

**DATE & VENUE**

**16-17 September 2019**  
 Hilton Sukhumvit Bangkok  
 Grand Ballroom, 3rd floor  
 11 Soi Sukhumvit 24, Sukhumvit Road, Khlong Ton, Khlong Toei  
 Bangkok 10100 Thailand

**PROGRAM – DAY ONE**

0800 Registration opens, coffee available

0900 **Welcome and Introduction**  
*Chris King, Conference Chairman and Program Director*

**KEYNOTE ADDRESS – MANAGEMENT**

0920 **Making profits in dairy farming - the whole enterprise**  
*Shane Whittaker, Dairy farmer and independent consultant, New Zealand*  
 Mr Whittaker's career has taken him the full circle from a New Zealand base with a degree from Massey University and share milking, to farms in the UK, USA (Pennsylvania) to eight years in India with Hatsun Agro and back to New Zealand where he currently runs a large milking herd of Holstein Friesian and HF Jersey cross. In India, Shane's role with Hatsun Agro, one of the largest private dairy processors in India (more than 300,000 producers), included leading 'Project White Gold' where he developed farms of 10-30+ cows arranging loans, education, budgeting, R&D and feed formulation as well as being the department head with 20 agronomists, eight loan officers and animal extension services (60 vets and 220+ inseminators). Now responsible for a leading and rapidly growing herd in New Zealand, Shane's experience across continents and first-hand practical experience of the challenges of developing as well as export markets makes for incredibly valuable insights and observations as to directions for Asian dairy development and where to focus.

**CALF AND HEIFER MANAGEMENT – SETTING THE FUTURE PROFITABILITY OF YOUR HERD**

1000 **Calf and heifer rearing and the implications of good heifer development**  
*Jeanette Fisher, Partner, Heifermax Consultancy, Australia*  
 Ms Fisher runs Heifermax, an international dairy heifer management advisory service. Consulting work involves on-farm advising of dairy farmers on best practice calf and heifer management. She encourages farmers to adopt monitoring, measuring and the use of SOPs to achieve consistently good results. Group training is also offered. Examples of this include delivery of training sessions to groups of farmers, veterinarians, department staff and school students both in Australia and overseas. Ms Fisher has also worked in the USA to develop intensive irrigated grazing systems for sheep.

1040 COFFEE BREAK

1110 **Making profits in dairy farming - the key is knowing where to spend your money**  
*Shane Whittaker, Dairy farmer and independent consultant, New Zealand*

1140 PANEL DISCUSSION MORNING SPEAKERS

1220 LUNCH

1320 **Do global best practice calf & heifer rearing principles work in Asia?**  
*Brendan Wilkins, Dairy Consultant, Thailand*  
 Mr Wilkins is an independent dairy consultant based in Bangkok covering the Middle East, South Asia and South East Asia where he advises operating farms and farm set-ups. Previous roles have included Manager of Farm Management Services South East Asia for DeLaval based in Vietnam, Assistant Farm Manager for Almarai, Saudi Arabia, and other farm management roles in Canada and Saudi Arabia. A BSc graduate from Harper Adams College and product from an English family dairy farm, Brendan brings vital first-hand knowledge in the Asian region with a previous global experience base.

1350 **The impact of calf nutrition on cow performance**  
*Eile van der Gaast, Product Manager, Early Life Nutrition, Ruminants, Trouw Nutrition, Netherlands*  
Raised on a dairy farm in Friesland, Netherlands, Mr van der Gaast studied dairy nutrition and marketing at the University of Applied Science Van Hall in Leeuwarden. He has been working for 33 years in the field of product management, program development, marketing and sales. Last 15 years mainly in calves, developing LifeStart calf rearing programs for dairy farms around the world, supporting the application of Sprayfo calf milk replacer. He brings to the conference knowledge and practical experience with different types of dairy farming and calf rearing systems.

#### **DIET FORMULATION STRATEGIES – GETTING VALUE FROM THE MAJOR COST INPUT**

1420 **Profitability and sustainability on your farm**  
*Jay Johnstone, CEO, Fermentics Technologies Inc, Canada*  
A graduate of McGill University Jay Dr Johnstone has been involved in the animal feed industry since 1975 and was appointed CEO of RFS Technologies, a regional Ontario based feed manufacturer, in 1983. In 2017 Jay retired from RFS Technologies to concentrate his efforts on developing new laboratory techniques of feed analysis. His team have worked to better qualify feed characteristics and formulation techniques. This work has led to the development of the novel Fermentics In Vitro gas system which employs live measurement of pressure, CH<sub>4</sub>, CO<sub>2</sub>, and pH and includes an interpretive approach based on AI. Recent work has combined the Fermentics system with a facial recognition platform being developed by Cainthus to identify live feeding patterns and ethology metrics with the goal of a better characterization of feed intake given varying environmental conditions.

1500 COFFEE BREAK

1530 **Animal welfare and the economic benefits of better cow management and handling**  
*Jeanette Fisher, Partner, Heifermax Consultancy, Australia*

1600 **How is the world's biggest dairy exporter adapting to consumer trends?**  
*Earl Rattray, Dairy farmer and Director, New Zealand Dairy Farms Ltd, New Zealand*  
Mr Rattray has privately held dairy farming interests and employs the 50/50 sharemilker model. He has held many roles including as an External Monetary Policy Advisor to The Reserve Bank of NZ, Chairman of the Dairy Companies Association of NZ, Director of Fonterra, and Director of the New Zealand Dairy Board. He has been closely involved with Canterbury Grasslands – a large scale international dairy farming company in NZ and the USA. New Zealand Dairy Farms Ltd provides qualified investors with an opportunity to have a direct investment in dairy farming. Mr Rattray is also deeply involved in a green-field dairy business in India. This started formal production in 2014 and is an exciting, simple model, 350 cows on site, 200 milking, year-round supply in a fresh milk to market business model.

