

ACCREDITED SCANNERS FOR AUSTRALIA & NEW ZEALAND

Name Expiry Date Accreditation Number	Telephone/Fax/Email	Address	Accredited Traits
BILL AUSTIN 31-Jul-2011 1036	Tel: 03 685 5856 Mob: 0274 100 377 Fax: 03 685 5859 Email: austinshorthorns@xtra.co.nz	761 MT NESSING ROAD R.D. 14 CAVE SOUTH CANTERBURY 7984 NEW ZEALAND	Fat: Yes EMA: Yes IMF%: Yes
MAX BOWMAN 31-Jul-2010 1026	Mob: 0427 495 473 Email: max.bowman2@gmail.com	PO BOX 326 BALNARRING VIC 3926 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
LIAM CARDILE 31-Jul-2010 1033	Tel: 02 6036 3797 Mob: 0409 572 570 Fax: 02 6036 3797 Email: lmcardile@bigpond.com	"BETHANA" HUME HIGHWAY HOLBROOK NSW 2644 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
DARREN CLEWS 31-Jul-2010 1040	Tel: 08 9831 0801 Mob: 0407 144 448 Fax: 08 9831 0801 Email: dazaclews@bigpond.com	PO BOX 283 KOJONUP WA 6395 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
NICK CORBET 31-Jul-2010 1024	Tel: 07 4923 8100 Fax: 07 4923 8222 Email: nick.corbet@csiro.au	CSIRO LIVESTOCK INDUSTRIES PO BOX 5545 ROCKHAMPTON MAIL CENTRE QLD 4702 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
ROGER EVANS 31-Jul-2011 1018	Tel: 02 6761 5991 Mob: 0427 102 258 Fax: 02 6761 5992 Email: nrevans@border.net.com.au	PO BOX 3395 TAMWORTH NSW 2340 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
BEN GLATZ 31-Jul-2010 1013	Tel: 08 8766 0180 Mob: 0407 712 455 Email: blackangus@internode.on.net	PO BOX 549 LUCINDALE SA 5272 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
JIM GREEN 31-Jul-2010	Tel: 02 6029 6146 Mob: 0402 003 137	PO BOX 111 CULGOA	Fat: Yes EMA: Yes

1006		Fax: 02 6029 6125 Email: jpmagreen@bigpond.com	CULCAIRN NSW 2660 AUSTRALIA	IMF%: Yes
MATHEW HANN 31-Jul-2010		Mob: 0437 602 495 Email: mhann2@bigpond.com	PO BOX 564 LONGREACH QLD 4730 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1034				
PAUL KENNY 31-Jul-2010		Tel: 07 5437 0020 Mob: 0413 702 919 Email: bulls@virginbroadband.com.au	4 OAKWOOD STREET CALOUNDRA QLD 4551 AUSTRALIA	Fat: Yes EMA: Yes IMF%: No
1039				
GEOFF MONCRIEF 31-Jul-2010		Tel: 03 5157 7567 Mob: 0408 034 823 Fax: 03 5157 7567 Email: vicscan@wideband.net.au	685 LOWER GOON NURE ROAD BAIRNSDALE VIC 3875 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
19				
DAVID REID 31-Jul-2010		Tel: 07 4164 5690 Mob: 0427 102 257 Fax: 07 4164 5680 Email: d.j.reid@bigpond.com	17 OLD TAABINGA RD KINGAROY QLD 4610 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1011				
STEWART ROBERTSON 31-Jul-2010		Tel: 03 5592 5150 Mob: AUS: 0409 927 697 NZ: 021 375 685 Email: stewartr007@yahoo.com.au	18 TERANG ROAD NOORAT VIC 3265 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1032				
LONNIE STONE 31-Jul-2011		Mob: 0428 641 409 Email: nrevans@bordernet.com.au	PO BOX 3395 TAMWORTH NSW 2340 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1041				
PAUL WILLIAMS 31-Jul-2010		Tel: 07 4923 8100 Fax: 07 4923 8222 Email: paul.williams@csiro.au	CSIRO LIVESTOCK INDUSTRIES PO BOX 5545 ROCKHAMPTON MAIL CENTRE QLD 4702 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1023				
MATT WOLCOTT 31-Jul-2011		Tel: 02 6773 3979 Mob: 0418 961 890 Fax: 02 6773 3266 Email: mwolcott@metz.une.edu.au	AGBU UNIVERSITY OF NEW ENGLAND ARMIDALE NSW 2351 AUSTRALIA	Fat: Yes EMA: Yes IMF%: Yes
1012				

