



FRIDAY 23 JULY 2021 • LAUNCESTON

RED MEAT UPDATES

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RED MEAT UPDATES

T A S M A N I A

PROGRAM 9.00am – 5.30pm | Friday 23 July 2021 | The Tramsheds, Launceston

8.30am Registration desk opens, tea & coffee available

9.00am Proceedings commence

Session 1: Welcome *Chair: Iain Bruce, Red Meat Updates Working Group*

Welcome – Iain Bruce, Chair, Red Meat Updates Working Group

Welcome address – Jane Weatherly, CEO of Integrity Systems, Meat and Livestock Australia, Sydney NSW

Session 2: Red Meat Champions *Chair: Richard Ellis, Red Meat Updates Working Group*

Rabobank Industry Innovator: Future proofing our workforce – it's everyone's role

Clare Peltzer, Logan, Evandale TAS

Newton & Henry Gate to Plate: Avoiding the saleyards – lessons learnt from direct marketing

Guy Robertson, Mount Gnomon Farms, Penguin TAS

Angus Australia Emerging Leader: Competing as a young farmer

Stafford Ives-Heres, Shanford Park Estate, Marrawah, TAS

10:35am – 11.10am Morning Tea

Session 3: Sheep Updates

Chair: Phil Jarvie, Zoetis

Confinement feeding for increased production

Tom Sweeney, Jigsaw Farms, VIC

Using individual animal management to maximise profit and efficiency

George Nichols, Nutrien Ag Solutions, Lachlan TAS

Carcass monitoring in processing plants & what this means for lamb suppliers

Dr Bruce Jackson, Veterinary Consultant, Hobart TAS

Beef Updates

Chair: Frank Archer, Landfall Angus

Where do trace elements fit in beef production systems?

John Webb-Ware, Mackinnon Project, Melbourne VIC

Prioritising investment in beef businesses

Hilary Bunny, Aggregate Consulting, Wagga Wagga NSW

Fodder beet as a feedbase tool –

Frank Archer, Landfall Angus, Dilston TAS

Session 4: Profitable Futures

Chair: Courtney Ramsey, Red Meat Updates Working Group

Business analysis for better decision making – David McLean, Resource Consulting Services, Yeppoon QLD

1.20pm – 2.20pm Lunch

Session 5: Irrigated Pasture Updates

Chair: David Squibb, PGG Wrightson Seeds

The costs associated with compromising perennial pastures

Basil Doonan, Pinion Advisory, Devonport TAS

Worm management for sheep and cattle under irrigation

John Webb-Ware, MacKinnon Project, Melbourne VIC

Producer case study – TBC

Dryland Pasture Updates

Chair: Tim Pepper, Barenbrug

Promoting productivity and persistence in dryland pastures

Jason Lynch, Pinion Advisory, Devonport TAS

Getting your grasses rooted for the long run

David McLean, Resource Consulting Services, Yeppoon QLD

Pasture utilisation in a dryland system:

Beating 1ton of pasture DM/100mm rainfall

Steve Crawford, Lackrana Grazing, Flinders Island TAS

Session 6: Virtual Farm Tour

Chair: Richard Mollineaux, Nutrien Ag Solutions

Nutrien Ag Solutions Virtual Farm Tour

Chris Macqueen and Rachel Jones, Skyhaven, Flinders Island TAS

Tom and Jo Youl, Quoin Farm, Flinders Island TAS

Session 7: Networking Drinks

Chair: Iain Bruce, Red Meat Updates Working Group

Presentations, red meat raffle, networking drinks

4.45pm Networking drinks

5:30pm Event concludes



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Meat & Livestock Australia

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Pinion Advisory

David Squibb

PGG Wrightson Seeds

Rowan Smith

Tasmanian Institute of Agriculture

Courtney Ramsey

Grains Research Development Corporation

Conference coordinator: Pinion Advisory

WELCOME



Iain Bruce, Chair

Red Meat Updates Working Group

Iain Bruce is a 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 and continues his agronomy work part time.

Iain manages his time between both 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.

Iain is Chair of the Red Meat Updates Working Group and a Tasmanian producer representative on the SALRC committee.

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WELCOME ADDRESS



Dr Jane Weatherley, Chief Executive Officer
Integrity Systems Company, Sydney NSW

Dr Weatherley took on the role of Chief Executive Officer of Integrity Systems Company (ISC) in 2016 which includes being responsible for all traceability, biosecurity and the initiation of the industry data platform across the MLA group.

Before this role, she was General Manager – Livestock Productivity, managing Meat Standards Australia, livestock genetics and sheep productivity research development and extension. Prior to MLA, Dr Weatherley held positions spanning red meat extension, farming systems research and development, and evaluation. She maintains an active role in her family beef operation on Bruny Island, Tasmania.

Abstract

It is a great time to be part of the red meat and livestock industry with unprecedented high prices for cattle, lamb and goats and a free trade agreement achieved with the United Kingdom. But what are some of the elements that underpin our great industry and contribute to Australia being recognized globally as a trusted producer of red meat, that is safe and produced ethically and sustainably?

Our integrity systems are a fundamental component to underpinning market access to over 100 countries around the world. New research conducted with consumers from our major markets, has identified how important food safety, traceability, biosecurity, animal welfare and sustainability credentials are, and what factors help to maintain trust in our product.

It would seem that strengthening our integrity system, which comprises of the National Livestock Identification System (NLIS), Livestock Production Assurance Program (LPA) and the National Vendor Declaration (NVD) will continue to grow in importance for industry to maintain our competitive edge. This presentation will outline some of the growing trends in consumer demands that are addressed by having these systems in place and provide insights as to why our industry should be extremely proud of these systems that enable us all to stand by what we sell.

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A black and white portrait of a man with a beard and mustache, smiling broadly. He is wearing a dark baseball cap with a logo that includes the word 'WOLF' and a jacket with a high collar and a flap pocket. The background is a blurred outdoor setting, possibly a field or park.

