



# RED MEAT UPDATES

T A S M A N I A

FRIDAY 27 JULY 2018 | LAUNCESTON



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# PROGRAM

9.00am - 5.30pm | Friday 27 July 2018 | The Tramsheds, Launceston

**8.30am** Registration desk opens, tea and coffee available **9.00am** Proceedings commence

|  |   |
|--|---|
| <b>SESSION 1</b>   | <i>Chair: Georgie Burbury, Red Meat Updates Working Group</i> |
| <b>Welcome</b> - <i>Georgie Burbury, Chair, Red Meat Updates Working Group, Campbell Town TAS</i>  |   |
| <b>Keynote address: Opportunities for red meat: The consumer is king</b> -<br><i>Richard Norton, Managing Director, Meat &amp; Livestock Australia, Sydney NSW</i> |   |
| <b>SESSION 2: RED MEAT CHAMPIONS SESSION</b>   | <i>Chair: George Shea, Red Meat Updates Working Group</i>     |
| <b>Rabobank Industry Innovator: Innovative sheep genetics</b> - <i>Derek Daniell, Wairere Ltd, Wellington NZ</i>   |   |
| <b>KPMG Gate to Plate: Brand awareness through paddock to plate experiences</b> -<br><i>Julian Waghorn, Australian Wholesale Meats, Mansfield QLD</i>              |   |
| <b>Angus Australia Emerging Leader: Supporting the next generation</b> - <i>Aiden Coombe, Greenham Tasmania, Smithton TAS</i>                                      |   |
| <b>SESSION 3: SAMRC UPDATE</b>   | <i>Chair: George Shea, Red Meat Updates Working Group</i>     |
| <b>Southern Australia Meat Research Council (SAMRC) Update</b> - <i>Angus Hobson, Chair, SAMRC, Monaro NSW</i>   |   |

11.05am–11.30am MORNING TEA

|   |  |
|---|--|
| <b>SESSION 4: CONCURRENT SESSIONS</b>   |  |
| <b>SHEEP UPDATES</b><br><i>Chair: Phil Jarvie, Zoetis</i>   | <b>BEEF UPDATES</b><br><i>Chair: Frank Archer, Landfall Angus</i>  |
| <b>Results from MLA's integrated livestock and cropping benchmarking project: Maximising profitability in mixed farming systems</b> -<br><i>Jim Cumming, Macquarie Franklin, Launceston TAS</i> | <b>Dark cutting beef: the latest research for pasture fed cattle</b> - <i>Kate Loudon, Murdoch University, Murdoch WA</i>        |
| <b>Micron vs meat: a producer perspective</b> - <i>Christopher Headlam, Headlam Brothers Trust, Woodbury TAS</i>  | <b>Achieving successful fixed time AI programs in beef herds</b> - <i>Matt Izzo, Smithton Veterinary Services, Smithton TAS</i>  |
| <b>What you need to know about on-farm biosecurity</b> -<br><i>Dr Bruce Jackson, vet consultant, Moonah TAS</i>   | <b>The cost of overfeeding livestock</b> - <i>Jason Lynch, Macquarie Franklin, Devonport TAS</i>                                 |
| <b>Realising the potential in ewe</b> -<br><i>Piers Dumeresq, Mount Ireh Estate, Longford TAS</i>   | <b>Keeping a large-scale business simple</b> - <i>Jamie Roebuck (interviewed by Frank Archer), Waverley Station, King Is TAS</i> |
| <b>SESSION 5: PEOPLE IN THE BUSINESS</b><br><i>Chair: Dr Georgina Pengilley, Red Meat Updates Working Group</i>   |  |
| <b>The beauty and the beast: the family business story</b> - <i>Jill Rigney, The Right Mind, Brisbane QLD</i>   |  |

1.40–2.35pm LUNCH

|   |   |
|---|---|
| <b>SESSION 6: CONCURRENT SESSIONS</b>   |   |
| <b>IRRIGATED PASTURE UPDATES</b><br><i>Chair: David Squibb, PGG Wrightson Seeds</i>   | <b>DRYLAND PASTURE UPDATES</b><br><i>Chair: Rob Winter, Heritage Seeds</i>  |
| <b>Irrigated farming systems: nutrition and animal health considerations</b> - <i>Dr Charlotte Westwood, PGG Wrightson Seeds, Canterbury NZ</i> | <b>Dryland farming in New Zealand</b> -<br><i>Derek Daniell, Wairere Ltd, Wellington NZ</i>                       |
| <b>Getting a good deal on energy</b> -<br><i>Marc White, Tasmanian Energy Brokers, Hobart TAS</i>   | <b>The real cost of dryland forage crops</b> -<br><i>Jason Lynch, Macquarie Franklin, Devonport TAS</i>           |
| <b>Optimising energy use to increase pasture production</b> -<br><i>Iain Bruce, TP Jones &amp; Co, Stanley TAS</i>                              | <b>How to optimise the use of cocksfoot in your farm system</b> - <i>Rob Winter, Heritage Seeds, Longford TAS</i> |
| <b>Integrating irrigation into our dryland grazing operation</b> - <i>Jamie Downie, Dungrove Pastoral &amp; Forestry Co., Bothwell TAS</i>      | <b>Matching enterprises with your environment</b> -<br><i>Ed Archer, Landfall Angus, Tamar Valley TAS</i>         |
| <b>SESSION 7: VIRTUAL FARM TOUR</b><br><i>Chair: James Brown, TP Jones &amp; Co</i>   |   |
| <b>TP Jones &amp; Co Virtual farm tour</b> - <i>Scott Colvin, Nosswick, Blackwood Creek TAS</i>   |   |
| <b>SESSION 8: NETWORKING DRINKS</b><br><i>Chair: Iain Bruce, Red Meat Updates Working Group</i>   |   |
| <b>Presentations, red meat raffle, networking drinks</b>  |   |

4.45pm NETWORKING DRINKS

5.30pm EVENT CONCLUDES





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*"I'd encourage any livestock producer looking to increase their production to undertake the Pasture Principles course. We've moved to a rotational grazing system on the back of the program which has enabled better utilisation of our pastures, especially our irrigated clover. The course has resulted in our operation increasing it's stocking rate by 18% and at the same time it's lifted our weaning weights and brought forward the average finishing date of our prime lambs. The increased awareness of pasture utilisation has made planning in a tough year easier and we are more prepared for feed gaps." - Scott Colvin, Nosswick (2015 participant)*



## **Red Meat Updates is proudly presented to you by the Red Meat Updates Working Group**

**Georgie Burbury, Chair,**  
RH & GH Burbury, Campbell  
Town

**Iain Bruce,**  
Western Plains, Stanley

**Stephen Creese,**  
Creese North East, Bridport

**Jamie Downie,**  
Dungrove Pastoral, Bothwell

**Chris Headlam,**  
Headlam Brothers Trust,  
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**Alison Napier,**  
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**Mick Taylor,**  
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**Jackie Kyte,**  
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**Basil Doonan,**  
Macquarie Franklin

**Dr Georgie Pengilly,**  
Tasmanian Institute of  
Agriculture

**Conference coordinator: Macquarie Franklin**

# WELCOME

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### **Georgie Burbury, Chair, Red Meat Updates Working Group**

Georgie Burbury is a sheep producer based in the Northern Midlands of Tasmania. Georgie studied Agricultural Science at the University of Tasmania before spending a number of years working in sheep and beef feedlots throughout eastern Australia. In 2011 Georgie returned home to the family farm where she set up a lamb feedlot supplying lamb to both domestic and export markets including certified grain fed lamb into Japan. The feedlot allowed the family to integrate their extensive cropping operation with a more intensive lamb backgrounding and finishing system.

Georgie is now farming full time with her husband Richard on owned and leased properties spread between Campbell Town and Tunbridge. The main focus is on producing prime lambs from a Composite based ewe flock and integrating the finishing of their own and trade lambs into a sustainable cash cropping system.

Georgie has been a Tasmanian producer representative on MLA's SAMRC committee for three years and a member of the Red Meat Updates Working Group since the conference was first held in 2013. Georgie has been the Chair of the Red Meat Updates Working Group since 2015.

