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EDITORIAL

Welcome to our spring (or fall in the northern hemisphere) newsletter. My wish is that you are all well and able to face whatever challenges are currently coming your way. I hope that your knowledge and experience are proving adequate for you to all survive and enjoy some parts of your lives or that you are able to access the information you need to continue to take your business forward.

I know that many parts of Australia are facing major challenges to survive the current drought. No doubt there are other regions in the world who are facing similar challenges whilst others are suffering the ravages of too much rain and storm activity. The drought in Australia is one of the more severe in our country's agricultural history and highlights the vagaries of Mother Nature.

However, Mother Nature is not a sadist and for the acts that we see as negative that she imposes on us there are also the opposites that provide us with usually, more than sufficient resources. The thing that we need to do is accept her challenge of using our own gifts including creativity and planning to take the impact of her lows out of the equation by using her highs to offset those lows. It is really about Mother Nature challenging us to use more of our own gifts as well as her gifts to us in the most productive, sustainable and regenerative way that will also encourage her to continue to give us the tools we need to survive and prosper.

At the risk of boring you, I would like to focus in this newsletter on what we can do to prepare better for Mother Nature's acts such as drought. I know that many of you have already had the foresight to invest in preparation for adverse production periods and to you the comments I make are as an encouragement to keep doing what is working for you and continue to be pro-active and always open to different opportunities and methods that will improve the overall outcomes for your business. I guess it is the many other producers who have yet to make the changes that will be beneficial for them that I am aiming my comments at. I would like to discuss the current situation where governments and many private businesses are asked to and thankfully do, support our agriculturists during these different seasonal conditions.

WHAT'S (BEEN) HAPPENING

*We are definitely holding another 5 day evaluation course in Central Qld. at Clermont in November from the 5th – 9th. to replace the one we had to postpone earlier in the year. This is one of the few dates that we have been able to identify when facilities are available and it suits more people. We need 10 people to make the course profitable and effective for us to run and at the same time keep the cost to each individual as low as possible. I am hopeful that these dates will suit more of you. We are also happy to negotiate price etc. with anyone who can only attend part of the course. I am also pleased to be able to say that we will have Steve Campbell and two others from the USA joining us on the course. Steve has been co-presenting workshops and field days in the USA over recent years with the late Gearld Fry and has a wealth of knowledge and experience that he can share with us.

* We are still very keen to hold more field days in localised areas over the next few months, so if you would like one in your area, please let myself, Albert Hancock (0267334666) or other company directors know and we will get it under way. We would like to be as flexible as possible in our future planning and would welcome and appreciate any input that you can provide for us in this regard. We may hold a one day workshop at the Charters Towers saleyards in the next few months as well to assist us to gauge interest in future longer courses in that region.

*We are also planning a 5 day course at Cowra in Central NSW in March or April next year if the interest is forthcoming. Any suggestions for suitable dates in other areas would be appreciated. We don't, however, want to clash with major local attractions.

*We now have linear measuring callipers available for sale for \$100.00 plus freight so if you are interested, please let me know.

*We remain keen to get some marketing of graded cattle going and are happy to advertise for any of our clients here in the newsletter or on our website.

*The Coodardie (Northern Territory) bull sale was held on Wed. August 15th. 2018 with spirited competition for most lots forthcoming from local breeders. Given the current climate in the beef industry, the sale was very acceptable with only 12 of the 46 lots not sold at the sale. However, the

remaining lots have already had interest shown in them. As usual, the event was very professionally organised by the O'Brien family who continue to raise the bar in terms of hospitality.

*If any other clients are having sales etc. and would like me to put them in the newsletter, please let me know the details.

BREED OF THE QUARTER **BORAN**

The Boran originated on the Borana Plateau of southern Ethiopia in Eastern Africa. It was a common route that different breeds passed through as they migrated through to various destinations in Africa. The Boran developed into the dominant breed of eastern Africa and especially in Kenya.

There are different types of the Boran breed. The Orma Boran breed is the smallest of the Boran breeds, and smaller than the Kenyan Boran. The weight of the mature Orma Boran bulls ranges from 250 to 395 kg. On the other hand, average live body weight of the mature cows varies from 225 to 355 kg. The Kenyan Boran breed was developed from the Orma Boran, Borana and Somali Boran. Due to the size and well-developed hindquarters of the Kenyan Boran, it is differentiated from other Boran. The Kenyan Boran Cattle Breeders' Society (BCBS) have bred the "Improved Boran" since the turn of the century.

Whilst the genetic background of the Kenyan Boran is predominantly zebu, it also contains taurine background of two separate origins. A European-Near East taurine background of some antiquity and most likely also from recent crossbreeding and an African indigenous taurine background which is not found in any Asian zebu crosses such as Sahiwal or Brahman.