Red Meat Updates Working Group

Prior to this, Richard studied a Bachelor of Agricultural Science at the University of Melbourne and went on to work as an Investment Analyst where he conducted due diligence on agribusiness investments on behalf of retail and institutional investors. It was during this period that he came to fully appreciate the global macroeconomic drivers of supply and demand and the enormous opportunity it presents for Australian agriculture.

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Notes



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INDUSTRY INNOVATOR



Future-proofing our workforce – it's everyone's role

Clare Peltzer, Livestock Manager
Logan, Evandale TAS

After completing a double degree in secondary education and science at the University of Sydney, Clare taught in New South Wales for three years before returning back to Tasmania where she worked as a part time teacher and farmer.

Now she's the livestock manager on her family run farm, Logan, with her brother Angus and parents producing prime lambs from their self-replacing composite flock under pivot irrigation. She has found herself in a unique position where she knows the strengths and weaknesses of both the education and agriculture industries, with the aim to future proof the agricultural industry.

Abstract

Australia must adopt a strategic approach to attracting youth into agricultural careers to future-proof the sector. Clare Peltzer was exceptionally fortunate to receive a Nuffield Australia Farm Scholarship in 2019 sponsored by Meat and Livestock Australia. The agriculture teacher and sheep farmer travelled to 14 countries investigating why teenagers shy away from the industry and what programs are in place internationally to address the problem.

Clare's research found the most significant barrier to youth pursuing careers in the sector was the perception that agriculture only equals farming. Other factors included lack of awareness about job opportunities and the belief that higher wages were available elsewhere. Those in the industry know the truth, but the message to youth needs some clarity and we need to broaden their view of agriculture.

Attracting a steady stream of new talent to the industry was important because they brought fresh eyes and ideas and were an untapped source of energy. She called for a unified approach by teachers, governments, farmers and the wider industry to help 12-to-16-year-olds fill an "Ag-Bag" of knowledge about opportunities in the sector through positive interactions at agricultural shows, in schools, via social media and during daily life.

Clare highlighted the acronym PERFECT, developed in South Africa, which emphasises the wide range of jobs linked to the sector: Policies, Education/training, Research, Finance/farming, Entrepreneurship/extension and advisory services, Communication and Technology/trade. If an individual knows a fair bit about agriculture, sees themselves in the industry and has connections with people in any aspect of PERFECT, they will have a full Ag-Bag and a higher probability to pursue a career in agriculture.

As members of the industry, we all need to work together to ensure we are future proofing our workforce here in Tasmania – it's everyone's role.

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Avoiding the saleyards – lessons learnt from direct marketing

Guy Robertson, Owner/Manager
Mount Gnomon Farm, Penguin TAS

Guy is a fourth-generation farmer trying to make a living off 93 acres. Focusing on free range pork, value adding and direct marketing. Also farming rare breeds of livestock including the Wessex Saddleback, Shropshire Lamb and Traditional Dairy Shorthorn Cattle. In recent years Mount Gnomon has developed an on-farm visitor experience to highlight produce at the source.

Abstract

Engaging consumers in the story behind their produce is a focus for Mount Gnomon producer, Guy Robertson, whether it is through social media, open days, newsletters, markets, or festivals. Guy's presentation will focus on the development of his business and how value adding to his product has led to the trusted brand of Mount Gnomon Farm. Selling his pork to the butchers at saleyard prices was not a cost-effective choice for Guy and when the local abattoirs closed, he decided to lease a butchery until he built his own on-farm, with the purpose of using the entire carcass. Mount Gnomon Farm does not sell whole animals, instead they aim to make the highest price from each animal through value adding. Guy uses the trim and lesser cuts to make sausages and chorizo using their own recipes and they have learnt how to make bacon and ham. Value adding requires access to infrastructure and resources, and then markets to sell the product. Farmers markets and food festivals became important to build the brand.

The need for direct marketing became apparent. Why is free range pork tastier? What is special about rare breeds? Why should you pay more for the experience of eating them? Guy took these questions and went to chefs/restaurants with his product. Whilst this type of marketing does not require much packaging to sell the product, changing menus and food trends, as well as difficult personalities proved to be challenging. Hosting open days on the farm has proven to be a successful model for building a loyal community. The property is now a complete farm experience, with its own festival and barn to host events,

including weddings, shop, farm tours and a restaurant. Guy has also learnt how to run an on-line shop and does deliveries, as well as still attending markets and festivals. The pig today is different to the one that existed 50 years ago and the way we sell them needs to be different as well.

The processes that Guy uses to sell his story and his product do not just relate to pork, they can be utilised across industries to sell the story of livestock production in Tasmania.

Lessons learnt

- It is not easy.
- There must be a clear need otherwise you would not bother.
- Product differentiation is essential and marketing the difference is important.
- Engaging customers in the farm story is essential.
- Agri-tourism is an opportunity but has its challenges, especially around biosecurity and having people on farm. However, we all have a responsibility as farmers in telling the story of our food.

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EMERGING LEADER



Competing as a young farmer

Stafford Ives-Heres, Manager

Shanford Park Estate, Marrawah TAS

Stafford is a 26-year-old farmer, who is passionate about agriculture and supporting young people to take on a career in the red meat industry. He moved home to Marrawah five years ago with a plan to expand the family's Angus breeding cow operation.

During the last five years, Stafford has been managing all aspects of Shanford Park and has increased breeding cow numbers from 140 to just over 350 in 2021. Stafford also has a share farming agreement with a neighbouring farm. Between the two properties, 700 Angus and Hereford cows are calved down each autumn. Stafford's objective is to breed easy doing productive cows, in a progressive and environmentally sustainable manner. Shanford Park is also exploring other avenues of farm income with a small vineyard planted in 2016.

