

# How a ‘simple’ approach yielded big results

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*Flinders Island beef producers, Tom and Jo Youl with their children (from left) Billy, Alice and Georgie. Photo courtesy of Joe Chelkowski.*

Greenham suppliers  
top MSA awards

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Turn your grass  
into cash

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Dairy beef program  
expands to mainland

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## GREENHAM TEAM OUT & ABOUT



*Pictured above: Greenham Cattle Buyer, Stephen Baker, and Ben Saint from Kurundi Station, NT.*

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 @Greenham   
  Greenham  
 Greenham   
  www.greenham.com.au

#### Head office (Port Melbourne)

reception@greenham.com.au    1300 548 378

#### Smithton

tasemail@greenham.com.au    03 6452 2701

#### Tongala

tonemail@greenham.com.au    03 5859 0912

#### Moe

gippsland@greenham.com.au    03 5127 4000

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## CONTACT YOUR LOCAL GREENHAM LIVESTOCK REPRESENTATIVE

Cattle buyer	Region	Mobile	Email
<b>MAINLAND</b>			
Jason Rowney	North-east VIC & southern NSW	0428 843 300	jrowney@greenham.com.au
Sean Kallady	Gippsland & Latrobe Valley	0437 918 870	skallady@greenham.com.au
Nick Cagney	Central & northern VIC	0427 967 842	ncagney@greenham.com.au
Stephen Baker	VIC Western District & SA	0408 719 100	sbaker@greenham.com.au
Andrew Wilson	VIC Western District & south-east SA	0408 315 927	awilson@greenham.com.au
Adam Pretty	Group Livestock Manager	0417 300 799	apretty@greenham.com.au
Mathew Rennie	Gippsland & north-east VIC	0448 379 146	mrennie@greenham.com.au
<b>TASMANIA</b>			
Lyndon Grey	Southern & north-central	0427 719 472	lgrey@greenham.com.au
Mitchell Grey	North-west	0429 811 116	mgrey@greenham.com.au
Daryl Heazlewood	North-east & Flinders Island	0419 131 458	dheazlewood@greenham.com.au
Ron Crack	King Island	0400 895 133	rcrack@greenham.com.au
Darryl Pearce	Livestock Manager		dpearce@greenham.com.au
Graeme Pretty	Sr Group Livestock Manager	0413 286 998	gpretty@greenham.com.au
<b>LIVEWEIGHT AGISTMENT</b>			
Caroline Ronald	Livestock Agistment Coordinator	0418 505 347	cronald@greenham.com.au
<b>NEVER EVER BEEF PROGRAM</b>			
Jhodie Farrelly	Natural Programs Administrator	1300 548 378	jfarrelly@greenham.com.au



## BUSINESS AND MARKET NEWS FROM THE MANAGING DIRECTOR, PETER GREENHAM

### TONGALA EXPANSION

Construction is well and truly underway for the redevelopment of our Tongala processing facility. The new facility will feature state-of-the-art cattle yards, solar power, best-in-class water recycling, and infrastructure to accommodate increased carcase utilisation. The concrete foundations have been laid, and walls are currently being erected. We anticipate the new plant will be complete by the end of this year.

The revamped plant will offer new opportunities for producers in western and northern Victoria, southern New South Wales and South Australia to supply high-value program cattle. Contact your local cattle buyer today to discuss your options.

### MARKET NEWS

#### USA NEVER EVER MARKET

We've seen a slight softening of the premium market in light of lifting interest rates, which will be a common theme across all international and domestic markets. For now, restaurant demand remains strong, but the retail sector is starting to push back on high prices as living costs continue to rise, and we expect to see a similar response from restaurants in the coming months. Under the current supply conditions prices are holding up however this could shift when we see an influx of cattle in the summer months.

#### USA 90CL MARKET

Significant drought conditions in north America have resulted in a mass cull of breeding cows, which has led to a surge of 90CL trim flooding the US domestic market. Consequently, commodity market prices have softened by about 15% over the past few months.

It's still an unknown how long the current cow cull will last.

### KOREA

The chilled market is currently very soft. A lot of the product arriving on Korean shores is being frozen down for later use, which has negatively impacted demand for volume and prices for new shipments. We will start to feel the pinch on high-quality grain and grassfed lines going into supermarkets for typical Korean cuts like flap meat.

Our last Korean update was largely positive with strong demand and prices, however that turned on a dime as the rising cost of living, lingering impacts of COVID-19, and a period of over-ordering has left the market saturated.

### DOMESTIC MARKET

With rising interest rates and the ever-increasing cost of living, there has been a noticeable shift in consumers buying mince and lower quality cuts in place of steak and grilling cuts. While this trend is seasonal as we usually see a move towards roasting cuts and mince during winter, this year is magnified. In terms of supply, the forecast for summer is positive, but demand is unpredictable as people tighten their purse strings.

### HALAL CERTIFICATION

Over the past two years we have taken steps to attain Halal certification for all three processing facilities in Smithton, Moe and Tongala. This certification will support us to promote our brands in the United Arab Emirates (UAE), Saudi Arabia and Qatar, which are relatively new markets for us. Our goal is to position our brands on menu, particularly in Qatar ahead of the soccer world cup in November.

Saudi Arabia is in the midst of a big shift towards western-style dining, with local demand growing for high-quality grain and grassfed beef.

Greater demand from these markets over the past six months has allowed us to move into some new distributors who haven't seen our brands before, solidifying those relationships ahead of the world cup.

Opening ourselves up to as many high-value markets as possible maximises our ability to buy more cattle and return greater value to our cattle suppliers.

### PORT CONGESTION

Port congestion remains an ongoing issue around the world. For the past 12 months, we've seen build-ups of vessels in different parts of the world and tight container supply, which is likely to extend beyond 2022 in the wake of the Shanghai lockdown.

We are seeing significant delays of 25 days or more when exporting product to the west coast of America, which is restricting our ability to trade there with some short shelf-life items. The east coast has improved but in general there is a lot of product waiting in freezers, which puts pressure on their ability to clear product quickly. Backed up freezers linked to a saturated commodity market has meant grinders are leaning on readily available fresh meat as a preference, while imported meat sits in freezers waiting for prices to correct.



## LIVESTOCK SUPPLY AND MARKET NEWS WITH GREENHAM SR LIVESTOCK MANAGER, GRAEME PRETTY

Welcome to your seasonal round-up of livestock supply and market news. In the first half of this year the restocker to feeder premium in EYCI cattle averaged 144c/kg cwt, while restocker prices remain at a premium on the back of continued market confidence.

Meat & Livestock Australia (MLA) has revised its forecast for 2022, predicting slaughter numbers to reach 6.15m head in 2022, down from 6.7m head. The national herd rebuild is expected to continue, rising nationally by 5.6% to 27.6m, and record carcase weights are forecast to offset lower slaughter volumes, with total beef production forecast to rise by 4.5% to 1.97m tonnes.



### TASMANIA

#### North-east

We had a favourable autumn in the north-east with good rain and mild conditions. During winter it's important to keep up hay and silage to maintain carcase quality and grading results.

Cattle numbers have been strong with beef cows coming forward in good numbers as well as large numbers of dairy cows. Yearling numbers have been consistent with forward priced yearlings now in play.

To offer Tasmanian producers another option for their steers, Greenham has recently started purchasing feeder steers.

#### North-west

Generally the condition of cattle has been extremely good due to the seasonal conditions. Cattle weights have been above average compared to last year.

The weather along the coast has been extremely good due to a good amount of rain in the summer period. It really kickstarted the feed, which in turn meant we didn't really have a dry spell and cattle kept on coming forward through the plant. Earlier this year Circular Head experienced close to its driest six months on record, which resulted in:

- producers offloaded prime cattle earlier with slightly lighter weights than usual, particularly if they didn't have enough fodder in reserve
- producers decided not to actively restock after selling prime cattle, waiting until the autumn break, which was slightly later than usual
- or some producers kept cattle on-hand to hopefully gain the winter premiums with the plan to restock in late winter/early spring.

Grading results have been consistently good but at lighter weights. Winter arrived earlier than expected with large amounts of fodder (hay and silage) being delivered into the district from all parts of the state. Producers have been putting more weight on their cattle to maximise their return due to high store prices.

