

meatup

FORUM

For the latest in red meat R&D

Building Better Breeders

Alastair Rayner

RaynerAg

Breeders – The profit drivers of beef businesses

- Profitability is driven by kilograms of beef / ha
- 80% of the variation in profit is due to Cost of Production
- Within CoP 75 – 80% of that variation is due to kgs / Ha
- Efficiency within a breeding herd directly impacts on this variation

How much variation is there?

- The Australian Beef Report 2020 Vision offers some insight
- Southern Herds 800 hd or less
 - 10 yr average – 79.7%
- Southern Herds (top 25%)
 - 10 year average – 85.3%



Financially what does that look like?

Average

On average	14.6kg / DSE
CoP	\$3.08
Operating Margin (\$kg/LWT)	\$0.81

Top 25

On average	16.6kg / DSE
CoP	\$2.16
Operating Margin (\$kg/LWT)	\$0.13



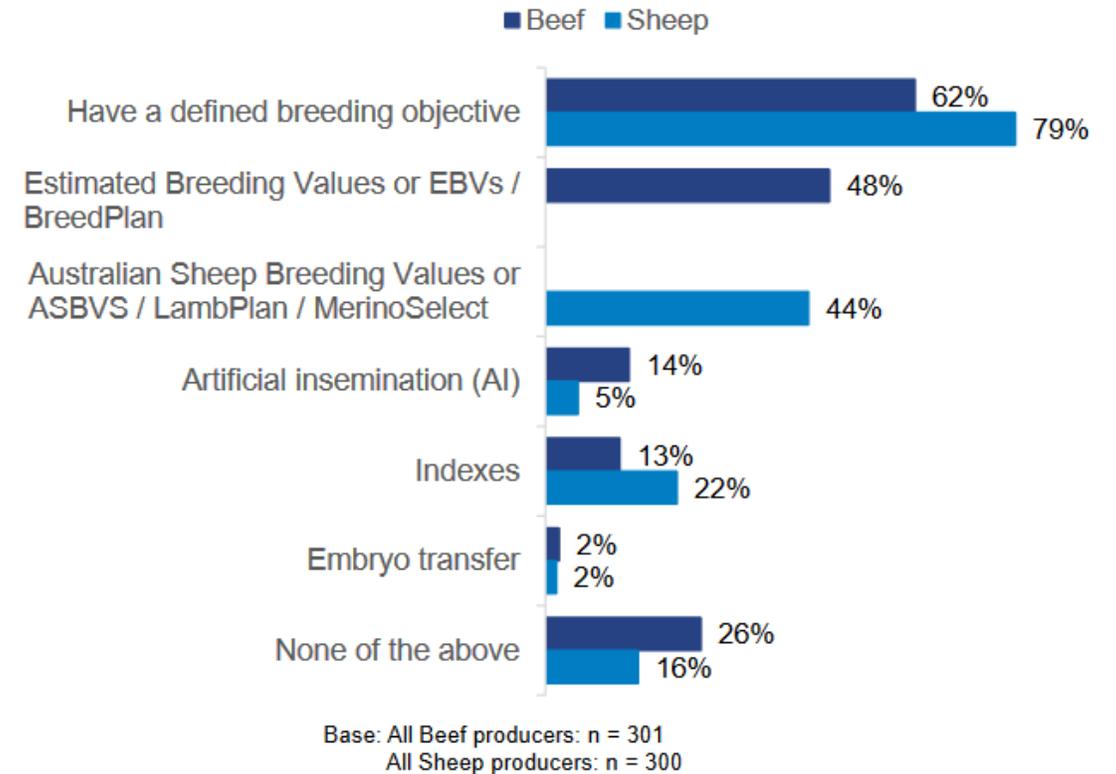
Fertility can make a difference

- Managing fertility requires focus across the lifetime of a breeder
- It commences with heifer selection and continues beyond the first calving
- Effective management includes sire selection
- Underpinned by clear targets & specific data

Clear Breeding Objectives

- Recent MLA research identified other opportunities
- The number of breeders with defined breeding objectives is low
- Use of EBVs & Indexes are also low