Abstract

'Competing as a young farmer' will explore the opportunities and barriers encountered by young people working in the red meat industry. Stafford will discuss his pathway into the industry and highlight his experiences of working in a family business, and how the confidence placed in him to buy his first 10 heifer weaners at a young age has led him to now owning and managing an intensive beef breeding operation. Taking the next step within the family farm to expand the property and grow the business has exposed Stafford to the challenges faced by many young people, including high property prices and competing with economies of scale. Stafford will discuss pathways to opportunities and ownership in the sector and will present interesting ideas in relation to share farming. Stafford is passionate about giving responsibility to the youth and believes the red meat industry fosters huge potential to only for those entering the industry but also those who are currently in it. Farming has allowed Stafford to create a working life that considers his personal life outside of the farm gates, with sports, hobbies, and other businesses supported.

Support for young people in the industry is integral to development and growth, and for Stafford this support has come through strong connections he has fostered within his community. Like-minded farmers have become sounding boards and mentors for Stafford in the 6 years he has been back on the family farm. Diversification at Shanford Park Estate is on its way to becoming an integral part of the business, assuring its future, and enabling a positive succession for the next generation. Key production objectives for Shanford Park Estate are to grow quality pasture, use quality genetics, maintain high animal health, and look after the environment with a carbon neutral goal by 2030. Key take home messages for employers focuses around creating longevity in the business through attracting the right people with flexibility and a good work-life balance, and for employees to reciprocate with trust, honesty, and a good work ethic.

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SHEEP UPDATES



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

Phil is the Tasmanian representative for leading animal health company Zoetis. He has almost 25 years' 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 based upon 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.

He 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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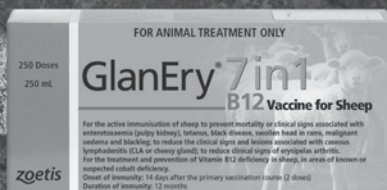
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Confinement feeding for increased production

Tom Sweeney, Farm Manager
Jigsaw Farms, Hamilton VIC

Jigsaw Farms incorporates 3,378 hectares of family-owned property, 15 kilometers north of Hamilton in western Victoria. Jigsaw Farms integrates forestry, carbon and indigenous plantings with high-productivity grazing on a large scale.

The mixed grazing operation consists of a fine wool sheep flock, prime lamb production and a cattle enterprise. The farm is currently running over 50,000 DSE's in a high input, high output production system.

Tom provides overall management for all the Jigsaw Farms properties and has been in this role since late 2019. Prior to this, Tom was farm manager of a fine wool property north of Casterton for 12 years. Tom has over 20 years' experience in containment feeding/feed lotting for sheep and cattle production systems.

Abstract

Growing grass and managing it well is the core to the Jigsaw Farms business. Jigsaw Farms has a high input grazing system where summer and winter active cultivars of mixed phalaris, fescue and clover perennial pastures, and the water systems are the life blood of the farms. Jigsaw Farms have an active pasture renovation program, with regular soil tests and pasture analysis. In addition to this, the farm has been carbon neutral since 2011, with 19% of the farm committed to biodiversity, carbon and agroforestry.

To protect the significant capital investment in the pasture system and remain committed to carbon neutrality while increasing in growth and lamb production, the introduction of a feed lot and confinement feeding system was introduced approximately nine years ago.

The current feedlot system is used each year to finish approximately 5,500 prime lambs, followed by approximately 7,000 wether lambs finished for export market. Finishing lambs in the feedlot allows for a faster turn-off time and means that pastures can be utilised for other classes of livestock.

Confinement feeding systems are set up across other sections of the farm to maintain pasture persistence during dry times and to build feed wedges for lambing. The practice of confinement feeding also allows Jigsaw Farms to maintain 95-100% groundcover over the whole farm across the year, which is their grazing management target to maintain carbon neutrality.

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Using individual animal management to maximise profit and efficiency

George Nichols, Livestock Agent
Nutrien Ag Solutions, Lachlan TAS

George currently works for Nutrien Ag Solutions as a livestock representative. A recent career change has seen George move to an off-farm role after working in and managing family and corporate farms through New South Wales, Victoria and Tasmania over the last 21 years.

Using the skills he has gained over years working in varied livestock enterprises, George's new role allows him to help clients market and sell their livestock, as well as provide a valuable insight into technologies and management practices to maximise their efficiency and profitability.

George also represents Tasmanian farmers as the Vice-Chair of the Meat Council for the Tasmanian Farmers and Graziers Association, as well as the Tasmanian representative on the Sheep Producers Product Integrity Committee. These positions allow George to be a vital part in helping formulate policies and industry positions on issues affecting all livestock farming enterprises not only in Tasmania but nationwide.

Abstract

Often the cost of Electronic Identification (EID) and associated technology is seen as an added cost of production, not an opportunity to increase profit and get a return on investment.

Using simple existing management events and the associated data that can be collected at these times, individual animal management can be used to help increase genetic gain, improve flock productivity, reduce labour requirements and measure input gains and inefficiencies.

Measuring something does not make it more important, it simply makes it more measurable. Using EID is not the be all and end all in making production-based decisions, but it can be a very useful tool to help make the right decision. Often ag technology can be complicated, adding an extra layer of confusion to an already busy job, but it doesn't have to be.

Studies have shown the average cost: benefit for introducing EID to make data driven decisions to improve breeding and selection for both merino and crossbred/composite enterprises was \$4.12 for every dollar invested.

Further reading

- <https://www.mla.com.au/research-and-development/animal-health-welfare-and-biosecurity/husbandry/>
- https://www.mla.com.au/globalassets/mla-corporate/research-and-development/final-reports/2019/lism.0011_final_report.pdf
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- https://www.mla.com.au/contentassets/8b61557aba5945cc909afc1cdd3b913d/e.pds.1411_final_report.pdf

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Carcass monitoring in processing plants and what this means for lamb suppliers

Dr Bruce Jackson, Veterinary Consultant
Hobart TAS

Bruce retired from Biosecurity Tasmania in 2017 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 45 years' experience in animal health, having spent 14 years in large animal practice and 31 years in government. Bruce has three children in their

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

Animal Health Australia and DPIPW are currently funding a Surveillance and Biosecurity Extension in Tasmania project. Part of this project reports abattoir data from the National Sheep Health Monitoring Project (NSHMP) in the monthly Livestock Health Monitoring Report which reports de-identified diseases and condition data for Tasmania each month. Conditions detected at abattoirs represent losses due to trimming, condemnation of offal and carcasses, downgrading of carcasses on the grid as well as on-farm production loss in some cases. None of these conditions infect humans.