#### Central and south

It's been a mixed season here in central and southern Tasmania. Supply was tight at the start of the year as producers were hesitant to move stock due to the high cost of replacements. With varying rainfall throughout much of the state, many producers brought forward cattle to manage winter fodder reserves, which resulted in a tightening of cattle numbers as we moved through winter.

Cattle condition and grading results have been consistently

above average, which is a testament to the dedication of our producers to supply a quality product.



### VICTORIA

#### Western District

Cattle weights, condition and supply have been very consistent, considering the late break in season here. Supply from the northern region has been strong and continues to grow.

Due to the dry most farmers preg-tested and offloaded empty cows by the end of June. We've seen an uptick in cattle moving into the market and going direct to processors. We've also seen a trend from feedlots keen to purchase heavier forward cattle in the paddock and at store sales, and greater interest from the north of the state - where there is an abundance of feed - for lighter, quality weaners.

#### Northern Victoria and southern New South Wales

Supply has been strong throughout north-east Victoria and southern New South Wales in the first half of this year for both cattle contracted through the winter price agreements, and those purchased on the spot. Cattle prices have remained strong for slaughter animals as well as backgrounder/feeder cattle. Slaughter cattle are still grading well with very little dark cutting and minimal yield loss despite the colder weather. Liver fluke has been prominent in recent months; to prevent liver fluke it's important to drench and quarantine all animals coming onto the property, keep water troughs clean and free from snails, and maintain robust biosecurity standards, and check your feedback to monitor animal

health results. If liver fluke is a problem for you, talk to your vet about testing and management strategies.

### Gippsland

Producers are being rewarded for going the extra mile with great prices over-the-hooks, on the box or at the saleyards. The autumn break saw rain in the east of the region but drier conditions to the west and south. Gippsland producers continue to utilise MSA feedback to

produce a high-quality grassfed article as results show an upward trend in MSA feedback this year. Additionally, we've also seen weight-for-age improve in line with cents per kilogram. We're seeing an increase in new producers supplying not only the NEVER EVER program, or Bass Strait brand but also Wanderer and Altair Wagyu. Get in touch if you're interested in becoming accredited to supply our on-farm programs.

### FAREWELL BERNIE

On a personal note, Bernie Tinning, the former Livestock Controller at our Tongala processing facility, retired in May after 22 years at Greenham. Bernie brought great professionalism to her work and was trusted by our team and all producers she dealt with. Bernie will be missed around the Tongala office. We wish her all the best in her retirement.

## GREENHAM ANNOUNCES NEW LOOK



I am thrilled to unveil our new Greenham logo and corporate branding. With more than six generations of involvement in the Australian red meat industry, Greenham has built an enviable reputation for high-quality beef, integrity and innovation.

As our 100% Australian-owned business grows, Greenham's proud legacy will continue, bolstered by a new brand look-and-feel that will carry us into the next generation.

As a family business, Greenham has always punched above its weight and with new initiatives on the horizon including on-farm programs that will allow more producers and cattle types to find a home at Greenham, the launch of new beef brands in response to emerging market trends, a new carcase feedback portal enabling

easier and more in-depth data analysis, and the redevelopment of our Tongala processing facility, the future has never been more exciting.

The new logo, punctuated by the slogan 'For the very best Australian beef' is inspired by our proud history, loyal cattle suppliers, and drive to be at the forefront of delivering the very best Australian beef into premium markets at home and around the world.

Keep an eye out as you will start to see the new branding rolled out in our communications, on-plant and in your communities over the next 12 months.

**Greenham Managing Director,  
Peter Greenham**

# Greenham



## ARE YOUR ACCREDITATIONS UP TO DATE?

Get the most out of every consignment and avoid payment delays by ensuring your accreditations are current.



### Livestock Production Assurance

**(LPA):** LPA is the on-farm assurance program that underpins market access for Australian red meat. You must be

LPA accredited to use National Vendor Declarations (NVDs), and to register with MSA. NVDs provide evidence of livestock history and on-farm practices when transferring through the supply chain.

→ **Check your accreditation status at**  
[www.integritysystems.com.au](http://www.integritysystems.com.au)



### Meat Standards Australia (MSA):

MSA is Australia's red meat eating quality grading system that takes into account all factors that affect eating quality, from paddock to plate.

To supply the Greenham NEVER EVER Beef Program, producers must hold a current MSA registration. A completed MSA vendor declaration must also accompany each consignment.

→ **To check your MSA status, visit**  
[www.mla.com.au/msa](http://www.mla.com.au/msa)



### Greenham NEVER EVER (NE) Beef Program:

NE underpins the marketing claims of a number of Greenham's premium brands including Cape Grim and Bass Strait. The program demonstrates the stringent on-farm animal welfare and sustainability practices of accredited producers. To be eligible for NE financial premiums, you must hold a current accreditation, and an NE vendor declaration must accompany each consignment.

→ **To check your accreditation status, contact your local Greenham cattle buyer.**



# GREENHAM CATTLE SUPPLIERS RECEIVE TOP MSA HONOURS

## CONGRATULATIONS TO THE GREENHAM SUPPLIERS HONOURED IN THE 2022 MSA EEQ AWARDS.

Beef producers who consistently delivered superior eating quality beef were recognised at the Meat Standards Australia (MSA) Excellence in Eating Quality (EEQ) Awards in March.

The awards were part of a national series across six states, which included forums where producers and others along the supply chain heard from industry speakers on maximising value using the MSA program.

Greenham Supply Chain Manager, Jessica Loughland, spoke in VIC and TAS on Greenham's utilisation of MSA to bolster brand consistency and quality.

The MSA EEQ Awards recognise beef producers who have achieved outstanding compliance rates to MSA specifications, as well as high eating quality performance as represented by MSA Index results for MSA-graded cattle during the 2019-20 and 2020-21 financial years.

The categories for this year's awards included:

- Most Outstanding MSA Feedlot
- Most Outstanding MSA Beef Producer – Band 1\*
- Most Outstanding MSA Beef Producer – Band 2\*\*
- MSA Progress Award\*\*\*
- Champion MSA Index Carcase

## CONGRATULATIONS TO THE FOLLOWING GREENHAM CATTLE SUPPLIERS:

### Tasmania

- Most Outstanding MSA Beef Producer – Band 1: Kevin & Gill Johnson, Preston
- Most Outstanding MSA Beef Producer – Band 2: SA Holloway, Ranga
- MSA Progress Award: Van Dairy, Woolnorth

### Victoria

- MSA Progress Award: York Bay, Gunbower

### South Australia

- MSA Progress Award: Broad Cattle, Hallett

For the full list of winners go to [www.mla.com.au/msa](http://www.mla.com.au/msa)

To be eligible for the awards, an MSA producer must have:

- supplied volume (MSA cattle) in the top 50% for that state and feed type
- had at least average compliance rate for the state
- consigned MSA cattle at least once per year (2019-20 and 2020-21).

\*producers turning off large MSA consignment volumes from any non-feedlot operation

\*\*producers turning off smaller MSA consignment volumes from any non-feedlot accredited operation

\*\*\*greatest improvement in their MSA results since the last awards in 2019.

Greenham Livestock Supply Chain Manager, Jessica Loughland

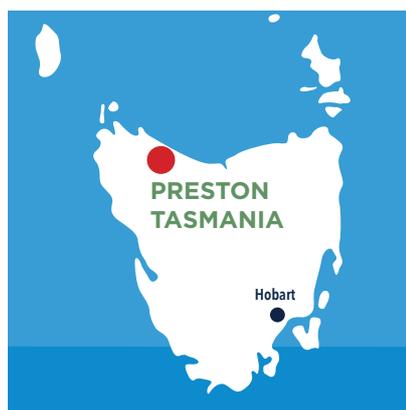


MSA Program Manager David Packer, Gill and Kevin Johnson, MSA Producer Engagement Officer Laura Garland, and MLA Adoption and Commercialisation Group Manager Sarah Strachan

## MSA PAVES THE WAY FOR BUSINESS SUCCESS

✓ MSA compliance - 99.75%

★ Average MSA Index 62.97



### SNAPSHOT

ENTERPRISE	Finishing cattle for Greenham's NEVER EVER program
LIVESTOCK	180-230 head of mostly Angus cattle
PASTURE	Perennial ryegrass
SOIL	Ferrosol
RAINFALL	1,300mm

### Key points

- use low-stress handling techniques for calm cattle and, ultimately, meat quality
- keep big changes to a minimum close to sale time, including not mixing cattle from different mobs for at least three weeks prior to processing to keep cattle calm and combat the issue of dark cutting

When Kevin and Gill Johnson changed their farming operation to focus on beef cattle, after 45 years as dairy producers, one of their first priorities was to learn more about Meat Standards Australia (MSA).

