungindi Lands Council (the share farm property).



Marcus Oldham manpower stops flood

Third Year Farm Business Management students were all hands to the shovels and bags in an effort to stem the flow of flood waters at Darlington Point NSW in March this year.

On their annual study tour of the Riverina, which focuses on irrigation and summer cropping, the group was travelling through areas where floodwaters were due to rise in the following days. The Murrumbidgee River at Darlington Point was rising slowly but steadily and was due to inundate the caravan park, so the Marcus Oldham students happily came to the rescue.

The week-long tour included visits to Boundary Bend Olives (**Rob McGavin Agri 93 and Paul Riordan FM 95**), Ravensworth



Station, Rendall Groat's family property (FBM 3 student) at Rankins Springs, and the Commins

Brothers at Whitton. The floods did interrupt the itinerary and they returned to the College a day early.

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 a forum in March on 'The Carbon Farming Initiative (CFI) - How will it impact on Farmers and Landholders?'

The CFI allows farmers and land managers to earn carbon credits by storing carbon or reducing greenhouse gas emissions on the land. These credits can then be sold to people and businesses wishing to offset their emissions.

The CFI also helps the environment by encouraging sustainable farming and providing a source of funding for landscape restoration projects. Participation in the CFI is voluntary.

Introduced by Professor Tim Reeves, the speakers were Dr Richard Eckard, Associate Professor, School of Land and Environment, The University of Melbourne, Mick Keogh, Executive Director, Australian Farm Institute, and Mark Wootton, Principal and Manager of Jigsaw Farms. Leading experts in their field, they presented the challenges and the opportunities that will be facing farmers and landholders under the new carbon tax regime and the potential role of the CFI in helping them adapt to this new era.

The presentations are available on our website.



Dr Richard Eckard, Mark Wootton, Mick Keogh

State of the Nation - focus on rural Australia

Under the banner of The Centre for the Study of Rural Australia, in May Marcus Oldham hosted a presentation by Roy Morgan Research to which the Marcus wider community was invited.

The State of the Nation report focussed on the changes occurring in Australia and the need to understand how and where we are heading.

An increasingly complex social environment constantly changes demand for products and services. Roy Morgan's extensive ongoing measurements looked at the issues surrounding society's habits,

attitudes and demand for products and services across Society, Technology, Economy, Politics, and Environmental trends.

The report identified issues facing the world and Australia: Demographics; Financial Position; Health; Attitudes and Values; Energy Costs; Technology; Media; Consumer Confidence; Unemployment; Business Confidence and Outlook; Politics.

From over half-a-million interviews conducted between July 1997 and May 2012, the Report gave an unparalleled perspective on the changing trends of the Australian population, with a special focus on Rural Australia.

The presentation provided the latest Consumer and Business Confidence Ratings, Unemployment and Inflation expectations. It also outlined the State of the Nation Report revealing how challenges and issues affecting Country people diverge from those who live and work in Australia's major cities.

View the State of the Nation 2012 Focus on Rural Australia presentation on www.marcusoldham.vic.edu.au under The Centre for the Study of Rural Australia banner.

Roy Morgan Research is Australia's leading market research and public opinion polling company.



*Tim Hammon, **Dr Simon Livingstone FM 87**, Michele Levine and Gary Morgan (Roy Morgan Research)*



Peter Bufton, Tony McMahon, Paul Whinney, Eric Sharkey, Andrew Browne



Toby Campbell, Lecturer, Michael Vogels Vic FBM 1, Chris Bayles Tas FBM 1, Nick Baulch Vic FBM 1, James Higgins Vic FBM 1, Ed Crozier-Durham Vic FBM 1, Brad Taggart Vic FBM 1



*Jonathan Terry Tas FBM 3, Sam Archer Tas FBM 3,
Will Sauer Tas FBM 3, Stuart Tait NSW FBM 3*



Graeme Smith, Peter Groves



Michael Stewart, Phoebe Moore



*Des Umbers Lecturer,
Alex Purcell Qld Agri 1*



Andrew Rice, Graham Eggleton

Have you seen these people in your paper?

Thank you to our 'pin-up' graduates who are inspiring ambassadors for the exciting range of careers open to Marcus Oldham graduates.

James Bufton, Farm Business Management 1992
Owner and Director, Bufton Farming Group

“Feeding the world... just one of my daily tasks.”



Andrew Hill, Agribusiness 2009
Private Consultant, Riordan Group and Trican Well Service

“Not all of my decisions are made in the boardroom.”



Jessica Blackwell, Horse Business Management 2005
Owner and Director, Equestricare

“I was ready to handle even the most demanding of clients.”



Stephanie Turnbull, Farm Business Management 2009
Business Analyst, Macquarie Agricultural Funds Management

“Perseverance... my every day motto.”



Paul Darcy, Agribusiness 1993
Director of Sales, Agco Australia Pty Ltd

“Begin with the end in mind.”



Glenn Hardy, Horse Business Management 1992
Owner and Director, IER

“Planning and preparation wins the race.”



Emily McLeod, Horse Business Management 2005
Marketing Executive, Moonee Valley Racing Club

“I invested in a career, not just a course.”



Delwyn Tuanui and Gigi Cardwell, Agribusiness 2011
Owner and Director, Chatham Island Foods

“Forget about your competitors and focus on your customers.”



