Final Report



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Name(s) of the Delivery Provider(s):	Far north and Western FutureBeef Team (DEEDI) (Kiri Broad, Rebecca Matthews, Emma Hegarty, Bernie English and Joe Rolfe)
Contact Details of Delivery Provider Representative:	
Name(s)	Joe Rolfe
Contact phone number	0427 378412
Address	PO Box 1054, Mareeba Qld 4880
Email address	Joe.rolfe@daff.qld.gov.au
Signature of Authorised Delegate (as per contract)	
Date Submitted:	June 4, 2011
List any attachments	See 'Further Information' attached

Project Overview/Summary to Date

The \$avannaPlan Program includes a suite of extension methods to build the prosperity and sustainability of the beef industry in the northern Gulf. These methods include Programmed Learning (3 day training packages), Information Access (field days/forums), Consultant/Mentor (one on one), On-property Demonstrations, Producer based groups and on-line learning. Field days and training packages improve producer awareness, knowledge and confidence while Demonstrations and One on One delivery focus on practice change.

The beef industry continues to be under substantial economic pressures with rising costs, static cattle prices and average debt levels in excess of \$1.1M. Most beef producers spent more than they earned in 6 of the last 7 years. These pressures often result in overstocking in an attempt to maximise income. Therefore the \$avannaPlan Program continues to highlight the link between overstocking and decreased herd productivity.

Of the 10 new \$avannaPlan properties, 5 are actively reducing stocking rates and 3 are doing some wet season spelling. Through on-going contact, the Beef Team is supporting changes in land, herd and business management on 27 existing \$avannaPlan properties.

121 beef producers/stakeholders from 40 enterprises participated in 4 industry forums held in the Northern Gulf. Extensive land condition monitoring was conducted across the region including the Ecobeef, Q-Graze, flood and State of the Region sites.

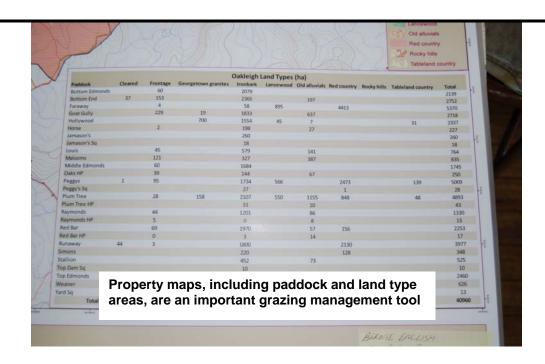
The first web-enabled Camtasia package (Managing Breeder Condition) was developed and posted on the Northern Gulf and FutureBeef websites. Grazing and natural resource management Camtasia packages will be developed in 2012.

The Beef Team has spent considerable time advising senior DERM Vegetation Management staff to develop a more practical approach to fenceline clearing. Fencelines in the savannas cost around \$5000/km and landholders need to be able to protect this asset. A facility to legally clear fencelines to a width of 1.5 times the tree height (on that land type) is a practical approach that would protect fences from every day tree fall and during extreme events (cyclones).

Over the past 14 months the Beef Team has focused on improving landholder participation in the mapping and \$avannaPlan Programs in the north of the region including the Mitchell River. This includes assisting Brynn Matthews with industry workshops and Jeff Shellberg/Andrew Brooks with the extension of gully erosion research on the Mitchell River.

Two pasture trials to investigate the establishment of Floren Bluegrass on flood damaged clay soils began on Broadwater and Guildford. Floren establishment is promising on some land types on Guildford.









\$avannaPlan Milestones:

10 new participants engaging in the \$avannaPlan

• 10 new participants engaging in the \$avannaPlan Program covering 285,000 ha. Three of these properties are in the process of completing infrastructure and land type mapping while the remaining properties have outlined their business direction, current production systems and identified issues relating to stocking rates and natural resource management. On-property and phone/email follow up will continue over the next 12-18 months to support changes in land and herd management. An additional 4 properties have registered their interest in land type and infrastructure mapping with Mike Digby and are keen to participate in the \$avannaPlan program.



