

# AROUND THE PENS

ISSUE 267 5 NOVEMBER 2018



## ALFA DIARY

### 1 November

MPM 2019 registrations open

### 15 November

Post-BeefEx Conference Review

### 12 – 23 November

TRAIL industry scholarship applications review by ALFA Council

### 20 – 22 November

MLA Red Meat Forum & AGM, Canberra ACT

### 3 December

MLA/ALFA Market Consultation, Brisbane.

### 5 & 6 December

ALFA Council Meeting

## EMERGENCY ANIMAL DISEASE WATCH HOTLINE

1800 675 888

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## HOW INFORMED ARE YOUR EMPLOYEES?

Did you know that if you are an ALFA Feedlot or Company Associate Member you can add up to 15 direct staff members to your membership profile? This means you can ensure all relevant staff members are receiving the ALFA Member e-newsletter, which can at times hold important information and updates for different parts of your business.

By adding your staff members to the distribution list, you can easily keep your talented employees across Awards & Scholarship open and close dates, accounts staff across membership renewal periods, and all staff interested in training and workshops informed of key dates.

To add staff to your membership profile, simply send their name and email address to [madeleine.hamilton@feedlots.com.au](mailto:madeleine.hamilton@feedlots.com.au).

If you are an ALFA Individual Associate member and would like to add extra staff to your membership profile, you will need to upgrade your membership category to Company Associate membership. [Click here](#) to view the benefits of Company Associate membership.

## LATEST CLIMATE OUTLOOK

Drier and warmer than average conditions are likely to persist for much of Australia, according to the Bureau of Meteorology's latest climate and water outlook for November to January. Click on the [video](#) below to watch the update.



## TRADE GAINS FOR BEEF AS CP-TPP IS RATIFIED

Last week ALFA welcomed news from the Hon Simon Birmingham (Minister for Trade, Tourism and Investment) that the Australian Government ratified the Comprehensive and Progressive Trans-Pacific Partnership (CP-TPP) trade agreement.

The agreement sees a collaborative approach to trade, with Australia representing the sixth country to sign the agreement, meaning come December 30, 2018 Australia, Canada, Japan, Mexico, New Zealand and Singapore will receive substantial trading benefits. (continued overleaf)

For Australia signing of the TPP will lead to:

- The tariff on both frozen and chilled beef entering Japan falling to 9% over 15 years (under JAEPA this would fall to 19.5% for frozen beef and 23.5% for chilled beef)
- Tariffs on processed red meat imported to Japan will be eliminated over 15 years (current tariffs range from 6-50%)
- The majority of tariffs applied to offal's exported to Japan will be eliminated over a period of 10-15 years
- In Canada, the current 35,000 tonne beef quota (0% in-quota tariff) will remain, with the above quota tariff of 26.5% being phased out
- The 20-25% beef tariff into Mexico will be eliminated within 10 years
- And in Peru the 11-17% tariffs on beef will be phased out and the majority of offal tariffs will be eliminated on EIF.

The Red Meat industry continues to work alongside the Australia Government to secure beneficial trading arrangements which provide tangible results for the beef sector. CP-TTP marks Australia's most ambitious trade agreement to date with the first round of tariff cuts taking place on the 30th December 2018 and a second round of tariff cuts taking place two days later on the 1st January 2019.



#### **SUSTAINABLE BEEF LEADERS SOUGHT - CLOSING 9 NOVEMBER 2018**

Over the past year the Australian Beef Sustainability Framework (the Framework) has achieved huge progress towards sustainability in beef production, from paddock to plate.

The Red Meat Advisory Council are delighted to call for Expressions of Interest for the Sustainability Steering Group (SSG) from Australian producers, lot feeders, livestock exporters, manufacturers and retailers.

Being part of the SSG is an exciting opportunity to contribute to ensuring continual improvement in Australia's \$12-billion-dollar beef industry in to meet the expectations of our customers and our community.