They became registered MSA producers in 2012 – a decision that paved the way for the fourth-generation producers to join the Greenham NEVER EVER Beef Program, with their grassfed cattle used for Greenham's premium Cape Grim branded beef.

They haven't looked back and have now won the 2021 MSA Excellence in Eating Quality Awards in the category for Most Outstanding MSA Beef Producers - Band 1, for Tasmania, based on their 99.75% compliance to MSA requirements and an average MSA Index of 62.97 during 2019-21 financial years.

The Johnson's property at Preston in northwest Tasmania receives an annual average rainfall of 1,300mm and when combined with ferrosol soils, results in prime pastures ideal for finishing cattle.

Kevin and Gill run between 180-230 head of predominantly Angus cattle, purchased as young stock from the local saleyards.

When selecting cattle for their finishing operation, Kevin said they looked for quality types around 280-380kg, to be finished at a target carcass weight of 360-390kg.

"Initially, we registered with the MSA program because it was good for business, but we have seen many benefits," Kevin said.

"All our cattle are MSA graded with our processor paying premiums for the higher graded cattle. Accessing the grading data also helps us with management decisions."

Perennial ryegrass forms the dominant pasture on their property, with the Johnsons' cattle finished on pastures and a supplementary feed of their own silage.

"Our growth targets are 1kg per day and then up to 10kg per week during the finishing period while having cattle on a rising plane of nutrition," Kevin said.

"We feed silage made on-property during the finishing period and from May through winter, as well as when supplementary feed is required

due to seasonal conditions."

The Johnsons believe that managing their cattle using low stress handling techniques is vital for calm cattle and ultimately, meat quality.

With that in mind, they keep big changes to a minimum close to sale time.

This includes not mixing cattle from different mobs for at least three weeks prior to processing.

They have found from experience that keeping cattle within the mobs they are familiar with keeps them as calm as possible close to sale time, which helps to combat the issue of dark cutting.

Kevin and Gill receive carcass feedback reports from Greenham once their cattle have been processed, with the comprehensive reports including MSA Indexes.

Gill said the data in the feedback reports, including marbling, pH, and ossification results are used to guide on-farm decisions and help them determine preferred suppliers.

"Those reports give us a lot of important information and we take that into account," Gill said.

"If we can, we will purchase from the same producers based on those reports or buy cattle that have good genetic traits, guided by the data.

"As a producer, these benchmarks are what you should be aiming for – good weights, good fat cover and good MSA Index scores. Being part of MSA is definitely worth it.

"We would also like to thank our local carrier, Chris Williams for taking such care with our cattle."



Gill and Kevin Johnson



## FIVE TOP TIPS FOR A SMOOTH NEVER EVER AUDIT

To protect access to trusted premium markets and ensure your eligibility for financial premiums, Greenham conducts on-farm NEVER EVER audits once every three years.

Greenham Natural Programs Administrator, Jhodie Farrelly, explained the NEVER EVER program underpins several of Greenham's premium brands, which have been tailored to meet specific customer requirements in both domestic and international markets.

"Audits are about ensuring that the NEVER EVER program is still working for you, and identifying areas where you might need support or clarification," she said.

"During the audit, the auditor will check how records are maintained, and how animal welfare and grazing management is being carried out. The auditor will also accompany the producer on an inspection of the property to view cattle, yard facilities and medication storage."

To help your next audit run like clockwork and retain your accreditation, Jhodie has compiled a list of helpful tips:

### 1. Understand program requirements:

the best way to prepare for an audit is to ensure you're following program requirements and maintaining your records every day, not just in the days before the audit.

➔ Refer to your NEVER EVER Beef Program folder for the full list of program requirements or contact your local Greenham cattle buyer to order a new folder.

### 2. Know your auditor:

Greenham uses third-party auditors, Livestock Integrity Solutions Australasia (LISA) to conduct most of our on-farm audits; the rest are conducted by your local Greenham cattle buyer. As your accreditation is nearing renewal, your auditor will contact you to schedule a suitable date and time.

➔ For more information about LISA visit [www.livestockintegrity.com.au](http://www.livestockintegrity.com.au)

**3. Keep the scheduled date:** to avoid your accreditation lapsing and losing your eligibility for financial premiums, it's important to try to stick to the original scheduled audit date as best you can. Of course, unavoidable, and unexpected changes will occur, but where possible, keeping to the original audit date will avoid unnecessary and time-consuming rescheduling, and accreditation lapses, ensuring you get the most out of every consignment.

➔ If you do need to change your scheduled audit date for any reason, be sure to notify your auditor as soon as possible.

**4. Allow enough time:** on-farm audits typically take between 1-2 hours to complete.

➔ Ensure you've blocked out the appropriate amount of time to complete the audit and communicate this with your team. This will ensure the auditor gets everything they need in one go, reducing the need for follow-up visits or back-and-forth emails chasing up missing documentation.

### 5. Address non-conformances

**in a timely manner:** if any non-conformances are identified, they must be resolved within four weeks of the audit to retain your accreditation and eligibility for financial premiums.

➔ If you have questions or need help, Greenham is here to support you make relevant adjustments, and get the most out of the program.

All information collected during the auditing process is confidential.



For more information, contact Greenham Natural Programs Administrator, Jhodie Farrelly at:

✉ [jfarrelly@greenham.com.au](mailto:jfarrelly@greenham.com.au)

☎ 1300 548 378

## HAVE YOU SUPPLIED YOUR CORRECT ABN NUMBER AND BUSINESS NAME?

### THE IMPORTANCE OF A CORRECT ABN NUMBER

To pay producers for their cattle, Greenham is required to quote an Australian Business Number (ABN) on the tax invoice. If a producer does not provide their ABN, Greenham is required to withhold up to 48.5% of the value of the sale.



To avoid losing almost half the value of your consignment, it's crucial to either provide a valid ABN number or if eligible, that you complete a 'statement by a supplier' form available for download by scanning the QR code to the left or at [www.ato.gov.au/forms](http://www.ato.gov.au/forms)

Only some businesses are eligible to complete a 'statement by a supplier' form. For the full list of eligibility criteria visit [www.abr.business.gov.au](http://www.abr.business.gov.au) or contact your local Greenham livestock administration contact.

### CHANGES COMING TO TRADING NAMES

From October 2023 the Australian Government Business Register is retiring Trading Names. This means that Greenham will need to update our records to:

1. remove Trading Names from producer accounts
2. ensure that the correct Business Name is recorded.

For more information visit [www.abr.business.gov.au](http://www.abr.business.gov.au)

To avoid consignment disruptions or late payment, check if we have your correct details or send in your completed 'statement by a supplier' form by contacting your local livestock administration contact:

#### Smithton - Lea Burr

lburr@greenham.com.au

PO Box 452, Smithton TAS 7330

Phone: 03 6452 2701 | Fax: 03 6452 1479

#### Tongala - Emma Rankin

erankin@greenham.com.au

PO Box 111, Tongala VIC 3621

Phone: 03 5859 0912 | Fax: 03 5859 0306

#### Moe - Lisa Whiteside

lwhiteside@greenham.com.au

PO Box 114, Moe VIC 3825

Phone: 03 5127 4000 | Fax: 03 5127 4440

## FOOT AND MOUTH DISEASE (FMD) AND LUMPY SKIN DISEASE (LSD): WHAT YOU NEED TO KNOW

Recent cases of Foot and Mouth Disease (FMD) and Lumpy Skin Disease (LSD) have been confirmed in Indonesia. In July 2022, FMD was also detected in Bali.

