

# RUSSIAN ELIGIBILITY

VERY IMPORTANT TO UNDERSTAND REQUIREMENTS AND IMPLICATIONS OF GETTING IT WRONG

The new requirement for declaring the status of your cattle for Russian market eligibility is causing some confusion.

This background information might help you to understand its importance and why it has been introduced.

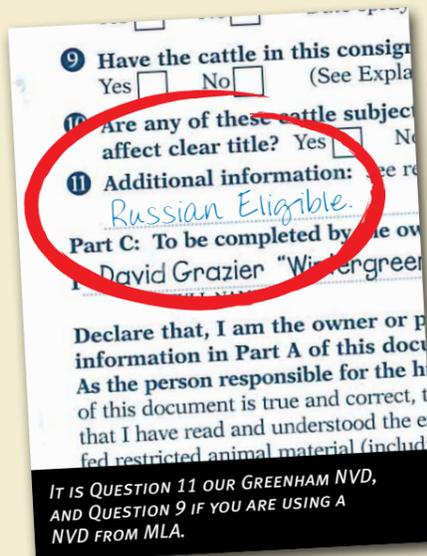
Export Slaughter Intervals (ESI) for most animal health treatments are based on a maximum residue level (MRL). There is some tolerance – minute residual levels can be acceptable.

However, in this case the Russian authorities have imposed a zero tolerance for two families of treatments – oxytetracyclines and chlortetracyclines. That's why SAFEMEAT has introduced a 90 day provisional Russian ESI for these products. It's designed to protect our market access by ensuring that no residues will be found.

That's why it's so important to record the correct information on your NVD regardless of whether your cattle are eligible or not.

There are approximately 40 products in these two families of antibiotics.

If your cattle have not been injected with or fed products containing oxytetracycline or chlortetracycline in the previous 90 days, then you must write the words 'Russian Eligible' on your NVD.



It is question 9 on MLA NVDs and question 11 on our Greenham NVD.

If your cattle have been treated with or fed products containing oxytetracycline or chlortetracycline in the previous 90 days, then you must write the words 'Not Russian Eligible' on your NVD.

Russia is Australia's fourth most important market. If residues are found in meat or offal, Greenham could be banned from this market. Worse still, it could lead to the banning of all meat exports from Australia which would have a devastating effect on the meat industry.

We can't emphasise enough the importance of knowing what products your cattle have been treated with, and what they have been fed, in the 90 days before slaughter. Contact your local Greenham representative for further information. And if you have any doubts at all please don't declare your cattle as Russian Eligible.

The stakes are high and it just isn't worth the risk. One mistake could really affect cattle prices well into the future.



Tasmanian

## MEATWORKS MESSENGER

APRIL 2012

GREENHAM



## SCHOLARSHIP WINNER KEEN TO RETURN TO CIRCULAR HEAD

A passion for good farming practices and animal welfare has shaped Tahlia Ling's dream to become a vet.

Tahlia, 19, of Forest, is this year's winner of our Beef and Dairy Scholarship. She was presented with her \$10,000 cheque by VDL chief Mike Guerin during a celebratory luncheon held in Smithton last month.

Tahlia grew up on a beef farm and understands the importance of the dairy and beef industries to the region. She believes that studying veterinary science offers her the opportunity to fulfil her dreams of being able to help her local community.

"I am very passionate about good farming practices and I want to ensure that members of my rural community can receive quality service from someone who shares their values and experiences.

"There are no vet science courses in Tasmania so I'm studying at Charles Stuart University in Wagga as it has the best training program for large animal vets," Tahlia said.

Tahlia says it is costly studying so far away from home. "The \$10,000 prize will be a great help and I'm very thankful to Greenham."

Tahlia attended Marist Regional College in Burnie from 2006 to 2011,

demonstrating a strong commitment to study and extra-curricular activities.

Along the way she has picked up a swag of awards, recognising her high level of commitment and enthusiasm. Tahlia represented her school at a number of science and mathematics competitions, and in the women's hockey team.

"When I've qualified, my plan is to return home to practice," Tahlia said.

"Up skilling farmers and improving animal husbandry knowledge in the community should help reduce the need and expense of having to call a vet for less essential cases," Tahlia said.

The Greenham Tasmania Scholarship is now in its ninth year and managing director Peter Greenham said the company offered the scholarship to encourage future leaders in agriculture.

"Among criteria considered in awarding the scholarship are personal and academic achievements, and the potential benefits and relevance of the chosen study area or career path to our beef and dairy industries.

"The judges also look at how important the scholarship might be in helping the applicant realise his or her ambitions," Mr Greenham said.

### CAPE GRIM GROWS

Our drive to expand the market for Tasmanian grass fed beef continues to gain pace with Aussie Farmers Direct now signing up to distribute Cape Grim as their premium beef offering. They've been selling beef to their growing customer base for some time, but haven't had a premium brand until now.

The first deliveries are expected around the end of April.

Aussie Farmers Direct is a home delivery service with 130,000 homes on its books across six states. The company won't be well-known to Tasmanians as they haven't set up shop in our part of the world yet but they are a significant retail force on the mainland.

