

# BeefWorks 2015



BEEFWORKS IS  
PROUDLY HOSTED  
BY ALFA

## Program & Registration

Highfields Cultural Centre, Toowoomba, QLD  
**September 23 and 24**

*Featuring*  
**Grassdale Feedlot Visit**  
**The benefits of drones**  
**HGP alternatives**

### CONFERENCE ENQUIRIES AND REGISTRATIONS:

Donna Sykes  
EPP Events Pty Ltd  
Tel: 08 9525 9222 | Fax: 08 9525 5008  
Email: [donna@eppevents.com.au](mailto:donna@eppevents.com.au)

[www.feedlots.com.au](http://www.feedlots.com.au)



## BeefWorks 2015

It is with great pride that ALFA continues the tradition of taking BeefWorks to Toowoomba. This year the event spends the first day & a half in the new Highfields Cultural Centre, then we see our delegates transported by bus to Mort & Co's Grassdale Feedlot for further presentations and a feedlot tour. Thanks to the generosity of Mort & Co and staff, BeefWorks 2015 will continue to showcase our industry's leading feedlots.

This year's BeefWorks program has a particularly strong focus on innovative technology, animal welfare & HGP's. You will find there are some outstanding speakers to push our thinking in these fields, such as Diedrik Lugtigheid who will inspire us all on the technology advances in driverless trucks, or Dr Rob Lawrence who will explore HGP alternatives and whether they stack up financially. Take a look at the Program for the full line-up of invigorating speakers for BeefWorks 2015.

We are pleased to include the presentation of a number of Feedlot Industry Awards throughout the BeefWorks two-day program. We are recognising young achievers through the Phibro Young Lot Feeder Achiever Award; recognising excellence in workplace learning through the Zoetis Education Medal and of course recognising outstanding services to industry through the Elanco Outstanding Service Award. In addition, we will be awarding the IAP Innovators' award (what a great chance to look over the fence and get a glimpse of innovation in the feedlot); and finally the Australian

Country Choice Feedlot Industry Safe Work Award, to showcase the Industry's ability to identify issues and provide solutions to improve workplace health and safety in this progressive Industry.

We will take full advantage of the purpose-built facilities on hand at the Highfields Cultural Centre by staging the IAHP BeefWorks dinner at the venue following on from the first day's proceedings. The full details can be found in the following pages.

As we head on site to Grassdale Feedlot as part of the BeefWorks proceedings, we ask that delegates show great respect during the visit to and adhere to the site's safety, biosecurity and security requirements. As a result we require all delegates to be pre-registered for BeefWorks before entering the site (you will be denied access if not registered). All delegates are required to be transported to the feedlot by Conference organised buses (included in your registration fee). Please note that under no circumstance will personal cars be allowed on site – so please do not drive to Grassdale to avoid disappointment.

It is shaping up to be a great event, with some new and exciting presenters speaking on topics we haven't heard before. We look forward to welcoming you to BeefWorks 2015.

**Paul Vogt**

Iranda Beef

Chair, Events Committee

Australian Lot Feeders' Association

## Program at a Glance

### Day 1

Wednesday September 23

8.30am – 5pm

Showcasing the crème de la crème of the Industry's talent pool via the presentation of the Phibro Young Lot Feeder Achiever Award. The ALFA AGM is at the conclusion of the day.

### IAHP Dinner

Wednesday September 23

6.00pm at Highfields Cultural Centre

Incorporating the Performance Feeds welcome drinks; and the Elanco Award for Outstanding Services to the Australian Lot Feeding Industry.

### Day 2

Thursday September 24

8.20am – 4pm

Includes the feedlot visit to Grassdale – a rare opportunity to see inside one of Australia's leading feedlot facilities."