Data from 137,000 lambs and 67,000 mutton carcasses inspected over 6 months in Tasmania and on the mainland was analysed and the following losses were estimated: Liver fluke (\$148,000), Pneumonia/pleurisy (\$40,000), Sheep measles (\$32,000), Sarcocystis (Sarco) (\$28,000), Bladder worm (\$27,000), vaccination lesions (\$21,000) and Caseous lymphadenitis (CLA) (\$9,000). The majority of liver fluke loss comes from slower growth rates and lighter carcasses and affected producers should institute effective control programs.

Pneumonia and pleurisy cause on-farm production loss as well as trimming/condemnation at processing. Reducing stress and not mixing of mobs can help control. Sheep measles and bladder worm are intermediate stages of dog tapeworms and measures to stop dogs eating raw

sheep meat, alongside monthly praziquantel treatment are encouraged. Stray dog control and treatment of shooter's/contractor's dogs with praziquantel is logical.

Sarco is spread by cats and causes trimming and condemnation of carcasses. Stop cats accessing raw sheep meat. Producers should deny dogs and cats access to dead pits. Vaccination lesions result in carcass trimming if injected into muscle or lambs' armpit. Only vaccinate under skin, high on the side of the neck. CLA causes abscesses in glands that have to be trimmed at processing but is easily prevented with vaccine.

Further reading

- **Livestock Data Link** (LDL) allows you to access information on carcase data, diseases and conditions detected in your sheep at slaughter: <https://www.integritysystems.com.au/globalassets/isc/pdf-files/ldl-pdf-files/about-livestock-data-link.pdf>
- **Tasmanian Health Monitoring Report** www.animalhealthaustralia.com.au/tas-health

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BEEF UPDATES



Frank Archer, Director

Landfall Angus, Launceston TAS

Frank is a Director and Co-Principal of Landfall Angus, a registered Angus seedstock herd producing genetics for their clients across south-eastern Australia. The Landfall production system is commercially orientated with cattle run in large contemporary groups, ensuring that Landfall genetics are relevant to commercial cattle production.

Frank returned to the family business in the mid 2000's after spending time in New Zealand, furthering his industry experience and studying at Lincoln University where he gained a Diploma of Farm Management. Frank has a passion for improving pasture management and is highly motivated to maximise yield and utilisation, leading to enhanced animal production and improved productivity.

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Where do trace elements fit into beef production systems?

John Webb-Ware, Senior Consultant, Mackinnon Project
University of Melbourne, Werribee VIC

John Webb Ware is Senior Consultant with the Mackinnon Project at the University of Melbourne. He advises to beef and sheep producers throughout south-eastern Australia on all aspects of farm management.

In addition to consulting to farming businesses, he also regularly presents to farming groups and is involved with various farm management and agriculture related committees and boards. He also undertakes teaching of undergraduate and postgraduate Veterinary and Agriculture students. John Webb Ware also jointly runs a sheep and beef property on Melbourne's fringe in partnership with his family in his spare time.

Abstract

Trace element deficiencies are potentially an important cause of ill thrift and sub-optimal performance in beef cattle production systems. Common trace element deficiencies in grazing beef enterprises include copper, cobalt (vitamin B12), selenium and iodine. The impact of trace element deficiencies is most important in young growing cattle. Most trace element deficiencies are caused by deficiency of the element in the soil. Deficiencies may be exacerbated with intensification of pasture production systems, especially selenium deficiency and cobalt (Vitamin B12) deficiency. Complex interaction with other minerals, for example high molybdenum soils (such as peat) or molybdenum availability amplified by excessive lime can induce copper deficiency and ill thrift in cattle.

There can be significant production issues in beef enterprises when trace element deficiencies exist. For example, trials undertaken by the Mackinnon Project demonstrated weight gain response in young cattle that were supplemented with selenium when they were deficient increased weight gain of up to 10 kg over spring producing an excellent benefit-cost ratio of supplementation of up to 20:1. Iodine deficiency that causes goitre in high rainfall regions is often undetected but can cause losses of newborn calves.

Diagnosing, managing and treating trace element deficiencies is an important skill in beef production systems. Generally, livestock deficiencies are diagnosed by testing animals and soil testing has no role in assessing trace element status of livestock. Equally important

is prevention and the understanding of when supplementation of trace elements is not required (i.e., when deficiencies do not exist).

Having a solid understanding of where trace elements fit in a beef production system and what the risk factors for developing deficiencies in enterprises of increasing intensification are, allows producers to outline cost-effective treatment and prevention strategies and to put in place management practices to minimise emergence of trace element deficiencies.

Take-home messages

1. The most important trace element deficiencies in livestock are caused by copper, selenium, cobalt (vitamin B12) and iodine deficiency.
2. To diagnosed deficiencies, livestock should be tested with either tissue or blood samples.
3. Intensification of production systems can exacerbate deficiencies so intermittent testing should be undertaken. If deficiencies are detected, cost effective supplementation and treatment programs must be implemented.

Further reading

- Trace elements for pastures and animals in Victoria. http://vro.agriculture.vic.gov.au/dpi/vro/vrosite.nsf/pages/trace_elements_pastures

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Prioritising investment in beef businesses

Hilary Bunny, Senior Consultant

Aggregate Consulting, Wagga Wagga NSW

Aggregate Consulting provides consulting and benchmarking services to corporate and family farms, the rural finance sector, industry research & development bodies, and the agricultural services sector.

As a senior consultant at Aggregate, Hilary's time is split between farm business consultancy, business skill development in farmer groups, and industry projects and extension. Hilary enjoys working at a strategic and tactical level with producers providing farm performance reviews, farm business plans and analysis of management systems.

Abstract

A combination of good seasons and high market prices is currently boosting the beef industry into extraordinary times. The stakes are high for producers to capitalise. Every producer should be questioning if they are doing enough.