Marcus Oldham's Prudence Myer Campus

A wealthy philanthropist has expanded Marcus Oldham beyond its expectations

Philip Myer gifted his \$4 million Murradoc Farm at Drysdale on Victoria's picturesque Bellarine Peninsula, to Marcus Oldham in March this year.

The 65ha property, a 30 minute drive from the Waurn Ponds Campus, was given to Marcus Oldham to assist and encourage the best and brightest young sparks to seek careers in the agricultural sector.

Philip Myer 57, grandson of Sidney Myer, founder of the Myer retail empire, hopes his gift of the olive and tree farm he has owned for the past 15 years will inspire more philanthropists and farming businesses to throw their support behind rural education.

Planning to sell the farm, Philip reconsidered this decision when travelling in the United States last year. Having relocated to Tasmania, he reflected that he was lucky enough to be in a position to

give it away. "It's not charity," he said, "This is about empowering an educational organisation like Marcus Oldham with tools they didn't previously have at their disposal, to maximise their future and those of their students."

Murradoc Farm comes complete with Lighthouse Olive Mill farm shop and oil-processing plant, and 5000 well-established olive trees, grassy paddocks and wide belts of eucalypts, as well as being home to the award-winning Loam restaurant.



Prudence Myer
1925 - 2005



Douglas Boyd
1896 - 1964

There are three main dams plus 640,000L of water storage in various tanks; woodlots, native vegetation, stables, fenced paddocks suited to livestock breeding, and irrigated paddocks ripe for further horticultural or viticultural development. An anaerobic / aerobic waste dam is filled with special oil-eating bacteria brought in by Philip to devour and convert into usable and valuable compost, the black sludge left after olive oil has been processed. Two modern houses, machinery sheds and all plant and equipment are part of the gift, which comes with no contingent liabilities.

The farm has the added benefit for the College of having been planted

and managed on holistic 'paddock-to-plate' principles, incorporating farm tourism, the marketing of 7000 litres of olive oil annually, and the local-produce cafe and farm shop into its production and financial models. As well, it is an environmental showpiece run on closed-loop principles.

"Farming is getting very professional and Marcus is an outstanding institution for educating the next generation," Philip said.

Already integrated into the educational program, the gift provides Marcus students with a wonderful teaching and learning environment in addition to what is already established. The success of

Marcus Oldham has been because of its supporters and calibre of the alumni, many of whom continue to devote time and money to the College.

The Marcus Oldham community is deeply appreciative of this generous gesture. The College Council named the property 'The Marcus Oldham College Prudence Myer Campus' to honour Philip Myer's late mother's commitment to education and the environment. In further appreciation, The Centre for the Study of Rural Australia Forum series has been named "The Douglas Boyd Forum Series" after his Grandfather.



Dr Simon Livingstone FM 87 Principal,
Bruce Wilson FM 71 Council Chairman, Philip Myer,
Antony Baillieu FM 71 Foundation Chairman,
Rob McGavin Agri 93 Council Member



Student President
Henry Moxham NSW FBM 3



Scholarship students: **Tom Upton Vic FBM 1, Alex Purcell Qld, Agri 1,**
Anna Cotton Tas FBM 1, Alex Webster Qld Agri 1

Andrew Slatter *Farm Management 1994*

Lends money to people to make food



Archie, Henry, Andrew and Lily Slatter outside the Reunification Palace in Ho Chi Minh City.

Andrew Slatter moved his family to Singapore in October 2011 to run ANZ's Agribusiness division's expansion into Asia - we asked him to drop us a note to find out how a Farm Management graduate from '94 ended up in banking, especially in Asia.

My role is to build and run a team of bankers that look after large corporates that grow, store, trade and process soft commodities across Asia. We help our clients handle cash and transactions, lend them money to buy and sell commodities, finance the construction of storage and handling infrastructure and processing facilities. Our five year old summed it up nicely the other day, "Dad lends money to people to make food." Increasingly we also help our clients with mergers and acquisitions advice and accessing bond and syndication markets for larger amounts of capital. Not many people realise how big ANZ is outside Australia and New Zealand:

a full service bank operating in 27 countries across Asia Pacific with over 140 branches and 10,000 staff!

I made a very deliberate decision to join ANZ in 2002 after five years working for Elders in their International, Risk Management and Grain Trading divisions. I had been studying part time since leaving Marcus and had managed to pick up masters degrees in ag economics and applied finance so I really wanted to put all of that to work. What drew me to ANZ in particular, was the opportunity to work along the entire supply chain and with some of the biggest companies in Agribusiness. Other banks have much bigger farm-gate exposures but ANZ has always been a very strong corporate bank. I started as a credit analyst in Sydney in 2002 pulling financial statements apart - it struck me then, that all I was doing was "undoing" all the work the accounting profession had done to

confuse the very singular emphasis that First Year Marcus Oldham (Lach Polkinghorne's "pink pages") had placed on understanding gross margins and cash flows.

...and I end up in some fascinating parts of the world, from massive aquaculture operations in the Mekong Delta, soybean crushing facilities in India to huge dairy farms in China.

Since joining ANZ I have been fortunate enough to have spent time outside of lending, in private equity, funds management and restructuring or "bad bank", but still all connected back to agribusiness. Out of everything I have done so far it has been the three years in bad bank where the learning curve has been the steepest but ultimately provided a fantastic set of experiences. I guess my biggest take-away was, that regardless of

the numbers involved, be it a few hundred thousand or a few hundred million, this is a people game and borrowers and lenders need to be able to trust each other implicitly. Words like integrity, honesty, character aren't used much in financial text books but when the chips are down these are the commodities that count - everything else is just detail that lawyers fight over.

