

# FUTURE BEEF PRODUCTION

13-15 JUNE, 2018

RACV TORQUAY RESORT  
TORQUAY, VICTORIA



**TEAM TE MANIA  
WORKSHOP**



*Dennis Gleeson, Colligen Creek, Deniliquin  
presents Team Te Mania Case Study*

*Photo by Zoe Philips, The Weekly Times*

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# PROGRAM 2018

## WEDNESDAY, JUNE 13TH

6.00 pm for  
7.00 pm **Dinner**  
*Winkipop Room, RACV Torquay Resort*

## THURSDAY, JUNE 14TH

8.45 am **Welcome Hamish McFarlane, Te Mania Angus**

9.00 am **Driving profitability on farm by meeting consumer needs**  
**Michael Crowley, GM Producer Consultation & Adoption, Meat Livestock Australia**  
Michael's team work closely with producers and the red meat value chain to drive adoption of R&D, including MSA grading, reducing eating quality variation, improving genetic gain and value-based marketing.



9.40 am **Team Te Mania Case Study – Beef as part of a multi-faceted farming enterprise**  
**Dennis Gleeson, Colligen Creek, Deniliquin**  
Dennis sets a cracking pace running two Angus herds totalling 900-1,000 breeders and 8,000 composite ewes in a highly variable climate. He grows lucerne, 2,800ha of cereal and runs an on-farm feedlot. Depending on water allocations, Dennis also crops up to 400ha of rice. Since joining Team Te Mania in 2011, he has focussed on improving the quality of his breeding herd, using AI and lease sires.



10.00 am **Morning Tea**

10.30 am **Soil health and soil carbon – The root of it all**  
**Dr Terry McCosker, Director, Resource Consulting Services**  
The essentials of a regenerative ecosystem are: biodiversity > Healthy soil > healthy plants > healthy animals > healthy food > healthy people. Therefore, as a primary producer you have the responsibility to produce healthy food. Healthy and productive soils are the basis of farming wealth creation. Globally soils are seriously in decline. Terry will share with the group some of the exciting new work which is being done with soil biology and show how it can change the chemistry and physics of a soil.



### **Carbon Credits – Opportunities for Graziers**

Through focusing on the role of plants in sequestering carbon from the atmosphere, graziers will have the opportunity to offset carbon emissions and improve the resilience of the agricultural sector. Selling carbon credits from the addition of soil organic carbon is now a reality in Australia.

12.00 noon **Lunch**

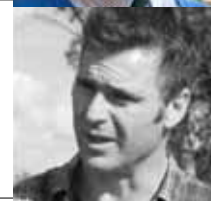
1.00 pm **Business analysis – Finding and treating the deadwood**  
**Dr Terry McCosker, Director, Resource Consulting Services**  
The only accounts that most people see are those done by the accountant. They are structured to save tax. However, they are absolutely useless when it comes to knowing what is going on inside the business. Terry will introduce us to management accounting and the tools and processes we need to find and treat the deadwood in a business. This will include the framework of management accounting, the differences from taxation accounting, the documents we need, how they fit together and how we interpret them. This session is only important if you want to have a nimble, profitable business.

2.30 pm **Afternoon Tea**

3.00 pm **The effect of genetics on gross margins in Angus herds**  
**Dr Robert Banks, Director, Animal Genetics and Breeding Unit**  
AGBU is a joint venture between the NSW Department of Primary Industries (DPI) and University of New England (UNE), with funding from Meat Livestock Australia. Led by Dr Banks, it is regarded as one of the world leaders of genetic evaluation systems. This focuses in the potential impact of genetic on enterprise profitability both on- and off-farm, and scope for improving that impact




3.20 pm **Managing the competing needs of animal, herd, pasture and landscape**  
**Bart Davidson, MaiaGrazing**  
MaiaGrazing is a dynamic grazing management tool which provides a planned grazing approach, integrating new and historic data. This software package enables graziers to optimise production making more informed stocking decisions.