This presentation will provide beef producers an overview on how to prioritise investments to maximise profits. The following points will be covered:

1. What needs to be in place before you address investments

Knowing where your business is situated financially is required to budget for future investments. Your investment decisions will be better appointed if you understand where the business inefficiencies lie and have a clear understanding of where the business is headed. Therefore, historical and forecast performance on a production and financial level will aid your decisions. Forecast cash flows will also allow you to put a timeline on investments.

2. How you should prioritise your investment

Understanding the return on investment is crucial, and there are several steps to getting the answer. It is important to understand the efficiency gain from implementing the investment, will it improve production or save on costs? It is also important to understand at what cost the investment will come;

upfront costs will be easily recognised, but hidden costs may also result from changing the current system. Understanding these factors will give you the marginal income expected from the investment, which can then be divided by the cost of the investment to give the return.

3. Key investments for your consideration

Identifying key investments that could improve the efficiency and performance of your business. Key investment opportunities include:

- Livestock
- Pasture
- Capital infrastructure

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Fodder beet as a feedbase tool

Frank Archer, Director

Landfall Angus, Launceston TAS

Frank is a Director and Co-Principal of Landfall Angus, a registered Angus seedstock herd producing genetics for their clients across south-eastern Australia. The Landfall production system is commercially orientated with cattle run in large contemporary groups, ensuring that Landfall genetics are relevant to commercial cattle production.

Frank returned to the family business in the mid 2000's after spending time in New Zealand, furthering his industry experience and studying at Lincoln University where he gained a Diploma of Farm Management. Frank has a passion for improving pasture management and is highly motivated to maximise yield and utilisation, leading to enhanced animal production and improved productivity.

Abstract

Landfall Angus consists of 3,000 hectares of effective grazing managed by the Archer family and their dedicated team. The fifth-generation farming family currently calve just over 2,000 registered females each year as part of their seedstock operation. Frank, along with his brother Ed and other key members oversee the business' financial management, and animal production, health, and breeding, as well as spending his days in the operational side of the business. Frank will outline Landfall's experience with fodder beet and how it contributes to the overall production system. Fodder beet was selected and incorporated into Landfall's feedbase system in 2016 after years of trial and error with various crops.

Fodder beet is a cost-competitive option for Landfall Angus during their feed-limiting period of late autumn to winter. It provides a worthwhile feed option that increases their winter stocking rate and provides additional pasture growth in spring. During his presentation, Frank will explain the decision-making process of incorporating fodder beet into the system, and how the business' desire to push for weight gain rather than maintenance during feed-limiting periods encouraged the choice.

Frank will delve into the challenges of grazing fodder beet in situ and the opportunities for production improvement that fodder beet provides, as well as how it compares to other supplements fed on-farm. It is an intensive system, but it has allowed Landfall Angus to increase their stocking rate considerably. The Archer family value continual improvement and while fodder beet is currently their best option for peak production, alternative feed sources are continually considered.

Top three take-home messages

1. Fodder beet is an intensive system,
2. The challenges of fodder beet are as abundant as the opportunities, and
3. Understanding the cost of feed into a grazing system is one of the most important areas to focus on.

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PROFITABLE FUTURES



Chair: Courtney Ramsey, Grower Relations Manager – South, Grains Research & Development Corporation, Horsham VIC

In her role as Grower Relations Manager – South for the Grains Research and Development Corporation (GRDC), Courtney Ramsey works with growers, advisors, researchers and other industry stakeholders to identify constraints and opportunities affecting grain grower profitability.

Courtney is based in Horsham, Victoria and along with two Adelaide-based counterparts, services the GRDC Southern region, encompassing Tasmania, Victoria and South Australia. Courtney established her career as a researcher in functional genomics (salinity tolerance) and in-crop herbicide tolerance.

She has been a grower and prior to joining the GRDC, worked as an advisor in South Australia state politics. She has been with the GRDC since 2017 and is passionate about ensuring research delivers impact on the ground for southern Australian grain growers.

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Notes



Business analysis for better decision making

David McLean, Chief of Delivery
RCS Australia, Yeppoon QLD

David specialises in ensuring that people have the knowledge, support and inspiration to perform at their best in agriculture. He provides a refreshing combination of hands-on experience, technical knowledge, facilitation skills and high-level analysis.

David is part of fifth-generation sheep and cattle grazing family from south-west Queensland, Australia. He received first class honours in a Bachelor of Agricultural Science, Rural Technology and holds a Cert. IV in Training and Assessment along with training and extensive research in facilitation, communication,

ecology, production systems and business analysis. He started his association with RCS as a client on a large time-control-grazing property between Richmond and Croydon in north Queensland. During this time, he was involved in all aspects of managing the intensive grazing business, along with agistment enterprises on properties ranging from Georgetown to Boulia.

After working at a practical level with principles promoted by RCS, David started full time work as a professional advisor and educator with the company in 2007, based out of Yeppoon with Dr Terry McCosker. Now RCS Chief of Delivery, David is leading a devoted team of professionals as they work with producers across Australia. David's background, combined with his professional approach, has led him to become a highly sought-after presenter and consultant across Australia. He delivers the full suite of RCS education programs including the Farming and Grazing for Profit Schools and Executive Link facilitation. He also provides on farm and remote one on work with businesses across Australia.

Abstract

Managing an agribusiness involves a complex juggling act of many topics. You know, small topics like communication, gross margins, bank discussions, soil health, fertiliser rates, marketing, tax returns, mechanics, nutrition, succession, people, budgeting, setting direction, planning..... These topics are separate, however at the same time are completely connected as they all relate to the outcomes achieved.

The decisions makers are generally under the pump as they do their best to keep the balls in the air. Occasionally we drop a ball or two as we focus on the urgent and mandatory tasks in our business.

What if the balls getting dropped are the ones that could make us the most money? Make us happier? Have the biggest effect on land health? How do we know?