# KEYNOTE ADDRESS

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## Opportunities for red meat: the consumer is king

**Richard Norton, Managing Director, Meat and Livestock Australia, Sydney NSW**

Richard Norton is the fifth generation of a beef and sheep farming family from Monaro, NSW. He began his working life as a rousabout and jackaroo, then for more than 20 years served livestock producers as a stock agent and auctioneer across NSW. Mr. Norton is Managing Director of Meat & Livestock Australia Ltd and is a director of Integrity Systems Company Limited, MLA Donor Company Limited, AUS-MEAT

Limited and Red Meat Traceability Systems Pty Ltd.

In addition to roles in agribusiness, Mr. Norton has held executive positions in retail, manufacturing, logistics and warehousing with Woolworths, Coca Cola, Wesfarmers and Toll Holdings and was a non-executive director of Agrium Asia Pacific, the Australian Wheat Board, RD1 New Zealand, Landmark, Harcourts and Australian Wool Handlers. He was head of Live Export and International Trade and then Managing Director of Landmark Operations Australia. He was Chairman of Integrated Traceability Solutions (Global) and AuctionsPlus.

Mr. Norton has an MBA from Monash University and is a Graduate of the Australian Institute of Company Directors

### **Abstract:**

Global market dynamics, currency, increased competition and changing consumer preferences are all challenges facing the red meat and livestock industry. In his presentation, Richard will offer a comprehensive look at the global red meat industry, the factors driving demand and highlight why Australia is well placed to meet this demand. With 70% of Australian red meat exported, and sheepmeat recording its largest calendar month ever for export volumes in 2018, Richard will focus on why these markets are crucial to success and how they contribute to supporting domestic prices.

The consumer is king, and Richard will reinforce why producers should never lose sight of that fact. He will offer information on how the red meat supply chain can meet changing consumer demands and remain profitable, sustainable and globally competitive. Finally, Richard will offer insights into how MLA is driving innovation on behalf of producers and the work being undertaken to foster the prosperity of the red meat and livestock industry.

**E** [managingdirector@mla.com.au](mailto:managingdirector@mla.com.au)

# RED MEAT CHAMPIONS SESSION



**Chair: George Shea, Red Meat Updates Working Group**

George Shea grew up in Tasmania and went to school in Hobart and Launceston. After leaving school, George worked as a jackaroo and head stockman in Queensland. From here, George and his wife moved to north west Tasmania, where he worked for Roberts Limited and leased a property at Hampshire. They then purchased a stud and commercial beef and superfine merino property on King Island, where George also worked as a livestock manager at a King Island abattoir. From King Island, George and his family moved to the Riverina, where he was part owner and manager of large scale irrigation, grazing and dryland cropping operation at Gunbar.

George then worked in Queensland, as a livestock manager at the Dinmore abattoir with Australia Meat Holdings (now JBS), with Elders coordinating cattle in their Queensland feedlots and as a consultant to feedlots and producers. George and his wife now own Lyndall, at Hamilton in the Derwent Valley. Lyndall is an irrigation property, fattening MSA grass-fed cattle, producing fat lambs and growing poppies. They have two sons and one daughter.

## Notes





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# INDUSTRY INNOVATOR

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## Innovative sheep genetics

**Derek Daniell, Principle/Owner, Wairere Ltd, Wellington NZ**

Derek runs New Zealand's biggest ram breeding business, selling around 3,500 rams per year. Most are sold in New Zealand, but Wairere is also based in Australia, Europe and South America.

Derek's role is communication, marketing, and sire selection along with trying to predict the future. Derek was a 1991 Nuffield scholar with Tasmanian Rob Henry and enjoys travelling. Interests range from skiing in India and Alaska, visiting Rabobank clients in Paraguay and the Netherlands, to following a son playing professional tennis.

### **Abstract:**

Wairere sheep genetics come from a family of innovators. Since 1929, three generations of the Daniell family have focused on large scale flock performance recording of a self-replacing Romney flock.

Over recent years an expansion to 12,000 performance recorded ewes has led to sales of around 3,500 rams per year. The expansion in numbers was built partially with share farming and joint venture arrangements, which began in 1991 after seeing the concept working for an Angus breeder in Australia.

The second way in which the expansion in seed stock numbers was facilitated was through retaining old ewes and running large AI programs (3,000 ewes per year). A team of four spends two weeks mothering up 4-5 week old lambs with their mothers, then tagging and recording. This has been cheaper than DNA parentage testing. However, this may change in future, as the cost of DNA parentage has reduced and the accuracy has improved, and competent staff are harder to find.

Wairere made the switch to electronic ID in 2015. It saves time on data entry for collection of data, such as weights, ewe body condition score and liveweight. The ability to auto-draft on specific traits or genetic lines is also invaluable. However, eID and technology such as this hasn't changed the focus of Wairere on running their flocks under testing commercial conditions to ensure optimal performance under tough conditions (e.g. high FEC tolerance is strongly selected for).

Wairere has always collected the data required by SIL (New Zealand's equivalent to LAMBPLAN) and are passionate about lifting the standard of sheep genetics and have frequently been an industry leader in this space. The Wairere index varied from SIL for years, with Wairere putting less emphasis on fecundity, more on growth rate, and favouring fat. A revision of SIL in 2015 adopted a similar approach. More recently there has been body condition scoring of each recorded Wairere ewe three times per year. Breeding values are currently being developed by SIL for BCS and ewe longevity, and the Wairere data is able to support this R&D. Early maturity is selected for by requiring ewe lambs to get in lamb at 7-8 months old.

There is a strong focus on physical measurement of traits, and wherever possible the breeding program also uses the latest technological innovations to ensure that animal selection is targeted and robust. For example, good feet and structure have been selected for by foot scoring every ewe, and in more recent years this has been supported by the Lincoln DNA marker test on sires.

There has always been a focus at Wairere on recording as much information as possible about flock performance to ensure that it is a best fit for commercial conditions. For example, Wairere began scanning eye muscle depth, area, and fat depth in 1994, with 6-7,000 ram lambs being scanned each year. The relationship between eye muscle area and body weight is currently being incorporated in the SIL selection index. Breeding to meet market requirements has been boosted by Derek being a director of Lean Meats, the biggest supplier of 17-25kg lambs to the Whole Foods supermarket chain in the USA.

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**M** 0217 511 63 **E** [derek@wairererams.co.nz](mailto:derek@wairererams.co.nz) **W** [www.wairererams.co.nz](http://www.wairererams.co.nz)

# GATE TO PLATE

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## Brand awareness through paddock to plate experiences

**Julian Waghorn, Chief Executive Officer, Australian Wholesale Meats, Mansfield QLD**

Julian is the CEO of Australian Wholesale Meats in Queensland. Julian is extremely passionate about building businesses through strengthening relationships. He believes this is done best by sharing knowledge throughout the supply chain. Julian has been the driving force behind shifting the Queensland business from a trading company to a business that moves premium quality product, through branding and marketing.

Julian is fortunate enough to have four beautiful boys ranging in age from 23 to 3 months. Julian has been an entrepreneur in the meat industry throughout Australia and New Zealand for the last 18 years.

### **Abstract:**

Australian Wholesale Meats works closely with their suppliers to ensure the supply of consistently superior products and services. The business' selection of award winning brands delivers on taste and bottom-line results for their customers. Quality and consistency are key factors in the overall Queensland business structure.

Maintaining sustainable relationships is how Australian Wholesale Meats has been able to succeed as an innovative leader in the Australian domestic market. The company achieves this by merging the supplier with the end users to create sustainable, long term business relationships.

Julian's motto is treat others the way you want to be treated. This has been at the heart of the supplier 'Paddock to Plate' tours which commenced in 2016 and have opened communications between producers, suppliers and customers. Throughout the year Australian Wholesale Meats plans several tours with a number of our premium suppliers and invite a selection of customers to experience the exclusive tours. The value of the tours to all stakeholders cannot be overstated. They provide customers including food service industry providers and retail butchers with tangible, social and educational experiences; visiting farms, abattoirs and meeting the people involved in the whole 'paddock to plate process'. The tours give customers a greater understanding of the farming and production processes, the quality products they are buying, and provide a complete paddock to plate experience. Producers share their knowledge and passion for raising healthy livestock to produce exceptional meat products, while gaining an insight into the needs of retail and food service customers and the consumer market. The tours have been successful in influencing a shift in customer focus from meat prices to focusing on buying premium quality Australian meat and sharing this knowledge with the retail consumer market. This has produced a considerable increase in the demand and sales of premium Australian beef and lamb products in the domestic market.

