



Billy Ilsley is making great progress.

Photo courtesy of Riverine Herald

## CHOPPER DRIVE RAISES FUNDS FOR ACCIDENT VICTIM

Early in the year we heard that a young Gunbower farmer, William 'Billy' Ilsley, had come off his motorbike resulting in T3 and T4 complete paraplegia. The accident presented massive life changes for Billy and his family but from all accounts, he is making great progress with his therapy. Charles L King & Co in conjunction with Greenham organized a chopper drive with all funds going

directly towards Billy's ongoing medical expenses and raising over \$15,000. Billy was quoted in the Riverine Herald as saying, "I would like to individually thank everyone from the bottom of my heart who has donated, you can't possibly imagine what it means to me." We know it will be a hard road but wish Billy and his family the best as they move forward.

## SALUTING MICHELLE

Our staff is our greatest asset and we salute those who have dedicated many years to the company. One such employee is Michelle Stewart who has been with us since 2003 and will be retiring at the end of June. We had the chance to ask her a few questions about her Greenham experience.

### Tell us a bit about yourself –

Born and bred in Echuca, I live on a 650 acre sheep and cropping farm with partner Geoff. Before working for Greenham's, I worked for SunRice for 20 years. With a total of 50 working years, it's now the time to call it quits.

### What roles have you undertaken?

I've had experience across all facets of the office including payroll, workcover and livestock. Also, another of my very important roles has been "The Ginger Fluff Queen"

### What's the best thing about working at Greenham?

The people are great and that every day is different. I think all employees are very fortunate to have Peter Greenham as our leader, he runs a tight ship but at the end of the day, he rewards his people.

### What won't you miss?

I'd have to say the 45 minute drive each way to work and back home!

### What plans do you have after you retire?

We are really keen to go caravanning around Australia and drop a fishing line in wherever they're biting along with a beer.

With thanks to Michelle for her hard work. The team at Greenham wishes her well in retirement.

## SCHOLARSHIP REMINDER

As you read on the front page, the 2017 scholarship funds went to a Merrigum local who will be following his dream to a Vet placement in the USA. Do you know anyone currently studying (or intending to) who has the capacity to make a difference? The Greenham Gotafe Dairy



Matthew DeCicco receives his award from Greenham MD Grant Ryan.

Scholarship for 2018 will be opened in November this year. It is open to people aged between 17 and 45 years of age to undertake formal study relating to the dairy sector through an institution of their choice. Immediate family members, share farmers or employees of anyone who has sold cattle to H.W. Greenham & Sons Pty Ltd, during 2017 are eligible. For more information, please call **Trevor Fleming 03 96446514** or email: [scholarships@greenham.com.au](mailto:scholarships@greenham.com.au)



Michelle has been at Greenham for over 13 years.



Victorian

## MEATWORKS MESSENGER

AUTUMN/WINTER EDITION

GREENHAM



### MERRIGUM VET TOP PICK FOR SCHOLARSHIP

As you will read in the adjacent story, Matthew DeCicco of Merrigum is a very impressive young man and a worthy winner of our annual scholarship. We really do need the next generation to come through and work in, or support dairy to guarantee a future for the industry.

### OUR MAIN MARKET

Beef protein is the flavour of the month in the USA and prices have gone to new highs. Fat meat (50% lean) can drop to as low as .25c/lb but is now worth almost as much as lean trimmings due to shortages of fat cattle in the US. This provides a bit of relief and we're hoping the Aussie Dollar does what it needs to for exporters.

### AUTUMN BREAK ON CUE

There's been good autumn rain and with 'some' milk companies talking up the price, I hope there is light on the horizon for dairy producers. Across the country, it's been tough to procure cattle and many plants have either cut production or shut their doors. We are concerned that there won't be a lot of cattle coming forward in the winter, but as always, I hope that suppliers remain loyal to the Tongala works with cull cows and bulls.

PETER GREENHAM

### SCHOLARSHIP FUNDS TO TAKE MERRIGUM VET TO USA

Matthew DeCicco, 23, of Merrigum, is this year's winner of the rejuvenated Greenham Gotafe Dairy Scholarship, valued at \$12,000.

Currently in his fifth year of veterinary science at Charles Sturt in Wagga, Matthew plans to use the money to undertake an exclusive four week placement at Cornell University, NY.