The answer lies in having a simple way to do two things:

1. Connect what is happening in the paddock to what is happening in the office.
2. Recognising the difference between our cashflow management, taxation obligations, and our management accounting which tells us what is really going on.

This presentation will dive into these two areas and show how to use them to get good information, when you need it, in a way that will give you more confidence to make better decisions.

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IRRIGATED PASTURE UPDATES



Chair: David Squibb, Southern Australia Regional 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, South Australia, and Southern NSW. David has been with PGG Wrightson Seeds for over 15 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 discussions groups and various prime lamb producers, as well as 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 PASTURE UPDATES



The costs associated with compromising pasture perenniality

Basil Doonan, Farm Business Consultant
Pinion Advisory, Devonport TAS

Basil Doonan has over 25 years of experience in farm business management, grazing management, training, and consultancy. He has worked extensively in Australia and overseas in grazing industries, primarily consulting to farm business owners and managers, and developing and delivering producer supported learning programs on topics such as pasture management, strategic planning, irrigation management and herd fertility.

Basil has a sound understanding of pasture and business management, soil and animal nutrition, animal husbandry and agronomy gained over his time in the agricultural industry. Basil has a Bachelor of Agricultural Economics and a Post Graduate Diploma in Farm Management.

Abstract

The cost of losing perenniality in irrigated pastures appears as the cost of renovation. Basil's presentation will cover the following questions:

- How long does it take to recover this cost of losing pasture perenniality/pasture renovation?
- How long should pastures persist in irrigated systems and;
- Is it worth renovating a pasture to capture the benefits of improved varieties?

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Worm management for sheep and cattle under irrigation

John Webb-Ware, Senior Consultant, Mackinnon Project
University of Melbourne, Werribee VIC

John Webb Ware is Senior Consultant with the Mackinnon Project at the University of Melbourne. He advises to beef and sheep producers throughout south-eastern Australia on all aspects of farm management.

In addition to consulting to farming businesses he also regularly presents to farming groups and is involved with various farm management and agriculture related committees and boards. He also undertakes teaching of undergraduate and postgraduate Veterinary and Agriculture students. John Webb Ware also jointly runs a sheep and beef property on Melbourne's fringe in partnership with his family in his spare time.

Abstract

Grazing irrigated pasture provides a perfect environment for the survival and establishment of worm larvae to infect grazing livestock. Given that irrigated pastures are mostly grazed with weaner sheep and cattle, the warm, moist environment provides a perfect scenario for large worm burdens to impact the growth rate and productivity of both sheep and cattle, resulting in a significant reduction of potential profits of stock grazing these pastures. More recently, the increasing occurrence of Barber's Pole worm now being found in Tasmania has brought a new challenge to irrigated pasture systems.

The most significant worm control issues on irrigation occur with sheep grazing perennial grass dominant pastures rather than short term pastures or legume pasture rotated with cropping programs. Management strategies such as strategic drenching of stock inducted onto irrigation, alternate grazing between sheep and cattle - ideally swapping every six months (although grazing cattle for three months can significantly reduce worm problems for sheep grazing after cattle). Grazing lambing ewes on irrigation should be avoided where possible if in association with long term grazing of weaner sheep.

Monitoring worm burdens with regular worm egg count (WEC) testing is a critical component of assessing worm control, contamination on pasture and fine-tuning drenching programs. In addition, drench resistance testing should be undertaken every 3-4 years, including assessing drench resistance to Barber's Pole. Monitoring WEC's are less reliable with cattle, although can still be a useful tool especially with the emergence of drench resistance in

cattle that now requires beef producers to also monitor for. Whilst long-acting products can be highly effective at controlling worms, over-reliance on long-acting products can potentially exacerbate drench resistance problems. Specialist drenching strategies, and selective drenches such as Closantel (where drench resistance testing indicates it still works) can help reduce the impact of Barber's Pole worm for several years where conventional worm control strategies are not working.

Take-home messages

1. Grazing weaned lambs on irrigated pasture is an ideal environment for significant worm problems and production losses in sheep.
2. Alternate grazing with sheep and cattle or alternate cropping programs will substantially reduce the impact of worms in both sheep and cattle.
3. Intensive monitoring of WEC's is essential to assess pasture larval contamination and decide on additional drenches.
4. Producers should test the drench resistance status of both sheep and cattle.

Further reading

- Seek advice from a worm control specialist.
- www.wormboss.com.au

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DRYLAND PASTURE UPDATES



Chair: Tim Pepper, Commercial Manager – Southern Australia, Barenbrug, Adelaide SA

Tim Pepper is the Southern Commercial Manager for Barenbrug. He manages their sales team of 8 across Victoria, south NSW, SA, WA, including the Regional Agronomist Rob Winter in Tasmania.

Growing up on a prime lamb and beef property in South West Victoria sparked an interest for Tim in increasing red meat productivity in a sustainable manner. Particularly focusing on productive perennial pastures. Tim has been part of the rural supply and advice chain since the late '80's and has spent the last 30 years specifically in the seed industry.

Always keen to be involved, Tim has held many industry roles in the past including President of the Grasslands Society of Southern Australia and MLA Pasture Updates coordinator. He is currently President of the Australian Seed Federation, a Director of the Pasture Trials Network and Mackillop Farm Management Group's livestock & pastures group.

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DRYLAND PASTURE UPDATES



Promoting production and persistence of dryland pastures

Jason Lynch, Senior Consultant
Pinion Advisory, Devonport TAS

Jason Lynch is a senior consultant at Pinion Advisory, with over 20 years' experience in production agronomy, various aspects of grazing management and property development. Jason works with producers 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

Pasture persistence is the biggest contributor to total profit over time (not feed quality or quantity).

The economics of pasture renovation are challenging and strongly reinforce the need to maintain persistent pastures. Pasture persistence is a result of the interaction between various factors including climate, soils, plant disease, grazing management, insect pest activity and competition between plants.

The main mechanism for perennial grasses to reproduce and persist from year to year is via asexual (vegetative) reproduction and the production of daughter tillers. The role of sexual (from seed) reproduction by perennial grasses is minor, with only limited amounts of viable seed produced. Research shows that only 3% of the viable seed produced will survive and potentially germinate.