# BeefWorks 2015 Program

## Fine Tuning & Efficiencies

### The Elanco Day 1



MC: Gerry Gannon

8.30	Registration Open
9.45	Welcome and overview – ALFA president, <b>Don Mackay</b>
<b>Session 1</b>	
10.00	<b>Keynote: Shane McManaway</b> Lads who leave school at the young age of 15 don't often find themselves in charge of a multimillion dollar company with operations located in a vast array of international locations. Shane is an exception to this, holding the position of CEO at Allflex Australasia for nine years and counting. Shane shares his special bond, passion and enthusiasm for the agricultural industry and shows us how to engage our young employees to achieve the best productivity outcomes we can.
10.40	<b>Driverless feed trucks?:</b> The mining industry has successfully utilised driverless trucks in their daily operations. Westrac's General Manager of Technology, <b>Diedrik Lugtigheid</b> discusses the mechanics of integrating the technology into existing businesses and the issues associated with transferring the IP and automation into the feedlot sector.
11.10	<b>The benefits of drones in the feedlot sector:</b> The media has focussed on the negatives of drones in relation to the feedlot sector. Now we look at how this technology has progressed and how UAV's can help instead of hinder the feedlot industry. UAV expert <b>Rob Gilmour</b> from HummingBird Drone Solutions provides an insight to the technology and the applications that apply to agriculture and the feed yard.
11.30	<b>From A4 paper to 3D technology:</b> need a spare part? Use a 3D printer to make your own. Photocopiers have come a long way, from producing a document to copying a 3D object. Griffith University <b>Assoc Prof Jennifer Loy</b> , explains the constraints and opportunities of 3D printing, how it fits in with industrial design and whether it has application in the feedlot industry.
11.40	<b>Shifting the focus to feet:</b> <b>Peter Best</b> of Innovative Farmer Services addresses lameness in cattle and how new technology is optimising cow comfort and producer productivity.
11.50	<b>NFI: Christian Duff</b> will present the latest feed efficiency, Angus Sire Benchmarking research Project results to help identify superior genetics for feedlot production.
12.15	Presentation of the Zoetis Education Medal 
12.30	<b>The Zoetis Lunch</b>



# BeefWorks 2015

## Session 2

- 1.30 **Desk top review of non HGP alternatives:** With some markets becoming increasingly sensitive regarding HGP use, **Dr Rob Lawrence**, IAP nutritionist services presents a desk top review of HGP alternatives and whether they stack up financially.
- 2.00 **Getting euthanasia right:** Well known Queensland vet **Kev Sullivan** talks us through the key aspects of the recently released Euthanasia manual.
- 2.30 **Getting the best out of your staff:** **Dennis Hoiberg** from Lessons Learnt, provides some valuable insights into keeping staff motivated and productive in our feedlot businesses.
- 3.00 **Capacity building on the feedlot:** **Matt Linnegar**, CEO of the Australian Rural Leadership Foundation, challenges us to capacity build by tapping into the existing abilities of individuals, communities, organisations and systems to increase involvement, decision-making and ownership of issues.
- 3.30 **Afternoon tea**
- 4.00 **Young ideas:** ALFA and Phibro have a long-standing history of identifying and fostering our emerging lot feeding managers and leaders. Traditionally, the essays that have been instrumental in identifying our three finalists in the Phibro Young Lot Feeder Achiever Award have been heard only by the selection panel. At BeefWorks 2015, we will hear a précis of these essays regarding their insights into key industry issues.
- Finalist 1
  - Finalist 2
  - Finalist 3
- Announcement of the Young Lot Feeder Achiever for 2015
- 4.30 **ALFA's AGM**
- 5.30 Day 1 Close
- 6.00 **The Performance Feeds Pre dinner drinks** at Highfields Cultural Centre
- 7.00 **The IAHP BeefWorks Dinner**, incorporating the Elanco Award for Outstanding Services of the Lot Feeding Sector. This years dinner has been designed to allow delegates to network and socialise in the great indoor & outdoor space of the venue.



