

ARE YOUR CATTLE FIT TO LOAD?

HW Greenham & Sons is committed to ensuring that all cattle are transported to our plant in a fashion that maximizes animal welfare, meat quality and meat safety. Our policy is in-line with the Australian Meat Industry Council which says "good animal welfare practice is a non-negotiable requirement of our industry".

As a processor, we fully support that statement and incorporate best practice animal requirements into our quality system **however we continue to see examples of the guidelines not being followed.**

Animal welfare within the processing phase starts on the farm before the cattle are loaded. Farmers must ask the question, is the animal fit to be loaded? If you have any doubt you should consult a DPI officer or a vet.

Here are examples of animals that are NOT fit to be loaded. The list isn't exhaustive. There will be other examples of animals that should not be transported.

- Unable to walk on its own by bearing weight on all legs
- Cows that have infected udders - the likely bumping and movement during transport risks making the condition worse
- Blind in both eyes – Please see example photo
- Too thin or weak to withstand transport
- Have not had sufficient time to clean out
- Cows in the last four weeks of pregnancy if travel duration is more than four hours
- Eye cancers where eyelids and lashes are unable to close over the cancer to protect the eye from damage
- Cattle whose horns come into contact with the hide



ALL SUPPLIERS NEED TO BE CONSCIOUS OF EYE CONDITIONS

Please refer to the online guide (mla.com.au) which talks further on the guidelines and also on humane destruction of animals that are not fit to load. Good animal welfare practice is a non-negotiable Greenham requirement. Let's work together to maintain the highest possible standards in our industry.

DID YOU KNOW??

We have a NEW phone number for livestock enquiries?

It's one of those phone words that spells out a number:

1300 LIVESTOCK = 1300 548 378

You will be prompted to choose Tasmania or Tongala and then choose which person at HW Greenham & Sons you want to speak with. All of the existing mobile numbers will continue to be active.

Put it in your phone for easy reference.



THE INNOVATION AND SUSTAINABILITY TOUR PARTICIPANTS AT THE TONGALA PLANT

DAIRY STUDENTS VISIT TONGALA

As we talked about in the previous messenger, the National Centre of Dairy Education based at Goulburn Ovens Institute of TAFE's William Orr Campus in Shepparton received \$6,000 from HW Greenham & Sons in educational funding so that 30 dairy

farmers from the Murray Dairy Young Dairy Network could participate in an 'Innovation and Sustainability Tour' of the northern Victorian dairy region. From all accounts, the students got a lot out of the visit and our staff fielded many excellent questions.



Victorian

MEATWORKS MESSENGER

SPRING 2015

GREENHAM



IMPORTANT CHANGES TO NVD USAGE

Many of our suppliers will already know that there are some important changes to NVD usage. However, as the commencement date of the new protocol is approaching, please read this important information.

For those suppliers using the GREENHAM NVD (Cattle) AND WAYBILL,

is Version 5, June 2014. Please make sure you are using this version.

LPA and SAFEMEAT has taken the decision to phase-out all old versions of their NVD, and as of November 16th, 2015 only

USA QUOTA RUNS CLOSE TO THE WIRE

Due to the dry conditions in Queensland, we reached 85% of our quota to the USA for beef by the end of August. That meant Australia had 15% less or 60,000 metric tons remaining to send. Pretty quickly, 40,000 metric tons was exported but then we hit a wall and shipments have dropped dramatically. We thought we would be shut out of the USA for a time but now it appears that all meat destined for 2015 entry will get in.

Cattle populations, particularly in Queensland, have been decimated and the average weight of cattle is way down. What we can see happening as a result of all this is that we will be awfully short of cattle and several pundits are questioning where and how the breeding herd can be rebuilt. It will be frightening when QLD gets rain.