With countries like India and Brazil expanding their herds and pushing into our traditional export markets, it will become very important to have strong brands that can command a premium in the domestic market.

### SCHOLARSHIP WINNER IMPRESSES

The presentation of our annual Scholarship coincided with a visit by some very important customers, and I was unable to attend the lunch. But I'm told that the winner, Tahlia Ling, made a big impression on those present and you can find out why in the adjacent story. She joins the previous eight winners in working towards providing our cattle industry with strong future leadership.

To mark the 10th Scholarship next year we plan to contact all previous winners and provide an update on how their careers are progressing.

### RED TAPE – BUT VERY IMPORTANT

Please read the back page article very carefully on how to fill in your NVDs regarding Russian market eligibility. I know it seems like more red tape but it is critically important to get it right. Russia is our fourth most important market. They have introduced zero tolerance to two families of antibiotics and any breaches could see us tossed out of that market.

Peter Greenham

## TWO KEY ASSETS ARE SECRET TO SUCCESS

Trevor Ewington says the secret for success in his job lies in two key assets – a sharp stock sense and a loud voice.

Trevor has worked as a livestock handler at Greenham's Smithton plant for the past 18 years. Before that, he was a self-employed dairy farmer for 15 years at Gunns Plains and Smithton.

"We're basically the first point of contact for the livestock carriers," Trevor says.

"When I first started here, the manager at the time said, 'this is a chain reaction and the first link is you'. I've always remembered that.

"To run things smoothly each day, you have to be on the ball – you have to get it right so you're not running around in circles.

"We have a kill agenda for the slaughter floor – usually, we run Jap steers first, because they're the biggest, then yearlings and cows last.

"For the slaughtermen, the longer they work, the more tired they get, so you do your bigger cattle first.

"We're killing about 420 a day, but sometimes hold up to 600 cattle here at a time."

Trevor says his working life offers plenty of variety.

"We handle all sorts here daily – some that sit pat and others you don't want to get too close to," he says.

"When you're handling cattle, every day's different – they do all sorts of funny things and you just have to laugh at them.

"The art of doing the job is stock sense – you either have that or you don't.

"I was reared on a farm, I've always had animals around me and always loved handling them.

"You also need a good, deep voice and need to be able to bellow pretty well. Greenham's doesn't use dogs, so everything has to be done by hand.

"The only other things you need are alertness and the ability to climb fences quickly!

"When we step into a pen, we have no prior indication of what these cattle will be like. So you go in with ears pricked and eyes alert.

"In most cases, you can pick them, even coming off the truck."



RGM/GRT/35644



Tahlia Ling shares a laugh with Mike Guerin (left) from VDL who presented the scholarship, and Grant Ryan joint managing director of Greenham Tasmania.

# A SALUTE TO TOMMY AMOS

## OUR OLDEST SUPPLIER



Farmers milling around the cattle pens at the Bothwell weaner sales would do well to look out for Tommy Amos.

He's the old bloke who always keeps a sharp eye on the Herefords, but give him a chance and he's ready to tell you a bright yarn or two from his many years of experience farming in the North East.

Tommy, from Talawa, near Ringarooma, who turns 90 in June, is believed to be Greenham's oldest client in Tasmania.

Tommy has lived in the district all his life and never married. He moved into the house on the 154-acre farm in 1943 to live with his grandmother and has never moved out.

Tommy says his mother, originally a Forsyth, loved to tell the story of the family's move to Talawa from their small farm at Allandale, near Launceston, in April, 1912.

Their cows were walked along Invermay (now a major Launceston thoroughfare) to the Launceston railway station, then taken by train to Legerwood. From there, they were walked to the farm.

While the cattle travelled the fast way, Tommy's family took it more slowly, by horse and buggy, spending one night en route at Lord's Hotel in Scottsdale.

### WORLD OF CHANGE

Tommy has seen a world of change in agriculture. He remembers horse-drawn mowers and bringing in the hay piled up loose, but has watched on as a machinery

revolution has taken place, unveiling the stationary baler, the pick-up baler and now the round baler.

Sitting at his kitchen table with *Meatworks Messenger*, Tommy tumbles out a string of stories from his rich bank of memories, pointing out that the door leading to the rest of the house was originally the back door.

It must have been a tiny house, but that was normal for the era.

### ALL BY HAND

He started off as a young bloke hand milking 27 cows with his father and

a helper, a job which used to take a couple of hours. But the milking was only the start.

"We had to cart the milk to the dairy to put it through the separator, then we had to carry the skim milk to the pigs," he says.

"Bit by bit, though, things improved. First, we got a milking machine and after that came the electric separator – but we still had to carry the skim milk to the pigs.

"Finally, we put in a milk pump and a pipe to the piggery."



APPROACHING 90 AND STILL FARMING, TOMMY AMOS IS BELIEVED TO BE OUR OLDEST SUPPLIER.

