

GRAZING **BMP**
BEST MANAGEMENT PRACTICES

Expo Programme

2-3 August 2016

Biloela Civic Centre



www.bmpgrazing.com.au

Expo Programme

Day 1

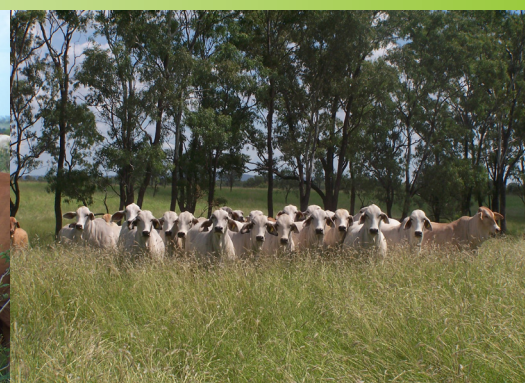
Time	Location	Topic
All day	Lounge	Grazing BMP Reassessments
8.30am	Foyer	Registration
9.00am	Auditorium	Opening Address Matt Brown, <i>Department of Agriculture & Fisheries</i> and Martin Pentecost, <i>Powers Financial Group</i>
9.10am	Auditorium	Introduction to Grazing BMP Bronwyn Roberts, <i>Grazing BMP Project Manager</i>
9.30am	Auditorium	Grazing BMP and the Reef Taskforce Steve Banney, <i>Steve Banney Agribusiness</i> and Reef Water Quality Researcher
10.00am	Auditorium	OBE Organic and Grazing BMP: premiums and profitability Dalene Wray, <i>OBE Organic</i>
10.15am	Auditorium	Supporting NCMC members through the Grazing BMP program John Seccombe, <i>Northern Cooperative Meat Company</i>
10.30am		Morning tea for purchase from local community groups Trade displays, networking
11.30am	Workshop 1	Reliable establishment of legumes into sown pastures to address pasture rundown Stuart Buck, <i>Department of Agriculture & Fisheries</i>
	Workshop 2	Improving productivity with property mapping Mark Leahy, <i>Phoenix Farm Management, AGDATA Australia</i>
	Workshop 3	Successful grazing systems Jill Alexander, <i>Applied Ag</i>
1.30pm		Lunch for purchase from local community groups Trade displays, networking
2.30pm	Workshop 4	Strategies to improve enterprise profitability – specific focus on male and female reproductive performance Alan Laing & Brian Burns, <i>Department of Agriculture & Fisheries</i>
	Workshop 5	Making a Start on Farm Safety Fiona O’Sullivan, Jodie Lucas & Helen Clanchy, <i>Workplace Health and Safety Queensland</i> , and Courtney Lane, <i>WorkCover Queensland</i>
	Workshop 6	Maximising Profit from High Prices – What do you need to do and what are the pitfalls? David McLean, <i>RCS - Resource Consulting Services Pty Ltd</i>
4.30pm	Courtyard	Afternoon tea Practical soil demonstration on identifying soil properties and how they relate to pasture management Susan Burt, <i>Burnett Mary Regional Group</i>
6.00pm	Courtyard	Dinner for purchase from local community groups