Perhaps in spite of dragging a safari kitchen around most of south eastern Australia whilst at Marcus, I have maintained a healthy disrespect for "desktop analysis" and spend a lot of my time on-site with the owners and managers of the businesses we lend to. Bankers have made an art form out of creating complexity but nothing tells you more about a business than "driving up the driveway" to spend time with the people who own and run them. It's definitely not rocket science and I spend as little time in front of a screen as I can. I end up in some fascinating parts of the world, from massive aquaculture operations in the Mekong Delta, soybean crushing facilities in India to huge dairy farms in China. I really love the fact that I can come home from a trip and explain to the kids, very simply, what I have been doing.

Singapore is a fantastic place to be at the moment. Asia is still growing strongly, there are an increasing number of soft commodity players who are basing their regional headquarters here and it is a great place to travel from and to base the family.

There are some absolutely irreversible trends in the way people live and eat that have fundamentally changed soft commodity flows...

So I'm back in Asia and at a very exciting time for the region. I spent 97-00 in Japan, the Asian Financial Crisis was in full swing, Japan was struggling but the beef industry marched on, not quite regardless, but no-one stopped eating! And that is what has drawn me back, especially to lend money to the agribusiness sector. There are some absolutely irreversible trends in the way people live and eat that have fundamentally changed soft commodity flows, financing these flows is the business we are in. However there is no place for false altruism in describing what we do, we are very focused on looking after our shareholders and

depositors but when I see the incredible difference our capital makes in setting up sustainable, low cost and high quality sources of food I can't be prouder of the work we are doing.

Agriculture is not without its significant challenges and I guess an industry like palm oil is a classic and often quoted example where the "sustainability" arguments really start playing out. It brings together so many elements that are important to all of us - food security, climate change, the rights of indigenous property holders, regional development, endangered species and habitat protection. There are some lenders out there who either say "never" or who have been far too lax - I'm very proud that I'm leading a team that is constantly evolving an approach that is far more balanced and recognises that responsible capital has a very active role to play in the people and enterprises we back.

Whilst the formal education was excellent, I have learnt and continue to learn a great deal from my co-horts. Every Marcus graduate probably says the same thing about their own year groups but I'm very lucky to have had such an entrepreneurial, resourceful, resilient and close group of mates. In the 20 years since we started together we have done some amazing things but have also been through some particularly tough patches. Nothing has helped me keep things in perspective or inspire me than picking up the phone, of which none of us do enough.

Because of them (and very occasionally despite them) I'm also very lucky to be married to a beautiful and endlessly tolerant farmer's daughter who has been amazing in moving us around Australia, and now the world, with four very small children. Though if any of you even think of moving house, countries and jobs with three kids under six and a pregnant wife, call me!

Finally it would be remiss of me not to use this opportunity to also say that I hope Marcus Oldham continues to evolve. I'm certain Marcus will benefit enormously from becoming a more inclusive and diverse community. When I look at the challenges and opportunities facing agriculture, I really hope there is a Marcus Oldham campus a couple of hours out of Rangoon! See you in September!

Andrew.Slatter@anz.com

Postgraduate Program

The program continues to expand with new subjects offered in Agribusiness Marketing, Farm and Agribusiness Financial Analysis and Principles of Agribusiness Valuation.

The Contemporary Managerial Issues workshop was well attended and included a wide range of speakers from industry including the National Australia Bank and Monsanto. If you are interested in postgraduate study, contact Dr Lawrie Dooley by email: dooley@marcusoldham.vic.edu.au or phone 03 5247 2904.

Marcus Graduates attend Australian Wool Innovation 2012 Breeding Leadership Course

Dan Korff FBM 10 Sidonia Vic, **William MacAlpine DipAgri 09** Girilambone NSW, **John Taylor FBM 00** Campbell Town Tas, and **Peter Wilkinson FBM 98** Dandaragan WA, attended a four day professional development course in Clare SA.

The intensive program included marketing, leading and managing people, corporate governance, succession planning, time management and strategic planning.

Marcus Graduates at London Olympics

James Paterson-Robinson *Horse Business Management 1999* Equestrian team member

Third Marcus Oldham graduate to ride at Olympic Games

Currently based at Ger Poels Horses stables in The Netherlands, James 33, established himself as a very successful junior rider, having made his international debut at the Young Rider Challenge tournament in India in 1998.

Two years later, at the age of 21, James moved from his hometown near Geelong, Victoria, where he was based at Barwon Heads Pony Club, to pursue his riding career in Europe. In 2001 and 2003, James won the five-year-old division of the FEI World Breeding Young Horse Jumping Championships, and many notable wins followed.

James and 11-year-old black stallion, Niack de l'Abbaye, had many successes in 2010, having won the CSI4* Geesteren (NED) Grand Prix; finishing in second place at both the CSIO3*-NC Linz-Ebelsberg (AUT) and the CSIO4*-NC Lummen (BEL); and placed 13th at the CSI5* San Patrignano (ITA) Grand Prix.

In May this year, as the Olympic season drew closer, James produced a wonderful tied win aboard 11-year-old gelding, Um Diabo, at the CSIO4* Champion of Linz Grand Prix.



The first weekend of June 2012 was a great success for James and his 13-year-old gelding, Lanosso, who clocked the fastest time at the CSI4* Bourg-en-Bresse (FRA) Grand Prix, and was rewarded with automatic selection for the London Olympic Games. "I was a little bit nervous because it was a difficult course and there weren't too many clear rounds," James said. "But

the incentive to jump well for the Olympics was stronger than the nerves."