\$avannaPlan properties provided with ongoing coaching and support

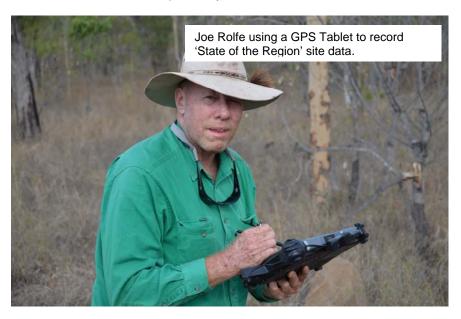
- Follow up consultation (via phone, email and property visits) with 27 properties covering an
 area of 575,000 ha. Topics include additional infra-structure (fencing and waters) for wet
 season spelling systems to improve resource condition; improved herd management to raise
 production efficiencies; implementing rangeland monitoring systems; business analysis and
 stocking rate adjustments.
- The \$avannaPlan team is also assisting Whitewater, Greenhills and Blanncourt with ProfitProbe to analyse cost of production and profitability.



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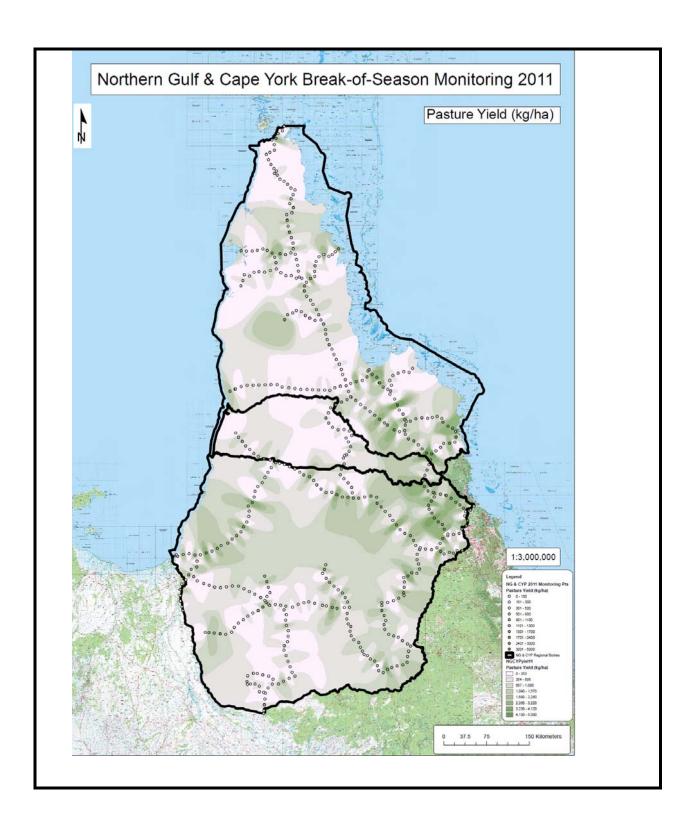
SOR land condition assessments