**FMD** is a highly contagious animal disease that affects cattle sheep, goats and pigs. Common symptoms include blisters in and around the mouth area, drooling and limping.

**LSD** is a viral cattle and water buffalo disease that causes relatively low mortality but can result in animal welfare issues and significant production losses. The disease is characterized by fever, depression and skin nodules.

If an incursion of either disease was to occur in Australia, access to significant international markets would be disrupted.

Australia is currently free from FMD and LSD.

### What is the government doing?

State and federal governments are undertaking a range of activities to manage the biosecurity risks posed by LSD and FMD.

The Australian Veterinary Plan (AUSVETPLAN) is in place as the nationally agreed approach to respond to an animal disease outbreak.

Some of the measures the Federal Government is taking to combat and contain FMD and LSD include:

- increased international border measures for passengers and goods arriving in Australia

from Indonesia, from sanitation foot mats to new biosecurity officers

- working with Indonesia to contain and control its FMD and LSD outbreaks
- boosting biosecurity education and awareness among Australians
- increased disease surveillance and preparedness measures in northern Australia
- investing in projects to build the capacity of nearby countries to control FMD.

### What can producers do?

- familiarise yourself with the symptoms of FMD and LSD [www.agriculture.gov.au/biosecurity-trade/pests-diseases-weeds/animal/fmd](http://www.agriculture.gov.au/biosecurity-trade/pests-diseases-weeds/animal/fmd)
- if you suspect LSD or FMD in your livestock, immediately call the **Emergency Animal Disease Watch Hotline on 1800 675 888**
- adhere to all traceability obligations [www.integritysystems.com.au/on-farm-assurance/livestock-movements](http://www.integritysystems.com.au/on-farm-assurance/livestock-movements)
- review your on-farm biosecurity plan [www.integritysystems.com.au/on-farm-assurance/Biosecurity](http://www.integritysystems.com.au/on-farm-assurance/Biosecurity)
- if you are travelling to Australia from Bali, declare where you've been, make sure you clean your clothes and shoes thoroughly or bin them before boarding, and steer clear of farms and livestock for seven days after you arrive in Australia.

Photos courtesy of Joe Chelkowski



# SIMPLICITY BACKS ISLAND ENTERPRISE

## SNAPSHOT

PROPERTY	'The Quoin' and 'Tilba', Killiecrankie, Flinders Island, TAS
AREA	The Quoin: 800ha arable, 400ha bush beachside Tilba: 300ha
ENTERPRISE	Angus breeding herd
LIVESTOCK	800 cows and followers
PASTURE	The Quoin: 400ha of existing kikuyu pasture with some ryegrass and cocksfoot. About 400ha renovated pasture, mostly ryegrass, red, white and sub-clovers, plus some phalaris, cocksfoot and fescues. Tilba: improved pasture, mostly ryegrass, cocksfoot and fescues.
SOIL	Grey to brown sandy loams with limestone base
RAINFALL	650mm

## Key points:

- pasture renovation program increased carrying capacity in improved paddocks from 1-2DSE/ha to 15-20 DSE/ha
- seek advice: joining a benchmarking group of peers helped lift business from 20% to 80% productivity
- investing in infrastructure such as external fencing to exclude pests has enabled Tom to focus on pasture improvement.

Running a beef enterprise across two farms plus tourism and hospitality ventures on Flinders Island sounds anything but simple, especially with three young children - but Tom and Jo Youl have focused on simplicity as a guiding principle when designing their farm business model.

They run 800 Angus breeders on 'The Quoin', the northern-most farm on the island, and raise weaners on a second property 20km south, 'Tilba', which they purchased two years ago.

Tom manages the farms and Jo is responsible for accommodation, restaurant and tourism ventures

in nearby Killiecrankie and Whitemark, as well as on-farm accommodation on The Quoin.

The Quoin's original homestead block has been in Jo's family since 1932 - with a break of several years as part of the soldier settlement program. A builder by trade, Tom hails from a Merino farm in the Tasmanian midlands. He was already planning a move to Flinders Island in 2011 when he met Jo, who was working in marketing in Melbourne.

In 2014 the pair took over The Quoin. Over the next few years they purchased about 600ha of adjoining land and began a major redevelopment process.

Their redevelopment program has encompassed:

## Advice and support

Soon after taking over the farm, Tom joined a benchmarking group run by Holmes Sackett, now Aggregate Consulting.

"I got a lot out of the group, especially in the first year or two when I was learning about cattle and farming on the island," Tom said.

**“It helped me make a lot of decisions which have lifted my business from 20% to 80% productivity.”**

“It’s going to be harder to achieve the next 10–20% of gains – it will be tinkering around the edges rather than big, structural fixes.”

One of Tom’s key performance indicators for the enterprise over the next 5–10 years is to increase stocking rate by 1–2 dry sheep equivalent per hectare (DSE/ha) per year, which will increase preg-tested in calf breeder numbers to about 850 next year.

About three years ago, Tom joined a Flinders Island productivity group run by Basil Doonan from Macquarie Franklin, now Pinion Advisory. As part of this group, he completed their Pasture Principles grazing management course.

“I always wanted to do rotational grazing with cattle and this group all have rotational grazing systems,” he said.

“I’ve found it very useful to learn from peers, while having one-on-one conversations with Basil has also given me the assurance to go with some of my ideas – or not go with them.”

### External fencing

The first step in developing the property was to fence out native animals, whose numbers had soared in response to pasture improvement on the island.

“When we took over, the property was running about 50,000 wallabies and thousands of wombats.

“We started off running 100 cows and it was a struggle. Admittedly it was dry as well, but I had to supplementary feed.

“I built exclusion fencing around the entire property over the course of three years and the results have been amazing.

“Combined with internal fencing and subsequent better pasture management, we’re seeing more perennial ryegrass and cocksfoot coming back in the existing, kikuyu-based pastures and carrying capacity has risen from about 1 DSE/ha to 7–8 DSE/ha on the hilly country.”

### Pasture renovation

The external fencing has also meant Tom can safely invest in pasture renovation on paddocks with the potential to offer the biggest gains.

“Areas with minimal perennial grasses and the most potential in terms of fertility and soil type are the first areas I consider,” he said.

“I renovated 100ha/year for three years running, and this year I’ve done 20ha.”

The paddocks were sown to a mix of ryegrass cultivars, white, red and sub-clovers, plus some phalaris. Pastures were sown with a power harrow/air seeder at a rate of about 10kg/ha ryegrass and 5kg/ha clover.

Paddocks were sprayed, disc ploughed twice, fertilised pre-sowing, and 10t/ha of lime sand was applied.

“It’s lime sand, not crushed limestone, so the larger particles and variation in liming value require higher rates,” Tom said.

“The lime sand is sourced on property, so it’s relatively cheap.

“We want a pH of about 6 (in water) and we only want to plough this ground once, so we’ve taken the opportunity to fix pH to depth.

“The idea of correcting pH is simply to increase the availability of the macronutrients and to capitalise on the fertiliser we’re applying.”

Carrying capacity on the pasture-improved paddocks has risen from 1–2 DSE/ha to 15–20 DSE/ha.

### Internal fencing and infrastructure

Along with the external fencing, Tom has a program to develop both farms into 10ha paddocks serviced by laneways, with one trough under a fence per two paddocks, to support his rotational grazing regime.

They have already increased paddocks from five to around 60 on The Quoin, with a plan to establish 80 in total there and 31 on Tilba.

“We’re also building two new sets of cattle yards,” Tom said. “The design brief was for me to

be able to handle cattle through the yards on my own, with ease.”

### Herd management

Tom’s herd management philosophy is: keep it simple.

He currently runs about 800 breeders and expects to reach 1,000 cows in the next 5–10 years. The Youls run an eight-week joining and calve from the end of August, to target feed availability.

Heifers are retained and joined at around 14 months old, while steers are sold at 400–450kg to Tasmania Feedlot.

After preg-testing, any dry females – along with a few steers that don’t hit feedlot criteria – are finished and sold to Greenham Tasmania.

The logistics involved in shipping cattle from Flinders Island to Bridport (on the north-east coast of Tasmania) then trucking them to the feedlot at Powranna (in the northern midlands) means Tom needs to be on top of his organisation and feed budgeting to ensure the cattle are ready to go and booked on the boat on time.