Pasture management practices which promote the production and survival of tillers includes:

- Leaf stage based rotational grazing management practices,
- Delayed/de-stocking in response to exceptional and severe weather/seasonal conditions
- Minimise insect pasture pest activity by reducing egg laying activity and/or by pest control
- Optimal soil fertility and pH levels
- Minimise autumn rust infections by grazing out accumulated spring/summer pasture cover
- Ensure paddocks well drained and are not prone to extended periods of soil water logging

Pastures should be grazed according to their correct leaf stage (LS), which promotes:

- Higher levels of leafy dry matter production
- Greater root biomass and growth
- Superior feed quality in terms of metabolisable energy, mineral content/ balance

Species	Ideal LS at grazing in autumn, winter and summer	Ideal LS at grazing in spring
Ryegrass	3	2
Cocksfoot	4	3
Tall fescue	3-4	2
Phalaris	4-5	3

The pasture grazing intensity should be based on animal performance expectations, and the duration of grazing in each paddock controlled to ensure new regrowth is not re-grazed too early.

Further reading

- www.mla.com.au/research-and-development/Environment-sustainability/Sustainable-grazing-a-producer-resource/productive-persistent-and-profitable-pastures/
- www.mla.com.au/extension-training-and-tools/feedbase-hub/persistent-pastures/grazing-management/grazing-strategies/
- www.evergraze.com.au/library-content/pasture-improvement-calculator/index.html

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Getting your grasses rooted for the long run

David McLean, Chief of Delivery
RCS Australia, Yeppoon QLD

David specialises in ensuring that people have the knowledge, support and inspiration to perform at their best in agriculture. He provides a refreshing combination of hands-on experience, technical knowledge, facilitation skills and high-level analysis.

David is part of fifth-generation sheep and cattle grazing family from south-west Queensland, Australia. He received first class honours in a Bachelor of Agricultural Science, Rural Technology and holds a Cert. IV in Training and Assessment along with training and extensive research in facilitation, communication, ecology, production systems and business analysis. He

started his association with RCS as a client on a large time-control-grazing property between Richmond and Croydon in north Queensland. During this time, he was involved in all aspects of managing the intensive grazing business, along with agistment enterprises on properties ranging from Georgetown to Boulia.

After working at a practical level with principles promoted by RCS, David started full time work as a professional advisor and educator with the company in 2007, based out of Yeppoon with Dr Terry McCosker. Now RCS Chief of Delivery, David is leading a devoted team of professionals as they work with producers across Australia. David's background, combined with his professional approach, has led him to become a highly sought-after presenter and consultant across Australia. He delivers the full suite of RCS education programs including the Farming and Grazing for Profit Schools and Executive Link facilitation. He also provides on farm and remote one on work with businesses across Australia.

Abstract

Operating a successful grazing business incorporates four key components:

1. converting sunlight, moisture and soil into fodder
2. converting fodder into protein
3. converting protein into money
4. at the lowest cost of production.

As a grazer, growing grass/fodder is the most important step. So how do we get the most out of our paddocks? How do we grow more food from less moisture in dryland regions? What are the key grazing management principles that help our grasses perform with less renovation and costs?

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DRYLAND PASTURE UPDATES



Pasture utilisation in dryland systems: Beating 1 ton DM/100mm rainfall

Steve Crawford, Owner/Manager

Lackrana Grazing, Flinders Island TAS

Steve's rural background stems from the shearing industry. After many years working Australia wide shearing, contract mustering and station managing, Steve and his partner Maree settled on Flinders Island.

In 1992, an opportunity presented itself on the back of the 'floor price' crash for Steve and Maree to purchase their first property. Subsequently, through further buying and lease/purchase deals they were able to grow their business to a flock size of 15000 and approximately 200 head of cattle. This business, based on highly productive, fine/medium wool sheep proved to be very profitable and enabled Steve and Maree to enjoy the lifestyle of wool production while also consolidating the business and putting their four sons through boarding school.

Abstract

In 1994, Steve attended the first 'Grazing for Profit™' course presented in Australia by Dr Stan Parsons, which sparked his exploration of rotational grazing. Since that time, Steve's farm management style has manifested itself through years of experimenting, to where he is today with a business model that incorporates a very intensive grazing system that focuses on optimising the pasture growth and maximizing the pasture utilisation with moderate inputs.

Steve's grazing management model has increased the available nutrients and microbial activity in the soil, leading to high productivity on a moderate cost base.

In 2017, Steve (as a sole labour unit) decided semi-retirement looked good, so after selling

40% of the property and the entire wool flock he has now consolidated the business to 440 hectares (1100 acres) and runs a self-replacing beef herd of approximately 1400 head. The herd comprises of 650 cows, 630 followers and approximately 150 fatteners.

This business model focuses on breeding steers for the feedlot, with excess stock targeting Greenham Tasmania's Global Animal Partnership (GAP) accreditation program.

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A black and white portrait of a middle-aged man with a friendly expression, smiling at the camera. He is wearing a dark-colored baseball cap with the 'Nutrien Ag Solutions' logo in white. He is also wearing a light-colored, short-sleeved button-down shirt that features the 'Nutrien Ag Solutions' logo on the left chest. The background is a plain, light-colored wall.

Richard Mollineaux is the Branch Manager/Agronomist, for Nutrien Ag Solutions on Flinders Island. Richard has been with Nutrien Ag Solutions (formerly Roberts Ltd) on Flinders Island for 19 years.

Nutrien Ag Solutions provides on farm advice in dryland pasture and rural merchandise as well as livestock, wool and real estate sales. Richard has three livestock agents working under him who provide marketing and selling advice for their clients on Flinders Island as well as two full time store staff and one full time real estate agent.