Olympian Imtiaz Anees HBM 1995 rode for India at the Sydney Olympic Games in 2000 and Tim Amitrano HBM 1998 represented Australia at the Athens Olympic Games in 2004.

Photographer - Nicol Taylor

Sally Francis *Horse Business Management 1982*

Chef d'equipe for the Para-Equestrian team at London Paralympics

Sally's rewarding national and international career with Riding for the Disabled has given her opportunities well beyond her expectations as a new graduate of Marcus Oldham in 1982.

This year Sally is accompanying the Australian Para-Equestrian Team of four riders to the Paralympics in London.

Such responsibility and achievement is not new to Sally. She was Chef d'equipe for the Para-Equestrian

Team in 1996 at the Paralympics in Atlanta USA, and in 2010 at the World Equestrian Games at Kentucky USA. Sally also held the position of Assistant Coach at the Paralympics 2008 in Beijing, China, and at the Sydney Paralympics 2000, she was National Technical Official.

Sally's love of people and horses and being able to achieve wonderful results in a team environment is very special to her. This is evident in her successful equestrian business at Tooradin Estate Victoria as an EA level 1 Coach.

Michelle Robson *Horse Business Management 2003*

Groom for Shane Rose, Equestrian team member

Winner of the inaugural International Best Groom Award in 2009, Michelle is travelling to London with Olympian, Shane Rose of Bimbadeen Park NSW. Michelle has worked with Shane for several years caring for his

competition horses and also working with young racehorses, and has travelled extensively internationally and nationally as his groom.

Shane annually conducts clinics at Marcus Oldham and is well known to Horse Business Management

graduates. While Shane and Michelle are in London, Marcus graduates **Rachel Watts HBM 05** and **Will Forrester HBM 11** are doing their part towards Shane's bid at the Olympics, for as employees of Shane's they will be caring for the horses and property back home at Bimbadeen Park.

Campus Columns

Marcus Oldham Rural Leadership Program

20 years of excellence

The Genesis

By **Lachlan Polkinghorne FM 80**
Lecturer in Farm Management 1991-1996

The story of the media program developed to meet the challenge of the ban on live cattle exports on 4 Corners last year, in response to the pressure of well organised and seemingly radical groups, caused me to reflect on the skills and expertise needed to build and promote public confidence in agriculture. It also reminded me of the beginnings of the Marcus Oldham Rural Leadership Program.

During 1991, I attended a meeting in the Esperance Civic Centre in WA. Farmers were fired up with the first of the reductions in the Australian Wool Corporation's floor price operating at the time. At this meeting, the Pastoralists and Graziers, and the Western Australian Farmers Federation each took a side of the room and normally friendly farmers directed insults at each other. It was a debacle.

At this meeting, I saw the need for the farming community to develop a much higher skill level to allow them to resolve issues within their own industry.

My subsequent employment with Marcus Oldham provided the resources and environment to develop the concept of a leadership program. The idea did take some time to develop momentum, and it was the open minds of the individuals involved that brought success. With the support of Graham McConnell, John Miles and I approached others to help - Neil Inall, **Mike Stephens FM 66**, and Brian Clarke.

The program was then developed around ideas and concepts, not budget limitations. Initially, we did not have a clue how we would pay for it. However, we were determined that it would be challenging, educational, provide plenty of skill development, and entertaining.

Early on, the Australian Wheat Board and the United Dairy Farmers of Victoria recognised the value of the Program, providing much needed traction. The fact that it continues today is a testament to the value of the Program, a credit to Marcus Oldham College, and those who have been involved along the way.

continued page 24



Adrian Kennelly, Mike Stephens FM 66, Lachlan Polkinghorne FM 80, Neil Inall, Sam Inglis FM 66.



Bruce Wilson FM 71, Andrew Fisher FBM 3 NSW, Student President-Elect 2013, Sam Inglis FM 66.

The 2012 Leadership Program

The annual Marcus Oldham Rural Leadership Program was held in June and attracted 26 participants from across Australia. Participants are supported by their employer, attend as private individuals, or are recipients of scholarships.

Designed to develop the skills and knowledge of participants, the five-day workshop included sessions on goal setting, community leadership, negotiation, communication and public speaking, developing action plans, leadership and team building.

Offered since 1992, the MORLP is recognised as one of the longest running rural leadership programs in Australia. It attracts support from a wide range of industry and rural community groups from a diverse range of backgrounds. Directed by **Sam Inglis FM 66**, other leaders include Neil Inall, well known as a face and voice on country TV and radio, and **Mike Stephens FM 66**, with his experience in human resource management, consulting and project management and training.

The Leadership Program Industry Dinner is a popular feature of the week at which industry supporters and invited guests are addressed by a keynote speaker. This year the speaker was Jo Brosnan, CEO of the public relations agency, Michels, Warren Munday in Darwin NT. Jo told the story of how the Northern Pastoral Industry responded to the media, the politicians, the detractors and the ordinary Australian public after the suspension of the Indonesian Live Cattle trade.



Peter McCann Lecturer in Farm Business Management

Peter McCann joined the Marcus Oldham lecturing team earlier this year. Pete is 37 years of age, lives at Ceres near Geelong, and has a young family.

He holds a Bachelor of Applied Science (Agriculture) from Charles Sturt University and a Masters of Business Administration from the University of New England.