## Day 2 Program

8.00	<b>Depart accommodation in Toowoomba by bus</b>
8.20	<b>Breakfast on arrival:</b> Delegates are greeted with a bacon & egg roll breakfast before heading into session.
9.45	<b>Rapid Pregnancy Detection Technology:</b> The technology to improve the early detection of pregnancies in cattle continues to improve. Renowned cattle vet <b>Dr Tony Batterham</b> walks us through the latest technology and how it can be utilised in our calving management plans.
9.45	<b>Acclimation trials:</b> <b>Dr Matt George</b> from Bovine Dynamics brings us up to speed on the outcomes of the current acclimations project and introduces Boyd Holden from Alora who will demonstrate the best use of acclimation on cattle as they arrive at the feedlot.
10.30	<b>Objective measurement</b> Dr Alex Ball, MLA provides an update on the latest technology to objectively measure carcass attributes such as marbling and red meat yield, and the development of a value based marketing model that better aligns overall carcass performance and price.
11.15	<b>The IAP Innovators:</b> We take a virtual feedlot tour of three innovative businesses as they provide a snapshot of the innovations developed at their feedlot. The winner will be assessed by popular vote and announced at the conclusion of the day. <ul style="list-style-type: none"> <li>• Finalist 1</li> <li>• Finalist 2</li> <li>• Finalist 3</li> </ul>
11.30	Presentation of the Australian Country Choice Feedlot Industry Safe Work Award. 
11.45	<b>Lunch</b>
12.25	<b>Depart for Feedlot Tour &amp; presentations</b> –Packed afternoon tea onto bus for the afternoon session
1.00	<b>Arrive at Grassdale Feedlot – Overview of feedlot</b>
1.00 – 2.10	<b>(30 minute sessions with 5 mins rotation time)</b>  <b>Concurrent One:</b> <b>Practical trimming of cattle feet:</b> <b>Peter Best</b> of Innovative Farmer Services continues on from yesterday by giving us a practical demonstration of hoof care utilising new crush technology.  <b>Concurrent Two:</b> <b>An eye on the sky:</b> <b>Rob Gilmour</b> from Hummingbird Drone Services gives us a practical demonstration of the capabilities and applications of a Drone on a feedlot.
2.10	Afternoon Tea
2.30	<b>Bustours of the feedlot with commentary and Q&amp;A opportunities with feedlot representatives</b>
3.00	<b>Delegates depart for Toowoomba</b>

## The IAP Innovators' Award

**To be presented at BeefWorks 2015**

**Entries close August 31**

**First prize \$500 Cash; Second prize \$250 Cash**

Entries must be lodged by email to  
BeefWorks Conference Coordinators  
EPP Events Pty Ltd  
donna@eppevents.com.au  
Enquiries: Tel 1800 177 636; Mob 0412 77 88 49

### About the Award

The IAP Innovators' Award has become a favourite of the BeefWorks program. The Innovators' Award is a way of ensuring BeefWorks has in it, something for everyone. This Award is aimed at feedlot staff – and is a simply fantastic way of engaging the entire team – and recognising feedlot innovation. The Innovators' Award is only open to feedlots. We are looking for clever, non-commercialised innovations that, we expect, are largely designed by staff members – but that genuinely make a difference to the functionality of day to day operations at the feedlot.

Three finalists of the IAP Award will be invited to present their innovation on the second day of BeefWorks.

So. If you have a clever idea or innovation that has been incorporated into your day-to-day operations at the feedlot – then make sure you tell us about it, by nominating for the ALFA Innovators' Award.

Entrants are encouraged to attach an electronic photo or to supply a short 'home made' video clip of the innovation.

### Selection Criteria

As a guide, we are looking for innovations that relate to feed manufacturing, feed delivery, cattle processing or cattle handling, yard maintenance, occupational health and safety. The Innovation should be about:

- Labour saving and/or
- Delivering improved accuracy/efficiency and/or safety in the day to day operation of the feedlot
- Materials for the creation of the Innovation should cost no more than \$3000

All finalists will receive a complimentary registration to BeefWorks and they (or a representative from the feedlot) will be asked to present a 3-5 minute powerpoint (or video clip) that demonstrates the effectiveness of the Innovation.

The winning Innovation will be selected by popular vote as judged by BeefWorks delegates and announced at 2pm on Thursday, September 24, at the culmination of BeefWorks Day 2. A cash prize of \$500 will be made available to the winner and \$250 to the runner up.

All entries should be lodged with BeefWorks event managers, EPP Events. If the entry includes electronic photographs or video footage that is more than 10 meg, the entry must be either saved to disk and posted to EPP Events PO Box 341 Mundijong WA 6123, or distributed via dropbox.





# The IAP Innovators' Award

## Entry Form

Please complete and return to [donna@eppevents.com.au](mailto:donna@eppevents.com.au) by August 31

Entrant's Name..... Position at Feedlot .....

Feedlot Name ..... Entrant's Email Address .....

Entrant's Mobile.....

Postal Address.....

**If selected as a finalist, please advise who will present the presentation**

☐ As Above or;

☐ Name .....Email .....

## Innovation Award Details

1. Name of Innovation.....

2. What attachments are you including (video, pictures) with this entry .....

3. What does your innovation do?

.....  
 .....  
 .....

4. How much did it cost to make? .....

5. What advantage/s does it bring to the feedlot? *(describe in a maximum of 350 words on a separate sheet)*



## Registration Form & Process

To assist with event security and management, full payment is required ahead of attendance at BeefWorks 2015. All registrations must be made on-line by going to [www.feedlots.com.au](http://www.feedlots.com.au) and selecting the BeefWorks icon. Your registration will be processed and a receipt emailed to you. If you don't have access to the Internet, please ring the event managers EPP Events to lodge your registration on 1800 177 636.

