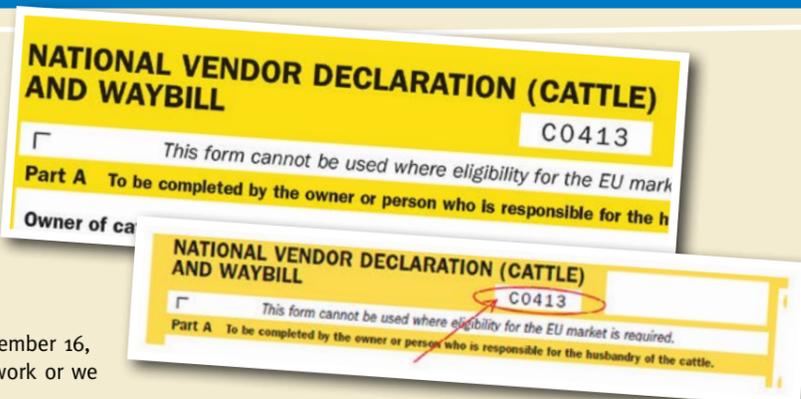


# REMINDER ON NVD USAGE

Many of our suppliers will already know about the important changes to NVD usage. However, as the commencement date of the new protocol was November 16, please make sure you are using the correct paperwork or we CANNOT accept your cattle.

The GREENHAM NVD (Cattle) AND WAYBILL, are 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. The latest version of the Greenham NVD is Version 5, June 2014.



LPA and SAFEMEAT have phased out all old versions of their NVD. Only 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.

# STAFF PROFILES

*This issue we profile some of the stars of the Tongala operation. Our staff is our greatest asset and they all contribute to the success of the company.*

## JUDI MCKENNER

**Where are you from originally?**  
Echuca

**How long have you been working at Greenham for?**  
19 months

**What's the best thing about your job?**  
Variety, it keeps you busy

**What footy team do you follow and do they have a chance in 2016?**  
Essendon (I doubt it!)



JUDI MCKENNER – RECEPTION, (GATEKEEPER), LIVESTOCK DEPT – ALL ROUNDER

**When you're not at work, what do you like to do?**  
Spend time with my family

**Favourite cut of beef?**  
Porterhouse

## RICKY WALSH

**Where are you from originally?**  
In Melbourne (Broadmeadows)

**How long have you been working at Greenham for?**  
20 Years with 4 and half years at the Smithton works

**What's the best thing about your job?**  
Working with staff to achieve targets

**What footy team do you follow and do they have a chance in 2016?**  
Geelong and they will have a good year 2016... (Western Bulldogs will do better!.Ed)



RICKY WALSH – SHIFT SUPERVISOR – THE GUY WHO MAKES SURE EVERYTHING RUNS SMOOTH DURING PRODUCTION.

**When you're not at work, what do you like to do?**  
Play Golf, Following my kids with their sports

**Favourite cut of beef?**  
Scotch fillet

## Christmas Trading Hours

### OVER THE HOOKS:

RECEIVAL OF OVER THE HOOKS CATTLE TO TONGALA WILL CEASE ON TUESDAY 22nd DECEMBER 12 NOON AND RESUME AT 6AM MONDAY 4TH JANUARY 2016.

LIVEWEIGHT BUYING TRADING HOURS OVER THIS CHRISTMAS AND NEW YEAR BREAK WILL BE AS FOLLOWS:

### NO SCALES

Wednesday 23rd Dec  
Thursday 24th Dec  
Friday 25th Dec  
Monday 28th Dec  
Tuesday 29th Dec  
Wednesday 30th Dec  
Thursday 31st Dec  
Friday 1st January  
unless stated right:-