Wiser than his years would suggest, Matthew is keen to concentrate on herd health, transition cow management, metabolic diseases, fertility and reproduction across both small and large operations.

"Cornell offered me a spot at their ambulatory clinic in Ithaca, New York. It's actually one of the most highly regarded veterinarian teaching institutions in the USA and because dairy farming is the main livestock business in the area, dairy cattle account for a large part of the caseload," says Matthew.

Matthew grew up on a Merrigum dairy farm helping to milk upwards of 150 cows and learning the many facets of being a stud breeder from his parents Peter and Angela.

"I have a strong interest in calf health and management, as I see these animals as the future of our dairy herds," he said.

I'm really looking forward to making a serious contribution to the field. I love the idea of being faced with something to test me, working through the problem and then ultimately finding a resolution that benefits the animal or farmer. It's like a puzzle; you just have to solve it."

"I want to get involved in a mixed practice but I'd like to apply my skills to the ongoing challenges of dairy production across both large scale intensive enterprises and small operations," Matthew adds.

His mother Angela is delighted that Matthew that chose to be a vet and broaden his options rather than go into straight dairy farming. "However", she quips, "Every time he comes back home, he questions us about the cows and what we can do better!"

Matthew first heard about the scholarship via the Greenham Meatworks Messenger and read that all he needed to do was sell



Greenham's Trevor Fleming with Matthew DeCicco and 2012 winner Katherine Snell.

some cattle to the Tongala meatworks and put in a top notch application.

And that he did. Joint Managing Director of HW Greenham & Sons Pty Ltd, Grant Ryan, said the company offered the scholarship to encourage future leaders in agriculture.

"Matthew is a very impressive young man and we see him as a future leader in the industry. Dairying needs a new generation to maintain its strength and Matthew certainly fits the bill," says Mr Ryan.

This year, the scholarship has been rejuvenated and a key partnership established with GOTAFE and the National Centre for Dairy Education (NCDE), Shepparton.

This partnership sees GOTAFE become a major supporter of the scholarship, assisting to market the award across dairy producing regions of Victoria and Southern NSW.

2012 winner Katherine Snell, also from Merrigum, was in attendance at the official presentation ceremony in Shepparton and talked about her experiences in dairy. Now working for Fonterra, Katherine has spent time learning in a large progressive dairy practice in The Netherlands before commencing clinical practice in Maffra, Gippsland for four years.

Executive chairman, Peter Greenham, said that partnership reflects the company's long-standing commitment to education, innovation and the Australian dairy industry.

"The farmers have obviously had it tough recently but it's important that younger people see a future for the industry. We have built our business on servicing the dairy sector and we want to see it prosper to help build strong regional communities and local economies," Mr Greenham said.

Do you know someone that could be a great Greenham scholarship applicant? Tell them to check out [www.greenham.com.au/victorian\\_scholarship](http://www.greenham.com.au/victorian_scholarship) for application details. or call Trevor on 03 9644 6514



# SOUTH WEST BUYING CENTRES PROVING POPULAR

Andrew Wilson operates the Simpson scales every Monday.



Paul Warden has a yarn with Cooriemungle producer Rudi Notter.

kilogram." Greenham also offers a free pick-up service within approximately 35 kilometres of the scales.

Simpson local, Paul Warden, does carting for the Greenham yards. We go do a local pick up in the Cooriemungle area where dairy farmer Rudi Notter milks 340 cows on 500 acres.

"You know what," says Rudi; "I used to deal with Greenham over ten years ago when I was farming in Numurkah but the drought forced us to find somewhere with more reliable rainfall but it's good to see them in the market here."

Andrew notes, "there are no curfews - cattle are weighed as they come in and payment is made on the spot. There are no deductions for levies either. Farmers are paid the full price per

It could be said that the Greenham Live Weight Scales are the heart and soul of cattle supply for the company. From the outset, HW Greenham & Sons has always had a focus on building strong relationships with their suppliers and buying directly where possible.

In fact, the first live weight scales were set up by Graeme Pretty in Waaia over twenty years ago. Gladly they are still going strong and have well and truly stood the test of time.

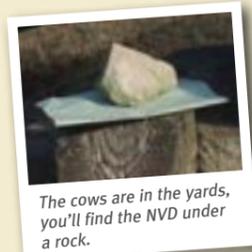
With the scaling back of post offices, and advent of electronic banking and closing of pubs, less people are catching up in townships than in the past. Greenham, however, aims to maintain their scales and offer another place to meet and have a yarn – as well as off-loading cows or bulls.