Note: Scanners are re-accredited at regular intervals. The expiry date listed under each scanner's name indicates when the scanner is due for



OH&S NOTICE

CQLX SPECIAL / STUD SALE VENDORS FORM

Purpose: An Occupational Health and Safety Notice Acknowledgement Form to be read, acknowledged and adhered to by all livestock vendors that are involved in and/or handle their livestock during a sale. This notice applies to Special Cattle or Stud Cattle Sales held at CQLX.

Safety Notice Particulars: Before commencing a sale the person conducting the sale will be required to inform vendors in attendance of the specific safety rules governing the sale. Such Sale Safety Rules include the following information:

Yard Areas:

- o Vendors that assist with animals to and from the selling ring area, have restricted yard access limited up to laneway areas immediately outside & inside the selling ring (i.e. selling ring, inward and outward laneways). As well as feeding and washing of bull in their pens or wash bays.

Emergencies:

- o in the event of an emergency Vendors are to move immediately to designated emergency assembly points (as announced over the Public Address System);
- o at the assembly points await further instructions;

General Rules:

- o vendors must observe all safety signs at all times;
- o do not enter areas that are prohibited;
- o follow request of agents at all times;
- o follow the directions of Saleyard employees;
- o children under 16 years must, at all times, be accompanied by an adult;
- o note that the complex is a smoke free zone;
- o refrain from inappropriate behaviour which could place self or other persons at risk; and
- o report any accidents, incidents or near misses which have, or could have, caused injury to a person or damage to plant or property.

I of

(Vendor Name – please print)

(Company Name)

Address:

Contact Phone No:

declare that I have read and acknowledge the above OH&S Notice, and declare that I will abide by the rules and policies stated therein.

Signed: _____ **Date:** _____

CQLX

Central Queensland Livestock Exchange



Stud/Special Sale Feeding Information

Vendors requiring feed will need to go to the bottom hay shed between the following hours:

MORNING: 5.30AM – 7.00AM

AFTERNOON: 4.30PM – 6.30PM

FEED WILL NOT BE AVAILABLE OUTSIDE THESE HOURS

CQLX is not responsible for feed once it is in the vendor's possession.

- Vendors are responsible for feeding their own stock
- Vendors are responsible for feeding their passed in stock (should there be any)
- Vendors **ARE NOT** to move passed in cattle from their delivery pen without notifying the delivery agent prior to doing so.
- Under **NO** circumstances is bedding hay permitted in Austadium (charges will apply for its removal if this instruction is not observed.)

HAY RACKS

A limited number of square and round bale feeders are available for hire on a first in first serve basis during stud/special sales. Should vendors wish to book racks they can contact the CQLX Office on 07) 49 317 300.



Cattle Tick Preliminary Treatment Declaration

Stock (Cattle Tick) Notice 2005, Section 14

The department is authorised to collect information, including personal information provided on this form under the *Stock Act 1915*. DPI&F will use the information collected on this form to validate the eligibility of stock for official inspection and treatment for cattle tick. The information collected will only be used for the purposes for which it has been provided and may be disclosed to other areas of DPI&F or approved persons as defined under the *Stock Act 1915* in order to assist DPI&F in its regulatory functions. Unless otherwise identified in this notice, your personal information will not be disclosed without your consent unless it is required or authorised by law. Any personal information you provide will be treated in accordance with DPI&F's Privacy and Security Statement located at http://www.dpi.qld.gov.au/cps/rde/xchg/dpi/ns.xsl?EN_A_HTML.htm

Owner of Stock Details

Given name/s

Family name

Address of place

Postcode

Telephone

 ()

Property identification code (PIC)

Preliminary Treatment Details

The stock fully and accurately described on the approved waybill or alternative waybill* (cross out whichever does not apply)

numbered _____, have received preliminary treatment using:

Name of approved chemical Date of preliminary treatment application / /

applied by: Spray Pour on Plunge dip Injection

Name of approved chemical Date of preliminary treatment application / /

applied by: Spray Pour on Plunge dip Injection

Certification

I declare that:

- I am the owner# of the stock described fully and accurately described on the waybill or alternative waybill;
- The stock described have undergone the preliminary treatment specified above for cattle tick so that they can reasonably be expected to be tick-free when presented to an inspector or approved person;
- The information provided by me on this declaration is true and correct; and
- The drover of the stock will provide this completed Preliminary Treatment Declaration to an inspector or approved person at the clearing facility.