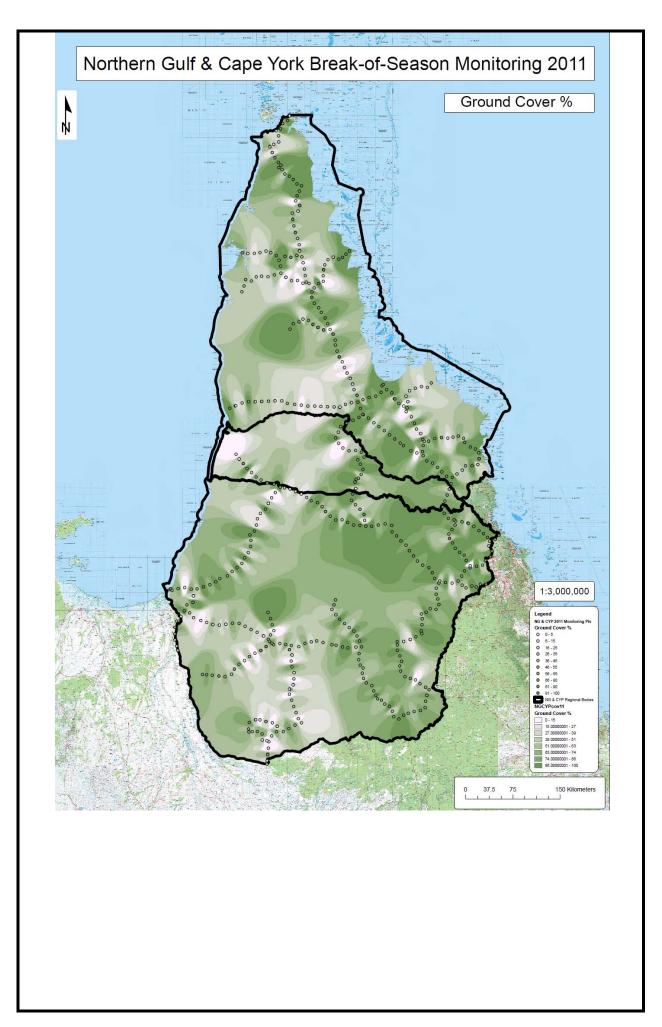
- Ground cover and pasture yield data collected from 304 sites across the Northern Gulf. This
 was combined with an additional 300 sites from Cape York. Through GIS interpolation, a
 regional picture was constructed of break-of-season ground cover and pasture yield (see
 below). This data is also being used to validate remote sensing data including the 'Ground
 Cover Index' and 'Aussie GRASS' outputs.
- Land Condition assessed on 244 sites across the region including pasture composition, tree thickening, weed infestation, soil surface condition and land type carrying capacities. This includes a spread of landscape data from sites established in 2012, 2009 and 2004. Over the next 3 months the Beef Team will liaise closely with Niilo Gobius to interpret the data, formulate a regional overview of landscape health and gauge condition change since the original assessment in 2004. However, preliminary results indicate average ground cover exceeds 75% and average pasture yield is over 1400kg/ha. Overall 34% of sites are in A condition, 38% in B condition, 26% in C condition and 2% in D condition. Due to wet season road damage and general access problems there are 20 sites across the region not yet assessed. These sites will be completed by mid to late June 2012.



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Complete land condition monitoring on the EcoBeef sites

End of growing season assessments (ground cover, photo, pasture yield and land condition)
completed across the Einasleigh Town Common and Namuel Ecobeef sites. The preliminary
data is very encouraging and clearly shows the benefits of wet season spelling including
pasture composition change, land condition improvement, pasture yield and ground cover.

Namuel Land Condition Change (% of sites)				
	A/B	С		
April 2007	15.5	84.5		
July 2011	59	41		

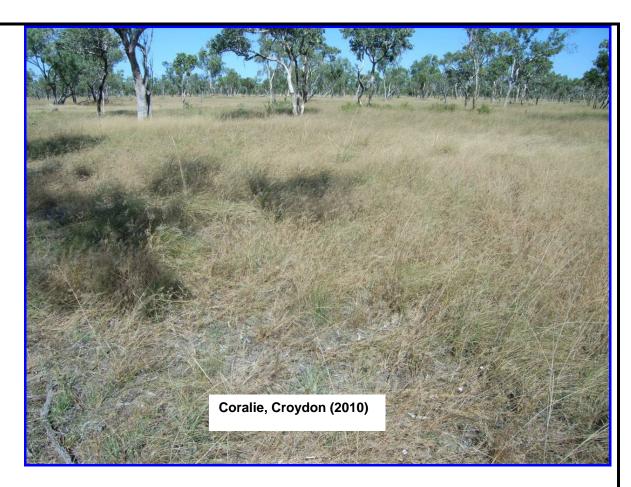
Einasleigh Town Common Land Condition Change (% of sites)				
	A/B	C/D		
April 2008	24	76		
July 2011	84	16		

Complete land condition monitoring of QGraze sites

All Q-Graze sites reassessed and Access Database being currently being refined to include Q-Graze and Ecobeef data and photos. Q-Graze data dates back to 1993. One site could not be located.