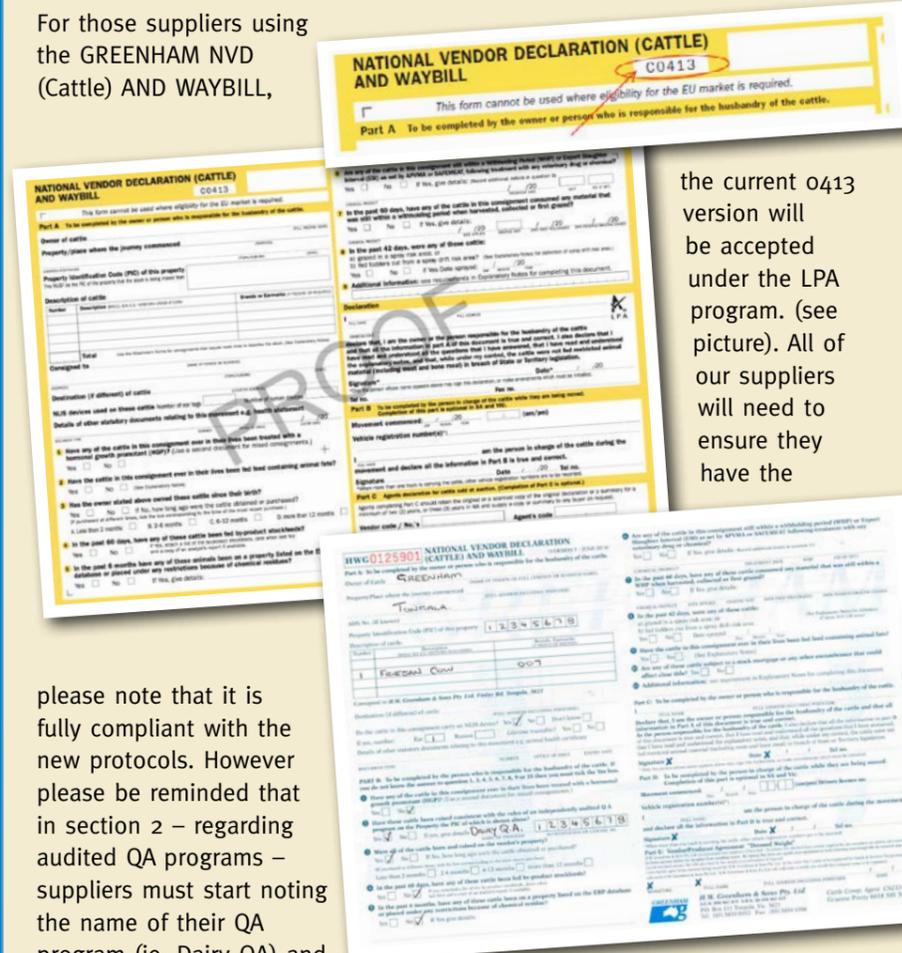
DRUGS AFFECTING OUR COMMUNITY

As one of the region's largest employers, the extended family of Greenham personnel has not avoided the scourge of the drug Ice. Via our staff, we hear about car accidents, violence and crime across our region. Our communities need to bond together through employment, sport and social activities but Ice is causing considerable harm and affecting prospects for the long term. We are taking the problem seriously so in the future, you will see the company get involved in local prevention based initiatives.

GRAND FINALS FAIL TO DELIVER

It's one of those years when our sporting clubs went oh so close to achieving the ultimate success but in the end, we couldn't bring home the silverware. Across both football and netball teams, everyone did a fantastic job and should be congratulated for progressing so deep into the finals. I look forward to next winter and seeing what our teams can do.

PETER GREENHAM



please note that it is fully compliant with the new protocols. However please be reminded that in section 2 – regarding audited QA programs – suppliers must start noting the name of their QA program (ie, Dairy QA) and the accreditation number in the boxes provided. (see picture inset). The latest version of the Greenham NVD

the current 0413 version will be accepted under the LPA program. (see picture). All of our suppliers will need to ensure they have the

current Livestock Production Assurance National Vendor Declaration (LPA NVD) as all older forms will not be accepted.



BROTHERS OF BAROOGA

SHANE AND JASON RUN A DAIRY OPERATION IN BAROOGA, NSW

Meatworks Messenger crossed the border into New South Wales to meet the Brooks brothers in the Murray River border town of Barooga. Enthusiastic and passionate about what they do, Jason and Shane are making the most of their opportunities.

The brothers are the fourth generation of Brooks farmers in the Barooga area. In fact, their father grew up on a farm not too far away and relatives still operate it – the Brooks name runs deep in the area. It has been a story of perseverance and hard work however, as Jason and Shane started with a modest holding of 800 acres but have since expanded it to include 4,300 acres across five properties.

This one here, says Jason, “is called Kieta and the home block is called Kiaora which is of Maori origin and means “be well” or can be translated as a “hi” of sorts. The name of the block has actually been carried over from when our father bought the property over sixty years ago”.

“We have been able to achieve a lot together in the twenty years since we took over the business. Both of us left school and went straight into dairying so we know a bit about it now”, says Jason.

In fact the operation is now one of the largest in the area with two separate dairies milking 720 cows per day and the other holdings being utilised for cropping so they can aim for 100% self-sufficiency across the enterprise.

With a mixed herd of fresian and jersey cross and the odd jersey herd, the brothers are running a 50 unit rotary dairy as well as a ‘21 swingover’ on their second shed which will soon be converted to a ‘20 double up’.

As Jason says, “we’ve really been in a building phase for the last while so we haven’t been selling any heifers; we just want to keep re-investing in stock and equipment at this stage”.