The Kenyan Boran cattle are usually white or fawn, with the bulls being darker with black points. Their great similarity to the American Brahman cattle is not without basis, as they are also descended from cattle from the western coast of India, only many centuries earlier than today's Brahmans.

The Boran itself is a very old breed that had its last infusion of 'new' genes in 700 AD. Therefore, it is not a synthetic or compound breed that has been crossbred in the last few decades. It has been bred as a pure breed for 1300 years. The importance of this to the commercial breeder is that the Boran will have much stronger hybrid vigour than modern compound breeds.

Today, Boran breeders have greatly improved the beef conformation of their animals, but they have never lost sight of the important qualities of the indigenous Boran.

Since 1951, the Boran Cattle Breeders' Society has been managed for strategically breeding Boran cattle in Kenya. As of 2008, there were approximately 454 beef ranches in Kenya.

The Boran was introduced into Australia by a team from the CSIRO in Rockhampton, who recognised the opportunity to introduce a tropically adapted breed into Australia that was unrelated to the Brahman. Embryos from Kenya were implanted into Australian-bred females in 1988 in the Cocos Islands. The first calves were imported into Australia by a consortium of CSIRO and Australian cattle breeders in 1990, after extensive quarantine testing.

The Boran is a medium-sized beef animal. They are recognised for their high fertility, good mothering ability, excellent temperament and great survivability under harsh conditions. Their early maturity and good meat quality will ensure their value in crossbreeding projects aimed at improving the productivity of Australian beef herds.

Boran cattle were found to be docile, highly fertile and productive. They showed a high resistance to pests and disease, and climatic and nutritional stresses. These qualities, and their extreme genetic differences from previously introduced breeds, made them an excellent candidate for herd improvement in Australia.

Characteristics

*The Boran is medium in size with a short head, small ears, loose dewlap and a large hump above the shoulders.

- * High fertility
- *Disease resistance
- *Quiet temperament
- *Quality carcass



*Early maturing

*They can be horned or polled.

*They vary in height from 114cm to 147cm tall.

*Bulls weigh approximately 500kg to 850kg.

*Cows weigh about 380kg to 450kg

*Their skin is loose, thick and extremely pliable for added insect repellence with dark pigmentation.

*They have fine short hair for heat tolerance.

*The cow has a well-carried udder with strong attachments and neat, small teats.

*Boran heifers reach puberty at an average age of 385 days.

*They are excellent mothers, who produce calves with potentially high weaning weights.

*She is a very protective mother that guards against predators, and will never allow her calf to get lost in the bush.

*Calving problems hardly exist.

*Calves at birth weigh an average of 28 kg for males and 25 kg for females.

*They have the ability to withstand periodic shortages of water and feed with an ability to walk long distances in search of water and feed and ability to digest low quality feeds.

The herd instinct of the Boran makes it easy to manage and survive in bush country. They will always stay together and can 'graze on the trot'. The well-developed beef conformation shows up in carcass appraisals. They present with a deep eye muscle and exhibit better marbling as a rule than most Zebu breeds. They usually have an even fat cover and a well-balanced ratio of hind to forequarter.

PREVENTION OR CURE.

As I mentioned in the editorial, I would like to discuss the current drought crisis in this country, or more specifically, the management of the overall drought issue. The comments I am making are not meant to be critical of what has happened in the past, or for that matter, is still happening in most cases, but to stimulate some more thoughts on how things can be done differently and more productively.

One of the frustrating things is that there are producers out there who are managing the seasonal fluctuations that are a part of nature very effectively and efficiently on their own enterprises, but others, and particularly decision makers, are continuing to do the same old thing. That is, to wait until the event, in this case drought, is well under way and then deciding to throw a heap of money at it. To add to that is the media jumping in and publicising the plight of those in need and encouraging the general community to contribute their support to the cause.

The support that we currently seeing for our drought-stricken producers is a great indication of the real Australian spirit and is to be acclaimed and acknowledged. While this is great and very well meaning and generous, it could also be seen as throwing good money after bad when there are long term, preventative measures out there and they are being successfully demonstrated by the more progressive producers.

At the very least, why can't those producers, who get caught in the same situation every drought, look over their boundary fence and see what their successful neighbour is doing and copy them? Their situations won't necessarily be exactly the same, but some small modifications to suit their property would not be difficult to make. Everyone will have their reasons (or excuses) for not putting into place plans to drought proof their properties. Most of these reasons are covered under the title of "too hard to change" when all the ifs and buts and excuses are sorted out. It is as much or more psychological than actual practical reasons. As I eluded to in the editorial, if we work with Mother Nature, she will look after us.