Expo Programme

Day 2

Time	Location	Topic
All day	Lounge	Grazing BMP Reassessments
7.00am	Courtyard	Registration Breakfast for purchase from local community groups
7.30am		Quality assurance practices for increased market access Jessica Loughland, <i>Livestock – Strategic Operations, Teys Australia Pty Ltd</i>
8.30am	Auditorium	How to use the MSA index in your business Jarrod Lees, <i>Producer Engagement Officer, MSA</i>
9.00am	Auditorium	Reducing stress with LSS whilst increasing cashflow and profit with KLR Grahame Rees, <i>Operation Manager KLR Marketing</i>
9.30am	Auditorium	Animal health and husbandry practices for production Tim Wright, <i>Taroom Vet Services</i>
10.00am	Auditorium	Bridging the city-country divide through social media Amanda Salisbury, <i>Bush Babes of Oz</i>
10.15am	Auditorium	Getting motivated for fitness and life Joy McClymont, <i>Off the Track Training</i>
10.30am		Morning tea for purchase from local community groups Trade displays, networking
11.30am	Workshop 1	Ration Cal, a decision making tool for supplementation Roger Sneath, <i>Department of Agriculture and Fisheries</i>
	Workshop 2	Developing a biosecurity plan for your business Sarah-Jane Wilson, <i>Livestock Biosecurity Network</i>
	Workshop 3	Climate and Pasture tools for past and future trends Grant Stone, <i>Department of Science, Information Technology and Innovation</i> , Terry Beutel and Neil Cliff <i>Department of Agriculture & Fisheries</i>
1.30pm		Lunch for purchase from local community groups Trade displays, networking
2.30pm	Auditorium	Grazing BMP: The Big Picture A discussion panel comprised of: <ul style="list-style-type: none">■ Grazing BMP Accredited producers■ Grazing BMP producer reference group■ Reef water quality researcher■ AgForce Councillor■ Fitzroy Basin Association delivery staff■ Department of Agriculture & Fishers delivery staff
3.30pm	Auditorium	Closing address



Speakers



Steve Banney, *Steve Banney Agribusiness*

Steve Banney is a private grazing consultant and was a member of the Reef Water Science Taskforce which delivered recommendations to the Queensland government on priorities to improve water quality from reef catchments. The reef is a global icon and everyone, including graziers, has their part to play in ensuring sediment, nutrient and chemical runoff into reef catchments is minimised. At the same time grazing businesses can improve their profitability and sustainability by adopting improved management practices.



Dalene Wray, *OBE Organic*

Dalene Wray is General Manager of OBE Organic, Australia's oldest organic beef marketing company. OBE Organic helps organic beef producers flourish by providing consistently high organic premiums, tools to improve producer's productivity, and support for producers to convert to organic. As part of this program to improve the profitability and sustainability of cattle producers, OBE Organic became the first corporate partner of Grazing BMP in 2015. OBE Organic is always looking for more organic cattle producers to meet booming global demand for its product. Organic producers or producers who are thinking about converting to organic production, be sure to speak to Dalene at the Grazing BMP Expo.



John Seccombe, *Northern Cooperative Meat Company*

John Seccombe was appointed to the Board of Northern Co-operative Meat Company Ltd in February 2010 and elected Chairman in February 2013. John is currently Chairman of the Board's Nominations and Remuneration Committee. John has a strong family background in the Northern Rivers cattle industry and is currently operating a beef breeder enterprise targeting the veal market with progeny primarily being direct consigned to NCMC. John's background provides him with a wide understanding and appreciation of the red meat and livestock industry.



Susan Burt, *Burnett Mary Regional Group*

Sue is employed by the Burnett Mary Regional Group to coordinate the Grazing BMP program in the Burnett Mary Region. She firmly believes that primary producers must understand their land resources to get the most out of their country. On completion of University Studies at Gatton College, Sue began her career in Biloela conducting soil surveys around Central Queensland. Sue has a thorough knowledge of describing soil properties and assessing their suitability for a range of different uses. Sue will demonstrate the need for producers to understand what is happening beneath the surface they walk on. She will demonstrate how to conduct simple tests that can aid your decision making and potentially save money and heartache. Sue delivers soil knowledge in way that is easily understood and provides practical tips that can be used at home.



Jessica Loughland, *Livestock – Strategic Operations, Teys Australia Pty Ltd*

Jessica Loughland is the Livestock Strategic Operations manager, with Teys Australia Pty Ltd. In this role, Jessica oversees Teys' certified grassfed and organic programs, and coordinates the company's producer engagement field days. In recent years all meat processing companies have been required to continually upgrade their processes and procedures, in response to increasing demands from customers; in areas such as food safety, animal welfare and work place health and safety. This has meant changes to practices which have in turn impacted on the producers that sell to slaughter. Jessica will discuss what these changes have meant to Teys Australia and, in turn, what is now required from producers marketing cattle to Teys.