Peter has moved from his role as Operations Manager with Warakirri Pty Ltd which he has held for the past few years. He has been responsible for the effective operation of 11 dryland farms across the country. Prior to that, he was Agribusiness Development Specialist with Dirt Management.

In his earlier days he spent a couple of years as a jackeroo and then Assistant Manager.



Jenny Wotherspoon Student Services Officer 20 years of service

For many students, speaking to Jenny is their first interaction with Marcus Oldham.

Jenny commenced employment at the College 2nd March 1992 in the role of Secretary to the Agribusiness Course which was introduced that year into the suite of courses offered by Marcus Oldham.

Responding to developments within Marcus Oldham, Jenny was offered the position of Student Services Officer in 2000. In this role she has achieved a respected understanding of the courses offered and can guide enquirers through the details enabling them to come to a decision. To the students, Jenny offers advice, a sympathetic ear, a caring shoulder, a sense of humour, and is a fine friend to her colleagues.

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

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

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www.marcusoldham.vic.edu.au

Agriculture | Agribusiness | Equine Management



Foundation News

Annual Fundraising Golf Day Eynesbury 24 February 2012



The Annual Marcus Oldham Golf Day was again held at the fabulous Eynesbury Golf Course, near Melton. This year we welcomed an amazing entry of 27 golf teams who competed in an 'Ambrose with a twist' competition. Players were entertained on course with opportunities to play archery, beat the pro, a hole-in-one insurance hole of \$10,000 (unfortunately no winners), longest drive and nearest to the pin.

A fantastic morning was shared by non-golfing guests as we were entertained by guest speaker, Geordie Taylor, founder and organiser of the Warrambeen Film Festival. Geordie amused us with a fantastic array of short films.

His selection had us laughing, crying, intrigued and thoroughly engrossed in some thought provoking films. The annual Warrambeen Film Festival is held on the first weekend of March at their sheep station 'Warrambeen' at Rokewood Victoria - an amazing weekend that involves short films, food and wine, music, camping etc - not to be missed. www.warrambeenfilmfestival.com.au

A beautifully warm day, golfers returned to the cool of the marquee for lunch and were greeted by Catherine Shelly and Buddy England performing a selection of hit songs. MC for the day, Hamish McLachlan, thoroughly entertained guests when interviewing the three AFL panel members, Cam Mooney, Craig Kelly and Gillon McLachlan. Hamish and Nick Strauss made a great auctioneering duo, selling some wonderful items to raise some funds for the College and this year's charity, Cottage by the Sea. www.cottagebythesea.com.au

Thank you to this year's major sponsor 'MC Herd' and the following sponsors: Virbac, Baillieu Vineyard, Warrambeen Film Festival, Eynesbury Golf, Hope and Co, Hamish McLachlan, Geelong Football Club, Munday and Son, AFL, Darley, Cottage by the Sea, Estancia Gates, Sealink, Stranraer Homestead and Boundary Bend Ltd. Thank you to our Foundation Chairman **Antony Baillieu FM 71**, Sybil Baillieu, Carol Hudson, 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.

We look forward to welcoming many more graduates and friends to our 2013 Annual Golf Day on Friday 23 February at Eynesbury Golf Course, Melton.





Frank Herd, **John Carson FM 77**, Murray Mountjoy FM 77



Matthew Morrow FM 87, Fill Alvarez de Toledo, FM 93,
James Tehan, FM 87, Gavin Sutherland FM 91



Geordie Taylor, Warrambeen Film Festival



Engrossed in the drama



Hamish McLachlan,
Nick Strauss,
Danny Frawley,
Susie Rouffignac

Archery -
Sybil Baillieu,
Susie Sutherland,
Ann Robertson
and
Martin Veall FM 76



Success for **David Robertson FM 79**



The Panel - Hamish McLachlan, Craig Kelly,
Cam Mooney and Gillon McLachlan



Alan Green FM 77



Darley Team - Matt Tillett, Tom Seymour, Adam Brayshaw and Andrew Wiles



Matthew Morrow FM 87, Simon Livingstone FM 87, James Tehan FM 87



Jeremy Gobbo, Charles Baillieu, Anthony Heffernan and Richard Mackinnon



Cats Team - Stephen Wells, Cam Mooney, Ron Watts and Mick Atkins



Hamish McLachlan, Will Burrell, David Wells



*James Baird, Sarah Hope, **Peter Stephens FM 83**, Susie Rouffignac*

Rockhampton – Beef Week 2012

On Thursday May 10, **Dr Simon Livingstone FM 87** and Susie Rouffignac welcomed over 80 Queensland graduates, families and friends of the College for Drinks at the Rockhampton Beef Xpo International Corporate Lounge. It was a fantastic evening with graduates from all decades, along with future students and their families. We were delighted to have such a great attendance from our Queensland constituents.



*Meredith Sutherland, Eustie King,
Ewan Sutherland FM 72*



Sally McCartney, Jack Michelmores DipAgri 09



Emma King DipAgri 11, Angus King DipAgri 11



David Goodfellow, Simon Falkiner FM 88



Nufarm supports Marcus Oldham

Nufarm have generously supported Marcus Oldham by donating a Polaris Ranger in May this year. Due to OH&S obligations the College needed to provide a suitable utility vehicle that could be used (safely) by students and staff around the campus grounds to carry equipment and horse feed.