The other issue is around the fact that governments are notorious for band aid solutions and drought relief schemes are no exception. I guess there are more votes in throwing money at the situation

during or after it has occurred when there is value for the money spent in the politicians eyes because the media get on board and give it hours of air time. If all the drought assistance dollars were spent with producers to set up drought proofing programs on their properties before the event, then I am certain that those dollars would give a far greater return to the country's economy, especially in the longer term. Ultimately, the need for drought relief could become nearly non-existent.

There are several programs that could be put in place, depending on particular geographical region's needs, that if future drought relief money was invested in would prove much more beneficial than the current band-aid treatments we are seeing. Most of these programs are, as mentioned previously, already being used by some producers. Some of these programs in broad terms could include:

- a) If government were to provide grants or low interest loans for producers to, for example, clear land to the stage where it could be cut for hay or silage, that would certainly ease the financial burden for many. As I drive around, I see a lot of land where the scrub and trees have been fallen, and in some cases, windrowed roughly, but then left and regrowth has started and gradually that ground that could produce feed for sheep and cattle grows back to its original state. If that land was fully cleared, it would have the potential to produce enough hay and silage in a good year to provide enough feed to get through most drought situations.
- b) Other support, again through grants and low interest loans could be given to introduce water storage and irrigation infrastructure.
- c) Similarly, the same for fodder harvesting equipment and for harvesting contractors. Both the above could be a one-off cost and would save millions of dollars in the long term.
- d) I realise that not everyone has country that lends itself to irrigation or fodder conservation. What would be wrong with producers taking part in a share arrangement where in a good season, those who have range type country that can't be

cut for hay could agist the stock from a property that can cut fodder for storage so that more of the grass on that property be cut and then shared with the range land producer(s) for the agistment of their cattle when they were conserving the extra fodder.

We need to keep thinking outside our own paddock and working together to beat these times of more challenges.

Another now proven method of increasing feed production is by changing ones grazing management system. I have already illustrated examples of this in earlier newsletters so won't go into it in any great detail again here. Again, government could support this by assisting with additional water points and fencing costs.

One of the biggest challenges, especially for rangeland producers, is to increase the ground cover on their properties and this can be done with planned grazing systems. This then has the added benefit of covering the soil and reducing water loss from the soil through evaporation. I have added a photo we took on a recent trip though McKinley in Queensland. McKinley is between Winton and Cloncurry in Western Qld. and is currently experiencing very dry conditions. This photo shows the difference between grass that has been cut on the side of the road and that which hasn't been cut.

Whilst some may argue that water runoff is the reason for this result, it doesn't run that far off the road to cover the whole area cut by the road side slashing.



What this illustrates is that by cutting this grass, it has been encouraged to regrow and produce the now still green feed after a cut of hay has been removed. So, in essence, this area has produced at least one and half times more feed through cutting than it would have otherwise. The natural cycle of plants, as with animals, is to pro-create so when grass is cut during the early formation of its seed head it naturally tries to produce another seed head so is encouraged to grow more by cutting.

The added bonus is that the remaining grass is still green and contains a higher nutrient level as well as allowing a producer to carry their stock much later into the season and ultimately, if they do have to eventually sell, the stock will be in better condition and they will be often sold after most producers have well and truly sold their stock and they are selling into a market shortage.



There are millions of hectares of this type of country in Australia that could be better utilised for feed production with a small amount of capital investment. Certainly, I know that grass can't be conserved every year. Even if it is only once every 6 or 7 years, surely, we would be in front of where we are now.

We have to change our mind set about grass in much of this country and start treating it like a crop, not just something that grows to fill up space and because stock like it, we can use it to make a few dollars out of when conditions suit. We need to start helping make more conditions to suit by the way we treat our grass and go further than just doing things that are sustainable but introducing practices that are regenerative.

INTERRUPTING THE PATTERN

In the previous discussion, I focused on the more practical ways of preventing drought and a better utilisation of government funds. I hope that I can explain the following in a way that you can all use in a practical situation to suit your own individual goals etc. For any of this to happen, as producers, we need to want to change our way of doing things, or the patterns that we have inscribed in our minds, particularly unconsciously. At least 75% of what we do is done to patterns that we have installed in our minds throughout our lives, starting from the day we are born. Many of those patterns may have served us well when we were 5 or 10 or 30 years

old, but if we haven't changed them as our environment and circumstances have changed, then they probably aren't helping us as much as they were.

The fact that we are still doing what our fathers and grandfathers etc. were doing may be working with some areas of our enterprise, but not necessarily with all of it. I have heard and seen the responses from many producers when the words "fodder conservation" are mentioned. They treat them like the plague. Unfortunately, to ignore the changes that need to be made to improve their vulnerability to events like droughts is to have the same result as the plague i.e. death to themselves or their business in the worst case scenario.