Jarrod Lees, *Meat Standards Australia*

Jarrod is originally from Kingaroy, QLD and grew up on a small beef cattle property. He graduated from a Bachelor of Applied Science at The University of Queensland, before going on to complete a research Honours year and enrol in a PhD. He is currently writing his thesis on Developing a new heat load index for subtropical dairy regions and is employed as the Producer Engagement Officer (Eating Quality) for Meat Standards Australia. His role at MSA involves delivering MSA workshops and working with producers to understand MSA carcass feedback, the MSA index and how to incorporate this into a production system to make changes.



Grahame Rees, *Operation Manager KLR Marketing*

Grahame is a fourth generation sheep and wool producer, who grew up on the family property at Ivanhoe in western NSW. In 1999 Grahame was able to spend some time with Bud Williams on his visit to Australia, which ignited an interest in Low Stress Stockhandling. Over the next couple of years Grahame experienced the benefits of handling livestock using Bud's methods. In 2002 Grahame joined with Jim Lindsay to deliver LSS schools right across Australia, now assisting 1,000's of livestock handlers to improve their livestock handling.

After spending three weeks visiting Bud Williams in Texas, Grahame (along with his partners Rod Knight and Jim Lindsay) spent the next 12 months developing the KLR Marketing school. Grahame is passionate about sharing both LSS and KLR Marketing because they both open up the opportunity to everyone involved in the livestock industries.



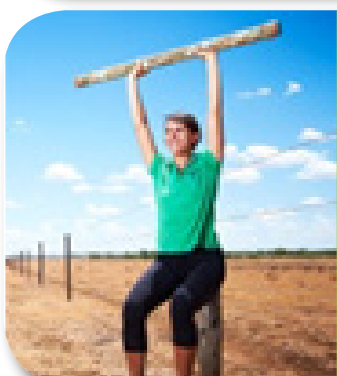
Tim Wright, *Taroom Vet Services*

As co-owner of Taroom Vet Services, Tim works with cattle producers across a large stretch of country, from Bauhinia to Miles. A cattle producer himself, Tim is focused on the improving the performance of beef businesses through effective management of herd health and reproductive performance. Having supported the Grazing BMP program since 2014, Tim sees the improved returns that producers can achieve with better overall management.



Amanda Salisbury, *Bush Babes of Oz*

Mother, wife, photographer, cattle producer and blogger, Amanda is an advocate of promoting the grazing industry through sharing the good stories of what we do on the land. Her camera and words connect with people all over Australia and the world through her blog – Bush Babe of Oz. With a proactive approach to promoting the Grazing Industry, Amanda will share her story of creating connectedness through social media. Crossing the 'city – country' divide, blogs like Amanda's are helping preserve the social integrity of family run, primary production businesses, making them real to the urban population who no longer have the close ties to the bush, they once had.



Joy McClymont, *Off the Track Training*

Joy lives with her husband and four young children on a sheep and cattle station located 100km west of Longreach, Queensland. Joy has lived and worked in rural and regional areas for over 30 years, where she has gained extensive experience as an educator, grazer, fitness trainer and competitor. Exposure to the limitations of living in remote locations inspired Joy to develop an online health, fitness and holistic wellbeing platform for other people living in isolated parts of Australia. Joy's motivation is focused towards improving the health and wellbeing of individuals, regardless of where they live, what their work role is or how much time and equipment they have available. Digital technologies have enabled Joy to deliver services to people without access to traditional face-to-face programs via dedicated online channels. Joy delivers programs with a focus on education, motivation and connection, with a strong emphasis on enabling people living in remote, rural and regional areas to access quality advice to improve their physical and mental wellbeing.

Workshops



Reliable establishment of legumes into sown pastures to address pasture rundown

Stuart Buck, Department of Agriculture & Fisheries

Sown pasture rundown, caused by a reduction in plant available soil nitrogen supply over time (or nitrogen tie-up), will cost the beef industry more than \$17billion over the next 30years. The solutions are to either increase soil nitrogen cycling through pasture disturbance, or to increase nitrogen supply to the pasture with either fertiliser or legumes. Legumes have been assessed as the most economical, long term way to address nitrogen tie-up, however there are establishment and hence production and persistence constraints that need to be addressed before legumes can contribute adequately to the pasture and boost animal productivity. In this presentation, producers will learn more about the causes, impacts and management options available to address nitrogen tie-up, how legumes work and methods to get legumes reliably established into sown grass pastures.