**E** [Julian@awmqld.com](mailto:Julian@awmqld.com)

## A black and white photograph showing a hand holding a pair of glasses. The hand is positioned at the top left, with fingers gripping the temples of the glasses. The glasses have a dark frame and clear lenses. The background is very bright, suggesting a strong light source like the sun, which creates a high-contrast, almost washed-out effect. The overall mood is contemplative or focused.

Together we can plan for the future, build resilience and help your business thrive.

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Jim Dennis, Director  
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# EMERGING LEADER

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## Supporting the next generation

**Aiden Coombe, Cattle Buyer, Greenham Tasmania, Smithton TAS**

Aiden grew up in Tasmania's Circular Head region and has been working for the last four years as a cattle buyer for Greenham Tasmania on the north west coast, sourcing cattle for the world-renowned Cape Grim Beef brand. In this role he also frequently travels interstate to help with Greenham's mainland operations in northern Victoria, most recently in the Gippsland area.

Aiden has completed a diploma in Agribusiness Management through Agritas in Smithton and participated in the 2017 Marcus Oldham Rural Leadership Program. Aiden also has a keen interest in breeding systems and how they influence the red meat industry. Aiden's passion for the red meat industry began from a young age, through working for successful Angus stud, Platinum Angus, at Mount Direction near Launceston. His work at Platinum Angus was significant in furthering his knowledge about genetics, temperament and the structural makeup of beef cattle. Through this connection he has also participated in the 2013 Angus Australia Youth Roundup in Dubbo and attended the Sydney and Canberra Royal shows.

Aiden also attributes much of his knowledge to working alongside his father who was a livestock agent and is now a livestock manager for Greenham Tasmania.

### **Abstract:**

The development of strong young leaders will be the driver of the red meat industry in a fast moving and technologically advancing world. There are many passionate young people that may be interested in agriculture but need sound advice and encouragement to reach the potential that they are capable of. Giving young people a sense of ownership and responsibility will lift their performance and the quality of work achieved, and also create a workplace that is enjoyable.

Aiden started as a cattle buyer for Greenham Tasmania in 2015 at 19 years old. Entering the industry as a professional at such a young age has required Aiden to develop strong communication skills in order to successfully work with co-workers and clients with significantly more professional experience than himself.

As the red meat industry continues to grow and prosper, Aiden believes a key driver of the sector will be the correct management and nurturing of young leaders coming through the ranks. Young people have a lot to offer the industry and will be the key to advancing the fast adoption of technology and improving the efficiency of day to day farm and business operations.

For Aiden, a key motivator to advancing his career in agriculture was his father. Having a successful industry professional as a mentor has helped Aiden develop key attributes such as honesty, integrity and attention to detail in his work. Aiden sees developing stronger relationships in rural communities (including supply chains) key to being able to work collaboratively to achieve gains for industry.

**M** 0417 335 843 **E** [acoombe@greenham.com.au](mailto:acoombe@greenham.com.au)

The Angus Australia Tasmanian State Committee invites applications for travel assistance from 14 -25 year olds involved in the Tasmanian beef industry to attend the

## 2019 ANGUS YOUTH NATIONAL ROUNDUP

Armidale NSW, 10 – 13 January 2019

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Further details of the Roundup at [www.angusaustralia.com.au/angusyouth/](http://www.angusaustralia.com.au/angusyouth/)



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# SAMRC UPDATE

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## **Angus Hobson, Chairman, Southern Australia Meat Research Council, Monaro NSW**

Angus is the sixth-generation owner/manager of 'Bukalong' in the Monaro region of south-eastern NSW. Being an environment renowned for harsh winters and dry, hot summers, the focus of the business is a self-replacing Merino flock, with a strong emphasis on ewe resilience and fertility, and quality wool. The business also includes a self-replacing Angus herd, produces a range of summer and winter crops to support replacement breeders, and as season dictates, a Merino x White Suffolk store and prime lamb enterprise.

Prior to returning to full-time farming, Angus accrued considerable technical and applied experience in mid-level and senior-management positions in the red meat and livestock industries of Australia, New Zealand and the United States. He served for five years as the inaugural CEO of the Red Meat Advisory Council Ltd (RMAC) and was previously a Director and Technical Services Manager of XF Enterprises (a multinational provider of ruminant nutrition products and consultative services). For four years, Angus managed MLA's Communication, Research Adoption and Evaluation portfolio, and he remains a Director of local grower group, Monaro Farming Systems.

### **Abstract:**

Angus currently Chairs the Southern Australia Meat Research Council (SAMRC), an independent advisory council for research, development and extension (RD&E) investment planning in south-eastern Australia.

He will present on the importance of – and the challenges in effectively – engaging producers in RD&E consultation, as well as a summary of the recent RD&E projects commissioned, via SAMRC, in the MLA Project Call.



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# SHEEP UPDATES



## Chair: Phil Jarvie, Professional Sales Representative, Zoetis Australia, Hobart TAS

Phil is the Tasmanian representative for leading animal health company Zoetis. He has almost 25 years of experience in livestock industries, having started with a leading Tasmanian rural supplier in Hobart, before taking the opportunity to represent CSL in Victoria, then progressing to National Sales Manager for dairy, feedlot and pigs with Pfizer Animal Health.

Since taking the opportunity to return to Tasmania in 2005, he has focused on providing evidence-based advice to producers gained from information gathered from local projects such as abattoir disease surveillance, cattle and sheep drench resistance trials, BVD monitoring and parasite management in lambs under irrigation.

Phil has particular interest and expertise in livestock vaccines and is available for farm visits at any time to discuss disease prevention and management projects.

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### WITHHOLDING PERIODS

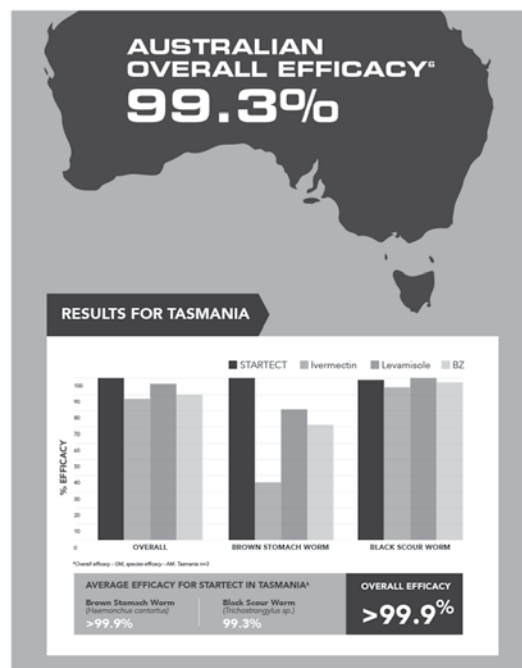


EXPORT SLAUGHTER  
INTERVAL (ESI)



MEAT WITHHOLD  
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# Results from MLA's integrated livestock and cropping benchmarking project: Maximising profitability in mixed farming systems



**Jim Cuming, Senior Consultant, Macquarie Franklin, Launceston TAS**

Jim Cuming has recently joined the ranks of Macquarie Franklin, bringing extensive experience in farm business management, consulting, and financing. He has worked in a variety of roles in financial services, corporate agriculture, and agribusiness banking. Recently he has managed a farm aggregation in northern Tasmania on behalf of high net-worth investors.

Jim is a business consultant at Macquarie Franklin, working with farmers and agribusiness clients and providing them with business management training, coaching and strategic advice. Clients utilise his services to independently review their business performance and

set direction for improvement. He also keeps clients accountable to the outcomes they are aiming to achieve.

Jim assists clients in making investment decisions. His services include feasibility and due diligence assessments, rural property appraisals and finance proposals.

## **Abstract:**

Jim is presenting the key findings from a national benchmarking study funded by MLA, that involved 100 mixed farming businesses from across southern Australia and utilised three years of performance data.

The project specifically analysed the profitability of mixed cropping and livestock businesses and highlighted the significant gap in financial performance between the top 20% producers and the remaining 80%, ranked on return on assets managed (ROAM).

Importantly, the best producers consistently retained 30% of their income as net profit whereas the rest retained only 10%.