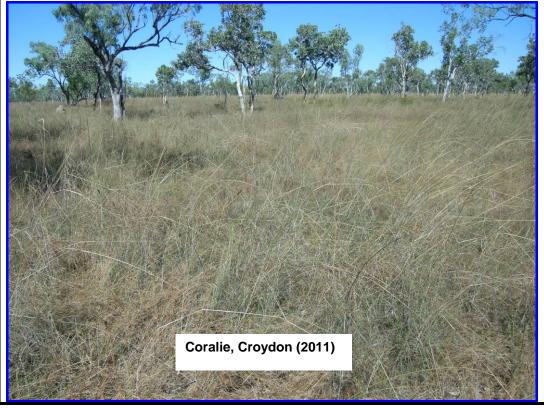
Monitor grazing systems impact and land condition recovery on flooded country

- During the 2011 dry season, 47 State of the Region monitoring sites were re-visited. This
 included flood assessment sites, situated on 9 properties in the Croydon area. The data shows
 that the current average land condition of these sites is B/C, with only one being in D condition
 and several being in A. The main discounters were pasture and thickening. The average
 groundcover for these sites was 67 percent.
- In the years following the floods, there has been an increase in annual species, in comparison to the perennial species. There was good bulk of pasture observed in the region in the 2011 dry season, due to extended wet seasons and conservative stocking by most producers in the region post flooding. These conservative stocking rates are being maintained (on most properties) as the pastures continue to recover and perennial species return in greater proportions. Wet season spelling has also been implemented on many properties resulting in improved land condition.



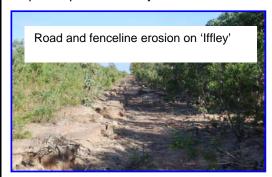
Site 279 - in 2010 (above) and 2011 (below).

- A perennial grass (Golden Beard) made up 60% of pasture yield in 2010. In 2011, 3 perennial grass species made up 70 percent of the pasture yield.
- Groundcover increased from 75 percent to 80 percent and overall condition improved from C in 2010, to B in 2011.
- This site is on a property that has maintained conservative stocking rates and implemented some wet season spelling since the 2009 flood event.



Flood Recovery Assistance

The Beef Team assisted the NGRMG with on-property assessments of 17 applications for flood recovery grants. These projects included fencing, water, weed control, erosion and seeding programs to speed up the recovery of flood affected areas.









Deliver 1 beef industry forum/workshop

The \$avannaPlan team has participated in and presented at 4 industry forums at Georgetown
(2), Cobbold Gorge, Blanncourt and Gilberton. These forums were attended by 121
producers/other stakeholders and included 40 beef enterprises. Topics included the live export
ban, cyclone recovery, vegetation management, grazing best practice, wet season spelling
trials, profitable stocking rates, markets/marketing, heifer/breeder management, herd nutrition
and herd fertility/genetic selection.

















Location on server Version 2.0 Revision Date: 17 November 2010 Page 12 of 19 Web enable 1 landholder/beef producer information package through Camtasia

- 'Managing Breeder Condition' Camtasia completed and package listed on NGRMG and FutureBeef website
- GLM and NRM Camtasia sessions currently under development.

Managing Breeder Condition **Body Condition Score**



Presented to you by Bernie English (Far North & North-West Future Beef Team)





\$avannaPlan





Project Variation

No variation

Lessons Learned

- The Ecobeef demonstration sites have reinforced the effectiveness of wet season spelling programs in restoring pasture productivity and habitat health.
- The Blanncourt Climate Clever Beef and \$avannaPlan case study demonstrates the impact of production systems on land condition, breeder performance, gross margins and greenhouse gas emissions (see table below). The "case study" model on Blanncourt will be expanded to 3 additional properties under the new Climate Clever Beef Mark II. Property mapping and an overview of land management/herd productivity will be established on these sites through the \$avannaPlan Program.