### SCALES OPEN DAYS

**TONGALA SCALES**  
will be as normal on  
**MONDAY 4th Jan 2016**

**BAMAWM SCALES**  
will be as normal on  
**MONDAY 4th Jan 2016**  
LES MITCHELL – 0409 079 541

**INVERGORDEN SCALES**  
will be as normal on  
**TUESDAY 5th Jan 2016**  
LES MITCHELL – 0409 079 541

**PICOLA/WAAIA SCALES**  
will be as normal on  
**WEDNESDAY 6th Jan 2016**  
LES MITCHELL – 0409 079 541

**SANDMOUNT SCALES**  
will be as normal on  
**THURSDAY 31st Dec 2015**  
LES MITCHELL – 0409 079 541

### ON FARM BUYING LIVEWEIGHT

PETER SHELLIE - 0428 579 087

### COHUNA & LEITCHVILLE

COLIN IBBS - 0427 349 648

### GUNBOWER, COHUNA, LEITCHVILLE

THOMAS MACKEN ZIE - 0408 500 311

### For more information on selling cattle liveweight other than times stated - Please contact:

Stu Fleming - 0427 050 825  
Les Mitchell - 0409 079 541  
HW Greenham Office - 5859 0912

### DINGEE

ROB PLANT - 5436 8209

### STANHOPE

NEV MACKRELL - 0428 570 523



Victorian

# MEATWORKS MESSENGER

SUMMER 2015

GREENHAM



## 2016 GREENHAM DAIRY SCHOLARSHIP

Applications for the 2016 Greenham Dairy Scholarship are now open. We are again offering the opportunity to those who can make a positive contribution to any facet of the dairy industry. Applicants can be aged 17-45 to win the \$12,000 award. If you know someone that should apply, give them a nudge – they might have what it takes.

## RECORD NUMBERS

Most of you know that with widespread drought, Australian slaughter rates of breeders in particular have been at their highest for many years, but the cull is now over. We are going to be awfully short of cattle across Australia with many of the northern plants closing for longer than normal periods over the traditional break. Whilst they have announced their re-opening schedules, I'm not sure that the cattle will be there.

## USA PEAKS & TROUGHS

Overseas markets, especially the USA have decreased substantially and most people did not expect the cow market to drop so heavily at this end of the season. Of course some of it can be put down to operators trying to send meat into the US before the quota was triggered but that's all finished now. Any meat loading now will arrive in the new quota season and the experts believe there will be at least minor upswings in January. From the highs of early 2015, we have actually seen the markets drop at least 30%.

## HAPPY CHRISTMAS

On behalf of the entire team at Greenham I wish you and your families a very safe and happy Christmas and hope that 2016 is profitable for all. Thank you for your support during the year and we look forward to working with you again in 2016. Although the cattle situation looks to be challenging next year, we intend to maintain full employment at Tongala with the support of our loyal suppliers.

PETER GREENHAM

# SCHOLARSHIP OPPORTUNITY AWAITS

Applications are now open for the Greenham Dairy Scholarship 2016, a unique scheme which seeks to encourage enthusiastic students between the ages of 17 and 45 as they undertake further education related to any sector of the dairy industry.

Previous winners have been a range of both young people starting out in the dairy industry – and those already under way in their farming careers – all of which have taken a chance of a lifetime to boost to their knowledge and skills.

The highly prized award, to the value of \$12,000, is funded by HW Greenham & Sons and is open to family, sharefarmers and employees of farmers who have supplied cattle to the company's Tongala meat processing plant during 2015.

Joint managing director of HW Greenham & Sons Grant Ryan said the company felt it was extremely important to be contributing something back into the dairy industry.

"We can see a lot of overseas interest in Victoria's milk product capacity and there's no doubt the industry will need intelligent and enthusiastic people to support growth. The best way we think we can help that is to encourage more keen students to advance their skills," Mr Ryan said.

"Previous winners have completed veterinary science degrees and then come back into the district to practice – others have improved their skills and returned to their farms as more polished business operators – creating more value for their businesses and for the local community."

"It is really designed to support students who are passionate about and can contribute to shaping a positive future for the dairy industry," Mr Ryan said.

Applicants can use the scholarship to undertake formal study, farming-related courses or a recognised training program related to any area of dairy management disciplines.



2013 SCHOLARSHIP WINNER KATHERINE LANG WITH EXECUTIVE CHAIRMAN PETER GREENHAM.

Past winners of the Greenham Dairy Scholarship have pursued their interests in large herd veterinary issues, soil and pasture management, business and environmental management, animal sciences, breeding excellence and dairy technology.

2013 winner, Katherine Lang, of Tatura, used the money for specialised study at the University of California.

She had already qualified for her Bachelor of Veterinary Biology degree and is now towards the tail end of a Bachelor of Veterinary Science at Charles Sturt University at Wagga Wagga.