The analysis determined that the superior profitability achieved by the top 20% producers was a function of the following 4 primary profit drivers:

1. Gross margin optimisation
2. Low cost business model
3. People and management
4. Risk management

These four profit drivers were consistent across all the nine agro-ecological zones studied, including Tasmania.

Jim is presenting the principles behind success in each of the profit drivers, including key indicators to achieve, and provide practical on-farm actions to implement.

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# Micron vs meat: A producer perspective



**Christopher Headlam, Owner/Manager, Headlam Brothers Trust, Woodbury TAS**

Chris has been operating a mixed farming business with older brother Richard and five full time staff on 3,800ha in the midlands of Tasmania since 2003. Chris manages the livestock enterprises and Richard is the cropping manager.

The business focus has been on irrigated cash cropping to assist in irrigation development across three properties. Prime lamb production has become more of a focus in later years, along with wool production which has been a consistent enterprise for 80 years.

Chris currently runs 5,600 crossbred ewes and 3,920 Merino ewes on approximately 3,000ha. Lambs are currently either finished or sold as stores depending on the season, but the long-term goal is to finish all lambs bred on the property every year.

Chris has a Bachelor of Farm Management from Orange Agricultural College.

## **Abstract:**

The integration between wool and meat production is a constant challenge for the Headlam Brothers family farming business. The sheep enterprise has evolved over decades to best suit the country and the changing business profile. Irrigation was introduced in 1988 and now 30 years later, 1380ha of the property is cropped and under centre pivot irrigation. This has meant that the breed of sheep has had to change to ensure optimal land utilisation.

Originally running a straight Merino breeding operation with some ewes joined to terminal sires, we added a dual purpose Dohne Merino x White Suffolk flock. The increasing irrigation began putting pressure on animal health and bringing underlying foot issues to the surface. The business now operates a self-replacing Composite flock (for red meat production) on one property and a self-replacing medium Merino flock (for wool production) on another property. This decision to split sheep enterprises was made to simplify the business, manage animal health issues and to take advantage of the current and future markets for both commodities by specialising in both meat and wool.

For Headlam Brothers, the objective of the sheepmeat enterprise is to produce as much kg/ha of red meat as possible and to have a flock that is flexible to manage within the cropping rotation. For the Merino enterprise, the objective is to breed heavy cutting, fertile ewes with a focus on kg wool/head.

Management of the two flocks differs slightly in regard to animal health and there is more attention to detail spent on wool presentation in the Merino flock. The change to Composite crossbred ewes has presented a challenge in regard to pressure on infrastructure, but with their 150% lambing percentages and their feet soundness they are proving to be a successful addition to the business.

The average gross income per DSE is as follows. The Merino ewe (rated at 1.5DSE) is \$102.50 and the Composite ewe (rated at 2DSE) is \$93. Our growth rates for lambs achieved on fodder brassica during late summer and autumn are as follows, Merino wether lambs 150 to 200gms a day and Composite lambs 180 to 250gms a day.

History tells us that at present these are exceptional times for wool prices and the growers that have stuck with Merinos for the long run are being rewarded. The future looks bright with demand outstripping supply. The Headlam Brother's decision to continue with the wool flock, and target two commodities with their sheep business, has been justified. In Chris' words; "The journey we have taken with our sheep enterprise has been faced with a lot of challenges and now we are seeing the rewards for the decisions we have made- the main take home messages are to do what the country does best, keep things simple and do what you enjoy".

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# What you need to know about on-farm biosecurity



**Dr Bruce Jackson, vet consultant, Hobart TAS**

Bruce retired from Biosecurity Tasmania last year and now runs a sole trader veterinary consultancy, mostly doing work that is too specialised or time-consuming for veterinary practitioners, such as complex disease outbreak investigations, trial work, workshops, research projects and facilitating situations involving negotiations with regulators. Bruce is a registered veterinarian with 40 years' experience in animal health, having spent 10 years in large animal clinical practice and 30 years in government. Bruce has three children in their late 20s/early 30s and is interested in how we make our products more attractive to Gen X and Gen Y who are steadily becoming more influential in both domestic and global markets.

## **Abstract:**

Good biosecurity prevents or minimises the impact of weeds, pests and diseases on your business through reducing production costs and maintaining market access. Measures taken when introducing new animals are the most important and most producers are aware of LPA and J-BAS requirements - a full checklist is available at: <https://www.animalhealthaustralia.com.au/wp-content/uploads/On-Farm-Biosecurity-Plan-Template.pdf> or contact Bruce Jackson (details below) for minimalist LPA and J-BAS 6 guidelines.

When introducing sheep to your property ask for a Sheep Health Declaration, walk them through a footbath on entry, quarantine drench/empty out in yards/10-day WORMTEST, isolate for as long as practical, perform foot inspection or at least a lame sheep check and check for lice before releasing from isolation. Ovine Johnes Disease (OJD) vaccination should be considered if not already vaccinated. On-going biosecurity involves programs for worms, lice, OJD, Toxoplasmosis, Sarcocystis, sheep measles etc (see SheepConnect disease factsheets: <https://sheepconnecttas.com.au/disease-factsheets/>).

Early action is crucial to minimise losses if an outbreak occurs on your property. Start talking to your animal health advisor about the first case that looks odd, send photos if you can and isolate the affected group immediately.

Overseas red meat market access is critical to maintaining stock prices in Tasmania. About 70% of Tasmanian red meat was exported in 2017, the majority to the USA, Japan, South Korea and other Asian markets. All of these overseas markets are sophisticated and demanding - they want better reporting of our disease status and want to be sure that we are looking and collecting hard data. We know some disease outbreaks are not reported and we need to know what the barriers are to reporting and how to collect accurate on-farm disease data.

The Department of Agriculture and Water Resources (DAWR) is funding a project focusing on sheep and other production animals in southern Tasmania in 2018-19. The aim is to establish a network of producers, vets, contractors, shearers, carriers, livestock agents and rural merchandisers that a trusted non-departmental vet will contact monthly for informal reports of disease occurrences. This project will also promote a free, local, confidential/anonymous animal health advice service by mobile (voice or text - 0407 872 520) or by email ([rja69392@bigpond.net.au](mailto:rja69392@bigpond.net.au)) which producers can utilise.

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# Realising the potential in ewe



**Piers Dumaesq, Senior Partner, Mount Ireh Estate, Longford TAS**

Piers is a sixth-generation Tasmanian farmer and runs a family owned agricultural enterprise together with his father. The 1,350ha property based in the Northern Midlands of Tasmania operates as a mixed irrigated cropping and livestock enterprise. Cropping operations include a rotation of poppies, peas, vegetable seed, clover seed and ryegrass seed produced under 360ha of centre pivot and lateral irrigation systems. Livestock enterprises include a 4,000 head first cross ewe flock and a 120 head cow/calf herd.

Prior to joining the family farm, Piers worked in the investment industry for 10 years. Piers was Head of Investment Research for Sydney investment firm Chancellor. While at Chancellor, Piers managed over \$450 million in fixed income, equities and alternative investments for family offices, private clients and institutions.

Piers holds an honours degree in Agricultural Economics from the University of Sydney, a Graduate Diploma in Applied Finance and Investment from the Financial and Securities Institute of Australia and is a Graduate of the Australian Institute of Company Directors.

## **Abstract:**

Mount Ireh Estate is a 1,350ha family farming business (effective area 1,050 ha) running a mixed enterprise system - sheep, cattle and irrigated crops (grass seed, peas, poppies, vegetable seed and clover seed). The property has 360ha under irrigation with a 2,000ML water allocation and a 600mm annual average rainfall. Piers came back to Mount Ireh in 2012, knowing very little about the practical side of running a livestock business. He took himself on an upskilling journey to rectify this; first he participated in a low stress stock handling program, followed by a Lifetime Ewe Management (LTEM) course and then Macquarie Franklin's Pasture Principles. Piers is now a member of the Longford Red Meat Group and a Tasmanian benchmarking group, through Holmes & Sackett. This season he has increased ewes joined by 55% - to 4,150 from 2,650 in 2017.

Since participating in LTEM, Piers has lifted his lamb marking percentages from 125% to approximately 140%. Following a decision to reduce the hectares allocated to summer cropping, Piers began trading store lambs. A higher marking percentage and moving into store lambs has led to an overall increase of 50% more lambs finished since 2014. Piers' goal is to breed and finish his own lambs rather than trading, believing there are greater profits to be made with this system. He now understands that his property is geared to handle higher stocking rates, with a good balance of improved and semi-improved dryland pastures and a rotation of crops under the irrigated platform that have a mutual benefit to the livestock enterprises.