	Year		
	1996	2011	
Breeders	2270	1533	
Weaners	1066 (46 %)	1060 (69 %)	
Average annual liveweight gain (kg/hd)	60-80 kg	140-180 kg	
Cow deaths	190	38	
Liveweight Turnoff (t)	222.6 t	405.7 t	
Greenhouse gas emissions	25.1 kg CO2e / kg	11.7 kg CO2e / kg	
Land in A/B condition	15 %	85 %	
Gross Margin		93 % increase	

- A number of properties are still moving into wet season spelling without addressing overstocking issues. In this case, stocked paddocks in the wet season are under very high grazing pressures causing a continued decline in land condition and herd productivity.
- Property, herd and business records are very poor across the Northern Gulf. The Beef Team
 have established closer links with staff from lending institutions in an effort to promote cash
 flow budgeting and improve business record keeping. Representatives from lending
 institutions are invited to participate in our monthly team meetings.

Improvement

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Producer attendance at field days and industry forums is often very poor. The close collaboration between the Beef and NGRMG teams needs to continue to ensure industry forums are run at appropriate times and include programs that interest beef producers.

In light of the financial pressures on the industry, the delivery team needs to better communicate the economic and ecological benefits of lighter stocking rates. To achieve this we will encourage successful producers to host small field days for their neighbours to showcase safe stocking rates, wet season spelling, breeder management and record keeping systems.

Advocates in the beef industry play a very important role in influencing their peers. Based on workshop feedback the Beef Team will continue to invite successful beef producers to speak at Industry Forums in the Northern Gulf.

Over the next 12 months, the Beef Team and the NGRMG will concentrate on land management and business benchmarking with the aim of identifying the links between good grazing/stocking rate management and herd productivity/business performance.

The Beef Team has worked closely with Namuel and Whitewater to refine the Delbessie Land Management Agreements (LMA). This includes on-property work to establish paddock monitoring and management plans (below) as well as close liaison with the Delbessie team. The Beef Team, Delbessie staff and the owners of Whitewater will meet in July 2012 to make the LMA process simpler and more effective. The continued involvement of the Beef Team is needed to ensure lease renewal is practically adapted to the situation on each property.



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The \$avannaPlan and NGRMG Teams compile the "Around the Northern Gulf" section in the Northern Muster newsletter. The Northern Muster reaches 2500 beef producers and is distributed quarterly.

Around the NORTHERN GULF

eading this report is the critical situation with our live exports to Indonesia after the Four Corners TV program several weeks ago. Everyone, including cattlemen, was appalled at the scenes shown on the program. The Federal Government's knee jerk reaction and the imposition of a complete ban for six months on live exports to Indonesia was no surprise. In any crisis a cool head is needed and our Government leaders needed to go to Indonesia first and discuss the issues of public concern in Australia and maybe develop a way forward.

As it stands now our Government could agree to allow the trade to resume under certain conditions but the critical point here is: will the Indonesian Government issue import permits or have they moved on to other arrangements? If there is a shortage of beef or if our cattle are cheaper than other options we may have a chance of getting straight back into the market quickly, but otherwise it could be a hard road ahead.

The ban has tipped cattle marketing and movements upside down across northern Australia. With boats organised, thousands of cattle in yards at ports across northern Australia and in nearby holding yards and clients in Indonesia left short of cattle, it's a big blow to all concerned in the live export supply chain.

There is no doubt questions need to be asked about why we are in this situation, but in the immediate future our industry leaders need to move forward and quickly resolve the issues, and try to turn this around to get the live export trade back on track. The situation has many northern producers under financial and emotional strain.

Beef producers across northern Australia are particularly vulnerable to this shut down as the live export trade is their most profitable option. Also, their cattle marketing is concentrated to the dry season and often by November–December the breaking wet season limits road access to most properties, so a six-month ban is basically a ban until after the wet next year.

Our total cattle live exports fell 8% in 2010 to 873573 head, worth \$679 million. Indonesia took 520 000 head and Middle East destinations took 226 000 head.

The fat cattle market situation across north Queensland is familiar for this time of the year with heavy bookings and falling rates at all meatworks, with the abundant supply of fat cattle being marketed before pasture conditions decline too much. In addition we have very flat trading conditions with both Japan and USA, with ordinary demand for our beef, and our high dollar not doing us any favours, resulting in our domestic wholesale market awash with beef. Our exports to the USA for the first five months of 2011 are back 22% on the previous year's sales.