3.40 pm **Round table demonstrations / discussions (3 x 15 minutes)**

- **Terry McCosker, RCS.** ProfitProbe software; Carbon Link
- **Rob Banks, AGBU.** Single Step and genomics – what's it all about?
- **Bart Davidson, MaiaGrazing.** Predictive grazing management
- **Rob Wyld, Sapien Technology.** Record-keeping and QA programs
- **Roger Chomley, Rural Manager, RaboBank.** Utilising banking resources


6.00 pm for 7.00 pm	<p><b>Dinner</b> Featuring Rangers Valley Black Market, marble 5+ score beef</p> <p><b>Consistently Consistent</b> <i>Julie Cameron, Meredith Dairy, Meredith</i></p> <p>Julie and Sandy Cameron are Directors of “Meredith Dairy”, a vertically integrated, family owned enterprise, milking sheep and goats and manufacturing milk into specialist dairy products. Once prime lamb and wool growers, the Cameron’s diversified into alternative agriculture to escape the financial pressures of producing commodity products. The challenges of growing both the farming and manufacturing enterprises, matching the milk supply with the demand, along with a focus on the triple bottom line, has opened doors into sustainable domestic and export markets.</p>	
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**FRIDAY, JUNE 15TH**

8.30 am	<p><b>Genetic trends in Te Mania bloodlines, including feed costs</b> <b>Dr Robert Banks</b>, <i>Director, Animal Genetics and Breeding Unit</i></p> <p>What has changed in Team Te Mania cattle over the years? How much data is behind the findings? How certain can we be about EBV predictions?</p>	
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9.00 am	<p><b>Procurement for premium beef products</b> <b>Andrew Malloy</b>, <i>Livestock Procurement Manager, Rangers Valley</i></p> <p>Rangers Valley is one of the world’s most respected premium marbled beef producers. Their focus is to deliver highest quality, best tasting, consistently tender and delicious beef, every time. What are the premium products in domestic and export markets? Which selection traits are most important, and what are best practices for supplying to this market?</p>	
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9.30 am	<b>Morning Tea</b>	
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10.00 am	<p><b>Seasonal climate variability and change</b> <b>Climate Specialist</b>, <i>Agriculture Victoria</i></p> <p>The key climate drivers behind seasonal variability. An overview of seasonal forecasting and trends and the outlook ahead. Tools for farmers.</p>	
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10.40 am	<p><b>Global market and pricing outlooks</b> <b>Angus Gidley Baird</b>, <i>Senior Analyst (Animal Proteins), Rabobank</i></p> <p>“Blockchain technology”and the potential of this new digitised approach to managing supply chains, and its scope for the beef industry.</p>	
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11.30 am	<p><b>Round table demonstrations / discussions (3 x 15 minutes)</b></p> <ul style="list-style-type: none"> <li>• <b>Tom Gubbins</b>, <i>Te Mania Angus</i></li> <li>• <b>Rob Banks</b>, <i>AGBU</i></li> <li>• <b>Andrew Malloy</b>, <i>Rangers Valley</i></li> <li>• <b>Angus Gidley-Baird</b>, <i>RaboBank</i></li> </ul>	
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12.00 noon	<b>Lunch</b>	
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1.00 pm	<b>Close</b>	
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**KEYNOTE SPEAKER**

<p><b>DR. TERRY MCCOSKER</b> <i>Director, Resource Consulting Services</i></p> <p>Terry McCosker is one of the great innovators of Australian agriculture who has had an inordinate impact on agricultural practises around the world over many years.</p> <p>On this basis the Central Queensland University conferred on Terry, the degree of Honorary Doctor of Agribusiness, in March 2015. Terry is a Churchill Fellow, a Fellow of the Tropical Grasslands Society, has chaired the Australian Beef Expo, and sat on numerous advisory committees.</p> <p>One of his greatest lifetime achievements has been to effectively bridge the gap between the contesting paradigms of traditional agriculture and regenerative agriculture, helping to ensure the long-term survival of Australian agriculture and its farming families.</p>	<p>Terry is an internationally acclaimed teacher and has worked in research, extension and property management in both government and private sectors for 50 years.</p> <p>In his research era, Terry published over 40 papers and made several world first discoveries in the 1980’s. Terry co-founded RCS over 30 years ago which has set the benchmark for capacity building in rural and regional Australia and has been independently rated as the most trusted source of farming knowledge in Australia.</p> <p>Terry is also a pioneer in the field of soil carbon and carbon farming, having been committed to research and commercial activity in this area for over ten years.</p> <p>In this Capacity he is Chairman of Carbon Link Limited, an agricultural carbon aggregator. Carbon Link was awarded a Commonwealth Commercialisation grant</p>	<p>of almost \$1m in 2016 and was the most Innovative business in the region in 2016.</p> <p>Terry was described in the Australian Farm Journal editorial in July 2010 as follows: “It is hard to imagine the mental toughness and commitment McCosker and his early farmer adopters had to muster to withstand the flood of criticism from within conventional agricultural science circles.</p> <p>McCosker’s ideas took farming out of a war with nature to an association with it. He introduced Australian farmers to the concept of ecosystem health and developed methods of measuring it alongside financial health.</p> <p>Critically he introduced the concept of farm family well-being and welcomed female partners, siblings and parents into courses about decision making.”</p>
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**ACCOMMODATION  
AND WORKSHOP**

**RACV TORQUAY RESORT**

| Great Ocean Road, Torquay  
Ph 03 5261 1600

\$240/ night.