Improving productivity with property mapping

Mark Leahy, Phoenix Farm Management, AGDATA Australia

Good property mapping is fundamental to developing effective property management plans. Discover the business benefits that Phoenix Livestock, Grazing Charts and Mapping can provide to a grazing business. The Phoenix Farm Management Suite gives producers most of the answers that they will need to easily complete and maintain their Grazing Best Management Practice. The team will show producers where they can find the information they need to do this. Producers will be encouraged to make it easier for themselves by sitting in on this interactive workshop.



Successful grazing systems

Jill Alexander, Applied Ag

In this workshop Jill will discuss the key underlying principles to successful grazing systems and the practicalities of applying this on-property. In particular:

- Matching stocking rate to carrying capacity,
- Spelling – when and for how long,
- Evening out grazing, and
- Diet quality.



Strategies to improve enterprise profitability – specific focus on male and female reproductive performance

Alan Laing & Brian Burns, Department of Agriculture & Fisheries

The reproductive performance of your herd can drive profitability, and this workshop will show producers how by covering:

- Profitable beef genetics
- Significant sire effects when daughters reach puberty
- Bull Breeding Soundness Evaluation (BBSE)
- Sires with high % normal sperm produce more fertile daughters
- Bull reproduction
- BREEDPLAN explained
- Managing for reproduction



Making a Start on Farm Safety

Fiona O'Sullivan, Jodie Lucas & Helen Clanchy, Workplace Health and Safety Queensland, and Courtney Lane, WorkCover Queensland

Farm safety is a serious topic – around 15 Queensland agricultural workers are killed each year in workplace accidents and 1 in every 35 workers will suffer a serious injury. Taking steps to address safety in the grazing business can not only help save lives, but will also help save money. Work injuries are expensive and can be very debilitating for those that are injured. If producers want to make a start on developing a Safety Management Program for their business, then this workshop is for them. The steps to creating a simple and useable system will be discussed and templates for key documents will be provided. Topics covered will include:

- Management commitment
- Consultation
- Risk management and safe work procedures
- Training and supervision
- Reporting safety
- Workers compensation and return to work



Maximising Profit from High Prices – What do you need to do and what are the pitfalls?

David McLean, RCS - Resource Consulting Services Pty Ltd

As the cattle market blasts into uncharted territory, beef producers are presented with some wonderful opportunities. . . . However it has some bear traps along the way! This short workshop will explore:

- The relationship between price received and profit,
- The top 3 actions producers must take to maximise profits, and
- The top 3 biggest bear traps that are resulting in some people missing out (& how to avoid them).

Extensive benchmarking data and simple business fundamentals will form the platform for this discussion relevant to anyone who works in the rural industry.



Ration Cal, a decision making tool for supplementation

Roger Sneath, Department of Agriculture and Fisheries

Supplementation can be a costly exercise and making decisions about what to feed and when to start, can get complicated. This workshop will cover the fundamentals of cattle nutrition, providing the basics of supplementation decision making. The first step is identifying the deficiencies affecting cattle; the next step is deciding how to address these. Ration Cal is a simple spreadsheet tool that allows producers to compare different supplement options on a number of factors, including their ability to address deficiencies and their relative cost to do so. Attendees will receive a copy of the spreadsheet to take home.



Developing a biosecurity plan for your business

Sarah-Jane Wilson, Livestock Biosecurity Network

Every livestock producer should have their own on-farm biosecurity plan to help protect their livelihoods from the threats posed by diseases, pests and weeds. Almost anything moved onto a property can be a potential source of introduction for pests, weeds or disease for livestock and plants. An awareness of the biosecurity risks that may arise as a result of the introduction of stock, people, equipment or other farm inputs is the first step towards actions to mitigate these risks. Biosecurity practices and requirements continue through the supply chain, beyond when animals or products leave the farm gate. The ongoing commitment to these practices, keep the high level of industry biosecurity maintained in Australia. At this workshop, participants will be given an 'On Farm biosecurity plan' template and an accompanying set of guidelines for completing the plan. As part of the workshop, participants will have the opportunity to begin completing their plan and will receive ongoing support following the Expo.