### Genetics

Tom plans on using artificial insemination (AI) for heifers to introduce some superior genetics.

As they’re still building numbers, he’ll also put a bull over the heifers after AI as a backup. The heifers will be preg-tested as early or late calvers, so Tom can separate those with AI calves from the bull’s calves. This will create the opportunity to sell any surplus bull-bred calves and retain the AI genetics.

Tom also has plans to eventually tighten up the joining period for heifers, aided by the AI program.

“We will keep it at eight weeks in the cows for now, as we’re still building our herd, but checking on calving heifers can be an annoying sport – if you can do it over three to four weeks rather than eight weeks, then that’s good,” he said.

*Story courtesy of Meat & Livestock Australia*



## CONVERT YOUR SURPLUS GRASS INTO CASH

Cattle producers in north-east Victoria, the Riverina and the Upper Murray are being encouraged to consider the Greenham liveweight agistment program as a solution to excess pasture.

The program, which has been running in Tasmania for 10 years and just over 12 months on the mainland, sees Greenham purchase cattle and pay producers to run them with returns worked out on liveweight gains.

Greenham Livestock Agistment Coordinator, Caroline Ronald said the ability for producers to stock properties and make the most of their pastures without the initial cash outlay benefited both the landholder and Greenham.

“We all know that land values have gone up dramatically and once you buy land, there is the cost of stocking it,” she said.

“This allows those people, especially younger farmers getting into the industry, to generate cash flow and get a leg up.

“As the cattle are all owned by Greenham, it takes the risk out of finishing cattle as we cover all freight and animal health expenses.

“We know there is seasonality in terms of when cattle can be

turned off from various areas and that actually works in our favour as it shores up a steady supply of cattle all year-round.”

Interested producers and their properties are assessed for suitability against the program’s objectives.

“We’re currently growing the program on the mainland, and targeting areas this year with good rainfall and big pastures to offer,” Caroline said.

“The program has run very successfully in Tasmania for 10 years and we want to continue growing it given we now have a Moe facility and are expanding our operations in Tongala.

“There is flexibility built into the system so that if country where cattle are being run becomes too wet or dry, those producers could exit the program as long as it’s communicated early.”

Caroline said two factors could see an increase in uptake this spring – the cost of buying in cattle, which is historically high, as well as the season, which saw an abundance of feed.

“It is possible for producers to be able to know exactly what they will get when they achieve that weight gain based on the amount we agree to pay,” she said.

### PROGRAM DETAILS:



**preferred entry weight:** 250kg-450kg\*  
**preferred turn-off weight:** 450kg-650kg\*  
\*liveweight



all animal health costs covered by Greenham



payment is based on liveweight gain and market prices at time of contracting



must be LPA, MSA and NE accredited



grass and grainfed options available.

“Some clients solely run agistment cattle as it allows them to focus on growing grass and fattening cattle.”

Depending on the target market, cattle are turned off between 450-650kg liveweight.

Producers must be accredited with Livestock Production Assurance (LPA), Meat Standards Australia (MSA) and the NEVER EVER (NE) Beef Program.

**For more information contact Caroline Ronald at [cronald@greenham.com.au](mailto:cronald@greenham.com.au) | 0428 238 157.**

## GREENHAM OFFERS SUSTAINABLE SOLUTION FOR SURPLUS DAIRY CALVES THIS SPRING CALVING

With this year's spring calves hitting the ground, Greenham is expanding its Dairy Beef Program (DBP) to the mainland, and renewing calls for dairy producers to discuss accreditation with their local Greenham cattle buyer.

Greenham Livestock Supply Chain Manager, Jessica Loughland said Greenham could offer forward contracts on eligible calves, if the producer becomes accredited with the program and the calves are reared to meet program requirements, including lifetime grassfed and antibiotic-free.

"After a successful pilot in Tasmania, Greenham is expanding the program's footprint to the mainland," she said.

"Focusing on producing high-quality beef from dairy herds, the program was developed in partnership with key domestic and international customers.

"Greenham can offer a set price for accredited calves using genetics that are approved by Greenham, and raised to meet target liveweight gains and lean meat yields.

"Alternatively, producers can choose to carry cattle through to backgrounding or slaughter and take a market price at this time," she said.

DBP accredited calves can be marketed under the Greenham Dairy Beef Program at the following points:

- reared calves at 100kg+\*
- backgrounders at about 300kg\*
- finished cattle at about 600kg\*

\*liveweight

Dairy Australia Project Officer - Animal Health, Welfare and Fertility, Dr Sarah Bolton said the program offered another option for producers looking for alternative high-value pathways for surplus dairy calves.

"Consumer expectations are changing and it's important that the dairy industry has access to sustainable management options that not only align with community expectations, but also benefit the farm business and animal welfare," she said.

### Program requirements

Leveraging Greenham's established customer networks, the program's raising claims reflect key consumer purchase drivers.

RAISING CLAIM	KEY REQUIREMENT
100% grassfed	Not fed grain or grain by-products. Grain-free calf starter rations are commercially available today.
Lifetime traceable	Cattle must be individually traceable for their whole lives. Traceability can be recorded using NLIS tags and further strengthened by farm management tags and on-farm record keeping.
Lifetime antibiotic-free	Includes therapeutic antibiotics and ionophores (e.g. rumensin) lick blocks and feed but not drenches. Animals that need to be treated for illness must be tagged and recorded and will not be discounted at processing. Antibiotic-free milk replacers are available for purchase. Probiotics may also be used.
No added hormones	Livestock must be HGP-free and not fed finishing diets that contain steroids.
GMO-free	Supplementary feed cannot contain genetically modified cotton or canola.
Free range	Never confined to a feedlot. Once weaned, calves should have continuous access to pasture.
Certified Humane®	Mandatory use of pain relief for castration, disbudding and dehorning. On-farm euthanasia of healthy calves is prohibited. Calves aged up to three-weeks-old must be fed at least twice daily and receive at least 4L of milk or antibiotic-free milk replacer per day. From three to five-weeks-old, calves must be fed at least once daily and receive at least 6L of milk or antibiotic-free milk replacer per day.
Dairy-cross beef genetics	Cattle must be at least 50% British, Euro or Wagyu beef breeders (i.e. beef bull or semen over dairy cows), with bull selection aimed at achieving a balance of desired traits for both dairy and beef enterprises e.g. short gestation days, good liveweight gains and meat yields, and above average carcass quality.
Meat Standards Australia (MSA)	Cattle must come from an MSA-registered property and meet the minimum MSA requirements, including a pH of less than 5.71 and at least 3mm of rib fat.



### Eligible feeds

Eligible cattle must not be fed grain or grain by-products and antibiotics use should be limited to the treatment of sick animals only. Grain-free calf starter rations and antibiotic-free milk replacers are commercially available today. The following is a list of eligible feed and milk replacer options. This list is not exhaustive. Contact your nutritionist or current feed provider for the best options for your herd.

### Grain-free calf starter pellets

Product	Supplier
Grain Free Calf 20	Tas Stockfeed
Coprice Calf Starter 20kg	Elders

### Antibiotic-free milk replacers

Product	Supplier
ProfeLAC® Silver	ProviCo Rural
Farmyard Plus	Riverina Stockfeeds
Barastoc Palastart Green	Ridley
Barastoc Palastart Blue	Ridley
MaxCare Essential	MaxCare
iO Milktech Silver	IndepentsOwn

### High-nutrition calf pathway

The Elite Dairy Beef Program provides a pathway for male dairy calves into the premium beef market. Greenham buys eligible steers finished under the program.

The flexible program offers:

- ability to sell calves at an earlier age (three to five-days-old)
- multiple program entry points to suit business type and capacity (supplier, rearer, finisher)
- early weaning
- no impact on existing farm feed resources
- opportunity for crop producers to utilise spare paddocks, farm equipment and resources for finishing

- suited to male dairy, either straight Holstein Friesian or beef-cross calves
- access to a team of technical and industry experts, and an experienced team of vets and nutritionists.

Visit [www.elitedairybeef.com](http://www.elitedairybeef.com) for more information or to express your interest in the program.