To manage these changes Piers aims to measure the average pasture cover (APC) and leaf emergence rate (LER) of his paddocks monthly – allowing him to set his grazing rotation accordingly. The APC and LER data is fed into a feed budget and rotation planner which is then used similarly to plan for surpluses or deficits in feed on offer ahead of time. The feed budget is also used to model different scenarios, such as buying extra ewes or selling lambs early. Modelling different scenarios allows Piers to analyse how management decisions may impact APC and therefore the carrying or finishing capacity for the remainder of the season. This means Piers is able to fine tune business activities around pasture availability rather than maintaining a fixed system year in year out.

Piers thinks that he is still only partially there – he has taken the low hanging fruit from each course and believes there is plenty of opportunity to keep improving and growing his sheep business.





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# BEEF UPDATES

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**Chair: Frank Archer, Co-Principle, Landfall Angus, Tamar Valley TAS**

Frank returned to the family business in the mid 2000s after spending time in New Zealand studying at Lincoln, where he gained a Diploma of Farm Management. Whilst in New Zealand, he developed a passion for improving pasture management and is highly motivated to maximise yield and utilisation.

Landfall Angus is a registered Angus seedstock herd currently producing 1500 registered calves per annum and marketing bulls throughout south eastern Australia. The Landfall production system focuses on high stocking rates achieved through improved pasture management. Cattle are run in a commercially orientated production system ensuring that Landfall genetics are relevant to commercial cattle production.

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# Dark cutting beef – latest research for pasture fed cattle



**Kate Loudon, PhD candidate, Murdoch University, Murdoch WA**

Hailing from rural NSW, Kate graduated with a Bachelor of Veterinary Medicine from Murdoch University in 2009. Working as a clinical vet in a large scale dairy practice in Southern New Zealand spurred a strong passion for production animal health and medicine. After returning to Western Australia, Kate started as a clinician and associate lecturer in production animal medicine at Murdoch University. In 2015 Kate started a PhD (funded by Meat Livestock Australia) investigating on-farm factors contributing to non-compliance of southern grass-fed beef cattle.

## **Abstract:**

Dark cutting or dark, firm and dry (DFD) beef costs the Australian beef industry up to \$55m per annum due to not meeting Meat Standards Australia grading requirements for pH. Dark cutting is caused by low muscle glycogen concentration at slaughter. Muscle glycogen at slaughter is dictated by the quantity stored on-farm via nutrition minus the amount broken down due to stress and muscle contraction in the pre-slaughter period.

For pasture fed cattle the incidence of dark cutting fluctuates over the year, typically following the pasture growth curve, peaking when metabolisable energy and protein decline. Considerable research over the past few decades has identified major factors impacting muscle glycogen storage and breakdown however there is variability in incidence between beef producers at the end of summer and winter which is not solely attributable to nutrition on offer alone.

At the end of summer/early autumn older strains of perennial ryegrass (*Lolium perenne*) are frequently infected with the endophyte *Neotyphodium Lolii* (N.lolii). Concentrated in the crown and reproductive tissue, N.lolii forms a symbiotic relationship with ryegrass, providing vigour and pest resistance via the production of alkaloid mycotoxins. N. lolii produces hundreds of different alkaloids, of which many are potentially toxic to grazing livestock and result in an array of adverse effects including neurological and behavioural changes, increased muscle contraction, reduced feed intake and reduced growth rate.

Young, short, rapidly growing, grass dominant pastures during winter/early spring can be prone to mineral imbalances. Typically, the sward is high in protein and potassium but low in calcium and magnesium which can impede magnesium absorption in beef cattle and result in a metabolic disorder known as hypomagnesaemia or grass tetany. Magnesium is an essential mineral and cofactor for numerous physiological functions including nerve conduction, muscle contraction and regulating the stress response. Without adequate daily magnesium intake, cattle are prone to hyperexcitability and increased glycogen breakdown.

Recent experiments on commercial beef properties from King Island, Tasmania have identified pasture magnesium concentration, mycotoxin exposure, water source and supplementary feed as risk factors for dark cutting in grass fed beef cattle.

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# Achieving successful fixed time AI programs in beef herds



**Matthew Izzo, Registered cattle specialist/Principle Veterinarian, Smithton Veterinary Service/ApIam Genetic Services, Smithton TAS**

Matt is one of the principal veterinarians at Smithton Veterinary Service and the lead cattle embryo transfer veterinarian for ApIam Genetic Services.

He is one of the few registered cattle specialists in Australia with a particular focus on reproduction, calf health and overall cattle herd management.

Matt has worked in private veterinary practice throughout Australia as well as spending some time working in the USA.

## **Abstract:**

In recent years there has been a significant increase in the number of beef producers who are using artificial insemination as part of their herd reproduction management.

Fixed time AI provides a practical option to allow commercial and stud breeders to implement artificial insemination. Some of the major benefits to using these programs include;

- Access to superior genetics
- Ability to shorten joining periods
- Produce calves of higher average weaning weights
- More uniformity in calf age
- Ability to select bulls with greater calving ease
- Decrease in the average days to conception which will result in longer calving to joining intervals in the future

The successful implementation of these programs relies on several factors including;

- Adequate handling facilities
- Using well grown animals that are in good body condition
- Correct timing of hormone injections
- Access to high quality semen and AI technicians.

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# The cost of overfeeding livestock



## Jason Lynch, Senior Consultant, Macquarie Franklin, Devonport TAS

Jason Lynch is a senior consultant at Macquarie Franklin, with 20 years' experience in production agronomy, various aspects of grazing management and property development. Jason works with clients to improve the profitability and sustainability of a diverse range of agricultural production systems.

Jason provides advice to clients on grazing management, feed budgeting, crop protection, integrated pest management, soil health, plant and soil nutrition, and soil moisture and irrigation management. He has well developed communication skills and has extensive experience in the delivery of presentations and group facilitation for both small and large audiences.

Jason's client mix includes small and large-scale businesses, and both family farms and corporate enterprises.

### Abstract:

Managing cow nutrition to achieve condition score (CS) targets is critical to animal health outcomes, optimising stocking rates and the subsequent financial performance of a beef breeding enterprise.

CS targets for breeding cows:

| Calving Period | Animal Class | Ideal Condition Score Target |         |               |         |
|----------------|--------------|------------------------------|---------|---------------|---------|
|                |              | Joining                      | Calving | Mid Lactation | Weaning |
| Spring         | Heifers      |                              | 3.0     | 2.5           | 2.5     |
|                | Cows         | 3.0                          | 2.5     |               |         |
| Autumn         | Heifers      | 3.5                          | 3.5     | 2.5-3.0       | 3.0     |
|                | Cows         | 3.5                          | 3.5     |               |         |

Source: Department for Environment, Food and Rural Affairs and More Beef from Pastures

What does it take to increase the CS of a cow?

- 1 CS = 10% Liveweight (LWT)
- +1 kg liveweight = 42 Megajoules = 4 kg DM  
(\*1 kg DM = 10.5 MJ/kg DM)

Assume a 500 kg cow needs to add 0.5 CS:

- 0.5 CS = 25 kg liveweight = 1,050 Megajoules = 262 kg DM

Fat reserves held as body condition are converted to energy at 80% of the efficiency for an animal to put on weight by eating feed. Exploiting a cow's body fat reserves must be carefully controlled but it does offer the opportunity to manage your way through feed deficits, noting that silage is often only 70% efficient in terms of the preservation of freshly harvested pasture.

The larger the cow the higher the daily maintenance feed requirements:

- Maintenance feed rule of thumb (kg DM/head/day) is  $LWT/100+1$
- 500 kg LWT requires 6 kg DM/head/day whilst a 600 kg LWT requires 7 kg DM/head/day

Consider the stocking rate implications of running more cows in lighter condition versus running fewer cows in heavier condition in a scenario with an annual utilisable pasture of 7 T DM/ha over 100 ha:

- 500 kg cow/calf unit (1.7 units/ha): gross margin return after feed costs is \$1,405/ha
- 600 kg cow/calf unit (1.5 units/ha): gross margin return after feed costs is \$1,260/ha

This assumes the same animal health, feed and selling costs in each stocking rate option.