Derek Lunau, Biosecurity Qld, Department of Agriculture & Fisheries

Derek is a government veterinarian employed by Biosecurity Queensland and has been working in Rockhampton since 2012. He previously worked for the veterinary public service sector in Moree, north-western NSW and has extensive experience in private veterinary practice within Australia and overseas. His main interest is in beef cattle farming systems. Please feel free to contact Derek for any livestock health related issues.



Climate and Pasture tools for past and future trends

Grant Stone, Department of Science, Information Technology and Innovation, Terry Beutel & Neil Cliff Department of Agriculture & Fisheries

The current climate and the history of land productivity can provide information about the future and how best to plan for that future. This workshop, hosted by a collaboration of three presenters, will provide an insight into key climate drivers (ENSO, MJO, and SCF products associated with forecasting the season ahead) impacting on regions, along with a suite of climate, climate change and grazing aspects (land type, cover, pasture assessments) FORAGE products. This will be an interactive workshop where producers can identify the historical land cover and vegetation changes for their property and find out how they may impact on the decisions that are made today for tomorrow.



Trade Displays



Queensland Agricultural Training Colleges

Queensland Agricultural Training Colleges, through Emerald Agricultural College, Longreach Pastoral College and Rural Training Queensland, is part of the fabric of Australian agriculture. For 50 years, our unique mix of practical training supported by classroom-based learning, has helped graduates enjoy rewarding careers in agriculture, including the diverse beef production chain. Innovative programs like PACE (Pathways to Agricultural Careers and Education) and the Northern Beef Industries Program have been developed in consultation with industry; ensuring graduates hit the ground running. An exciting partnership with CQUniversity also provides a hands-on pathway into tertiary education. Our graduates can be found in the bush or city, in Australia or overseas. We work with industry to ensure that students are equipped to handle the challenges that modern agriculture will present today and for years into the future. See us at expo to discuss how we can help you to achieve your agricultural career goals. www.qatc.edu.au



Fitzroy Basin Association

Fitzroy Basin Association Incorporated (FBA) is one of 14 Natural Resource Management regional bodies in Queensland and 56 Australia wide that help communities manage natural resources more wisely. Natural Resource Management is about finding the balance between protecting the environment and land use needs of the community, agriculture and industry. FBA strives to protect natural assets like habitats and ecosystems, wetlands, plants and animals; improve land condition and land management practices; and ensure that we have healthy waterways flowing to the reef. FBA works with our local delivery partners to support graziers and farmers to improve their practices, productivity and sustainability. FBA worked in partnership with the Queensland Government Department of Agriculture and Fisheries and AgForce to develop the Grazing Best Management Practice program. For more information on funding available or upcoming training and workshops come and see us or visit www.fba.org.au



FutureBeef

Covering Queensland, the Northern Territory and the Kimberley/Pilbara regions of Western Australia, this program brings together the efforts of state government agriculture agencies and Meat & Livestock Australia to provide a coordinated approach to extension and information delivery. FutureBeef focuses on providing the information medium-to-large beef businesses need to make the most beneficial changes on-farm to improve business performance – in a variety of ways. The FutureBeef program will allow producers to access information and services around key themes including reproduction, grazing land management and nutrition and growth, and business management. Delivery approaches will include training workshops, producer demonstration sites, field days, RD&E projects, forums, facilitated producer groups, webinars (online seminars), YouTube videos, newsletters and publications. Sign up to Future Beef at the Expo to receive helpful links every month to help producers with their business.



Lonsdale Agribusiness

Lisa is passionate about helping rural business operators with their financial requirements on a one-on-one basis, to ensure that the outcome is the best possible result for each client. Lonsdale Agribusiness' focus is to streamline the process between the client and their professionals (banker, accountant, solicitor) – expertly assisting with many of those time-consuming activities and allowing the client to better focus on managing their business.