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Notes

VIRTUAL FARM TOUR



Chris Macqueen, Owner Manager,
Skyhaven, Flinders Island TAS

Chris, along with his wife, Rachel own and manage Skyhaven, a 1100-hectare beef property on Flinders Island. Skyhaven consists of 930 hectares of improved pastures and 170 hectares of fenced off bush area receiving 750mm of rainfall. Since taking over the property in 2007, Chris has transitioned the property from wool production into prime angus cattle. Beef is produced in an intensive rotational grazing system with the rotation length set at approximately 60 days in the middle of winter. This mid-winter, Chris is currently running 390 PTIC heifers, 760 PTIC cows and 1000 followers.

Chris grew up on Flinders Island before travelling and working across Australia after leaving school. Since his return to the island, he has focused on development and upscaling on Skyhaven. He has purchased a significant amount of land and prioritised the development of bush blocks by reworking the land into improved pastures and reducing the wildlife pest problem which plagues farms across the island. Chris runs Skyhaven as a 100% dryland property and does not conserve fodder, preferring to utilise surplus feed to improve the condition score of livestock. In dry times, when the autumn break is late, Chris is committed to destocking as much as necessary to conserve the core breeding herd. The logistics of producing beef on an island requires Chris to be highly organised, ensuring livestock is booked in and shipped at the right times for sale in Tasmania.



Tom Youl, Owner Operator,
Quoin & Tilba Farms, Flinders Island TAS

Tom and Jo Youl own and run an angus breeding operation on Flinders Island. The Youl's started their operation in 2015 with 80 cows and an unimproved farm that ran thousands of wallabies and wombats. The main block is The Quoin, located North of Killiecrankie consisting of 1200ha in total, with a grazeable area of 800ha. Since 2015 400ha has been renovated into a mix of rye grasses, clovers and phalaris. The second block 'Tilba', which has approximately 300ha of improved pasture, was purchased in 2019. Tilba is used to grow out weaners to store and joining weights. It is about 20

minutes away from The Quoin, located in the centre of the Island.

Tom's farming operation consists of the steers being sold to the Tasmanian feedlot, targeting 400kg. Heifers are run with the steers throughout the winter in one mob and grazing rotations are pushed out towards 90 days mid-winter. Quoin and Tilba are both dryland properties and Tom prefers not to conserve fodder but instead aims to utilise surplus feed to build up condition at the time.

Tom and Jo have also invested a lot of their time into their Agri-tourism business on Flinders Island. 'On Island Time' hosts four unique, short term accommodation properties and a restaurant in Whitemark called the Flinders Wharf. Two of the accommodation properties are on Quoin Farm and marketed as farm stays. The Wharf's ethos is to source local produce and showcase it to visitors and locals. There is also an award-winning gin and whisky distillery at the Wharf.

Tom and Jo are also members of the producer's productivity group that runs on the island along with Aggregate Consulting's benchmarking program and are also active members of the Pasture Principles program, delivered by Pinion Advisory.

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Services we offer

Our FarmPoint Liaison Officers will answer your enquiries directly by phone or email. They can also direct you to the best source of information within DPIPWE or elsewhere.

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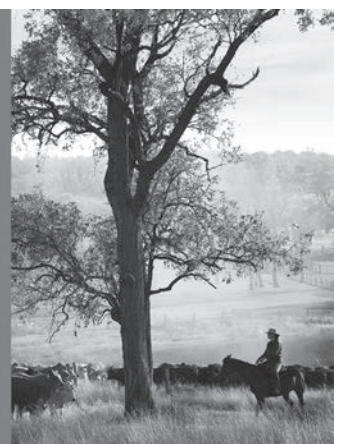
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Westpac Agribusiness



Notes

Your Country.
Now 100% Tasmanian.



www.tasmaniancountry.com

Better your business

MLA offers red meat producers a range of educational resources, tools and programs to improve profitability

Training programs/workshops

MLA delivers a range of programs and workshops to equip producers with the latest best-practice knowledge:



MLA resource hubs

MLA has compiled this series of hubs containing relevant resources on a range of on-farm topics:

- **Livestock:** Genetics, beef, sheep, goats
- **Feedbase:** Healthy soils, phosphorus, leucaena, pasture dieback, dung beetles
- **Sustainability:** Carbon neutral by 2030, dung beetles
- **Climate:** Climate, disaster recovery
- **Other resources:** Seasonal resources, COVID-19 resources and market insights hub, mental health, MLA's e-newsletters



The toolbox

Self-guided online tools and training packages to upskill anytime, anywhere. Topics include:

- assessing nodulation in legume pastures
- establishing a new pasture
- pain relief use in southern cattle
- pain relief use in sheep
- introduction to MateSel
- soil testing
- visual indicators of soil condition



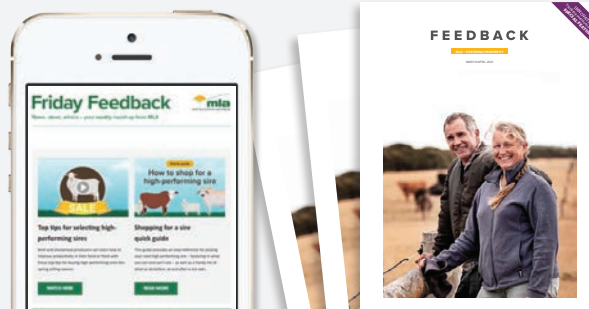
Online training, tools and resources

elearning.mla.com.au

Keep informed

Stay ahead with MLA resources:

- **Red meat industry events:** mla.com.au/news-and-events
- **Feedback magazine:** mla.com.au/feedback
- **Feedback podcast:** mla.com.au/feedback-podcast
- **On the ground podcast:** mla.com.au/on-the-ground
- **e-newsletters:** mla.com.au/enews



Become an MLA member today

MLA membership is **free** to levy-paying producers of grass or grainfed cattle, sheep, lambs or goats. MLA members receive the following free or discounted products:



Market information



Discounted entry to MLA events



Publications and information tools



Subscription to MLA's Feedback magazine

To become an MLA member call **1800 023 100**, visit mla.com.au/membership or scan the QR code above.

FREE
to levy-paying
red meat
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