### Selecting beef genetics

Success at the dairy:



- calving ease
- gestation days

Success for the calf rearer/backgrounder:



- 200-day weight
- 400-day weight

Success for the finisher:



- 600-day weight
- eating quality
- meat yield.

### Become accredited



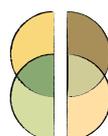
1. familiarise yourself with the key requirements of the program <https://bit.ly/305fv9> or scan this QR code
2. check if you are registered with the MSA program. If not, register for free at [www.mla.com.au/msa](http://www.mla.com.au/msa)
3. contact your local Greenham cattle buyer to register your property and schedule an on-boarding audit.

# WANDERING THROUGH MELBOURNE'S FOOD SCENE

Wanderer beef made a special appearance on Melbourne menus in July 2022. Three restaurants participated in the Greenham producer series, with specially curated dishes, featuring Wanderer beef, taking pride of place on specials menus for the month.

Influencers dined on the dishes, promoting them across social media to encourage the public to visit the restaurants and try Wanderer beef.

Pictured right is the dish by Chef Phillip Latta at Orrong Hotel; twice cooked Wanderer Scotch Fillet Reef and beef served with Grilled King prawns, foraged pine mushrooms in a garlic cream sauce, Warrigal greens, and prawn oil.



W A N D E R E R  
FREE-RANGE | BARLEY-FED

## Slow cooked Wanderer beef short ribs with soba noodles & Asian greens:

Prep time 30 mins | Cooking time 5-6 hours | Serves 4



### Ingredients:

2 Tbsp vegetable oil  
4 wanderer beef short ribs  
2 onion diced  
6 garlic cloves sliced  
50g ginger sliced  
2 Star anise  
1 cinnamon stick  
1 birds eye chilli cut in half  
4 cups (1 Lt) chicken stock  
1 cup shaoxing wine  
1/3 cup oyster sauce  
1/2 cup light soy sauce  
1/2 cup kecap manis sauce  
2 Tbsp brown sugar

### Serve with:

1 pack soba noodles  
1 bunch bok choy (3 heads)  
1 tsp sesame oil

### Garnish:

2 Tbsp Fried shallots  
1 Tbsp Fried garlic  
1 tsp sesame seeds  
Coriander sprigs

### Method:

Pre-heat oven to 160°C

Add oil to a heavy based pan/casserole dish big enough to fit beef ribs. On your stove-top bring pan to a medium heat.

Season the ribs with salt then add to the pan. Color on all sides until golden brown, about 5-7. Remove from the pan and reserve.

Add onion, garlic, ginger, star anise, cinnamon to the pan. Sauté for about 5 minutes or until soft and aromatic. Add the chilli, chicken stock, Shaoxing wine, oyster sauce, light soy sauce, kecap manis sauce, brown sugar and bring to the boil.

Transfer beef ribs to simmered stock, cover with a lid of tin foil and place in the oven for 5-6 hours or until the meat is soft & tender & almost falls off the bone. Remove from the oven and allow to sit for 20 minutes.

Carefully remove beef ribs, set aside. Pour sauce into a saucepan & over a medium to low heat gently simmer sauce till it reduces & you achieve a glaze consistency.

Bring a small saucepan of water to a rapid boil. Cook soba noodles in boiling water (no salt or oil needed). Once cooked place in a serving bowl and dress with sesame oil.

Bring another small saucepan of water to the boil and blanch the bok choy for 2 minutes.

Once the sauce is reduced, return the ribs to the sauce to reheat. Carefully transfer the ribs to a deep serving platter with bok choy underneath. Garnish with fried shallots, fried garlic, sesame seeds and coriander.

# SPONSORSHIP CORNER

Greenham cattle suppliers are eligible for community sponsorship (cash or meat donations). Whether it's football, netball, a local art project, fundraising barbecue, community event or a new basketball ring, Greenham is proud to support projects and clubs in our local communities.

To apply, visit [www.greenham.com.au/community](http://www.greenham.com.au/community) and submit the online application form. Contact [sponsorship@greenham.com.au](mailto:sponsorship@greenham.com.au) for more information.



**Heywood Pony Club**

Heywood, VIC

Annual Stockman's Challenge

Greenham's sponsorship was used to purchase new equipment including a free-standing steel gate and panel for use as a training obstacle during monthly rallies and for the annual Stockman's Challenge. This year's Stockman's Challenge was a "huge success" attracting 93 riders.



**Kyabram Men's Longest Lunch Committee**

Kyabram, VIC

Annual Kyabram Men's Longest Lunch

The annual Kyabram Men's Longest Lunch event, held in February attracted 160 people and raised \$28,000 for the Kyabram District Health Service, bringing the total donated over seven lunch events to \$100,000. Committee Chairman, Nick Curnow said "the whole idea of the day is for a group of guys to get together, sit down, have lunch, have a chat and a bit of fellowship."



**Cohuna Bowls Club**

Cohuna, VIC

Northern Victorian Classic Fours tournament

The tournament, which has been running for more than 25 years, continues to grow with players coming from Horsham, Murtoa, Ballarat, Castlemaine, Midlands, Essendon & Moonee Ponds and more. Club President, Bryan Main said the roast provided by Greenham for Saturday lunch had "become an absolute highlight". Part of Greenham's sponsorship money was used to bolster the raffle prizes which greatly enhanced the event.



**Lancefield Junior Football & Netball Club**

Lancefield, VIC

2022 season

The Lancefield Jr FNC started the 2022 season with six boys football teams, one girls football team and five netball teams, totalling 200 players. Additionally, Lancefield Auskick and Ready Set Go have introduced more than 120 young children to AFL and netball this year. Greenham is a Gold Sponsor and funds have been used to provide all players with a free training top, as well as contributing to the purchase of equipment and supplies.



**Echuca Regional Health (ERH)**

**Echuca, VIC**

**Celebrating Culinary Careers fundraiser**

Held on Friday 8 April, in support of ERH's new cancer and wellness centre, the event was run by fruit and vegetable processor, Kagome, and ERH. The dinner featured world-renowned chefs, Glenn Austin, George Colombaris, Adriano Zumbo and Luke Croston. Glenn requested Cape Grim beef cheeks to make croquettes. "The flavour and texture are outstanding, and they braise beautifully," he said.

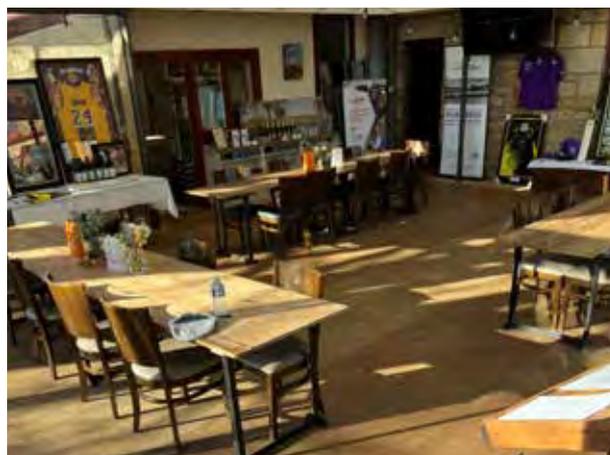


**Smithton Auskick Centre**

**Smithton, TAS**

**2022 season**

Greenham's sponsorship was used to purchase new footballs and accessories, Auskick clothing for volunteers, purchase medallions for Auskickers of the week, put on sausage sizzles throughout the season and provide all kids with participation certificates and gifts at the end of the season. Smithton Auskick Coordinator, Kalon House, said "we've steadily been growing over the past few years and have recently cracked the 100-players-mark for the first time in more than 10 years, with 103 kids registered for the 2022 season. It's great to see Auskick going so well and we can't thank Greenham enough for their generous support."



**Ratho Farm in support of Salvation Army Housing's Common Ground supportive housing service**

**Bothwell, TAS**

**2022 Common Ground Cup golf day fundraiser**

On Friday 20 May, former Australian cricketer, David Boon hosted a golf day at Australia's oldest golf course, Ratho Farm, to raise funds for the Salvation Army Housing's (SAH) Common Ground supportive housing service in Hobart. SAH's Common Ground is a unique social housing program providing a solution for those that are homeless in Tasmania. It offers residents supportive long-term, high-quality housing and social services that address the root cause of homelessness. The cup attracted 24 teams of four participating in the Ambrose-style event. Greenham donated meat for the fundraising dinner.