Lonsdale Agribusiness services include:

- Annual Reviews for financiers/QRAA
- Applications for bank refinance
- Assistance with property purchases
- General setup of a new business
- Grant and subsidy applications
- Personalised financial assessment of individual businesses



AgForce

AgForce Qld is fighting for productivity, profitability and sustainability in agriculture. AgForce represent their members as they face challenges and maximise opportunities in the rural sector. A membership organisation, AgForce Qld will be on hand to answer queries on current agricultural issues and assist producers with a future direction. Producers are encouraged to become a member and get involved in their own industry.



Livestock Biosecurity Network

LBN is an independent industry initiative founded in 2013 by the peak industry councils for cattle, sheep and wool, and supported through ongoing contributions from the Cattle Council of Australia. LBN plays a role in managing on-farm biosecurity by working closely with producers and livestock industry members to provide tools and information to minimise the risks to the health, productivity and market access of livestock. Regional officer for Northern Australia (and National Operations Manager), Dr Sarah Jane Wilson will be attending the expo to deliver a biosecurity planning workshop.



AGDATA Australia

A farm management software solution needs to scale and grow as the farm business does. It needs to be an integrated solution that has financial, cropping, livestock, grazing, mapping and weather modules talking to each other. Agriculture is a sophisticated business that needs industry specific management solutions that drive efficiency, profitability and productivity. Phoenix Farm Management Suite makes it easier for producers to make informed everyday decisions. Producers can also decide how they want the data stored; In their office or in the cloud on Phoenix Live. Phoenix is flexible and customisable to work the way producers work, not the other way around. AGDATA Australia has enjoyed the same good times and endured the bad times that producers have had for the last 32 years. Phoenix have put a lot of the suggestions from people into the Phoenix that thousands of farmers from around Australia know and trust today.



Dawson Catchment Coordinating Association

The Dawson Catchment Coordinating Association (DCCA) is a not-for-profit community based organisation. DCCA play a major role in facilitating community, industry and government partnerships, prioritising issues and promoting and implementing the adoption of catchment management strategies.

What can we do for you and our community? Incentive programs for on-ground works; training and education; assist you to implement best management practices on-farm; coordinate pest animal programs; catchment and property scale monitoring programs; host activities to promote continuous improvement of resource management; build partnerships with stakeholders to benefit our local communities; planning and implementation of Regional Natural Resource Management Plans DCCA host a range of workshops and events in the Dawson catchment, from property mapping to forage budgeting. To see what's coming up visit www.dawsoncatchment.org



Bryan Hall - Spaying

Bryan has been a well-known and highly respected figure in the business of cattle spaying around North Australian cattle stations for more than 40 years. Taking his expertise from his home in Rockhampton to Queensland's gulf country, the Northern Territory and Western Australia, Bryan has written animal welfare standards on spaying cows for Animals Australia. He suggested abolishing the Willis super tool being used on mature aged cows and banning flank spaying, instead endorsing the use of the Web spay method to produce more positive outcomes for animals and producers alike. Catch up with him at the Expo to find out more about this practice.



Country Heritage Feeds

Originally established in 1998, Country Heritage Feeds are Australia's largest manufacturer of certified organic stockfeed. CHF do bulk feeds for organic farmers and also smaller bagged feeds for backyard growers who have a few animals. When purchasing any CHF product, producers can rest assured that all grains used have been grown right here in Australia from certified organic farmers. This not only means animals are receiving an organic product free from chemicals and synthetic fertilisers, but producers are supporting an Australian agricultural industry.



Ecosure

Ecosure is an environmental consultancy based in Rockhampton and Emerald. With a team of 10 qualified staff covering a range of environmental services. Staff have extensive rural experience in Queensland Legislation with over 20 years expertise in Vegetation clearing requirements, protected plants (blue dots) and property and mobile mapping solutions. At the Grazing BMP Expo Ecosure will provide free mapping and advice on the impact of clearing laws on individual property's. Please come and see us.