The Ranger, valued at more than \$14,000, is an all-wheel drive vehicle with excellent towing capacity, a rear dump box, driver and passenger side nets and certified roll-over protective structure.

Students and staff are delighted and welcome the ongoing and substantial support from Nufarm.



Rosie McClymont FBM 3, Jonathan Terry FBM 3, Tim Clay FBM 3, Paul White, Nufarm, Tony McMeel, Susie Rouffignac.



Corey Ireland *Agribusiness 2001*

Lot 1 Bull to support student

Corey Ireland, his wife Prue, with their family Will, Charlie and Blake, operate the Ireland's Angus operation at Kyeamba 45km south east of Wagga Wagga in NSW. The Ireland's program consists of an 1100 head cow herd, both stud and commercial, with over 300 bulls to be marketed this year through their on-property sales in the autumn and spring, along with private sales all year round.

Corey founded the operation in Gippsland in Victoria before relocating to Kyeamba eight years ago. The stud has enjoyed much success including an Australian record for commercial PTIC females selling to \$3,050 at their 2011 autumn sale and Ireland's Fletcher F1 selling this autumn for \$43,000. The stud has also enjoyed success in the show ring, including three Melbourne Royal interbreeds, several National champions and numerous other major awards.

It has been a strong focus of the Ireland's to help young people into agriculture and provide as many opportunities as possible.

Corey has been heavily involved in the foundation of the Angus Youth program which has provided thousands of young people the opportunity to develop their careers within the agricultural industry.

Each year they try to support different organisations that make the world a better place in which to live.

This year they decided to donate the full proceeds of their Lot 1 Bull at their spring on-property bull sale, to Marcus Oldham. The generous gift will provide a young person the opportunity to attend Marcus who, otherwise, would not have the opportunity to further their education and development within the agricultural sector.

The bull sale is held on property at "Ivydell" Palmers Road, Wagga Wagga at 1pm on Friday 14th September 2012. For further information please visit www.irelandsangus.com.au



Prue and Corey Ireland Agri 01 (Right) with their autumn sale top priced bull 'Ireland's Fletcher F1', which sold to Ron and Jane Stewart (Left) for \$43,000.

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

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

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

The Network

Marriages



Murray Walsh DipAgri 05 and Jane Taylor were married at 'Kevington', Injune Qld on 3rd March 2012, with a ceremony in the paddock, followed by a reception in the garden. 'Kevington' is Jane's family place and is where Murray and Jane now live and work on the beef cattle property. Attended by: Andrew Murphy, **Anna Hancock DipAgri 05**, Tristan Bliss (Best Man) Murray and Jane, Eliza McLauchlan (Matron of Honour and Jane's sister), **Alex Walsh DipAgri 00** (Murray's brother), Melissa Nobbs.

Tim Hollis DipAgri 04 married Amanda Branson from Busselton WA, at Tamworth NSW on 3 December 2011. Tim is Manager of Tamworth Regional Livestock Exchange (TRLX). manager@trlx.com.au

Births



Ross Campbell FBM 02 and Kirstin McMillan who live at Glenorchy Vic,

were delighted with the birth of Hamish Ross Ayrey at 24 July 2011. rosscocabp@hotmial.com

Andrew Slatter FM 94 and Jen welcomed Isla on December 9 2011, joining Lily, Henry and Archie as the 6th and final member of the family. Andrew.Slatter@anz.com

Matthew Doyle FM 94 and his wife, Maree welcomed their first child, Xavier Matthew, born on 10 February 2012 at

the Calvary Hospital Canberra 3.8kg. Matthew is running the family farm at "Glenryan" Yass NSW where they are breeding composite beef cattle and trading feeder steers and heifers. glenryan@activ8.net.au

Ben and Jayde Chandler DipAgri 06 at Barcaldine, Qld were thrilled with the arrival of Charlie in April 2012 - a brother for Jack. benhchandler@hotmail.com

Marcus All Over

Luke Wilkinson HBM 02 Assistant Trainer for Mick Price Racing Stables at Caulfield, Melbourne is enjoying racetrack happiness with 'Arlington Park'. luke@mickpriceracing.com.au

Chris Muldoon DipAgri 99, his wife, Marie and their children, Elizabeth, Jock and Isabella recently crossed the road from Midway Station to make their home at Mustang Hill in the Northern Territory. muldoon@skymesh.com.au

Georgia Brown Scott DipAgri 05 and her husband, Andrew live east of Goondiwindi Qld where they raise their daughter, Madeline. Georgia works as a Rural Contact Bookkeeper/Analysis for RMH Holdings (a family owned cattle backgrounding company). Since leaving Marcus, she worked for Consolidated Pastoral Company for three years on cattle stations in NT. The first year was in stockcamp, with the next two years in stockcamp and part time in the office. Georgia then worked on a Droughtmaster stud at Taroom, splitting the time between paddock and office. ganda.brown@bigpond.com



Mohammed Alameddin FM 1992

After finishing at Marcus Oldham, Mohammed returned to Amman city in his home country of Jordan. He then moved to the United Arab Emirates to work as Executive Manager for the contracting and agricultural materials company, Darmaky, in Al-ain, with the main activities being the importing and exporting of livestock, meat and leather. One of the most important activities was chilled meat importation from Western Australia and the company would import up to three tonnes a week.

Later, Mohammed was promoted to Sales Manager and currently holds that position. Additional duties and responsibilities include water distribution projects and irrigation systems activities.