We must ask ourselves what is it in the mind set of many of our stock producers (graziers) that they think that they don't or can't take steps to protect themselves against the vagaries of Mother Nature. Most of the livestock producers throughout other parts of the world do it. We could well take a leaf out of the books of temperate climate producers in Europe and in our own country. They don't have the severe dry spells that our country experiences, but they have a feed shortage EVERY year because of severe cold weather and they have no choice but to conserve fodder in the growing season to ensure their stock survive no feed times. I know it is difficult to change our patterns when they have been ingrained in us for generations. However, most people don't seem to have had that much trouble adapting in many other areas over the last 50 – 60 years to the many technological changes that we have experienced such as watching TV or mobile phones, social media etc.

The following may be useful in assisting with interrupting your patterns that aren't working as well as they once did for you.

As I stated above, well over 75% of everything that we do is done to a pattern. That is, a strategy that we can repeat at will and often without consciously thinking about it e.g. getting dressed, combing our hair, eating etc. Stop and think about any of the everyday things that you do and you will see that usually you do them in the same sequence.

What happens when something that you are used to doing in a certain way can't be done in that way or you know that it is not working as well as it once was and you need to get better outcomes? How do you feel?

This can apply to activities, behaviours etc. that we like doing as well as those that we don't particularly like. Something stops us from doing the things we don't particularly like differently. Try lack of motivation or even more so, "Fear" of a range of things. Pattern interrupt refers to finding a unit of repetitive behaviour or actions that we do and interrupting them – i.e. moving from an intense negative state to a neutral state.

It means "breaking state" or moving out of any state into a more neutral or, even positive state.

We all probably have several patterns that are not helpful for us anymore even though they probably once were. When something is affecting our lives in an unproductive way, there will be patterns around that dysfunction that is affecting our lives at that time.

If we can break the pattern, that is one thing. However, we may still have a range of other negative patterns around the issues that are also affecting our lives.

Telling someone to just stop doing something that they are not comfortable with usually won't work when the person has been doing it for a long time. After all, if they don't like doing it, they would have stopped sooner if they could.

Ask them (or yourself) if they enjoy doing what they are doing?

Then ask if they (you) had a choice, would they do it differently?

If so, what choices do they (you) have?

If the answer is in the negative, then reaffirm that they(you) are not comfortable where they (you) are and can they (you) remember seeing someone else doing something that they (you) would like to do or maybe a movie where someone was doing something they (you) like or would be a good option for them (you).

While you are doing this, you can affirm yourself by saying something like: "you know there are other ways you can do this and even if you don't know right now what it is for yourself, you know there other ways to do this activity and you have seen others doing it because you know you can do things differently when you are ready and you will know what those things are."

One of the most subtle and useful ways to interrupt your pattern is to identify your lead representational system or what the sense you are

usually working in is. If you are thinking about how you have been doing things by seeing the pictures in your head of what you need to do to change and are not getting anywhere by seeing those pictures of the change, then start talking to yourself about how you could make the change and hear your voice telling you there are other ways to do things.

I have discussed our senses in earlier newsletters and how they are what we take in to our minds our concept of the world as well as how we learn and experience everything we do. We are also individually dominant in one sense and that is generally the sense that we operate in most of the time. Hence, if you are visually dominant, you will be able to visualize what you are doing, have done and would like to do in the future. If you are not getting the change you want using your dominant sense then change and see what it would be like to have the change told to you, or worked out or how will you feel differently when you make the change compared to how you feel now.

Once you have done this, you will become aware of this by the way in which you see, feel or think differently about the situation. If you are feeling depressed, angry, frightened etc, then maybe you can move from the kinesthetic (feeling) system to visual by asking yourself what colour your anger or depression etc. is. At the same time, you can change your voice tone, speed and volume. If the you are in your kinesthetic system, you will have been talking fairly slowly and more deeply. To go into visual, speed up your voice and make it a few octaves higher and of course, start using visual internal images rather than kinesthetic ones.

Once this happens, you will probably find that you may well start finding other choices.

Thank you for your continued interest in our newsletters, our website and our book. Please feel free to order one of our books and become familiar with the CLMS system and the directions we are taking in the overall scheme of animal and food production for human consumption

PLEASE FEEL FREE TO CONTACT US ABOUT ANY ITEMS IN THIS NEWSLETTER, ON OUR WEBSITE OR IN OUR BOOK. WE WELCOME PRODUCER INPUT AND INTEREST AND WANT TO INVOLVE YOU IN WHAT WE ARE DOING.

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