The following pricing structure applies.

Member Conference 2 days	\$ 380.00	Non Member Single Day	\$ 470.00
Non member rate - 2 days	\$ 710.00	Single Day Member	\$ 235.00
Accompanying Member 2 Day Delegate	\$ 325.00	Dinner	\$ 126.00

## Logistics

### Event Format

**Day 1** of BeefWorks will be conducted as a plenary style conference at the Highfields Cultural Centre, followed by the Performance Feeds Welcome Drinks and IHAP Dinner.

#### Transport to & from the Conference Venue:

ALFA will be providing a bus transferring delegates from their accommodation to the Conference venue on the morning of day 1 and returning them to their accommodation at 10.00pm at the conclusion of the evening.

***Please indicate on the registration form where you will be staying so we can organise buses to cater for your requirements.***

**Day 2** of BeefWorks will start at the Highfields Cultural Centre for a half day of plenary sessions before moving to Grassdale Feedlot for the afternoon sessions and then returned to your accommodation at the conclusion to the day.

#### Transport to & from the Conference Venue

Delegates will not be allowed to drive to the site and will be transported by conference organised buses to the feedlot. Anyone not on a bus will be denied access to the feedlot.





# Staying in Toowoomba

Delegates to Beefworks are asked to make their own accommodation arrangements. September is a busy time in Toowoomba and we urge you to make your reservations early in order to secure your preferred accommodation. We recommend you choose from the following:

## Quality Hotel Burke & Wills

554 Ruthven Street  
 Toowoomba QLD 4350  
 Ph: 1800 633 679  
 Ph: 07 4632 2433  
 ★★★★★

## Asters on James Motor Inn

200 James Street  
 Toowoomba QLD 4350  
 Ph: 07 4659 5555  
 ★★★★★

## Country Gardens Motor Inn

94 James Street  
 Toowoomba QLD 4350  
 Ph: 07 4632 3099  
 ★★★★★

## Jacaranda Place Motor Inn

794 Ruthven St  
 Toowoomba QLD 4350  
 Ph: 07 46 353 111  
 ★★★★★

## Downs Motel

669 Ruthven Street  
 Toowoomba QLD 4350  
 Ph: 07 4639 3811  
 ★★★★★

## Federal Hotel/Motel

Cnr James & Geddes Streets  
 Toowoomba QLD 4350  
 Ph: 07 4632 3011 - Hotel  
 Ph: 07 4632 8686 – Motel  
 ★★★★★

## Allan Cunningham Motel

808 Ruthven Street  
 Toowoomba QLD 4350  
 Ph: 07 4635 5466  
 ★★★★★

## Clifford Gardens Motor Inn

316 James Street  
 Toowoomba QLD 4350  
 Ph: 07 4633 1349  
 ★★★★★

## Toowoomba Central Plaza

523-544 Ruthven Street  
 Toowoomba  
 Ph: 07 4688 3333  
 Fax: 07 4688 3300  
 ★★★★★

## Comfort Inn Glenfield

876 Crn Ruthven & Spencer  
 Toowoomba  
 Ph: 07 4635 4466  
 ★★★★★

## Settlers Inn Hotel

633 Ruthven Street  
 Toowoomba  
 Ph: 07 4632 3634  
 ★★★★★

## Quality Hotel Platinum

326 James Street  
 Toowoomba  
 Ph: 07 4634 0400  
 ★★★★★

## Highlander Motor Inn

226 James Street  
 Toowoomba  
 Ph: 07 4638 4955  
 ★★★★★

*Disclaimer: This is not a complete list of Toowoomba accommodation and should be used as a guide only. At the time of printing there was availability at all venues however we anticipate they will fill quickly.*



*Note:*

Registration forms are also available on  
[www.feedlots.com.au](http://www.feedlots.com.au)  
You can type directly into these and submit  
directly to the conference organisers.

## Registration Form

### Part 1

Principal Delegate Name

.....

Name/s of additional delegates

.....

.....

Trading name of your organisation for tax receipts:.....

Address:

..... P/Code: .....

Email:.....

Phone:..... Fax:.....