The animal health implications of overly high CS cows include metabolic disorders (milk fever, grass tetany and ketosis), dystocia and a risk of fertility declining.

### Useful Links:

Condition scoring beef cattle:

<http://mbfp.mla.com.au/Weaner-throughput/Tool-52-Condition-scoring-beef-cattle>

Gross margin analysis tools:

[http://dpipwe.tas.gov.au/Documents/Livestock%20GMs\\_High%Rainfall.xlsx](http://dpipwe.tas.gov.au/Documents/Livestock%20GMs_High%Rainfall.xlsx)

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## Notes

# Keeping a large-scale business simple



**Jamie Roebuck, Farm Operations Manager, Waverley Station, King Island TAS**

Jamie was born in England and his family moved to King Island when he was two years old. He did not grow up on a property but started working in farming upon leaving school. Over the years Jamie has come and gone from the island and spent time in both Canada and the Northern Territory working in beef production. Jamie studied an advanced diploma in farm business management at Marcus Oldham and started at Waverley Station in 2003, staying on there until 2010. Jamie has also worked in Shepparton managing cattle and cropping enterprises and credits this time as a steep learning curve in dealing with drought pressure. This period of time has given him an immense

appreciation for producers working in primary production anywhere outside a reliable high rainfall zone. In 2015, Jamie returned to King Island and resumed the position of Farm Operations Manager at Waverley Station.

## **Abstract:**

Waverley Station on King Island is run over three main dryland grazing properties from the north to south, with soil types ranging from sandy loam to heavy clay. The average annual rainfall across the three properties is 900mm.

There is a major emphasis placed on best practice grazing management at Waverley. All properties run on an intensive rotational grazing system which consists of short graze periods combined with long rest periods. This practice maximises pasture recovery time and ensures that there is only a small amount of the farm under grazing pressure at any one time.

The properties that make up Waverley Station on King Island are split to manage separate parts of the system, with the breeding herds on the northern properties and weaners in the heavier country in the south of the island. This, along with matching stock class to land capability helps keep the business as simple as possible.

Matching the pasture growth curve of King Island to the Waverley Station system has significantly improved pasture quality and allowed for an increased focus on kilograms of beef produced per hectare rather than market price per kilogram.

Jamie believes that any money spent on upskilling staff is invaluable and the benefits of having enthusiastic staff willing to try new things are endless. All Waverley staff on the King Island properties have participated in Macquarie Franklin's Pasture Principles grazing management course, and Jamie himself has completed the course twice.

The key to building a successful large-scale business is to keep things simple with a clear and achievable set of goals and objectives and have a solid knowledge of the basic principles of your farm system.

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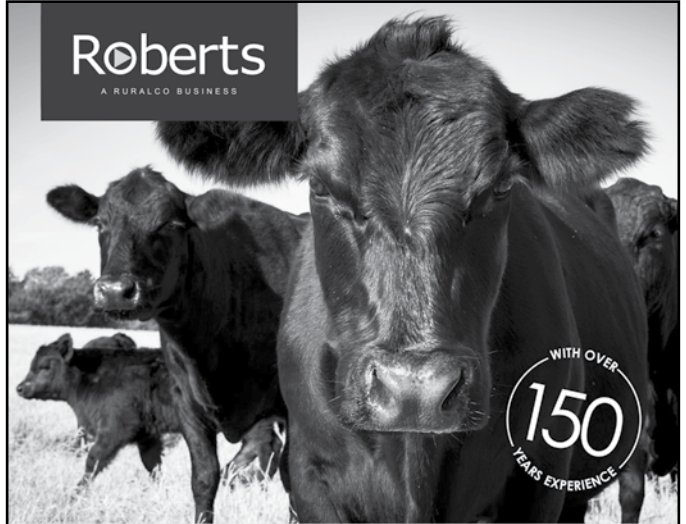


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# PEOPLE IN THE BUSINESS



**Chair: Dr Georgina Pengilley, Senior Industry Development and Extension Agronomist – Grains Systems, TIA, Launceston TAS**

Georgina has been with the Tasmanian Institute of Agriculture for the past three years working as a senior extension agronomist. Georgina has a background in mixed farming in the midlands of Tasmania and corporate governance and leadership. Her current work is focused on the development of research in the grains and irrigation areas.

Georgina has a Bachelor of Rural Science and completed her PhD with research into oilseeds in low rainfall environments. She is also a Graduate of the Australian Institute of Company Directors. She is passionate about Tasmanian agriculture and is involved in many organisations in rural communities.

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## The Beauty and the Beast: the family business story



**Jill Rigney, Senior Consultant, The Right Mind International, Brisbane QLD**

Jill is regarded as a dynamic speaker both in Australia and overseas. Jill and The Right Mind specialise in areas of capacity building for businesses and individuals, specifically in the areas of leadership and performance. She delivers the company's well-known Power of Engagement and Rural Leaders Bootcamp programs which have been successfully conducted throughout Australia and South Africa, as well as being a designer and trainer for a specialised program in the US. In addition, she has been a presenter of the Australian Catholic University's Graduate Certificate in Negotiation.

With an original background in company administration and management, Jill now specialises in the areas of engagement, self-mastery, communications, conflict and negotiation. Due to her rural connections and background she chooses to spend a significant amount of professional time within the agriculture sector.

Jill is a certified professional member of the Australian Human Resource Institute and a member of the Australian Institute of Training and Development.

### **Abstract:**

Family businesses can be as equally brilliant and wonderful as they can be destructive and disastrous.

Operating any business is both a dynamic and complex process with many risks and issues to be managed. However, a family business has the additional risk of impacting and contributing to a family's dynamic, relationships and well-being as well.

One issue sits within the commonly used phrase of "family business" which implies they are a single entity which in fact is not the case. They are two entities with differing needs, capacities and future intentions, and the challenge is how they operate together – which takes design and work. This presentation intends to touch on as many of the following areas as possible.

- What does it take to deliver on all the potential they possess and avoiding the pitfalls?
- It does come down to communication
- Separating people from the issues at hand
- Business interests vs family interests
- Confronting conversations whilst maintaining relationships

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# IRRIGATED PASTURE UPDATES



**Chair: David Squibb, Southern Regional Sales Manager, PGG Wrightson Seeds, Devonport TAS**

David Squibb is the Southern Regional Sales Manager, for PGG Wrightson Seeds, providing advice/extension activities within Tasmania as well as managing staff in Victoria and southern New South Wales. David has been with PGG Wrightson Seeds for 13 years, based full time in the state, after working for a leading Tasmanian rural supplier for 10 years before this.

David is a born and bred Tasmanian, involved with many agricultural industry groups in Tasmania, and is passionate about increasing productivity in the pastoral grazing sectors. David has worked closely with dairy feedbase and nutrition discussion groups, several beef discussion groups and various prime lamb producers, attending regular meetings and field walks. David is available for farm visits at any time, by arrangement, to discuss pasture and forage options with producers.

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# Irrigated farming systems: nutrition and animal health considerations



**Dr. Charlotte Westwood, Veterinary Nutritionist, PGG Wrightson Seeds, Canterbury NZ**

Veterinarian Charlotte Westwood is a Massey University graduate who after working in a NZ mixed veterinary practice, completed a PhD in cattle nutrition and reproduction at the University of Sydney.

Eight years of farm consultancy followed, initially in NZ, then a further three years in southern NSW, focusing on nutrition, reproduction and animal health across a number of NSW, Victorian and South Australian properties.

Charlotte now works for PGG Wrightson Seeds as a veterinary nutritionist based in Christchurch, NZ. Charlotte's interests include farm consultancy, forage product development and evaluation, and research, focusing on links between ruminant nutrition, animal health and reproductive performance.

Currently an examiner for the Australian and NZ College of Vet Scientists, Charlotte is also studying for a Master's in Veterinary Medicine at Massey.

## **Abstract:**

Investment in irrigation infrastructure opens up an exciting wealth of opportunities for the red meat producer. Supported by changes in grazing management systems, alternative pasture species and crops grow more dry matter (DM) per hectare, enhance carrying capacity, and deliver feed of superior quality to that typically seen on traditional dryland properties. Better feed conversion efficiency, more rapid rates of lamb and cattle finishing, and improved mating performance are key opportunities for irrigated properties.