Please book directly with RACV,  
mention Team Te Mania Workshop  
and RACV/Automobile  
membership for discount.

**WORKSHOP COST**

Workshop & Meals \$300

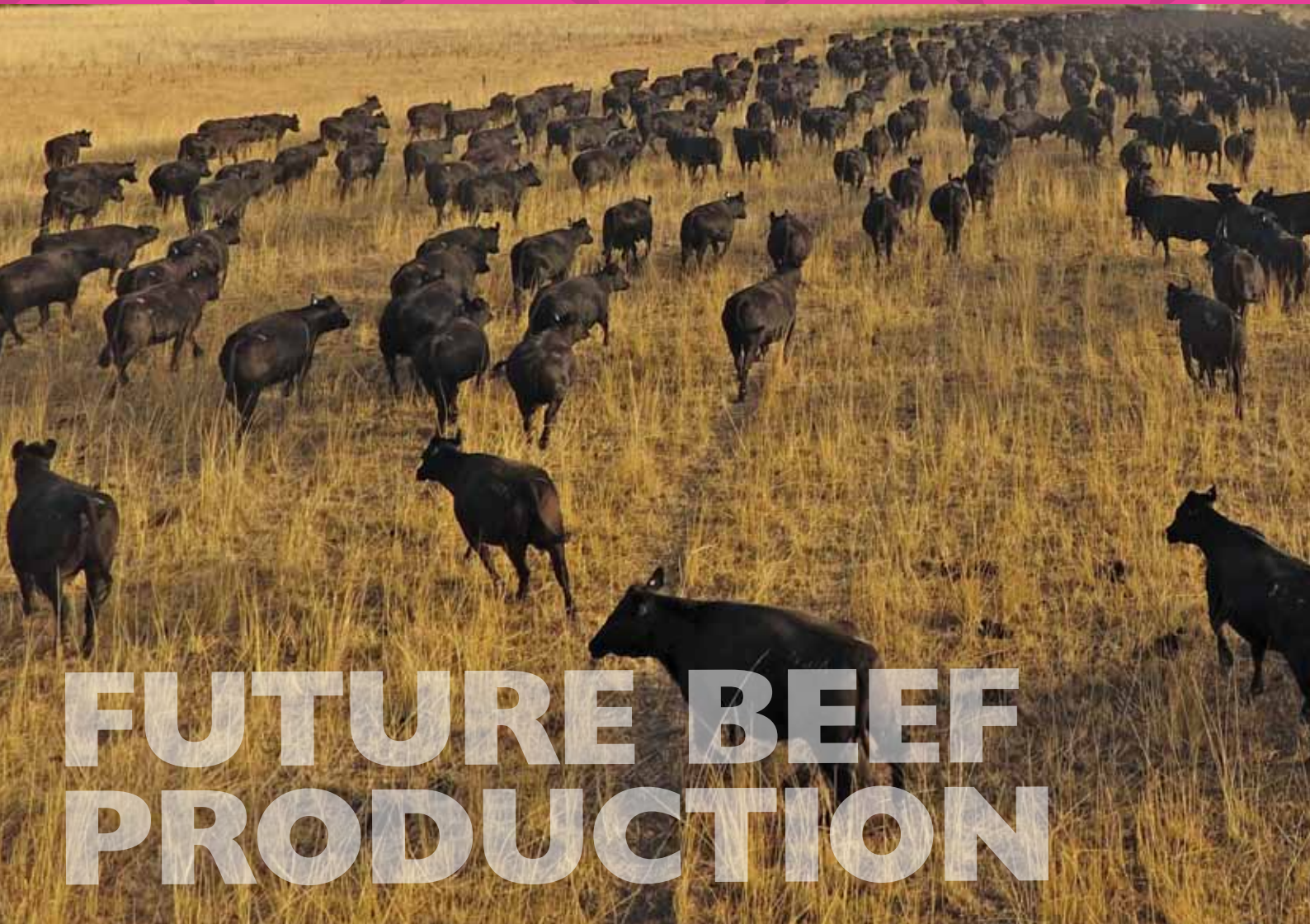
Team Te Mania Members No Charge

**ENQUIRIES**

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**TEAM TE MANIA  
WORKSHOP**



**FUTURE BEEF  
PRODUCTION**

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