Simpson scales operator, Andrew Wilson says, "Live weight scales have always served to be a quick and convenient method for farmers to maintain cash flow but also an important meeting place for locals."

Andrew has a long history managing live weight scales for Greenham; previously running the Mernda scales north of Melbourne for a number of years.

"The model works very well. Farmers come in, we catch up on various things, swapping information and getting a sense of what's happening in the market or in milk production," Andrew says.

The new Simpson live weight buying centre is up and going every Monday from 8am to 1pm at 2420 Lavers Hill Road and consistently bringing good numbers of cattle.



The cows are in the yards, you'll find the NVD under a rock.

Paul talks up the live weight scales process on the return journey. "The scales are the best way to go in my opinion; if you want, you can observe the whole process – the weighing and loading of the animal and if you don't like the price, you can always take them elsewhere. With the Greenham scales, you own the cattle until the deal is done."

"But, send them elsewhere and you run the risk of losing control of the outcome. The price of the cow might drop on the day so quoted prices don't match actual prices and of course the saleyards charge a host of other things on top," Paul adds.

Meatworks Messenger got the chance to talk with a few farmers dropping their cattle off at the Simpson yards including local dairy farmer, Daniel Laird.

"We milk about 140 at present and I'm hoping to get back up to the 200 head level soon as well as doing a few beefies. It's a magnificent area," he says.

"I don't like to send them to the saleyards. Here, we have a wide window of time to get them in

and I'm happy with the process. At other scales, I've watched cattle go through the crush that then show up 70kg short on the docket; which is truly disappointing."

Andrew Wilson is excited about the new scales.

He says it is an ideal system especially for small producers. "They can just bring their cattle in during our opening hours and walk away with a cheque."

Greenham are pleased to announce we are also establishing live weight buying centres at Camperdown and Timboon. Both scales are scheduled to open in mid to late June.

For more information on the south west region scales, please call Andrew Wilson on 0408 315 927.



Greenham's pick up service is a convenient way to sell your cattle.



The Simpson scales are drawing good numbers of cows.

## CURFEWS COST YOU MONEY!

HW Greenham & Sons have conducted multiple on-the-spot trials to see what effect the saleyard curfew has on culled dairy cows.

For example, a consignment of cows picked up on a Tuesday at 11am were weighed as they were loaded onto the truck and a cheque was paid, based on their live weight, to the farmer.

In order to recreate the saleyard scenario, the cows were reweighed

at Tongala twenty hours later with interesting results:

The average weight loss was 7.04% with one cow losing 11.6%. She was 559kgs when she went on the truck and shed down to 494kgs the next day.

This certainly backs up the theory about the curfew and what farmers need to take into account if selling through the saleyards plus the selling fees and transport.

Les Mitchell says, "Saleyards can dress things up but I guarantee selling to Greenham will work out better for our suppliers."

"Selling liveweight to us is a totally different story. We would put that same cow over the scales straightaway.

She would weigh 559 kg and you would be paid for 559kg.

"At that same price you would walk away with \$950 because we don't have any deductions – it's a big difference," Les Mitchell said.

"That's why you have to be careful making price comparisons. At today's pricing, you could end up losing more than \$100 going through the yards," Les adds.

## MORE LIVE WEIGHT BUYING CENTRES ANNOUNCED!

HW Greenham & Sons, 5th Generation 100% Australian owned beef processors have set up two more live weight buying centre for your convenience at Timboon and Camperdown. Bring your Boner cows and bulls of all weights for processing. We will weigh your cattle and give you a cheque on the spot. Camperdown will operate every Monday and Timboon every Tuesday. Greenham offers: No fees, Free NVDs, No Commission, No yard dues, No curfews, Free local pick ups (tca) and payment on the day.



Prompt payment always at Greenham

Andrew Wilson 0408 315 927  
Greenham - Supporting local communities and organisations



www.greenham.com.au 1300 548 378



## LES MITCHELL CONTINUES THE TRADITION

Greenham operate four sets of scales in the Goulburn Valley at Waaia, Invergordon, Sandmount and Bamawm. Talk to Les Mitchell 0409 079 541 and find a better option for your cull cows and bulls today. He's good for a chat about footy (and Collingwood) as well!