Despite frequent articles in the press and on TV giving a positive outlook for agricultural commodity markets, the underling economic situation across the globe is not a rosy picture. Europe, where Greece and other EU countries are in severe financial stress, the USA economic forecast is ordinary with their huge debt and the Japanese are struggling to re-build after earthquakes and nuclear power plant problems.

Some interesting news from the Australian domestic market performance is that our independent butchers are making ground on the major supermarkets. Rolling 3-monthly sales figures show the independent butchers holding 29.4% of retail sales, which is up slightly, with Woolworths back to 27.5% share and Coles down slightly to 20.8% of total sales. These figures are surprising as we had a fierce promotion and marketing campaigns, first from Coles just before xmas with their HGP-free beef and then heavy discounting from Woolworths, to attract consumers. The butchers name customer service, maintaining top quality product plus product variety and value-added or ready-to-cook meals as their main advantages. Fresh meat consumption for 2010 in Australia is led by beef on 39%, followed by chicken 29%, lamb 17% and pork 12%.

The report states that the average retail price for beef over the last three months was \$15.35 kg, which is nearly 5% less than last year's figure.

Readers of this column would remember previous beef supply chain costs mentioned and a \$3/kg carcase price to producers equates to approx \$11-12 cost at the butcher's counter (carcase shrinkage, bone-out yield, labour, boning costs, packaging, transport and preparation for sale), leaving a \$3-4/kg margin, at best, for the retail sector.

At a recent butcher's conference in southem Queensland they all reported that customers have been asking a lot of questions over the counter about how the beef they were purchasing was raised and slaughtered. So, the Four Comers program has prickled our domestic consumer as well and we need to be on the front foot with welfare concerns at home too.

Some interesting news from Teys is the start of processing of certified-organic beef at their Biloela works. Product will be aimed at both domestic and export markets.

The Australian feedlot sector is doing it tough with high feeder cattle prices and a flat market in Japan causing plenty of hip pocket pain. Despite the poor margins, cattle on feed for the March quarter were up 10% to 779 000 head. Total grain-fed beef exports for the first quarter of 2011 back to 50777 tonnes. There has been a lot of talk of improving market demand from the EU for grain-fed beef and JBS Australia is rolling out several new brand names specifically for the EU grain-fed market.

The rural press has given us some details on our new

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MLA chief, Scott Hansen, who took over the reins in early July. Scott has been our man in the USA for the last couple of years and is talking up our market prospects for grass-fed product into the US. It's a product they can't produce over much of their country because of the hash winters, and Australia's MSA graded grass-fed product has significant potential into North America.

Estimated cattle numbers in Australia ending June 2010, 26.55M head with drought across eastern Australia impacting on numbers.

USA

Negotiations are still on-going with Korea for ratification of a free-trade agreement between the two countries. USA total beef exports are rapidly growing with the January-April 2011 sales totalling 389 000 tonnes. The USDA is predicting 2011 beef exports to exceed one million tonnes. Beef into Japan still has to be under 20 months of age and for Korea the age limit is 30 months. With the value of the US dollar at present they are making serious inroads into the Japanese and Korean beef markets.

Total US beef production for 2011 is expected to reach about 11.8M tonnes, slightly back on 2010 figures. Pork production for 2011 is approximately 10M tonnes and chicken 19M tonnes.

The US cow herd is expected to continue to decline due to rising costs and low profitability.

South America

Russia is Brazil's single main export market but sales over the last few months have dropped below previous year's figures and more product has found its way to the Middle East. Average export prices for Brazilian beef have been quite high at US\$5226/tonne. Total volumes shipped so far this fiscal year are back as well at 793889 tonnes, which is 8% lower than the previous year.

The 2010 cattle slaughter of 29.3M head produced 6.97M tonnes of beef.

Brazil continues to develop its live export industry with 103 000 head exported in the first three months of this year. Their main market is next door in Venezuela but live cattle are also being shipped regularly to the Middle East. Brazil, with 187M head, has the second largest cattle herd in the world, behind India with 303M cattle, 40% of which are buffalo.

