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## FROM THE EDITOR

**By Andy Cowan**

This edition of the Australian Deer Farmer is mainly house-keeping. It deals with the AGM and our financial accounts. When we consider the state of the world's financial institutions and countries that are seemingly unperturbed about ever increasing debt levels, we should be most grateful to our directors for continuing the improvements in the DIAA equity levels and maintaining our profitability.

The second Velvet Pools, held earlier this month, seemed to go without a hitch. Although volumes were less than expected, it will be interesting to read in our next issue, Ross Lawrence's thoughts for both this year's pools and what we may expect for next year. From a personal point of view, I was more than happy with the entire process – the collection, the feed-back and communication and the payment from the New Zealand Velvet Marketing Co Ltd.

One of the benefits of being associated with the New Zealand Velvet Marketing company is their newsletter. I am assuming that this is sent to all farmers who supply them with velvet. They keep their suppliers up to date with market trends – who is buying what, at what price, when future payments can be expected and what value per kilo can be expected as part payment. They also give a brief outline on marketing philosophies – why options are a good thing and why they are continually trying to develop a better business. "We are always ready to discuss the facts in greater detail with suppliers".

A recent letter to the industry pointed out that, if accepted by the EU, there will be a slight reduction in the number of tests done on exported venison. The National Residue Survey testing procedures may only test 12 (reduced from 15) samples for organophosphates, organochlorines and synthetic pyrethroids. Similarly, there may be a reduction in the number of samples tested for metals from 5 to 4. This would mean a small saving on the existing fee structure. Hopefully it would also extend the life of our industry account which is topped up by levy payments.

For those who enjoy the trappings of a "level playing field" – half your luck. Maureen and I recently moved house and we have now been given a satellite dish by the Government so we are back on the internet. Our phone number has changed. Updated contact details can be noted below.

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