Tommy still gets a laugh from his memories of working with the pigs, saying that ringing them used to be a 'great job'. The farm had four sows and turned off 20 to 30 young ones a year.

Next came de-tusking the boar.

"We used to cut the tusk halfway through and then hit it with a hammer," he says.

Tommy can recall when the farm had no electricity and the family had to light a fire to boil water.

He remembers his grandfather working as a foreman on the local council and driving a solid-tyred International truck with a tipping tray that was wound up by hand.

"And I can remember heaps of square kero tins," he says. "They used to be everywhere."

He can recall 19 members of his family sitting down for Christmas dinner one year – these days, he is the only one left.

Never one to sit idle, Tommy is still actively farming.

### PILGRIMAGE TO BOTHWELL

He makes an annual pilgrimage to the Bothwell calf sales, where, according to Greenham buyer Wayne Oliver, he is regarded as a 'legend'.

When *Meatworks Messenger* visited, Tommy had the date of this year's sale clear in his mind, carefully explaining it was a week later than usual because of Easter.

He buys calves and grows them out for about 18 months before selling them to Greenham.

Last year, he sold all he had bought, but freely admits he got a shock this year when his cattle weighed more than he was expecting – one coming in at 451kg.

He always buys Herefords.

"I had all sorts to start with, but now it's just Herefords," he says. "I tried breeding for a while, but soon got sick of that – now I always buy them in."



TOMMY AMOS WITH GREENHAM BUYER WAYNE OLIVER. ACCORDING TO WAYNE TOMMY ALWAYS LIKES TO HANG ON TO HIS CATTLE "A BIT LONGER, BECAUSE THEY NEED A BIT MORE SIZE".

Tommy has been in beef for 30 years.

"I had a bloke milking for me, but when he left I decided to get out," he says.

"I'm near enough to retired."

A contractor now handles his hay and he's helped on the farm by relatives, but he still drives his tractor.

According to Tommy, some of his pastures need ripping up – "but somebody else can do that".

Wayne Oliver explains that Tommy always likes to hang on to his cattle "a bit longer, because they need a bit more size".

"He still has a bloody good eye for cattle," Wayne says.

"When I came out to Talawa last time, Tommy was up early and picked the cattle out himself – and he was spot on."

### FLUTTER AT THE CASINO

Wayne says Tommy's tractor is not the only thing he still drives: every Sunday, he heads to Launceston – usually by himself – for a flutter at the casino.

"That's my church," Tommy says.

He admits he has always liked a bit of responsible gambling and he enjoys the weekly outing.

Tommy has been selling cattle to Greenham since the company first arrived in Tasmania. He began by using the liveweight scales at Ringarooma, but now always sells over the hook.

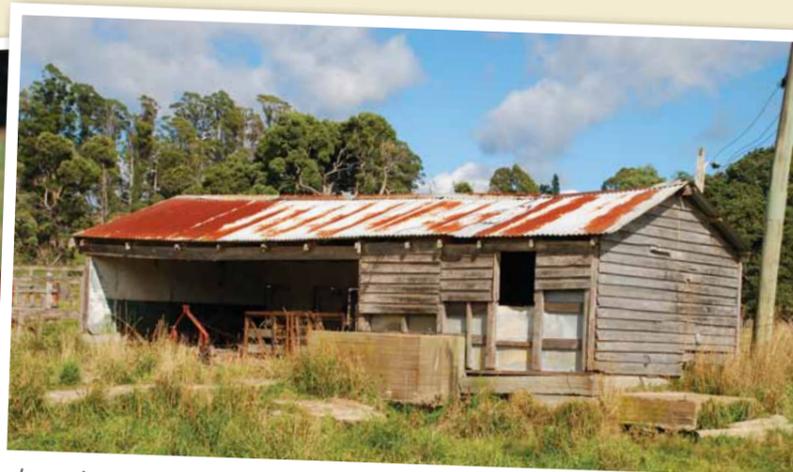
He appreciates Greenham's prompt payment – "the cheque seems to arrive even before the cattle leave the farm", he says.

Tommy clearly enjoys working with Wayne, but has an obvious soft spot for Wayne's predecessor, Danny Sinclair, who is now back in Victoria and buying cattle for the company's Tongala abattoir.

Tommy described Danny as 'a real wild man' on the footy field, but comments on the fact that the Ringarooma Football Club, which Danny coached, has now closed down after a proud 100-year history.

He's disappointed, but not altogether surprised – there has been a noticeable exodus of people from the district, he says, since logging was curtailed.

Still, Tommy says, he's not going anywhere. There's a sale to go to.



IT HASN'T BEEN USED FOR 30 YEARS BUT TOMMY'S OLDER DAIRY USED TO BE A HIVE OF ACTIVITY. AS A YOUNG BLOKE HE HAND MILKED 27 COWS WITH HIS FATHER AND A HELPER, HAND CRANKED THE SEPARATOR, AND THEN CARRIED THE SKIM MILK TO THE PIGS IN BUCKETS.



TOMMY IS A REGULAR AT THE BOTHWELL CALF SALES AND ONLY BUYS HEREFORDS.