1630 PANEL DISCUSSION WITH AFTERNOON SPEAKERS

1700 MEET THE SPEAKERS COCKTAIL PARTY  
Light refreshments and finger food as you meet and mix with speakers and colleagues – until 1830 hrs.

#### **PROGRAM - 17 September 2019 (Tuesday)**

0900 **Welcome and recap**  
*Chris King, Conference Chairman and Program Director*

#### **KEYNOTE ADDRESS - DEVELOPMENT**

0910 **How a green-field development in India is addressing consumer demand for fresh milk**  
*Earl Rattray, Dairy farmer and Director, New Zealand Dairy Farms Ltd, New Zealand*

#### **DIET FORMULATION STRATEGIES – GETTING VALUE FROM THE MAJOR COST INPUT**

0940 **Effective farm utilization of local raw materials and forages and the role of feedmills in balanced and effective diets**  
*Jan Cortenbach, Chief Technical Officer, De Heus Animal Nutrition BV, China*  
Mr Cortenbach has MSc in Animal Husbandry (tropical animal production and poultry science from Wageningen Agricultural University, The Netherlands). For the last 14 years he has been with De Heus International as Chief Technical Officer responsible for know-how transfer to the company's joint-venture partner Wellhope Agri-tech Co Ltd based in Beijing. He has been in pig, poultry and cattle farm management, feed milling technology, feed formulation, quality control, and quality assurance. Since January 2016 also supporting De Heus International for technical knowhow in Southeast Asia (Indonesia, Vietnam, Philippines, Myanmar, Cambodia).

1020 **Practical diet formulation strategies**  
*Kai Blair, Director, Blair Agri Advisors Pty Ltd and Associate at Australian Reproductive Technologies, Australia*  
Mr Blair has a bachelor and masters in livestock nutrition from the University of Queensland, Australia. He is a ruminant nutritionist, scientist and embryologist based in the Mary Valley on the Sunshine Coast region of Queensland. He consults globally in animal science and bio-technical reproduction, with clients in Australia, China, Inner Mongolia, Mongolia and Kazakhstan and the Pacific islands. Kai has valuable knowledge and experience of by/co-product feeding to beef & dairy cattle - feedlot, and intensive grazing, both temperate & tropical.

1050 COFFEE BREAK

- 1120 **Rumen fermentation characteristics**  
*Jay Johnstone, CEO, Fermentrics Technologies Inc, Canada*
- 1150 PANEL DISCUSSION WITH MORNING SPEAKERS
- 1220 LUNCH
- 1310 **Raw material options for Asian dairy production**  
*Hanan Saggi, Director of Feed & Nutrition Department, CEO of Feed Mill, TH Milk Food Joint Stock Co, Vietnam*  
Mr Saggi began work on a dairy farm in Israel in 1966. After completing a dairy farm management course he went on to manage several of Israel's largest dairy units before joining TH Milk in 2010 as Director of Feed & Nutrition. TH Milk runs the largest dairy herd in Vietnam with up to 40,000 cows on an 8,100-hectare farm in Nghe An province, in north-central Vietnam. Mr Saggi is responsible for two feed centres, producing 500,000 million tons of total mixed ration a year, and a feed mill, producing 100,000 tons of concentrate a year.
- 1340 **Toxin Risk Management to improve the profitability**  
*Jurek Grapentin, Director, EW Nutrition South East Asia Pacific Pte Ltd, Singapore*  
Mr Grapentin studied Industrial Engineering at the University of Hannover, Germany. He learned the dairy industry through his first career step at Joachim Behrens Scheessel, a German distributor of silage inoculants and feed additives. After joining EW Nutrition in 2012, he became a Country Manager in Germany and Scandinavia. Since 2017 he is assigned to lead the business development of EW Nutrition in South East Asia Pacific to the next level as the Managing Director.
- 1410 **Vitamin formulation technologies – adding value to dairy premixes & feed**  
*John Reyes, Regional Technical Manager APAC, DSM Nutritional Products, Philippines*  
Moises John Reyes holds degree in agribusiness management (cum laude) from the University of Philippines Los Barios. He has rich experience in the area of quality control, quality assurance & formulation technologies. He has done great amount of work in the area as a vitamin premix specification analyzer, with the DSM Vitamin Supplementation Guideline as the basis. He has experience in conducting vitamin & premix microscopy demonstrations.
- 1440 **Palatability - an important factor in dairy nutrition**  
*Kevin YG Liu, Vice President, Adisseo Asia Pacific Pte Ltd, Singapore*  
Dr Liu received BSc and MSc in animal sciences in China, a PhD in nutrition from Wageningen University in the Netherlands, followed by post-doctoral from the University of Manitoba, Canada. He worked as a scientist for many years, covering amino acids, enzymes, trace and macro minerals and various feed ingredients for poultry, pigs and dairy cows, and published extensively.
- 1510 COFFEE BREAK

## DISCUSSION SESSIONS

- 1530 Concluding the conference will be two simultaneous 90-minute discussion groups designed to help you plan the development of your dairy business. Delegates will choose between:

- **Setting up a greenfield dairy farm**
- **Developing your dairy feed production**

Each session will be led by key speakers from the main program and ensure that delegates leave the conference with a clear plan for future expansion.

- 1700 Conference closes

\* Please note that the program may be subject to change.

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