The winner in 2012, Katherine Snell, of Merrigum, also used the grant for overseas study, with trips to the Netherlands and Canada.

Katherine studied for a Bachelor of Veterinary Biology and Bachelor of Veterinary Science degrees at Charles Sturt University in Wagga Wagga and is now practising in the field.

The scholarship is awarded on a range of criteria, including study plans, previous academic, industry or personal achievements and potential benefits to the dairy industry or farm enterprise.

## APPLICATIONS CLOSE ON FRIDAY, JANUARY 29, 2016.

Application forms and information sheets are available by e-mailing [scholarships@greenham.com.au](mailto:scholarships@greenham.com.au) or visiting [www.greenham.com.au](http://www.greenham.com.au)

For further information:  
Trevor Fleming 03 9644 6514



DARRYN HOURIGAN FLANKED BY DAUGHTER ELLIE AND SON BAILEY

# KING & KELLY COUNTRY

Whilst the location of the Tongala meatworks sits in an ideal Goulburn Valley Dairy catchment, Greenham sources cattle from far and wide. This issue, *Meatworks Messenger* had the opportunity to travel to the productive King Valley region in north east Victoria and meet stock consolidator, Gordon Twamley, and dairy farmer and stud operator, Darryn Hourigan of Milawa.

"You must have driven past the Greta cemetery - did you know that Ned Kelly is buried there?," Gordon asks. The countryside is sparse and easy to imagine the early days of Bushrangers and in fact we are only a short distance from the notorious Glenrowan town ship. Gordon's ancestors actually run four-five generations deep in the area with his grandfather and great grandfather having both operated the Glenrowan butcher shop for many years.

The wild days of Glenrowan a distant memory, Gordon runs a mixed farm operation as well as being a cattle consolidator for the Tongala works. Depending on the demand, he will drive to Tongala 2-4 times per month with a load of 15-18 cattle for processing.

"I have up to fifteen suppliers in the area and they all appreciate the personal service," says Gordon. We drive from the Laceby area to Milawa so we can meet one of the interesting operators in region.

Darrynvalle Jersey has been a stud since 1968 when Keith Hourigan officially

established the operation after a decade on the farm. "I was born that same year so I guess you could call it destiny but I've always loved the business and wanted to be involved," Darryn says.

He was second youngest of five boys but ended up taking over the home farm and stud operation. Darryn talks of his father, originally a being shearer, but also having a passion for Jersey cows.

"At that time, New Zealand was the best place to go for quality Jersey cows – back 40 years ago they were flying with jersey cattle so to get the stud started dad flew to NZ and imported 24 animals over time and they formed the basis of our genetics. Most of the cow families extend back to those NZ bloodlines," Darryn adds.

The charming original home block property is 210 acres and where around 210-220 cows are milked per day. In addition, they run another 800 acres that mainly services the cows with feed requirements.

"In a good year we can be almost self-sufficient and can produce 800-900 rolls of silage and 400-600 rolls of hay per year."

"Having said that, I did need to buy in four b-doubles of hay after I thought it wasn't going to rain much this season but then we ended up getting some so I was able to make a little – though not as much as normal," Darryn notes.

The area would generally receive about 28-30 inches of rainfall per year but the common perception is that the seasons have changed.



DARRYN AND GORDY HAVING A YARN ABOUT KEEPING THE COWS STRESS FREE IN THE DAIRY

Gordon adds, "Perhaps we don't get any less rainfall but it certainly varies a bit more."

Darryn agrees, "It definitely comes at different times now days, it's not as seasonal as it used to be."

"I guess we're pretty lucky though as we have access to a total of 300 megalitres of permanent water from Tea Garden creek which is anabranch of the Ovens River, and local ground water as well. It's a handy situation but there are definitely lean years with the water," said Darryn.