Jurox

Jurox, Australia's most innovative veterinary pharmaceutical manufacturer, believes success comes through high quality and superior formulation. Jurox has become a major player in the veterinary pharmaceuticals market and is rapidly becoming a well-known name in the rural animal health market. Jurox now offers more than 120 proprietary veterinary and over-the counter lines to a diverse animal health market world-wide. Jurox aims to harness new discoveries in order to produce products with the stability and quality to fulfil the Australian and overseas markets. The superior formulation of Jurox products means that they are extensively used world-wide in both the companion animal and large animal markets. Jurox products hold a unique position in the Australian animal health market through patents and Australian developed technology. All products are Australian owned and manufactured to the highest quality, with accreditation surpassing all other animal health manufacturers in Australia.

Trade Displays



National Livestock Identification System

National Livestock Identification System

Over the years, NLIS has changed from humble beginnings servicing the EU sector, to what is now in its tenth year as a mandatory system providing national lifetime traceability to livestock, and providing producers with better on-farm management and marketing options. George has been working in NLIS from the beginning, and he and Doug McNaught have been training saleyards, abattoirs and producers in the application and use of NLIS and the database for over a decade. They will both be on hand at the Expo to help answer NLIS queries and provide expert advice on the use of accounts. Be sure to pay them a visit.



Empowering People

RCS – Empowering People

RCS (Resource Consulting Services Pty Ltd) is Australia's leading private provider of holistically-integrated education, training and consulting services to the agricultural sector both nationally and internationally. Empowering People is the RCS Mission statement. The heart of the business is about people. RCS work side by side with clients to build their business, at the same time as regenerating the Australian landscape, including soils and pastures, through farming and grazing practices which provide financially and environmentally productive results. Focusing on a holistic approach, RCS acts with integrity to increase the triple bottom line for every client. Through the vision for a regenerative Australian agricultural landscape, RCS have a proud history spanning nearly three decades in helping agricultural businesses move into the top 20% of profitability via ongoing education, advice and support. To be fully effective in these varying endeavours, our partnerships must extend beyond those on the land. We also work in close co-operation with government agencies, local authorities, industry groups, banks, accountants, financial planners and other rural focused professionals.



Powers Financial Group

Powers is a one-stop financial shop. Powers is not just Chartered Accountants. They provide a one-stop shop for all producers financial needs, whether they are an individual, a small business owner or a company. Their philosophy is to help clients manage their financial needs so they don't have to endure the stress of dealing with a different person for each aspect of their financial affairs. They are Chartered Accountants, registered tax agents, business advisors, agribusiness experts, wealth advisors, loans specialists, Auditors and superannuation consultants. With almost 50 years experience in various sections of the business and finance industries, their background will make customers feel more confident when dealing with Powers.



Troy

Troy Laboratories was established by Veterinarians who shared a common vision for the veterinary profession; to provide the industry with products to aid in the treatment of animals with products specific to Australia. Over 50 years on and with a vision continues through to today. Currently there are over 140 products registered (Troy and Ilium) in Australia. Troy are proudly investing in R & D projects and will spend in excess of \$2 million this year on R & D and new product registrations. Producers can be assured that the products are 100% Australian owned and made. Troy are proud of their long association and value their relationships with both veterinarians and professional bodies through industry sponsorship including, AVA, ASAVA, Bain Fallon, and numerous other sponsorships and associations. At Troy Laboratories staff are committed to supporting both Veterinarians and animals alike.



Queensland Agriculture Workforce Network

The Queensland Agriculture Workforce Network (QAWN) is a partnership between the Queensland Government and industry to make it easier for agricultural employers in rural Queensland to find the workers they need. QAWN can help with:

- Linking to employment service providers
- Linking to training programs and service providers
- Information about funding, grants or incentive programs
- Finding long term solutions to workforce issues
- Understanding key workforce issues and feeding information back to government

The network will also help both existing and future employees understand how to improve their own capacity to work in agriculture and increase their employment prospects within agriculture. This is achieved by working closely with schools, universities, employment and training service providers. The Central Queensland Agriculture Workforce Officer will be pleased to meet producers at the Grazing BMP Expo in Biloela and will be available to answer all queries and provide information in relation to employment and training.



