

# BEEF COURSES DELIVERED IN AUSTRALIA AND NEW ZEALAND

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## **VICTORIA**

*Department of Primary Industries*

*www.dpi.vic.gov.au*

### **BeefCheque**

BeefCheque is a program about growing more grass, utilising more grass, growing more beef (or lamb, mutton, wool) and, ultimately making more money. As well as looking at pastures and livestock, participants spend time looking at the financial results of their action. To make these discussions useful, participants are encouraged to participate in a financial and physical analysis of their farm businesses.

### **Breeders for Profit**

Breeders for profit is designed to assist producers increase the profitability of their commercial cattle breeding operations by improving the breeding herd. Participants gain skills in identifying the influence females have on the profitability of their breeding enterprise as well as developing an understanding of the scope for genetic improvement within their herd. Practical structural assessment skills are also developed through yard activities.

### **Effective Breeding**

This three day workshop aims to provide commercial beef producers with the

information and skills to develop and implement a herd-specific breeding strategy, taking into account resources available and the physical and market environment that it operates in.

### **Practical Beef Marketing**

Practical Beef Marketing is a course that aims to improve industry and on-farm profitability through an increased number of cattle meeting target market specifications. This is achieved through improving producers' understanding of standard industry language, the varying markets and their requirements.

Producers also gain the skills and knowledge required for accurate live animal assessment, enabling more detailed and specific description for potential customers and therefore superior marketing opportunities.

### **Southern Beef School**

Based at Glenormiston campus of South West TAFE, this two and a half day school utilises key Beef Industry contacts through DPI, Beef CRC, Angus Australia and Independent Breeding Services. Participants learn skills in pasture establishment, structural assessment, meat quality, herd health and market specifications. The school is run annually in July.

## **QUEENSLAND**

*Department of Primary Industries & Fisheries*

*www.dpi.qld.gov.au*

### **Better Business, Better Profits through Better Bulls**

This is a one day workshop to assist beef producers in effective bull selection practices by setting breeding objectives and applying bull breeding soundness evaluations to their selection decisions. Producers are provided with evidence of the financial benefits of using sound genetic differences in association with EBVs in their bull selection decisions.

### **Breeding For Profit**

This is a one day workshop focussed on the opportunities afforded the beef producer with various breeding systems and tools at their disposal to better meet market specification through a planned breeding programme. It includes a practical component and utilises the outcomes of CRC I mating results across breeds to assist producers with their breeding decisions.

### **Bull selection**

This one-day hands-on workshop shows participants how to improve their breeding program by evaluating a bull's genetics and its ability to serve and reproduce. The workshops



also examine the technology that can impact on a herd's genetics.

### **BREEDPLAN Workshops**

This one day workshop assists producers with the knowledge and skills to apply genetic differences in the form of EBVs in their selection decisions. Many producers appreciate the practical aspects of basic genetics and genetic progress to then understand the relevance of EBVs versus 'raw data'. This activity links DNA marker technology with genetic differences as they apply to genetic progress in the herd.

### **EDGE Grazing Land Management**

An area-specific three day workshop for northern producers (with a follow up day) covering:

- maintenance of native and improved pasture systems;
- relationships between water, soil, woodlands, biodiversity, fires and weeds;
- climate variability management;

- meeting target markets while remaining sustainable in the long term; and,
- determining the financial implications of grazing management options.

### **The Breeding EDGE**

This workshop is conducted over three days and focuses the northern beef producer on setting breeding objectives and includes such topics as understanding Bull Breeding Soundness Evaluations, Breeding Systems, Female selection and the basis of genetic progress in the herd. It includes a half day practical demonstrating EBVs and bull fertility.

### **The Nutrition EDGE**

This three-day interactive workshop and practical session for northern producers covers all aspects of animal nutrition, including how nutrition affects animal growth rates, financial returns and market access. Participants learn what nutrition and supplements are required to improve the health and growth of their stock, and

assess the level of nutrition provided by their pastures.

### **EDGE Marketing**

The Marketing EDGE is a 2-day workshop designed to assist producers set their long-term direction and strategies for the marketing function of their livestock business. The workshop is designed to help producers discover the benefits their business can gain from adopting a greater marketing focus, rather than a production-only focus. It aims to broaden producers' understanding of marketing, rather than focus on selling only, to enable the development of longer-term marketing strategies and better marketing decisions. These long-term decisions help improve overall business performance and therefore success.

### **CRC Outcomes**

This one-day interactive workshop presents the latest research findings from the Beef CRC, Australia's largest



integrated beef research program. The workshop provides information on gene markers, temperament assessment, net feed efficiency, weaning and health and shows how producers can use this information to improve profitability.

### **Beef options analysis**

During this four-day workshop, participants use a comprehensive herd simulation and economic model to describe and simulate their existing enterprise, assess its performance, and compare options (profitability, performance, risks, cash flow). Expert presenters help participants translate complex financial data into user-friendly information that can be used to improve their business profitability.

### **Enhanced property management**

Over two one-day workshops, participants analyse their current business situation. They are then introduced to innovative management techniques that help improve their profitability by improving their herd base; analysing marketing decisions; benchmarking their business performance (relative to their district and industry); and identifying key production and profitability drivers. Management techniques are explained in terms of actions that can be undertaken on farm.

### **Storelink**

This 2-day workshop examines the Australian supply chain. Participants gain a better understanding of customer requirements and how they can alter their property management to better meet customer needs.

