

GREENHAM



Greenham's Corner

From the Managing Director, Peter Greenham

It looks like Goulburn Valley's luck might be changing – last week's rains were heavier here than most other parts of the state!

Falls varied but seemed to have ranged between 60 and 100 mm. That will certainly help fill dams and drainage channels, and give lucerne and forage crops a real kick along.

And better still Eildon got the rain as well. That provides hope for improving allocations over the next few months.

WE WANT YOUR COWS

Since starting back after Christmas our daily kill quotas have been way short of capacity. It's playing havoc with our costings. Overheads remain the same but there are less cattle to spread them over.

As I write this we have decided to go back to full capacity even though it will put the company into a loss situation. We feel though, it will give us better control over costs and more importantly, maintain wage levels for our staff.

PLEASE CALL GRAEME PRETTY

So I do ask that you help us keep those losses to a minimum (and maintain employment) by selling your cattle to us and not outside the Valley.

Please give Graeme a call on 0418 505 347. He can organise an on farm pick-up to make it easier for you.

MARKETS

The US is holding up well and we can't see any reason why it should falter.

Korea is also strong but we have it on good authority that US beef will be allowed in during March, and that will include meat from animals over 30 months and in bone product. What effect that will have on Australian exports is unknown.

RUSSIA EMERGING

An interesting new market is emerging in Russia as the country becomes more affluent. They are taking product from several countries. It's mainly lower quality but may open up some new opportunities.

TRIPE

I know many of you hate tripe and don't even like talking about it, but here's something interesting. The demand for tripe in China is now so great that prices are almost equal to those for body beef. Who would ever have thought you could sell tripe for the same price as steak?

And finally some more good news on weather patterns – the Whiting are biting in the Bay!

Peter Greenham

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