Are you a ☐ Lot Feeder ☐ Service Provider ☐ Student ☐ Other

Are you ☐ A feedlot member of ALFA ☐ An associate member of ALFA ☐ Non-Member

If you are not an ALFA member (and therefore unable to claim the membership rates for attending this event), are you interested in becoming one?

☐ Yes, please send us the membership information pack ☐ No thank you

If you are a full time student and claiming the student rate, please quote your student ID number: .....

### Special Requirements

Please indicate here if you have any special dietary or other requirements:

(Please tell us which member/s of your delegate party this applies to)

.....

### Where are you staying in Toowoomba

Please indicate where you are staying in Toowoomba so courtesy buses can be organised to cater for your requirements:

.....

### Part 2

Delegate name (Please write as you would like it on the name badge)	BOTH DAYS ALFA Member at \$380 per person	BOTH DAYS Additional person member discount (applicable to Feedlot and Corporate members at \$325 per person)	SINGLE DAY ALFA Member and Student rate at \$240 per person	BOTH DAYS Non Members at \$710 per person	SINGLE DAY Non Members at \$470 per person	IAHP Dinner at \$126 per person	Total conference plus dinner per person
<b>Registration and Dinner – Total</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>

If you have selected "Single Day" tickets, please advise which day: ☐ Day 1 ☐ Day 2

### Checkpoint:

Before completing payment, please check the following important details

1. If you are claiming ALFA membership rates, please ensure you are a current financial member before lodging your form. Non-financial members will be asked to pay the non member price.
2. The IAHP dinner is by separate ticket. If you are attending the conference and wish to attend the dinner, you need to pay an additional \$126/per person. Additional dinner tickets can also be purchased for others not attending the conference component. If you are attending both days of the conference and the dinner, please double check you have indicated this and tallied your total payment in the table above.
3. Single day tickets are available for purchase. These do not include any evening functions. Please ensure you have completed section that tells us which day/s you are attending.

### Indicate your form of payment:

☐ Cheque: Made to the Australian Lot Feeders Association – Events

☐ EFT: Account Name: Australian Lot Feeders' Association  
BSB: 082 057 Account Number: 15666 4380

☐ Credit Card: \_\_\_\_/\_\_\_\_/\_\_\_\_/\_\_\_\_ 3 Digit Ref \_\_\_\_ Expiry: \_\_/ \_\_

Name on Card: ..... Signature: .....

☐ Visa Card ☐ Mastercard

### Lodging Your Registration Form:

Online at [www.feedlots.com.au](http://www.feedlots.com.au)

By Fax to EPP Events 1800 831 663

By Post to EPP Events Box 341, Mundijong WA 6123

By Email to [donna@eppevents.com.au](mailto:donna@eppevents.com.au)

### Consent of information

The Privacy Act requires us to protect the privacy and security of information provided by you. By completing this form, you agree to the use by ALFA of your personal information and for ALFA to provide your name and company details to fellow delegates at the conference. Please tick here ☐ if you do NOT want your name and company details released to fellow delegates at the conference.

### Receipts and confirmation

Your BeefWorks registration will be processed within 7 working days of your lodgement and tax invoices/receipts together with confirmations will be issued by return mail.





## Terms and Conditions

### Payment Policy

All delegates must be paid in full at the point of attendance, or within seven days of lodging the registration form, after which time the booking will lapse.

### Cancellation Policy

Cancellations made up to and including September 01 will be refunded, less a \$50 cancellation fee. No refunds will be available after that point however substitution of delegates will be accepted.

### Insurance

Participations shall be regarded as carrying their own risk for personal injury or loss of property, including baggage, during the Conference. We strongly recommend that at the time of booking your travel you take out travel insurance policy of your choice. The organisers are in no way responsible for any claims concerning insurance.

### Disclaimer

Every effort is made to ensure that the contents of this registration brochure are correct. The organisers retain the right to make changes to the program where necessary. The Australian Lot Feeders' Association and the conference organisers, EPP Events Pty Ltd, will not accept liability for any damages of any natures sustained by participations or their accompanying persons or loss or damage to their personal property as a result of Beefworks 2015.

### Conditions of Entry

It is a condition of entry that no delegate may disrupt the order of events or intent of the program. Anyone considered to be disturbing the program intent will be asked to leave the premises. Only pamphlets and brochures approved by the event organisers may be distributed.

**All Inquiries in relation to this event to  
EPP Events Pty Ltd**

Tel: 1800 177 636

Fax: 1800 831 663

Email: [donna@eppevents.com.au](mailto:donna@eppevents.com.au)

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