New grazing systems bring opportunities, yet occasionally may create challenges. Improved high quality irrigated forages can sometimes deliver 'too much of a good thing'. Cattle and sheep shifting from lesser quality traditional dryland pastures to leafy vegetative irrigated forages can experience both nutrition and animal health challenges. Issues could include deficits or surpluses of key nutrients, poor feed conversion efficiency and sub-clinical and clinical disease issues related to the ingestion of lush, high quality forage. Very high quality irrigated forages may increase risk of rumen dysfunction and 'protein overload', as well as contribute to a range of animal health challenges.

With an understanding of potential nutrition and health challenges for sheep and cattle on irrigated properties, proactive planning can minimise risks and maximise animal performance for stock grazing newly developed, irrigated properties.

**E** [cwestwood@pggwrightsonseeds.co.nz](mailto:cwestwood@pggwrightsonseeds.co.nz)

# Getting a good deal on energy



## **Marc White, Senior Advisor, Tasmanian Energy Brokers, Hobart TAS**

Marc is Senior Advisor for Tasmanian Energy Brokers and has enjoyed a career in the energy industry spanning over 35 years. Marc has negotiated competitive energy contracts of up to \$100M in value. Over the past ten years, Marc has saved his Tasmanian clients over \$13M in energy costs. Marc is a Graduate of the Australian Institute of Company Directors and Executive MBA from Melbourne Business School Mt Eliza. Marc's previous positions have included, Manager National Sales for Aurora Energy, Manager Wholesale, South Australia for Origin Energy, Victorian Sales Manager for Powercor Australia Ltd and prior to this, has had various technical roles with the State Electricity Commission of Victoria. Marc's hobbies include surfing and

off-road motorcycle riding and he recently returned from riding around Rajasthan India with his son on Royal Enfield 500's.

### **Abstract:**

This presentation will cover the following:

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# Optimising energy use to increase pasture production



**Iain Bruce, Senior Consultant Agronomist, TP Jones and Co, Stanley TAS**

Iain Bruce is an agronomist and beef producer from the north west coast of Tasmania. Iain studied Agricultural Science at the University of Tasmania, before spending eight years working as an agronomist for TP Jones & Co in the Northern Midlands of Tasmania. In 2015, Iain returned home to the family farm at Stanley on a part time basis, as well as continuing his agronomy work with TP Jones.

Iain manages his time between both jobs and enjoys the challenges they both provide. Iain is a keen advocate for Tasmanian agriculture, particularly grass-fed beef and the other high-quality produce that this state can provide.

## **Abstract:**

Power is expensive, but it is significantly more expensive if used for sub-optimal irrigation. This presentation will focus on possible strategies to get the highest dry matter production per litre of applied water.

Practical case studies will show that sub-optimal irrigation, be it not enough total water, or water applied at the wrong time, results in a sharp rise in the cost of dry matter produced. They will also show that a change to irrigation scheduling may not result in a higher overall irrigation cost, but it can result in significant productivity gains.

Relevant tools and resources will also be highlighted, giving producers options to prepare for the upcoming irrigation season.

**M** 0428 588 589 **E** [Iain.bruce@tpjones.com.au](mailto:Iain.bruce@tpjones.com.au)

# Integrating irrigation into our dryland grazing operation



## **Jamie Downie, Property Manager, Dungrove Pastoral and Forestry Co, Central Highlands TAS**

Jamie and his wife Jess are managers within the Downie family business, which is run in conjunction with Jamie's parents and three sisters. Jamie and Jess manage the livestock grazing operations on Dungrove, Lagoon of Islands and Stone Hut, which are all located in the Central Highlands of Tasmania.

Prior to returning to the family business in 2013, Jamie spent time gaining industry experience through shearing and jackarooing in South Australia, contract mustering in the Northern Territory and the Kimberley region of Western Australia and working for Rural Consulting Services in Central Queensland.

Jamie also spent time working overseas on a cattle ranch in Montana, in the United States of America.

Jamie has a degree in Agribusiness from the University of New England.

### **Abstract:**

Jamie is the 5th generation of his family to manage Dungrove in the Central Highlands of Tasmania. Over time Dungrove has been developed from a bush block covered in wattles and sags through to improved and now irrigated pasture and fodder.

Prior to purchasing water from the Southern Highlands Irrigation Scheme in 2017, Dungrove Pastoral was exclusively a dryland grazing operation. Having purchased the water in 2017, the challenge is now to integrate 800ha of pivot infrastructure by June 2019.

Jamie will discuss the relevant steps and decision-making process being carried out to achieve the effective integration of irrigation into the existing Dungrove Pastoral grazing system. Implications on business and risk mitigation, grazing systems, fencing and water, enterprise mix and aspects of land management and ecology will be discussed in relation to achieving the long-term goal of a profitable business and productive and healthy landscape.

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## Notes

# DRYLAND PASTURE UPDATES



**Chair: Rob Winter, Tasmania Territory Manager & Regional Agronomist Southern Australia, Heritage Seeds, Longford TAS**

Rob has 20 years of broad experience in the temperate pasture industry and its related mixed farming systems. Rob's current role includes representing Heritage Seeds in Tasmania, developing information and content for pasture and forage information booklets, and providing technical support for the industry in temperate Australia. He has a particular interest in identifying opportunities for improved pasture productivity, addressing feed gaps and encouraging adoption of improved methods and best practice. Rob has been with Heritage Seeds for eight years. Previous roles have included seed production and sales agronomy within Tasmania and Victoria. He has a degree in Applied Agricultural Science from the University of Tasmania. Rob originally hails from Seven Mile Beach, has lived at Geeveston, Penguin and since 2001, in Longford.

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## A black and white portrait of a middle-aged man with short, wavy white hair. He is smiling, showing his teeth, and looking slightly to the left of the camera. He is wearing a dark, high-collared jacket. The background is dark and out of focus, suggesting an outdoor setting with foliage.

Derek runs New Zealand's biggest ram breeding business, selling around 3,500 rams per year. Most are sold in New Zealand, but Wairere is also based in Australia, Europe and South America.

## Abstract:

The main case study in this presentation is a flat farm in north Canterbury, the same latitude as southern Tasmania. Tom Costello's system relies on Australian sub - clover, annual fertiliser, shelter belts to slow the wind, and a high performing, self – replacing Romney ewe flock. Tom is always experimenting and has benchmarked his farm performance with discussion groups.

**M** 0217 511 63 **E** [derek@wairererams.co.nz](mailto:derek@wairererams.co.nz) **W** [www.wairererams.co.nz](http://www.wairererams.co.nz)

## Notes

# The real cost of dryland forage crops



## **Jason Lynch, Senior Consultant, Macquarie Franklin, Devonport TAS**

Jason Lynch is a senior consultant at Macquarie Franklin, with 20 years' experience in production agronomy, various aspects of grazing management and property development. Jason works with clients to improve the profitability and sustainability of a diverse range of agricultural production systems.

Jason provides advice to clients on grazing management, feed budgeting, crop protection, integrated pest management, soil health, plant and soil nutrition, and soil moisture and irrigation management. He has well developed communication skills and has extensive experience in the delivery of presentations and group facilitation for

both small and large audiences. Jason's client mix includes small and large-scale businesses, and both family farms and corporate enterprises.

### **Abstract:**

There is a clear relationship between forage crop yield (kg DM/ha) and the subsequent feed cost (\$/kg DM). This correlation shows that the lower the crop yield, the higher the cost per unit of feed. Therefore, every effort should be made to optimise the available resources and crop inputs and follow an appropriate agronomy program in order to maximise the crop yield.

