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**IFMA**

*Proceedings of the  
12th International  
Farm Management Congress*

18 - 24 July 1999  
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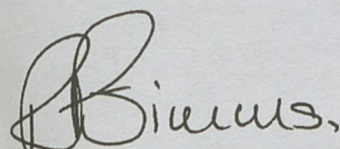
## P R E F A C E

The papers in this book are a record of the proceedings of the 12th International Farm Management Congress. The papers that were presented at the Congress have been contributed by authors from all over the world and we are particularly grateful to them for their contribution to the success of the Congress.

The overarching theme of the Congress has been "think globally, farm locally", this theme captures the situation that most farmers and agricultural practitioners find themselves in with the increasingly globalised nature of their trading but with their feet still firmly planted on the ground in their home locality dealing with their own unique sets of circumstance.

Under this theme a wide range of topics have been covered and have been grouped into four broad categories, namely, farming for profits, marketing for profits, sustainable farming and sharing management knowledge.

It is hoped that the participants in the Congress will find it both rewarding and enjoyable and that these papers will stimulate not only debate but a sharing of knowledge and a development of a common understanding of the shared problems and solutions in agriculture in these increasingly volatile times.



Pete Simms

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