Sustainability is a whole-of-supply chain commitment and we call on talented individuals from pre and post farm gate to get involved.

The Framework was launched by the industry in 2017 to identify and track sustainable practices to future proof the industry and 'meet' the expectations of customers.

In 2018 the first ever Annual Update was released highlighting our commitment to sustainability across animal welfare, economics, environment and people.

To apply send a copy of your CV and brief cover letter to [executiverecruitment@rmac.com.au](mailto:executiverecruitment@rmac.com.au) by 9 November 2018. [Click here for more information.](#)

## LIMITED SPOTS LEFT – MPM 2019 PROGRAM

Do you have a talented lot feeder at your feedlot? Enrol them in the 2019 ALFA Margin & People Management (MPM) Program!



The MPM Program is designed to provide lot feeders and industry professionals with a deeper understanding of how to manage a modern feedlot business.

Skills required to run any successful business include people management and an understanding of business financials. Therefore, the MPM Program sessions covers topics such as basic financial margin management, time management, setting priorities, human behaviour and how to work more effectively with other people, especially in difficult situations.

The MPM Program was established in 2008. The Program now boasts a strong alumni network of over 100 lot feeders and industry professionals, many of whom are now prominent industry leaders.

The training is spread over several months, commencing in February 2019. The group will gather three times in Sydney for a 2-day training session each time. Followed by a 2-day Feedlot & Processing Facility Tour.

[Click here](#) for more information on the Program. [Click here](#) to download a Registration Form.

## APPLY TODAY FOR SCHOLARSHIP TO ATTEND NEXT TRAIL: EMERGING LEADERS PROGRAM

Applications are now open to apply for the industry funded (ALFA & MLA) position on the Australian Rural Leadership Foundation's TRAIL: emerging leaders program being held 27 Feb - 7 March 2019.



The eight-day program is held in Canberra and surrounds and provides many challenging opportunities for a diverse group of emerging leaders to identify and expand their leadership skills, meet established leaders from different sectors and industries, and participate in experiential exercises to promote cross-sector collaboration.

Some of the benefits of the program are the opportunities to reflect on your own stage of leadership, make commitments to future leadership and maximise the valuable networks that are provided as a result of participating in this diverse cohort.

Applications for the 2019 TRAIL industry funded scholarship will close 11 November 2018.

To apply forward your resume along with a cover letter outlining why you wish to participate in the Program and what you are hoping to get out of the opportunity to [madeleine.hamilton@feedlots.com.au](mailto:madeleine.hamilton@feedlots.com.au).

## GETTING CONNECTED: PATHWAYS FOR IMPROVING CONNECTIVITY FOR OUR FEEDLOT INDUSTRY

A project with the purpose of identifying the connectivity requirements of Australian feedlots has recently been completed. It included defining the current use and availability of communications infrastructure in supporting the Australian lot feeding industry, identifying the future requirements of the industry, and the connectivity requirements, to support emerging technologies.

The project team included Premise Agriculture and Professor David Lamb from the University of New England. The team completed site visits to 11 feedlot businesses across Queensland, New South Wales and Victoria, to develop connectivity case studies for the feedlot sector. A number of case studies produced showcase the current levels of connectivity across a range of feedlot businesses.

The report presents the findings of these case studies, as well as a technical assessment reviewing the current internal and external connectivity options, potential telecommunication providers, and possible emerging technologies available to the feedlot sector. A range of connectivity solutions, unique for each feedlot business involved in the case studies, has been provided.

The "Getting Connected" technical assessment and case studies have been designed to assist operators in assessing their own needs and identify potential solutions.

[Click here](#) to read the Final Report, which includes the Case Studies.

[Click here](#) to download the Technical Assessment.

