



ALFA DIARY

10 – 11 September
AWO Training, Temora
NSW

12 – 13 September
Margin & People
Management Program
(MPM) Feedlot Tour

24 September
BeefEx 2018 Registrations
Close

28 September
ALFA and MLA Vet &
Nutritionist Meeting,
Brisbane Qld

7 – 15 October
TRAIL leadership course

8-10 October
BeefEx 2018 Conference



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Indonesian trade deal to benefit beef

The Australian and Indonesian Government announced recently that negotiations for the Indonesia-Australian Comprehensive Economic Partnership Agreement (I-A CEPA) have concluded.

Chair of the Industry's I-A CEPA Taskforce David Foote said that "Indonesia is a vitally important customer for significant quantities of Australian live cattle, beef and offal and has a steady requirement for sheepmeat, albeit smaller volumes."

I-A CEPA will deliver several benefits for the live cattle trade and in terms of boxed beef product there will be a number of tariff liberalisation benefits. Tariff lines not already benefiting from 0% tariffs secured under AANZFTA, will benefit from either a 0% or 2.5% tariff; with the tariffs being eliminated altogether over 5 years. Similar advantages will be extended to frozen offals - with the 5% tariff eliminated once the agreement comes into force. Furthermore, there will be no quota or import permit restrictions that apply to any boxed red meat or offal exports.

"IA-CEPA is a most welcome addition to the suite of FTAs the Australian Government has concluded to date with key trading partners."

"Indonesia has an ongoing requirement for imported red meat (specifically beef) and whether via the supply of live cattle or boxed product our industry is ideally placed to assist Indonesia with meeting this demand," Mr Foote said.

The I-A CEPA Industry Taskforce, of which ALFA is a member, has worked closely with the Australian government to deliver these benefits for the industry as well as the Indonesian supply chain – including importers, retailers and foodservice operators.

NEW Guide to Alternative Feedstuffs

With limited supply and increasing cost of feedstuffs traditionally used in feedlot rations caused by drought conditions, there is growing interest in making greater use of alternatives feedstuffs.

This newly developed guide by ALFA, in conjunction with Dr. Rob Lawrence at IAP, explores what alternative feedstuffs are, how to evaluate their nutritional value, how to calculate their equivalence, and outlines what residue risks you may need to consider.

[Click here](#) to download the Guide



WITH LIMITED SUPPLY AND INCREASING COST OF FEEDSTUFFS TRADITIONALLY USED IN FEEDLOT RATIONS CAUSED BY DROUGHT CONDITIONS, THERE IS GROWING INTEREST IN MAKING GREATER USE OF ALTERNATIVE FEEDSTUFFS.

WHAT ARE ALTERNATIVE FEEDSTUFFS

Alternative feedstuffs are crop and by-products from food and/or forage production systems. Examples may include almond hulls, citrus pulp, sugar cane tops and brewers' grain and only become cost-effective when traditional feedstuff supply is limited or becoming unprofitable.

Alternative feedstuffs often have high moisture content and can sometimes be high in moisture, and so it is important to understand how to evaluate and use them. This guide outlines some important factors in evaluating use of alternative feedstuffs in times of drought.

EVALUATING NUTRITIONAL VALUE OF ALTERNATIVE FEEDSTUFFS

The value of alternative feedstuffs is best determined on a dry matter and nutrient cost basis. This ensures moisture content is accounted for and the alternative feedstuff can be compared against the known value of the traditional feedstuff.

Dry matter is the proportion of a feedstuff remaining after removal of moisture (i.e. water), for example, wheat is calibrated with 76% moisture, so each gram of wet wheat is 0.66g of dry matter. The moisture content of different feedstuffs can vary greatly. Water has no nutritive value, but directly increases the weight of a feedstuff (1 kg of water = 1kg). The nutrient content of feedstuffs is expressed on a dry matter basis, so, setting for dry matter allows for comparison of different feedstuffs.

CALCULATING EQUIVALENCE

For example, if wheat at 12% moisture and 130 MJ/kg ME costs \$180/t (based on feed of wheat) is the maximum cost of brewers' grain with 55% moisture and 11.5 MJ/kg ME?

1. Convert wheat cost to a dry matter value = $180 / 0.88 = \$204.55$ /t DM
2. Convert wheat cost on a ME basis = $545 / 13.5 = \$40.37$ /t ME DM
3. Convert ME cost to wheat to brewers' grain value = $40.37 \times 11.5 = \$464.86$ /t DM
4. Convert cost to dry matter to be equal to wheat = $464.86 \times 0.88 = \$408.88$ /t DM

In this example, the equivalent cost of brewers' grain on a ME basis when wheat costs \$180/t is \$408.88. The same method can be applied to other key nutrients, such as fibre (penicillin degradation), NDF, CP or protein (Crude protein), to determine equivalent values.

OTHER FACTORS TO CONSIDER

Other production considerations related to use of alternative feedstuffs include:

Sink loss

Alternative feedstuffs with high moisture content (greater than 65%) can suffer from increased sink loss (up to 20%). Sink loss is usually associated with sieving, separation and degradation. Sink loss can be reduced by ensuring adequate particle size retention (7 to 14 mm) to allow for maximum replacement and therefore should be included in the purchase cost. For example, brewers' grain at 50% moisture is 20% rejected sink loss is corrected purchase cost is only \$140/t.