Mohammed is married and has a family of two very nice daughters 15 and 12, and a 7 year old son (a very good taekwando player and the youngest boy to obtain the brown belt).

The photo was taken with a delegation from Rhino Water Tanks from Western Australia, during their visit to UAE earlier this year. mohammed_k_alameddin@hotmail.com

William Plant DipAgri 02 with this wife, Louise and their three children, live on a farming and grazing property near Meandarra Qld. wplant@hotmail.com

Richard Swinton FM 75 has led a busy working life which included managing a 4000ac irrigation farm west of Deniliquin NSW; owner/manager of 550ac at Blighty; worked as irrigation officer with NSW Ag as a water policy officer on the North Coast. He completed M.Agrisci - Ag & Rural Development at UWS Hawkesbury and is now focused on sustainability of humans on the planet. In semi-retirement, Richard and Cindy live in Clunes NSW and he keeps busy as a sustainability consultant and home handyman. richard.swinton@gmail.com

Michael Kingham FBM 98 and **Margaret Lyons Agri 98** with their three children live in Charters Towers Qld, where Michael is making a career in grocery retail management. mmkingham@bigpond.com

Dave Ward DipAgri 05, his wife, Skye, and son, Digby born January 2011, live at Bungonia NSW. Dave is the founder of 'Farm Needs a Farmer' - servicing all the needs of lifestyle blocks, as well as running two grazing properties on Monaro and in the Southern Tablelands. Prior to establishing his own business, Dave worked for four years with Australian Wool Network (AWN). dave@farmneedsafarmer.com.au

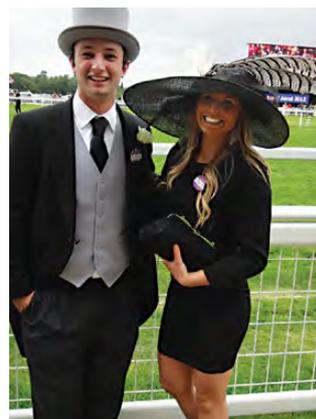
Glenn Aldridge DipAgri 02 is Head of Department, Ramu Beef with Ramu Agri Industries Ltd at Gusap Downs, Morobe Province, Papua New Guinea. galdridge@rai.com.pg

David Sunderland studied Farm Management and left during 1980 to take up a position as livestock agent with Denny's Lascelles with postings to Mortlake, Timboon, Geelong and Leongatha. His next position was as Victorian Manager for Syntex, which is a U.S. based pharmaceutical company specialising in livestock anthelmintics and medicines. He then embarked on a 28 year career as a real estate agent and retired two years ago after being awarded realestate.com Agent of the Year 2008 Victorian winner. David now lives at Highton, within a kilometre of the College, and owes much of his career to the knowledge he gained at Marcus. davidsunderland@tpg.com.au

Seen at Royal Ascot UK in June 2012:

Ryan Arnel HBM 09 and
Samantha Baillie HBM 09.

Emily McLeod HBM 09



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 2012 Scholarship Winners are enthusiastic about Marcus



William Gibson

Central Northern Midlands TAS

Agriculture

Australian Farm Management Scholarship

Its good reputation and I'm enjoying the farm production side, learning about soils, fertilisers, chemicals as well as the animal production units.



William Corlis

Garah NSW

Agribusiness

Massey Ferguson - Agco Scholarship

What I like most about Marcus is the people. They all have a passion for agriculture and are here to learn. I also love the wide mix of people with farming backgrounds from all over Australia and the world.



Ryan McNulty

Benalla VIC

Equine Management

Australian Thoroughbred Scholarship

I came to Marcus to gain a qualification to assist my career in the equine industry. Marcus has a great atmosphere and community.



Rosie McClymont

Goondiwindi QLD

Agriculture

Merlyn Myer Scholarship for Women in Agriculture

The Farm Management course has a wide variety of subjects ranging from agronomy to accounting to marketing and the industry placement year is a wonderful idea. I also like the networking opportunities we have with some key industry people.



Bradley Taggart

Annuelo VIC

Agriculture

Greentree Farming Scholarship

The Farm Management course is an opportunity to study agriculture as well as business management and I like the social networking and meeting people from all across the country.



Ed Mercer

Euroa VIC

Agriculture

Nick Petersen Memorial Scholarship

I think it is a great place to learn and meet new people. You come out of the course with a clear understanding of farming and agribusiness and it's good learning more of what happens past the farm gate.



Patrick Taylor

Campbell Town TAS

Agriculture

Commonwealth Bank Agribusiness - Farm Business Management Scholarship

If you want to get ahead in industry, Marcus is the best place to start. As well as a good time socially, the knowledge you get is fantastic.



Chris Bayles

Northern Midland TAS

Agriculture

Agvance Liverpool Plains Scholarship

Come to Marcus if you are really passionate about agriculture and wanting to be a leader in industry. Lectures are fun and nothing like school.



Harry Kelly

Caramut, VIC

Agribusiness

Hazeldean Livestock Production Scholarship

A tertiary qualification will give me a broader knowledge and open up career opportunities. I like the people and connections at Marcus, as well as the good balance between work and play.



Lesley Tomkinson,

Scottsdale TAS

Agriculture

RC & EC (Cappur) Webb Trust Scholarship

I'm learning a wide range of important management skills. Everyone has similar interests and things in common and are there to help with anything if needed. Also, the staff are friendly and willing to help.