## **CALL FOR EXPRESSIONS OF INTEREST - INDUSTRY RESEARCH FEEDLOT**

Achieving world class feedlot research in Australia can be complicated by the lack of suitable feedlot research facilities. The feedlot industry desires a fit for purpose facility to be designed so feedlot health, welfare, sustainability and productivity research can be streamlined under the operation of a single site. It is envisaged that research feedlot development, adjacent to a commercial feeding operation will accelerate the path to development of products that generate significant economic benefit for the feedlot industry. Additionally, the site will train the next generation of world class service providers and feedlot staff.

The Meat Industry Strategic Plan (2020) outlines the key imperative of increasing feedlot productivity by 1% by 2020. The ALFA-MLA Feedlot Program Strategic Plan (2015-2020) also outlines the desire of industry to utilise a research feedlot as a demonstration site for new technologies. Furthermore, this plan identified for the first time, the desire of industry to invest in research targeting automation and remote monitoring technologies to enhance labour effectiveness and increase efficiency of induction, feeding management, feeding, and animal health activities. A targeted and focussed approach is required to achieve commercial success against these goals.

Meat & Livestock Australia (MLA) in consultation with the Australian Lot Feeders' Association (ALFA) is seeking Expressions of Interest (EOI) from commercial feedlots to host an industry research feedlot at their enterprise. The EOI will be utilised to determine appropriate feedlots, to invite to respond to a formal Request for Tender process.

Expression of interest submissions are to be forwarded in approved template to Joe McMeniman by 5PM Tuesday 4 December 2018 Queensland time.

[Click here for Terms of Reference](#)

For further information please contact Joe McMeniman, Project Manager – Feedlot at MLA on: Phone: +61 (7) 3620 5228 or Email: [jmcmeniman@mla.com.au](mailto:jmcmeniman@mla.com.au)

## **INDUSTRY WORKING TOWARDS A NATIONAL STANDARD FOR PREGNANCY DIAGNOSIS**

The use of accurate and time effective pregnancy diagnosis mechanisms will continue to support industry systems and supply chain efficiency. It is for this reason that ALFA continues to support the development of a National Standard for Pregnancy Testing. A standardised approach to pregnancy diagnosis in Australia aims to provide greater transparency and accountability throughout the supply chain.

ALFA continues to engage with industry through the Steering Committee overseeing research to underpin the development of a National Standard for Pregnancy Testing. Ensuring that the development of a National Standard meets the expectations of feedlot operators is vital for the program's success. ALFA is therefore encouraging individual feedlots to submit feedback through the pregnancy diagnosis survey to help identify shortcomings in current testing programs.

[Click here to download the survey.](#)

## ALFA Calendar Photo Competition – ENTRIES CLOSE SOON!

Entries will close soon for the ALFA Calendar Competition. We've extended the entry date and voting period until November 18 due to so many great entries coming in over the last week! The Top 13 photos will then be included in the ALFA 2019 Calendar. This initiative is proudly sponsored by ALFA's Platinum Member, Performance Feeds.

[Click here](#) to vote for your favourite photos. [Click here](#) to enter your images.

## BEEFEX GRAINCORP BUCKING BULL COMPETITION RAISES FUNDS FOR CHARITY

At our recently held BeefEx Conference, a very well participated Bucking Bull Competition at the final night's "Meat Street" farewell dinner, generously sponsored by GrainCorp, raised an impressive \$8,000 for the charity, Girls Got Heart.

The [Girls Got Heart charity](#) aims to raise awareness and funds to contribute to the running and development of heart and other health services to all Australians, no matter where they live.

ALFA & the Girls Got Heart charity would like to thank the winning bidders and those who took part in the competition, which made the night very enjoyable, and vitally helped raise money and awareness to support specialist health services in rural and outback Australia. Thanks to the following people & businesses who contributed: Nutriment Health, Jalna Feedlot, Graincorp, Smithfield Cattle Co., Sandalwood Feedlot, JBS Australia, IAP, & Camm Agricultural Group.

Click on the video below to catch all the action!



[Click here to see the Facebook Photo Album from the night!](#)



ALFA thanks its Platinum Members for their ongoing support of ALFA and the Industry