Consistency

Alternative feedstuffs are often by products of other processes and thereby lack consistency in total to supply, physico-chemical characteristics (e.g. moisture content) and nutrient content.

Intake limitations

Inclusion of alternative feedstuffs can be limited due to high moisture content and effect on final ration dry matter (no lower than 85%), and excessive water intake (water, sodium) and influence on feed intake (voluntary) (greater than 7.2% water intake is not recommended).



Animal Welfare Officer Training – over half way through!

Presenters, Paul Cusack of ALPS, and Jeff House, ALFA's Technical Services Officer, alongside ALFA's Manager – Membership, Communications and Industry Capacity, Madie Hamilton, have been on the road for the last three weeks delivering the certified Animal Welfare Officer Training to already over 100 lot feeders and associates.

The training has been well received and there are now only very limited spots left at remaining training locations:

- Geelong, VIC 23 & 24 October 2018
- Burra, SA 25 & 26 October 2018

[Click here](#) to book in for the remaining Animal Welfare Officer Training.



The training is proudly supported by Zoetis & Meat and Livestock Australia.

2019 Science and Innovation Awards - Grant applications now open!

Grant applications are now open for the 2019 Science and Innovation Awards for Young People in Agriculture, Fisheries and Forestry. If you're 18-35, this is your chance to apply for a grant of up to \$22,000 to fund your project on an innovative or emerging scientific issue that will benefit Australia's primary industries.

There are 13 industry award categories available in the 2019 round, including meat and livestock. Applications close on Friday 12 October 2018.

[Click here](#) for more information or to apply.

Webpage dedicated to new Grain Fed Finished Standard

The new 'Grain Fed Finished' (GFF) standard launched on 1 September 2018 and a webpage was created on the ALFA website where you can find information on GFF and also a number of case studies, including with FLIAC Chair, [Jim Cudmore](#), and ALFA President, [Tess Herbert](#).

The Grain Fed Finished Standard is being introduced in addition to the existing Australian grain fed standards, being the Grain Fed (GF) and Grain Fed Young Beef (GFYG) standards.

[Click here](#) to visit the dedicated GFF webpage.

Experts set to engage and inspire at BeefEx 2018



BeefEx always seeks to bring to the podium speakers from Australia and overseas who can bring the latest in thinking and innovation, and make it real and applicable to our members' operations.

The key note speakers for the event will focus on Big Data including Stephen Scheeler, Founder, digitalceo.com.au and Former CEO, Facebook Australia and New Zealand; Ted Connell - Director, Global Industrial Sector Business Development and Solution Architect, Intel Corporation; and David E. Williams, Senior Vice President, Informa Economics IEG.

[Click here](#) for more information on BeefEx Speakers and the Program

Teen brings awareness to feedlot industry with award



Social media could destroy the feedlot industry. This is an observation by 19-year-old Molly Sage. Molly is a mill foreperson at JBS' Beef City Feedlot at Toowoomba, in southwest Queensland and was one of the top six finalists in this year's Young Lot Feeder of the Year Award. As part of her entry she had to write an essay on challenges the industry faces and how they could be resolved.

In her essay Molly said lot feeding was forever trending on social networks for all the wrong reasons.

[Click here](#) to read the article on Molly in *The Weekly Times*.

Three Young Lot Feeders named Grand Finalists in Award

ALFA is excited to announce the Grand Finalists in the Young Lot Feeder of the Year Award 2018 as:

- **Ben Attewell** of Brindley Park
- **Georgia Birch** of Smithfield
- **Fiona MacDiarmid** of Terence Vale

The top three will now present their essay topic on a real or perceived industry issue and their solution to the BeefEx 2018 audience on October 9 and the overall winner will be announced at the BeefEx 2018 Gala Dinner.

This Award is proudly sponsored by ALFA Platinum Member, Performance Feeds.

Top Three named in Excellence in Feedlot Education Medal

The Judging Panel for the ALFA Excellence in Feedlot Education Medal hit the road two weeks ago to visit the finalists at their workplace for the interview round. Following this, the Top Three were named as:

- **Tegan Brown** of Gundamain
- **Brooke Flanagan** of Mort & Co's Gunnee
- **Jane Reid** of Teys Australia's Jindalee.

The overall winner will be announced at BeefEx 2018 on 9 October 2018.

The Excellence in Feedlot Education Medal is proudly sponsored by Zoetis.

The ALFA Calendar Photo Competition is now open for entries!



The ALFA Calendar Photo Competition is an exciting opportunity for lot feeders to showcase their industry via images that they capture in their workplace and surrounds. It is open to all ALFA Members and anyone can vote. To vote for your favourite shot, simply head to the ALFA Facebook page and 'like' your favourite shots!

The Top 13 photos will then be included in the ALFA 2019 Calendar. Entries and voting close 3 November 2018.

This initiative is proudly sponsored by ALFA's Platinum Member, Performance Feeds.

[Click here](#) for full entry criteria & to enter your photos.

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