Abbie O'Brien

Penguin TAS
Equine Management
Virbac Animal Health
Equine Management Scholarship

In the equine industry a tertiary qualification sets you apart and gives a greater knowledge of business management and practical aspects of horses. I enjoy the social life and mixing with like-minded people who are as keen as I am to work in the horse industry.



Henry Cowen

Brisbane QLD
Equine Management
Australian Stud Book
- Equine Husbandry Scholarship

Marcus is very different to a larger university. It has a lot more one on one learning with tutors and lecturers. I recommend anyone wanting a good tertiary qualification for a career in the horse industry to come to Marcus.



Stuart Tait

Mandurama NSW
Agriculture
Bill Ruse Memorial Scholarship

The course is well structured and brings together all the different skills needed to run a successful farming business in today's world. I like the small community where everyone has a common interest.



Rhys Curr

Trundle NSW
Agriculture
Khancoban Station Scholarship

Everyone gets along with no separation between the different courses. Marcus is extremely welcoming and the lecturers are very keen on agriculture and they give us the best opportunity for the future.



Nick McNamara

Culgoa Vic
Agriculture
Greentree Farming Scholarship

It is a great opportunity to meet new people from around Australia and work with some fantastic lecturers and travel the world on some fantastic tours.



Robert Ingram

Springsure QLD
Agribusiness
MPH Agriculture Werribee Scholarship

All the teaching staff are more than willing to go over things if you don't understand. I don't think you get that from another institution.



Anna Cotton

Swansea TAS
Agriculture
Yiddinga Farm Management Scholarship

Life at Marcus is great. I like the way the course is structured. It gives me a wide variety of knowledge in all aspects of agriculture.



Ben Skerman

Taroom QLD
Agribusiness
PrincipleFocus and Clients Scholarship

The course is structured very effectively and by the end of the first year I realised that everything was coming together. Continuing into second year has allowed me to further develop and refine previous knowledge.



Tom Upton

Willaura VIC
Agriculture
Dr Alastair Mackenzie Scholarship

Marcus is teaching us skills that are up to date and relevant to our industry. You will learn great skills and leave with a qualification that has a lot of weight within industry.



Alexandra Webster

Goondiwindi QLD
Agribusiness
Warakirri Agricultural Trusts Scholarship

Everything. I advise coming to Marcus. You will not regret for one second, your decision.



James Higgins

Willaura VIC
Agriculture
Ingleby Farm Management Scholarship

The whole course is very beneficial, I like the way it is structured, and it's great meeting people from around Australia that share similar interests.



Alexandra Purcell

Gracemere QLD
Agribusiness
RC & EC (Cappur) Webb Trust Scholarship

I enjoy being with horses and cattle but I also enjoy crunching numbers and the finance side of business, so the course has a perfect balance of both interests. Everyone at Marcus is so close; whether you're a First Year or a Third Year or even a lecturer, everyone is approachable and easy to get along with.

Scholarships available for 2013
www.marcusoldham.vic.edu.au



Scholarships Don't miss the opportunity

Marcus students can be a conservative bunch or, more precisely, think there are students more capable than them, when it comes to applying for scholarships at Marcus. Well, now is the time to dismiss this feeling and apply for as many scholarships as possible for 2013 entry (although an applicant will only be granted one scholarship).

There are approximately 24 scholarships and bursaries available for 2013 entry to Marcus Oldham. The values vary with some worth \$30,000 and several around \$10,000. The majority of scholarships are directed to the first year of study. Full details are available on www.marcusoldham.vic.edu.au

We have compressed the interview period for most scholarships to make it easier for applicants to only travel once to Marcus for all of their interviews. The majority of the interviews will be between 26th and 28th September, although some bursaries and Horse Business Management scholarships are held at a different time.

Closing dates for most scholarships have been set for late August and it's advisable to submit an application well before this date.

Besides financial assistance, there are many other benefits for a scholarship recipient including the opportunity to network with their sponsors and other industry people.

So if you are a parent, friend, or know of someone thinking of coming to Marcus in 2013, tell them about the Scholarship Program. A scholarship or bursary may well make the difference as to whether they are able to attend. Please remember, we are not necessarily awarding scholarships to students who have excelled at school, but rather assist those likely to make a significant contribution to the agricultural and equine industries and to those who would highly benefit from a Marcus education.

Marcus Assist

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



Editor's Memo

Here we are! After two years of promoting the dates the 50th celebration is in sight.

Mike Stephens FM 66 has gathered facts, figures and splendid memories to weave a fascinating and easy to read tale of Marcus Oldham. I suggest you order your *'Daring to Differ'* now.

Strong educational and management policies place Marcus Oldham in an enviable position. Many graduates who sought the best rural and equine business management education have created rewarding careers, and not always in these industries.

Let's encourage other entrepreneurial young men and women to attain great careers with their Marcus Oldham qualification.

In the January issue I offered graduates an avenue to promote their business through MOCOSA. Responses were enthusiastic, but few. Watch this space though, as I'm investigating setting up a Graduate Business Directory on our website.

See you in September.

Janet Craigie-McConnell
Editor

Field Days and Equestrian Events

Call in for a chat:

August 6-7	Sheepvention	Hamilton Vic
August 7-9	Eyre Peninsula	Cleve SA
August 21-23	Ag-Quip	Gunnedah NSW
August 29-30	Dowerin	WA
September 5-6	Newdegate	WA
September 18-20	Henty	NSW
October 2-4	Elmore	Vic
November 15-8	Equitana	Melbourne
November 22-25	International 3DE	Adelaide

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