The Argentinean beef industry is going through a herd re-building phase that has reduced tumoff sales numbers and forced prices up to AUD2.90/kg live for young cattle, and AUD2.10/kg live for slaughter stock. There has been a 15-year low in the annual calf drop as industry problems since 2005 have seen the loss of many producers and a herd reduction of 10M head.

Korea

The Korean market for our beef has been steady, considering the high value of our dollar and the competitive value of the US dollar. Since the start of 2011 Korea has imported 22% more beef than the previous year, which is a good sign for their economy. Beef consumption is up to 9.3 kg/head/year, which is a 27% rise on the previous year's figures. The imported beef market share at present is Australia 51%, USA 35%, New Zealand 12% and Mexico 2%.

China

Industry analysts are predicting a decrease in Chinese beef production in 2011, down to 5.45M tonnes. Despite high beef prices domestic cattle supply continues to slide due to low profitability compared to pork and chicken production. Australia does live export, mainly of dairy cows, to China.

Bernie English

DEEDI, Kairi Research Station Ph 07 4091 9440 Greg Brown Meadowbank Station

Reef safe grazing project

The Far North FutureBeef Team has recently become involved with the ReefFocus Extension project in the Herbert and Johnstone River catchments. This project includes all industries in these catchments (grazing, dairy, cane, banana, forestry and mixed cropping enterprises) with the aim of boosting productivity and profitability, while improving water quality in reef catchments.

Our team will work with beef producers via on-property work, group workshops, industry groups, small field trials and internet technology, with a focus on grazing land management, herd management, improved pastures in the Johnstone catchment, fertiliser application and management of frontages. This project will also include a water sampling project in the Herbert catchment, where producers will collect water samples from various points along the Herbert River to understand fluctuating water quality in this catchment.

As many producers are aware, Environmental Risk Management Plans (ERMPs) have been introduced into the neighbouring Burdekin catchment. We see this project as a way for industry to be proactive in relation to land management and maintaining water quality in a reef catchment.

As a part of the project, a Breeder Management Forum was held at Gunnawarra Station on Tuesday 12 July. The focus of the day was managing the breeding program,

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improving herd productivity and balancing these with grazing land management to ensure adequate break-ofseason groundcover and minimal sediment run-off into rivers and creeks.

If you live in the Upper Johnstone or Upper Herbert catchments and would like to be involved in the project or wish to discuss any beef production issues please contact us.

Kiri Broad

Far North FutureBeef Team Ph 0428 102 841

2011—A good season but plenty of challenges ahead

What an eventful, and in many ways, a very stressful year! On a positive note an early season break was delivered with handy rain in October 2010 and great follow-on through until April. Cyclone Yasi knocked the stuffing out of people, fences, sheds and roads with the mustering—weaning round two months behind. June delivered another blow with the live export ban and even with the recent lifting of the ban it will take a long while for trade to recover. Through our on-property \$avannaPlan work this year the following marketing and management issues are common across many family beef businesses.

Markets

This is not the first time the live export market has been on shaky ground over the years and it's important to be flexible with your marketing options. Do you need to sell more cull cows to pay the bills this year? The old rule is 'breeder for the country and bull for the market'. Is your breed mix suitable for the tableland, coastal or southern markets? Many properties are having two bob each way and trying a few softer bulls to spread their marketing risk. Auction Plus is also a handy way to present sale cattle and tap into a wider market.

Breeder management

With our savage northem climate it is very common for a breeder to wean a calf every two years. It is encouraging to see so many producers across the Gulf trying to improve breeder performance and branding rates. Some producers are using controlled mating to reduce out-of-season calves, weaner feeding costs and weaner deaths. But in some cases the branding rates have taken a real hit. There is plenty you can do to improve breeder fertility before launching into a 3–4 month controlled mating program. Firstly, the more successful producers have their stocking rates spot on to ensure there is always plenty of feed in front of the cattle and also have an annual wet season spelling

system in place. Many start with preg testing dry cows first round to pull out empties, separate late calvers and save on feeding costs. It is also more common to see bulls taken out second round to help tighten calving windows. A big constraint on many properties is a lack of paddocks to separate different breeder groups or heifers and with the cost of fencing and waters this is not an easy problem to overcome.