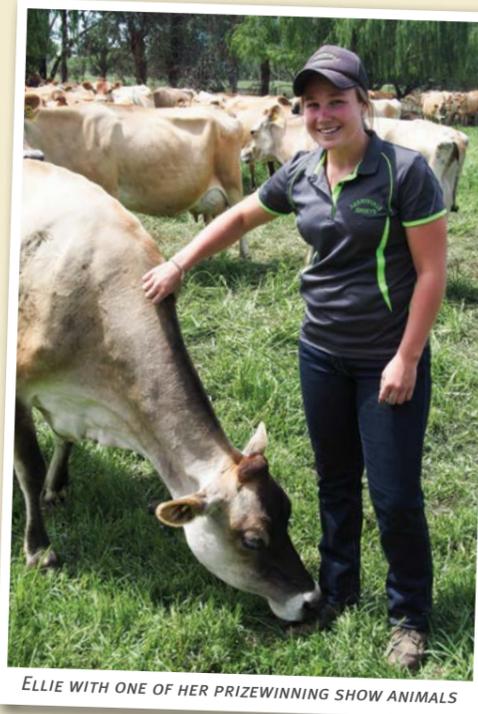
"We feed pretty heavy and production has been pretty good and with water- we've gone from flood irrigation to spray irrigation and saved a huge amount of water and money along the way. We've been able to grow better quality grass as a result as well," says Darryn.

Using Bosch bike shift lateral sprays plus permanent fixed sprays, Darrynvalle has been able to halve their water usage. They are also keen on growing better pastures and renovating pastures more often. "We have a regular regime of soil testing, checking trace minerals and adding fertilizer – but this is really about supplementing the excellent river flats soil we have here."

The Darrynvalle Jersey name is developing quite the reputation as a quality stud in both the domestic and international market. They sell heifers and cows when the opportunities arise and in addition have built up an active channel of bull sales mostly into new overseas markets.

"We would usually go to the domestic market and support Aussie stud herds but if the money is not there, the export market is the next best thing really," Darryn said.

No stranger to dealing with export customers and regulations, Darryn has also been sending cattle China, Malaysia, Russia and



ELLIE WITH ONE OF HER PRIZEWINNING SHOW ANIMALS



DARRYNVALLE JERSEY STUD IS A SUPPLIER OF EXCELLENT ANIMALS AND GENETICS



GORDON TWAMLEY IS A STOCK CONSOLIDATOR FOR GREENHAM TONGALA

even sent the first ever Jersey bull to South Korea. Over the years the property has been regular stop on the trail of prospective buyers of Jersey cattle and genetics.

"The stud side has been very good recently. It's all about promotions really and when my daughter Ellie shows cattle at the various AG events, potential buyers take note. I think we do it pretty well and I've always thought, if you can do the simple things well, people will remember you," notes Darryn.

Sixteen year old Ellie has been participating in the events since she was ten so knows her way around the show scene. She is undertaking a school-based apprenticeship and has received numerous awards including a Junior Champion Ribbon and Young Achiever Award at International Dairy Week in Tatura.

She absolutely loves her cattle and judging by the ribbon, photos and newspaper cuttings in the shed, her own stud operation, Ellie-Mae Jerseys and the Darrynvalle names are in safe hands. On winning the award, Ellie modestly offers, "yeah it wasn't bad."

Darryn's son Bailey is a bright light on the farm as well, trapping, shooting and learning the business. He's keen for his dad to buy a

cropping property so he can make his own mark on the operation. Darryn quips, "He'll need to throw in some cash if he wants to do that!" Grace, his eldest, rounds out the three children and is studying at university.

Darrynvalle might be a few hours from Greenham Tongala but the direct sale of cattle is the only way they like to do it.

"The way I look at it - You spend a lifetime breeding your cows and looking after them but when it's time for them to go, you want to know that the job is done in a 1-2 day period and that they're not standing around in yards or being trucked around," Darryn said.

"It's no good if they get sent to yards, it definitely interrupts the natural hierarchy in the mobs especially when they've been milking all their life."

Gordon strongly agrees, "Dairy farmers, they generally spend a lot of time with their animals and when they send them off, they want them to get there quickly."

"I must admit, Gordon is very good at it – he's calm and quiet when he loads the cattle and he's always asking whether I think they're ok and I know he drives them there very steadily and that they're unloaded without any stress," Darryn adds.

Gordon is emphatic, "It's very important to me and why I've got the sign – 'Anywhere with care' – on the back of my truck."

"All jokes aside," Darryn says, "That's what I really like about Gordon's service and style. It means a lot that they're treated the right way all the way to the abattoir."

For more information on selling to Greenham, Gordon Twamley can be contacted on 0427 662 039. We are indebted to Darrynvalle Jersey and the Hourigan family for their time.