**Smithton Saints Basketball Club**

**Smithton, TAS**

**2022 season**

Senior Coach Kirt Aherne, said "in 2022 we have more children playing basketball in our region than ever before including more girls. Our membership and fundraising efforts have also increased. I'm proud to represent the Smithton Saints in every age group, at every venue, at any time. Your continued support allows us to reach our accomplishments."



## MEET GREENHAM'S 2022 MARCUS OLDHAM SCHOLARSHIP RECIPIENT, LACHLAN GARDNER

From livestock buying out in the paddock to on-plant operations, Greenham's 2022 Marcus Oldham scholarship recipient, Lachlan Gardner's two-week work placement gave him an end-to-end tour of Greenham's supply chain.

Formed in partnership with Marcus Oldham College in 2000, the annual \$20,000 scholarship is available to Marcus Oldham students studying a Bachelor of Business (Agriculture).

Originally from New South Wales' Hunter Valley, Lachlan has previously worked on cattle stations in Queensland, and aspires to build a career that contributes to the growth and sustainability of the agricultural industry.

As part of the scholarship selection process Lachlan wrote an essay in response to the question: *how do you believe the Australian beef or dairy industry will be challenged over the next 15 years, and what motivates you to be involved?*

Lachlan said he believed the biggest challenges facing the industry included climate change and changing consumer expectations.

"The change in consumer expectations and climate variability motivates me to find and utilise new technologies to improve efficiencies and animal health outcomes," he said.

"Every challenge presents an opportunity to find a solution. I am eager to continue my involvement with the beef industry and strive for more efficient, productive, and sustainable operations."

Lachlan kicked off his two-week work placement at Greenham in May at the Moe processing facility, followed by a few days in the livestock buying team in north-west Victoria, before finishing up at head office in Port Melbourne.

"The exposure to such a progressive operation has given me extensive knowledge in many different areas and confirms the endless opportunities available for young people in the beef industry," Lachlan said.

"The generosity of the team at Moe was greatly appreciated as I was shown every step in the process and gained an understanding of the science and day-to-day operations of an abattoir.

"And the time with the livestock team showed me the importance of strong relationships between Greenham's buyers and producers. And the opportunity to see quality cattle in both grass and grainfed programs, and what to look for when purchasing cattle was invaluable."

Greenham Managing Director, Peter Greenham thanked the scholarship panel for undertaking the difficult task of choosing a recipient from a quality pool of applicants.

"Thank you to Greenham cattle supplier, Matt Henry, Marcus Oldham Scholarships & Alumni Officer, Neen Mackenzie, and Marcus Oldham Deputy Principal, Winks Gubbins," he said.

For more information about the Marcus Oldham scholarship, contact Emma Boughen at [eboughen@greenham.com.au](mailto:eboughen@greenham.com.au) | 0456 807 208.

## GET PAID FASTER! SEND IN YOUR EFT PAYMENT DETAILS



Greenham is replacing cheque payments at our processing facilities and liveweight buying centres with faster direct payments. To ensure payment for your next consignment, please confirm or update your current EFT payment details by contacting your relevant plant below:

### SMITHTON

Greenham Tasmania Pty Ltd  
Lea Burr  
[lburr@greenham.com.au](mailto:lburr@greenham.com.au)  
PO Box 452,  
Smithton TAS 7330  
Phone: 03 6452 2701  
Fax: 03 6452 1479

### TONGALA

HW Greenham & Sons Pty Ltd  
Emma Rankin  
[erankin@greenham.com.au](mailto:erankin@greenham.com.au)  
PO Box 111,  
Tongala VIC 3621  
Phone: 03 5859 0912  
Fax: 03 5859 0306

### MOE

Greenham Gippsland Pty Ltd  
Lisa Whiteside  
[lwhiteside@greenham.com.au](mailto:lwhiteside@greenham.com.au)  
PO Box 114,  
Moe VIC 3825  
Phone: 03 5127 4000  
Fax: 03 5127 4440

# GETTING TO KNOW GREENHAM

## FRANKIE OWEN



**Job title:** Moe Boning Room Leading Hand

**Footy team:** I follow rugby union – my team is the All Blacks

**Favourite meat cut:** scotch fillet and I'll take it however it's cooked as I am hopeless at cooking.

**Greenham start date:** June 2021.

**What's the best thing about your job?** Working alongside a great team, solving problems, and improving productivity on a daily basis.

**What about your job are you most proud of?** Playing a part in improving production and upskilling fellow work colleagues and employees.

**How do you spend your spare time?** Relaxing with the family and camping.

**What's your top OHS tip?** Besides listening to the wife's orders, my OHS tip is to make sure you properly understand and follow your work instructions, and to also remember that you have a duty of care to fellow co-workers.

## MARK GARRARD



**Job title:** Recruitment Officer

**Footy team:** Carlton

**Favourite meat cut:** Cape Grim cube roll and the only way to cook this is medium-rare (best steak in the world).

**Greenham start date:** January 2022.

**What's the best thing about your job?** Helping people to build a career in the meat industry.

**What about your job are you most proud of?** I love to train and educate people who have never worked in the meat industry or those who may have struggled to build a career, or to find a job that allows them to support their family and be proud of themselves.

**How do you spend your spare time?** Spend time with family, and when I just want to escape there is nothing better than going to my small farm, jumping on the tractor or working with my livestock – a great way to recharge the batteries.

**What's your top OHS tip?** Wear your PPE! It's provided for free and is there to make sure you go home in the same condition you came to work. It's easy to do. No excuses.

## CONNOR BLACK



**Job title:** Trainee Livestock Buyer

**Footy team:** Hawthorn

**Favourite meat cut:** scotch fillet cooked medium-rare.

**Greenham start date:** January 2022.

**What's the best thing about your job?** Always meeting new people, building relationships and constantly growing my knowledge of the beef industry.

**What about your job are you most proud of?** Being put into any situation and having the knowledge and support from Greenham to achieve great outcomes for us and our producers.

**How do you spend your spare time?** I enjoying spending time with mates and family, and working and showing stud cattle.

**What's your top OHS tip?** Always stay alert while working with any sort of livestock and make sure the environment you are working in is safe.

# GETTING TO KNOW GREENHAM

**ANDREW  
CHIPPENDALE**



**Job title:** Moe OHS/HR Officer

**Footy team:** Richmond and whoever plays against Collingwood

**Favourite meat cut:** shortloin or striploin cooked medium.

**Greenham start date:** February 2022

**What's the best thing about your job?** The challenge; there's always something new to tackle and I'm always learning.

**What about your job are you most proud of?** The satisfaction of finishing projects. When you are part of something and see it come together and actually working is fantastic.

**How do you spend your spare time?** Fishing and four-wheel-drive trips.

**What's your top OHS tip?** Failing to prepare is preparing to fail!

**ANDREW  
BLUNDELL**



**Job title:** Moe Boning Room Supervisor (will move to Tongala as the Boning Room Manager when the new plant is ready)

**Footy team:** Canterbury-Bankstown Bulldogs

**Favourite meat cut:** I love a slow cooked smoked brisket or a nice thick cut porterhouse steak medium to well done.

**Greenham start date:** October 2021.

**What's the best thing about your job?** The people that I work with. Everyone has made me feel welcome and part of the team.

**What about your job are you most proud of?** Doing the best I can to make sure our team go home safe and we send a quality product to the customer.

**How do you spend your spare time?** Travelling around in my camper trailer having a look at what Australia has to offer, mountain bike riding and spending time with family and friends.

**What's your top OHS tip?** Safety starts with you.

**CAROLINE  
RONALD**



**Job title:** Livestock Agistment Coordinator

**Footy team:** Hawthorn, though it's been a long, long time since I've been to a game!

**Favourite meat cut:** rib eye, however, I struggle to eat a whole one these days! I mostly eat a scotch fillet, marble score 5 or 6, medium-rare. I am partial to our 180-days long-fed Pure Black!

**Greenham start date:** February 2022.

**What's the best thing about your job?** I work with a very capable and supportive team. Cattle are one of my passions and my position allows me to be involved in all aspects of beef production from paddock-to-plate! Good communication and delivering on a promise are top priorities.