QRAA

QRAA are partners in increasing productivity and profitability. QRAA's low interest rate loans can provide funding for a range of on-farm productivity enhancements like exclusion fencing, improving waters, improving irrigation efficiency and property build-up. Their First Start Loans provide funds for succession and those wishing to establish themselves as graziers in the longer term. For producers dealing with drought and/or looking to restock after drought, QRAA has loans with rates as low as 2.66% to assist. Producers are encouraged to discuss their plans with QRAA's Client Liaison Officers who will be in attendance at the Grazing BMP days.



Virbac

Virbac is a leading independently owned global animal health company with its core business in sheep and cattle products, including market leading brands such as Cydectin, SingVac, Multimin and Websters. With dedicated Australian manufacturing facilities Virbac can proudly say that many products in the Virbac range are made by Australians for Australians. Virbac also invests in innovation with seven cents in every sales dollar directed towards research, development and licensing in order to bring new products to market in Australia that meet the needs of our customers. Virbac is one of the few animal health companies which has both manufacturing and research facilities in Australia.



WorkCover Queensland

WorkCover Queensland is a statutory authority providing tailored workers' compensation insurance solutions to over 150,000 Queensland businesses. A WorkCover Queensland accident insurance policy covers employers for the cost of workers' compensation claims, and provides injured workers with compensation, medical costs, and other benefits after a workplace injury. As a self-funding organisation, WorkCover strives to maintain Australia's lowest average premium rate by continuously investing in: efficient online customer services, experienced in-house claim management capability, and sustainable premium and return to work outcomes for employers and injured workers. WorkCover are passionate about striking the right balance between keeping premium costs low for employers and providing injured workers with access to specialist rehabilitation and return to work services. WorkCover works with the injured worker, the employer, and medical and allied health providers to help rehabilitate the worker so they can return to work quickly and safely.



Zoetis

Zoetis (zô-EH-tis) is the leading animal health company, dedicated to supporting its customers and their businesses. Building on more than 75 years of experience in animal health, Zoetis discovers, develops, manufactures and markets veterinary vaccines and medicines, complemented by diagnostic products and genetic tests and supported by a range of services. Zoetis serves veterinarians, livestock producers and people who raise and care for farm and companion animals with sales of its products in 120 countries. Zoetis provides a diverse portfolio of animal health products and services for beef cattle. Zoetis also works with cattle farmers and veterinarians to help them make informed decisions that contribute to improve the health of their herd and maximize the potential and profitability of their beef operation under sustainable conditions. Key products in the Zoetis cattle product range include Dectomax® Injectable and PourOn for parasite control, as well vaccines including Ultravac® 7in1, Longrange®, Pestigard®, and Vibrovax®. Zoetis also provide a range of genetic tests in Australia.



UnitingCare Community Recovery Counselling

Lifeline (part of UnitingCare Community in QLD) Community Recovery has funding to provide counselling and support to individuals and families in the North Burnett and Banana shire, with a focus on assisting people who are experiencing personal, social or emotional difficulties as a consequence of Tropical Cyclone Marcia. The service's professionally trained counsellors provide generalist counselling, practical support, advocacy, referral and linkage to other services as required. Please visit the UnitingCare stall to speak to the counsellors attending the expo.



Workplace Health & Safety Qld

Workplace Health and Safety Queensland (WHSQ) work with the agriculture industry to help workplaces:

- Know how to be safe and healthy
- Reduce the risk of workers being killed or injured on the job
- Foster a safety culture.

WHSQ and OBE Organic are holding a series of free webinars to help make it easy for graziers to develop a farm safety management system. For more information about the webinars and work health and safety visit worksafe.qld.gov.au and come and have a chat at the Expo.

GRAZING **BMP**

BEST MANAGEMENT PRACTICES

**Improve your business.
Improve your sustainability.
Improve your family's future.**



Australian Government

www.bmpgrazing.com.au