Next year

With the first weaning round completed very late on most places, there will be a flush of calves in April next year. How are you planning to deal with those weaners next dry season? Have you got enough weaner paddocks and will weaner paddocks get a spell this coming wet season? Are you set up to feed those weaners? Can you afford to feed those weaners? The SOI is also rapidly falling and if you were a betting man or woman (and in the cattle game you all are) you would be a little nervous about the chances of a below average season this coming wet. Keep an eye on the SOI trend and seasonal forecasting over the next few months.

Dry season licks

With the exception of paddocks with some stylo pastures, most properties are moving into dry season feeding programs. This is a significant cost for most properties at around \$25–30/head. As mentioned previously many producers are separating calving groups and targeting dry season feeding to those cattle most in need, such as late calvers, heifers and late weaners. Dung testing at around \$50/sample can give you a good idea of feed quality and help you time urea feeding. Call the Beef Team if you want to get some samples away.

Big response to spelling

Those producers with an annual wet season spelling system in place have reported how well pastures (particularly the 3P grasses) have responded to the great wet season this year. Wet season spelling research also shows a big improvement in pasture condition in above average and extended wet seasons and less response in below average years. Only if you have some country spelled each year can you capitalise on the good years. Once again a lack of paddock infrastructure makes it difficult to implement annual spelling. Electric fencing is being used quite successfully on some properties. Electric fencing costs are around \$1000/km (materials and labour) compared to traditional fencing at \$5000/km, but it is critical to keep fencelines clear. With northern beef producers spending more than they earned over six of the last seven years, every cost saving is critical.

Joe Rolfe

Far North FutureBeef Team Ph 0427 378412

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Bushfires: The Silver Lining in the Cloud of Smoke

Following two extended wet seasons with above average rainfall and an abundance of pasture we have all seen an increased number of bushfires this dry season. While it can be difficult to remain positive in the face of blackened paddocks there can be upsides to the intense fires people have experienced.

Most native pastures will respond well to the use of fire. Dry, rank pastures will be reinvigorated and in most areas plants will begin to shoot soon after the fire due to the sub soil moisture from the previous big wets. The fresh growth will be of higher quality than unburnt areas and as many of you would know, cattle will prefer to graze these areas. Limiting the number of stock on these areas will greatly aid in the growth of favorable pasture species. If possible it is best to completely exclude stock from burnt paddocks until the native pastures have set seed. As a minimum, stocking rates should be considerably reduced. This will ensure a healthy and productive pasture recovery which can outcompete less desirable species and help keep weed encroachment and woody weed suckers at bay.

Research conducted has determined the susceptibility of native and exotic species to fire, as shown below.

Native Species

```
High Gutta percha (Excoecaria parvifolia)

Bread fruit (Gardenia vilhelmii)

Wattles (Acacia spp.)

Yellow wood (Terminalia platyptera, T platyphylla)

Currant bush (Carissa lanceolata)

Tea tree (Melaleuca spp.)

Cooktown ironwood (Erythrophleum chlorostachys)
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Exotic Species

High Rubbervine (Cryptostegia grandiflora)
Bellyache Bush (Jatropha gossypiifolia)
Parkinsonia (Parkinsonia aculeate)
Mesquite (Prosopis spp.)
Prickly Acacia (Acacia nilotica subsp.Indica)
Low Mimosa (Mimosa pigra & Acacia farnesiana)

Fire trials have also demonstrated that follow-up fires a short time after initial burn is highly effective in controlling undesirable native and exotic woody species in pastures.

PHOTO - In this image of a trial site in the Northern Gulf, the area to the right of the track has been burned twice in recent years (in 2002 and 2003). It illustrates the effect of burning in opening up the mid-storey, which, at this site, was dominated by breadfruit. The eucalypt overstorey was not greatly altered.

If you have been affected by the recent bushfires there is a process in place to apply for disaster relief funding. Freight subsidies and low interest rate loans are available and eligibility will depend on your circumstances. For more information and to find out if you are eligible for this funding please contact your local FutureBeef Extension Officers.

For more information contact Far North - North West FutureBeef Team.

Cloncurry (07) 4742 1311

Mareeba (07) 4048 4600

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