Keen to understand more about the challenges of producing milk in the area, Meatworks Messenger observed that pastures and crop on Kieta looked voluminous, but how was the water situation?

Well, says Jason, “we get about 22 inches of rain per year and it’s been pretty good for the last few years but the drought was definitely a challenge, there were some really tough times”.

“All around us, we saw people go broke and shut down which was very hard to



JASON BROOKS INSPECTS THE BARLEY CROP.

watch but all you could do was try to stay focused and keep on keeping on”, adds Shane.

“Ultimately, it was, and still is, about water”, says Jason. As an example, their overall allocation of 4,000 megalitres is relatively large but as they explain, an email update has been arriving every couple of weeks since July to tell them they are on 0% allocation and it has recently been lifted slightly to 4%.

“Up until two years ago, we were allocated 100% but that has really come down and it’s a week by week proposition now”, adds Jason.

Jason and Shane are running 100% annual crops mainly due to the water availability. In good years they have planted summer crops but have to be very careful of the water usage and be more strategic.

According to NSW regulations, farmers can carry over up to 50% and even sell part of their allocation but according to Jason, it doesn’t happen very often.

“When we’re working towards self-sufficiency on the dairy side of things, it pays to maximise the use of water and hopefully yield a bit more grain to feed the cows, it’s a bit of insurance really”, says Jason.

Jason adds, “There aren’t many dairies around here nowadays, most of the local cropping farmers will just go for it with water, like rice for example, it’s an opportunity crop, so they will use 100% of their allocation”.

Shane and Jason prefer a water strategy where they keep a slight buffer, “it keeps your overheads down if you don’t have to buy water year on year, especially if it costs \$200 a megalitre”!

The brothers are also keen on barley as their primary crop as it a ‘safe grain’ that grows quickly and doesn’t require irrigation. In addition, they try to avoid chemical use by producing lupins and also vetch to knock out some of the problems caused by ryegrass in their crops.

“The other good thing about barley is the stubble you get after harvest is a good dry cow feed and better than wheat we find”, Shane adds.

On to the milk production outputs of the business, there have certainly been some

challenges for the New South Wales industry.

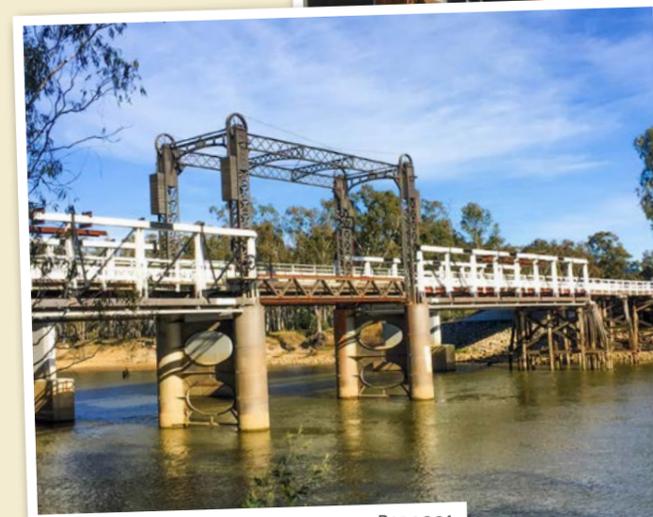
Deregulation in 2000 really shook things up, says Jason. “We went from a quota system with guaranteed pricing to having to accept lower pricing. There would be no such thing as \$1 milk now if that hadn’t have happened”.

Nowadays the brothers have made an astute decision to supply the home block’s milk to Parmalat and the other dairy’s output to Murray Goulburn.

“Of course, you can’t control what’s happening with the milk price but we spread the risk a little



SHANE CHECKS OUT HIS EQUIPMENT AS THEY GET READY TO CUT SOME HAY AND SILAGE.



THE SWING BRIDGE OVER THE MURRAY AT BAROOGA.

“Gee the pricing is pretty good at the moment”, says Shane, “but we look at it as a bit of a bonus more than anything, a good milking cow will never be sold for meat”.



THE PACE IS SLOW AND THE COWS ARE CONTENT.

bit by supplying two companies”, says Jason.

Greenham’s Peter Shellie is a regular visitor to the Brooks Bros properties as they take advantage of the on-farm pick up service and turn off between 100-150 cows and bulls per year.

For the most part they are selling small parcels of five to ten head but as Shane says, “The on-farm pick up is just so convenient, there aren’t any agent fees, yard fees or transport fees and it’s vastly more convenient”.

“You occasionally get agents coming around and offering their service with the ‘chance’ of getting a bit more money but really, it’s not worth the drama – simple as that”, Shane says.

“We’ve been dealing with Peter Shellie for about ten years now and it’s great, he writes a cheque out on the spot and that’s another bonus.”