The feed cost for a forage brassica crop varies from approximately \$0.10-0.15/kg DM for a good yielding crop, whilst for a poor crop this feed cost can easily end up doubling. If we look at a partial budget and consider the complete cost of going from an existing pasture, growing a turnip crop and then re-sowing a new pasture;

| <b>Pre-Cropping Pasture Quality</b>                          | <b>Good</b> | <b>Poor</b> | <b>Good</b> | <b>Poor</b> |
|--|-------------|-------------|-------------|-------------|
| Turnip Crop yield (kg DM/ha)                                 | 8,000       |             | 5,000       |             |
| Lost pasture yield (kg DM/ha, 7 months)                      | 4,000       | 1,000       | 4,000       | 1,000       |
| Extra yield (kg DM/ha)                                       | 4,000       | 7,000       | 1,000       | 4,000       |
| Crop costs (\$/ha)   | 720         |             |             |             |
| Pasture costs saved (\$/ha)                                  | 100         | 50          | 100         | 50          |
| New pasture cost (\$/ha)                                     | 400         |             |             |             |
| Cost for extra crop yield (\$/kg DM)                         | 0.25        | 0.15        | 1.02        | 0.27        |
| Cost for extra crop yield as fed @80% utilisation (\$ kg/DM) | 0.32        | 0.19        | 1.27        | 0.33        |

Comparing the feed cost of a dryland forage crop to other supplementary feeds is a very useful exercise and should be used to make informed feed budgeting decisions. In making a fair comparison consider the feed's cost, its energy value and the waste at feeding out.

If we compare on an energy like-for-like basis, grain and pellets are typically \$0.35-0.40/kg DM, whilst silage and hay range from \$0.45-0.60/kg DM.

### **Useful Links:**

A tool to help guide your forage brassica crop planner and comparing feed cost:

[http://www.macquariefranklin.com.au/wp-content/uploads/2016/01/Grazing-Management-Tools\\_V1.1](http://www.macquariefranklin.com.au/wp-content/uploads/2016/01/Grazing-Management-Tools_V1.1)

Useful crop type information:

[http://dpiwwe.tas.gov.au/Documents/Species-for-Profit-Book\\_Web.pdf](http://dpiwwe.tas.gov.au/Documents/Species-for-Profit-Book_Web.pdf)

**M** 0459 031 311 **E** [jlynch@macfrank.com.au](mailto:jlynch@macfrank.com.au)

# How to optimise the use of cocksfoot in your system



**Rob Winter, Tasmania Territory Manager & Regional Agronomist  
Southern Australia, Heritage Seeds, Longford TAS**

Rob has 20 years of broad experience in the temperate pasture industry and its related mixed farming systems. Rob's current role includes representing Heritage Seeds in Tasmania, developing information and content for pasture and forage information booklets, and providing technical support for the industry in temperate Australia. He has a particular interest in identifying opportunities for improved pasture productivity, addressing feed gaps and encouraging adoption of improved methods and best practice. Rob has been with Heritage Seeds for eight years. Previous roles have included seed production and sales agronomy within Tasmania and Victoria. He has a degree

in Applied Agricultural Science from the University of Tasmania. Rob originally hails from Seven Mile Beach, has lived at Geeveston, Penguin and since 2001, in Longford.

## **Abstract:**

Cocksfoot is an important species that is often relied upon as a 'backstop' for grazing systems in areas that regularly or intermittently experience dry summer and autumn conditions. It suits lighter soils with good drainage in acidic to neutral pH range.

Cocksfoot will produce satisfactorily in situations with modest fertility and with Olsen P levels of around 15-18. It may be used in combination with most other temperate species or as the sole grass with companion legumes. There are no animal health concerns relating to cocksfoot, and as such, it is often relied upon to provide safe grazing where toxicities associated with ryegrass, phalaris or fescue may otherwise be of concern.

Cocksfoot feed quality is usually marginally lower than other cultivated pasture grasses, although grazing management that targets the four-leaf stage will maximise feed quality and persistence. There are around 22 different seed varieties currently or until recently on offer that sit in a continuum from strongly summer dormant to very summer active.

Newer cultivars have been developed to offer improved co-species companionability, higher production potential, and to fit particular site challenges or maximise production opportunities.

Information relating to varietal selection and management is readily available from R&D based pasture seed companies, Pastures Australia and MLA (More Beef from Pastures & Making More from Sheep).

**M** 0427 010 870 **E** [rwinter@heritageseeds.com.au](mailto:rwinter@heritageseeds.com.au)

# Matching enterprises with your environment



**Ed Archer, Director, Landfall Angus & Property Manager, Greenhythe Pastoral, Hillwood TAS**

Since 2003, Ed has managed Greenhythe, a grazing property located in the Tamar Valley of Tasmania on behalf of his family's business. Ed has now moved into business ownership with his brother Frank.

Ed's role sees him responsible for the day to day running of Greenhythe, which operates an Angus seedstock enterprise and a self-replacing composite ewe flock, producing store lambs. Ed, in conjunction with Frank, now runs Landfall Angus, which consists of some 1500 registered Angus females selling 450+ bulls annually across the Eastern states of Australia.

In 1998, Ed obtained an Advanced Diploma in Agribusiness Administration through Marcus Oldham College in Geelong. Ed continues to gain valuable knowledge from industry mentors and peers to further improve his grazing management and animal production skills.

## **Abstract:**

Farming in an area with unreliable summer rainfall and a limited water resource saw Ed and his family look at the options for their grazing enterprises on their Greenhythe property in the Tamar Valley. Traditionally, the grazing system on the property had relied heavily on filling feed shortages and low feed quality periods with expensive fodder to keep young stock growing to meet market specifications and demand.

Not only was this an expensive way to achieve liveweight gain, it also caused inefficiencies over the whole grazing system.

After careful consideration and exploration of options it was decided to set the property up as a 'breeding unit', which would maximize the feed on offer when it was naturally available.

Today the property runs an 800 head spring calving Angus cow herd with 60% of calves leaving the property at weaning, and stocks 3500 Composite ewes producing store lambs which are sold in an on-farm store sale in early January.

In this presentation Ed will outline the process taken to reach the decisions he and his family made, the upskilling process to reach set goals, the current system and where there is still room for improvement.

**M 0417 337 144**





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# VIRTUAL FARM TOUR

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## **Chair: James Brown, Livestock Production Manager, TP Jones & Co, Youngtown TAS**



James Brown started with TP Jones in September 2016 in the role of Livestock Production Manager. This role sees him manage their Animal Health portfolio including fee for service advice specific to livestock production. Through this role, James is able to work directly with his customers to implement strategies to increase production at a hands-on level. Prior to this, James had been Farm Operations Manager for Ingleby Farms and managed two properties in Tasmania producing over 30,000 prime lambs. He also has previous experience managing large wool and beef operations in Victoria. James has significant production experience across all livestock industries as well as irrigation and high value crop management.

**M** 0427 542 554 **E** james@tpjones.com.au

## **Scott Colvin, Manager, Nosswick, Blackwood Creek TAS**



Scott has been the manager of a family farming business, Nosswick, since July 2015 after a three-year transition period with father, Andrew. Scott returned home in 2012 after working and travelling both on the mainland and overseas. Scott studied an agricultural economics degree at the University of Sydney which he finished in 2008.

### **Abstract:**

Nosswick and Maitland (closer to Cressy) are farmed as one unit, with a combined area of 1000ha of which 450 ha is irrigated. Prime lamb production comprises a large portion of the total income for the business, something that has been driven by Scott's focus on grazing management and a desire to move away from poorer performing cropping enterprises of previous years. The core crops are now down

to three – peas, grass seed and clover for fodder.

Scott runs 4,000 Coopworth ewes and finishes approx. 10,000 lambs a year, being a combination of his own lambs and store lambs bought in. Lambs are typically purchased at 36-38kg, with minimum liveweight gains of 250g/day being targeted to finish lambs at 50kg. Scott has forward contracted all his lambs in past seasons – he finds this keeps him focused on finishing his lambs as quickly as possible.

The three enterprises run at Nosswick complement each other very well. Grass seed crops provide fodder for ewes and then lambs during winter and early spring, when clover production is limited. Pea ground is prepared during spring when there is typically a feed surplus, and the clover provides high quality feed for lambs from late September through until May.

In the last three years lamb production (kg Dwt/Ha) at Nosswick has increased 57%. This is a result of improved grazing management, with Scott participating in Lifetime Ewe Management and then Pasture Principles courses since returning home, and upskilling to be able to run rotational grazing systems. Scott is comfortable with the enterprise mix he is running at Nosswick, which is well suited to the environment, and continues to build on the work of his father.

**E** scott@nosswick.com

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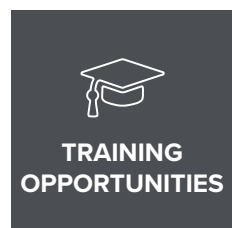
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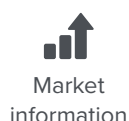
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