**What about your job are you most proud of?** I multitask every day, spending time in and out of the office, face-to-face with producers and in the paddock with cattle; every day is different! I strive to deliver the best outcomes for our producers, and the reward is happy customers.

**What do you get up to in your spare time?** Spending time with my family and friends is precious. My three children and I love campdrafting, it's a great family environment. Campdrafters share the same passions... horses and cattle, it's so much fun!

**What's your top OHS tip?** Always treat animals with respect!

# EVENT CALENDAR



GREENHAM IS COMING TO A LOCATION NEAR YOU TO SHARE BUSINESS, PROGRAM AND INDUSTRY UPDATES THAT MATTER TO YOU.

Register for upcoming events at [www.greenham.com.au/producer-events.html](http://www.greenham.com.au/producer-events.html) or scan this QR code

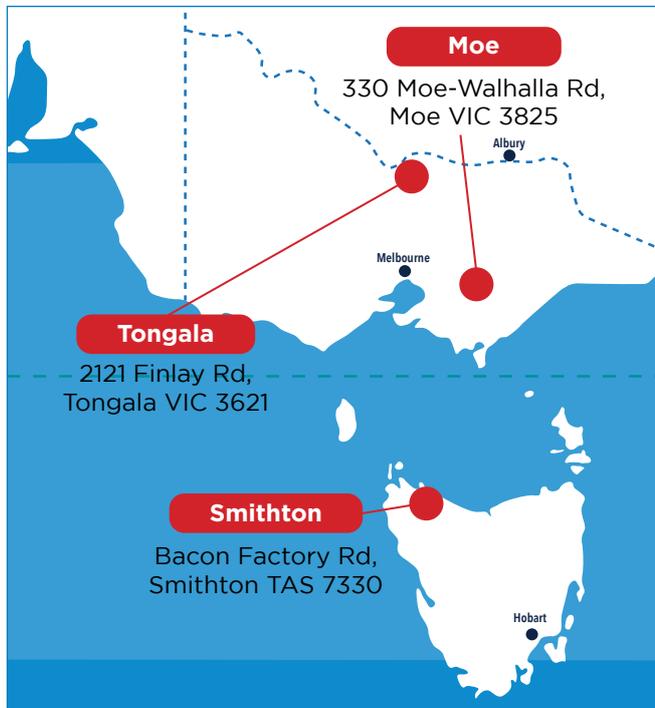
Date	Location	State	Time
Tuesday 23 August 2022	Tintinara	SA	3pm-7pm
Wednesday 24 August 2022	Mt Gambier	SA	12.30pm-4.30pm
Thursday 25 August 2022	Warrnambool	VIC	9am-1pm
Thursday 25 August 2022	Colac	VIC	4pm-8pm
Friday 26 August	Ballarat	VIC	10am-2pm
Monday 5 September	Wagga Wagga	NSW	12pm-4pm
Tuesday 6 September	Beechworth	VIC	10am-2pm
Wednesday 7 September	Yea	VIC	10am-2pm
Thursday 22 September	Tocumwal	NSW	10am-2pm
Friday 23 September	Cohuna	VIC	9am-1pm



# FOUR EASY OPTIONS TO SUPPLY CATTLE TO GREENHAM

**All cattle types wanted:** NEVER EVER, Barley Beef and Dairy Beef-accredited cattle as well as beef cows, bulls, steers and heifers.

## WHERE TO FIND YOUR LOCAL GREENHAM PROCESSING FACILITY:



## OVER-THE-HOOKS: SELL DIRECTLY TO PLANT

Sending your cattle direct to your local Greenham processing facility is the best option to get the most out of your high-value program cattle.

## WE CAN COME TO YOU

If you live in Victoria's Western District, our liveweight pickup truck can come to you. Sell your cattle without leaving the farm gate with same day pick up and payment available.

Contact Andrew Wilson on 0408 315 927 to book in today.



## LIVEWEIGHT BUYING CENTRES

Bypass the hassle and high costs of saleyards and get paid quick. Sell your cattle at one of our conveniently located liveweight buying centres.

## WHERE TO FIND YOUR LOCAL GREENHAM LIVEWEIGHT BUYING CENTRE

### NORTH-WEST VICTORIA



WHERE TO FIND YOUR LOCAL GREENHAM LIVWEIGHT BUYING CENTRE

### SOUTH-WEST VICTORIA

**Mt Gambier**  
**Address:** 34511 Princess Hwy, Suttontown VIC 5291  
**Hours:** by appointment  
**Contact:** 0408 315 927

**Glenormiston**  
**Address:** 190 Wallaces Ln, Glenormiston VIC 3265  
**Hours:** Wednesday 9am-1pm  
**Contact:** 0408 315 927

**Timboon**  
**Address:** Timboon-Nullawarre Rd, Brucknell VIC 3268  
**Hours:** Tuesday 9am-1pm  
**Contact:** 0408 315 927

**Koroit**  
**Address:** 602 Penshurst-Port Fairy Rd, Kirkstall VIC 3283  
**Hours:** Thursday 9am-1pm  
**Contact:** 0408 315 927

**Simpson**  
**Address:** 2420 Lavers Hill-Cobden Rd, Simpson VIC 3266  
**Hours:** Monday 9am-1pm  
**Contact:** 0408 315 927

### GIPPSLAND

**Melbourne**

**Fish Creek**  
**Address:** 820 Falls Rd, Fish Creek VIC 3959  
**Hours:** Wednesday 9am-1pm  
**Contact:** 0417 329 503

**Denison**  
**Address:** 102 Malvern Park Rd, Denison VIC 3858  
**Hours:** Monday 9.30am-1.30pm  
**Contact:** 0419 309 769

**Wonthaggi**  
**Address:** 315 West Area Rd, Wonthaggi VIC 3995  
**Hours:** Tuesday 9am-1.30pm  
**Contact:** 0419 309 769

**Yarram**  
**Address:** Pound Road West, Yarram VIC 3971  
**Hours:** Wednesday 9.30am-1.30pm  
**Contact:** 0419 309 769

**Maffra**  
**Address:** 53 Fulton Rd, Maffra VIC 3860  
**Hours:** Wednesday 9am-1.30pm  
**Contact:** 0419 309 769

### TASMANIA

**Smithton**  
**Address:** Bacon Factory Rd, Smithton TAS 7330  
**Hours:** Monday to Friday 9am-12noon  
**Contact:** 03 6452 2701

**Osmaston/Keren**  
**Address:** 670 Osmaston Rd, Osmaston TAS 7303  
**Hours:** Mondays 9am-12noon  
**Contact:** 0427 719 472

**Scottsdale**  
**Address:** 116 North Scottsdale Rd, Scottsdale TAS 7260  
**Hours:** Every second Monday 9am-12noon  
**Contact:** 0419 131 458

### LIVWEIGHT AGISTMENT

Convert your surplus pasture into cash with the Greenham liveweight agistment program.

For more information contact Caroline Ronald at [cronald@greenham.com.au](mailto:cronald@greenham.com.au) | **0428 238 157**

**PROGRAM DETAILS:**

-  Preferred turn-off weights: 450kg-650kg\*  
 Preferred entry weights: 250kg-450kg\*  
 \*liveweight
-  payment is based on \$/kg liveweight gain market price at the time of contracting
-  all animal health costs are covered by Greenham
-  must be LPA, MSA and NEVER EVER accredited.

# CATTLE ON FILM

Trevor and Sue Clark, Exeter, Tasmania



Isaac and Isabella McGlone, Mengha, Tasmania



Teresa Hall, Midway Cattle Co., Scottsdale, Tasmania



Gary Blundstone, Flinders Island, Tasmania



Scott Baldwin, Lucaston, Tasmania



Adam Pretty, Udera, Victoria



Marion Dalco, Alanvale, Tasmania



Cherry Tree Shorthorn, Premaydena, Tasmania



We asked and our producers came through with the goods. Please send your best shots to Emma at **0456 807 208** or [eboughen@greenham.com.au](mailto:eboughen@greenham.com.au) and we will aim to put them in the next edition. Thank you to all who submitted pictures.