Use of Genetic improvement programs



Bringing these together

- Developing a framework to support
 - Setting a breeding objective
 - Establishing critical points of measurement & management
 - Refining on farm decisions around fertility



Building Better Breeders

- MLA – Profitable Grazing Systems (PGS)
- Based on the success of Lifetime Ewe Management
- 6 on farm sessions focused on key management points of breeders

PROFITABLE GRAZING SYSTEMS TRAINING PACKAGE



Building Better Breeders

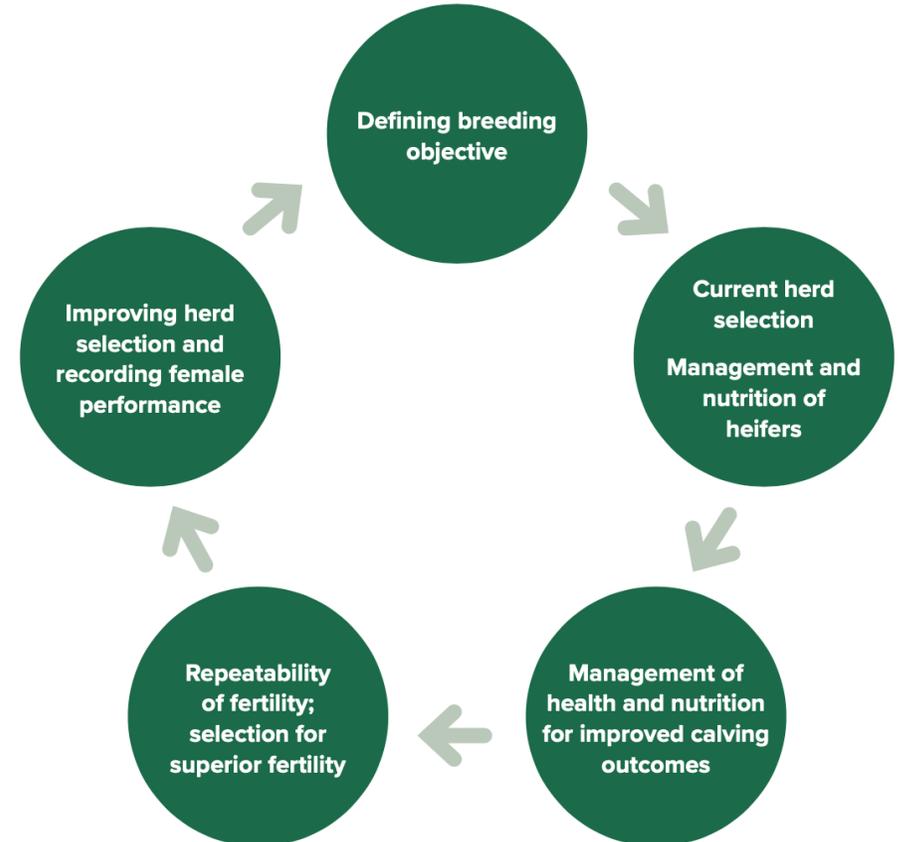
Running a profitable, fertile beef enterprise

Producer manual



Core skills

- The sessions are built to enhance current skills
 - Selection & management practices
 - Nutrition & pastures
- Providing a framework for these skills around key points
 - Weaning
 - Joining
 - Calving
 - Rejoining



Collecting better data

- Farm data needs to be useful
- Data should drive innovation
- What needs to be collected
- How should it be interpreted



Module Overview



Building Better Breeders Modules

1. Setting breeding objectives
2. Preparing for joining
3. Joining
4. Weaning & calving preparation
5. Calving
6. Successful rejoining

Take home messages

- Increased profits in beef breeding - focus on areas that don't require increased spending (in the first instance):
 - Have clear goals and objectives
 - Refine management decisions
 - Have critical points to measure & review
- Building Better Breeders provides a framework to guide & support this process

Tools and resources



MLA Profitable Grazing Systems

(<https://www.mla.com.au/extension-training-and-tools/profitable-grazing-systems/>)



MLA – PROGRAZE & More Beef From Pastures



Future Beef (www.futurebeef.com.au)



RaynerAg (www.raynerag.com.au)



Bush Agribusiness (www.bushagri.com.au)