## **NEW SOUTH WALES**

Department of Primary Industries

[www.dpi.nsw.gov.au](http://www.dpi.nsw.gov.au)

### **Beef-N-Omics**

A three day program to assist commercial beef producers to improve the productivity and profitability of their beef enterprise. The course uses the Beef-N-Omics computer program to deliver a total analysis of each beef herd integrating herd management, feed balances and economic variables, culminating in an assessment of options for improved profitability.

### **Stockplan**

A three day training program backed by three computer-based decision support programs that enable all sectors of the beef and sheep industries to develop least-cost strategies to manage drought and drought recovery periods.

### **Prograze**

Eight workshops spread over 8 to 12 months, covering pasture and livestock assessment, fodder budgeting and species identification skills, and the integration of these into improved grazing management systems.

### **Better Breeding – Beefing up your Business**

A three day course aimed at providing the skills and knowledge to develop a breeding plan for your beef herd. This course is based around example producers who show how they plan and manage their breeding herds. It covers which traits are important to different markets, and how to select these traits and the different breeding systems that can be used.

### **Calculating Cost of Production**

A half-day workshop teaching beef producers how to use the Cost of Production calculator, demonstrating why cost of production is an important key performance indicator, and identifying opportunities to improve the business management of their enterprise.

### **Stocksafe – Safe Cattle and Sheep Handling**

A two-day workshop which begins with routine husbandry, handling and health, before working through workplace OH&S, animal welfare, impact of handling on meat quality, and all aspects of correct handling in yards and paddocks.

### **Better Bull Buying**

A practical workshop to help beef producers select, purchase and manage bulls appropriate to their beef enterprise and market objectives. This includes structural assessment, breeding soundness, understanding of Breedplan and EBVs, and interpretation of sale catalogues.

### **StockAssess – Live Cattle Assessment and Marketing**

A two day hands-on workshop addressing cattle assessment to meet market criteria, selling systems, preparation for transport, quality assurance procedures and marketing options.

### **Beef Care and Handling**

A one-day program mixing practical and discussion sessions including cattle husbandry, identification, handling, live animal assessment, yard design and health programs.

### **TopFodder Silage**

A three day course covering all aspects of the production, storing and feeding of both bulk and baled silage.

### **NORTHERN TERRITORY**

Department of Primary Industries, Fisheries & Mines  
[www.nt.gov.au/dpifm](http://www.nt.gov.au/dpifm)

### **Nutrition EDGE**

The Nutrition EDGE workshop provides a comprehensive look at ruminant nutrition. It will assist you to better match your pasture and feed options to your livestock needs.

### **Breeding EDGE**

The EDGENetwork Breeding EDGE workshop is a comprehensive workshop designed to help you develop a cattle breeding program, or improve your existing one.

You will see how to use reproductive and genetic knowledge and technologies to achieve your target production.

### **Grazing Land Management**

The Grazing Land Management workshop will develop your understanding of the various factors that interact in the rangeland regions of Northern Australia to develop grazing management strategies to increase profit and sustainability.

### **WESTERN AUSTRALIA**

Department of Agriculture & Food  
[www.agric.wa.gov.au](http://www.agric.wa.gov.au)

### **Agribusiness Livestock Updates**

The Agribusiness Livestock Updates replaces the Agribusiness Sheep Updates. With the addition of beef topics, the Agribusiness

Livestock Updates is now the primary event in Western Australia for the meat and wool industries. This event provides the most up to date information on sheep and beef production and industry issues. It provides an excellent opportunity for the release of applicable research results and networking with other industry professionals.

### **Regional Livestock Updates**

The one - day regional updates are held at ten locations within Western Australia. The updates provide producers and industry with relevant and up to date information on sheep and beef production.

### **Vasse Research Station Open Day**

This is a one - day event that provides producers and industry professionals with information on current beef cattle research projects taking place at the Vasse Research Station.

### **SOUTH AUSTRALIA**

Department of Primary Industries & Resources  
[www.pir.sa.gov.au](http://www.pir.sa.gov.au)

### **Prograze**

Prograze is an Edge Network course giving producers an understanding of pasture management and grazing techniques.

### **Cost of production workshops**

These workshops give producers the opportunity to drill down into their beef enterprises and determine what the profit drivers are and what factors they have influence over.

### **TASMANIA**

Department of Primary Industries & Water  
[www.dpiw.tas.gov.au](http://www.dpiw.tas.gov.au)

### **Red Meat Targets**

A program of research, development, marketing and extension projects for Tasmania's red meat industry.

Within Red Meat Targets DPIW delivers on-farm, practical training courses in:

- Prograze (grazing management skills training),
- Better Fertiliser Decisions (nutrient management), and
- Species for Profit (selecting and managing the right pasture species).

"Red Meat Targets" development projects conduct field days on sites such as the Winnaleah Towards 2000 beef grazing trial, Cressy Arrotas management site, and the Circular Head and King Island grazing and nutrient trials.

DPIW also coordinates and conducts field-days and workshops as a part of MLA's "More Beef From Pastures" program. These focus on key elements of beef producing enterprises, from pasture utilisation to managing cost of production and setting enterprise directions. These activities have a focus on practical tools and producer experiences.

### **NEW ZEALAND**

Meat & Wool New Zealand  
[www.meatandwoolnz.com](http://www.meatandwoolnz.com)

- New Zealand is looking forward to fully utilising knowledge and information from Beef CRC.
- The expectation is three Beef Profit Partnerships will be established in New Zealand in the second half of 2007.