Full name of owner (Please print)

Signature

Date

 / /

Owner as defined under the *Stock Act 1915*

* Alternative waybill means a national vendor declaration (NVD) waybill or other waybill or other document (however called) completed under a law of another State that complies with, or substantially complies with, the requirements of the approved form for an approved waybill.

Note

1. There is a regulatory requirement for primary host species of stock (cattle, buffalo and deer) to have received preliminary treatment for cattle tick prior to presentation for clearance inspection. The preliminary treatment must be to a standard that should ensure stock are tick free when presented for clearance.
2. The chief inspector of stock has stipulated the following intervals from the last preliminary treatment within which the stock can be presented to an inspector or approved person:
 - approved chemicals (acaricides) by spraying or plunge dipping - a minimum period of four (4) days and a maximum of seven (7) days;
 - approved chemicals (endectocides) [Macrocyclic lactones that have a full claim for the control of cattle ticks] by injection or pour on - a minimum period of six (6) days and a maximum of nine (9) days.

For a list of approved chemicals, please contact the DPI&F.

DROUGHTMASTER MARKETING

(Adapted and reprinted with the kind permission of Keith Evans)

Volume 6

Developing a Customer File

Indispensable for your marketing tool kit is a customer file. It can be very detailed, or it can be as simple as maintaining a list of every person whom has bought cattle from you. I recommend as much detail as possible. The best customer files include the following:

- ◆ Name, address and telephone number of the person or firm.
- ◆ Whether customers are members of the breed society. If so use their official membership name as well as individual's name.
- ◆ First names of spouse and children, even their birth dates if you are willing send birthday greetings to them.
- ◆ Name and complete information of the herd manager, if it is different to the owner.
- ◆ All purchases made from you, along with the date, name of animal and amount paid per head.
- ◆ Breeding of the bulls purchased to help commercial producers avoid inbreeding.
- ◆ Directions to the farm or property to help you make deliveries and herd visits.
- ◆ Detailed information on potential customers and the type of cattle they raise. These can be people you know personally or names gleaned from sales reports.

The uses of this kind of file are many. Certainly it is essential for any kind of direct mail program. It makes an instant invitation list to encourage people to visit your farm when you are the host of a field day or when you have some other event, like a tour, stopping at your place. You are ready for visitors, so you might as well invite customers as well.

The file tells you when it is time for customers to purchase bulls, and what they are willing to pay, or at least what they have paid in the past. I have known people who keep each customer on a file card, but the computer is the obvious place to store this kind of information. If you do, make sure you print out a list regularly. A computer crash could destroy the permanent file. Most businesses consider their customer records to be the most valuable asset they have. They keep updated copies in a safe place.

ESTABLISHING A MARKETING BUDGET

Without a marketing budget you are a bit like a man digging a ditch without any notion of how deep it should be. He is never sure when he should stop digging down and start moving toward the goal.

Without a marketing budget you may find yourself out of money before you reach your sales goal. There is no firm rule for setting a marketing budget. But here are three ways for you to consider:

- ◆ Do what others are doing. If it works for them, it may work for you.
- ◆ Allocate a percentage of your gross sales of registered cattle.
- ◆ Decide what you need to do and allocate that amount for your budget.

More than likely you will use some combination of these three. The important thing is to establish a budget and invest it wisely.



DROUGHTMASTER BREEDERS' SOCIETY

NATIONAL SALE WEBSITE

Cost to vendors is \$60 + GST

1. Vendors are required to send **1 photo per email** to: andrew@cattlemarket.com.au
2. This email should include the name of the animal and Lot number.
3. We will include the Pedigree - this does not have to be supplied.
4. Vendors can send photo information & blurb

Vendor information may also be sent in and can include:

1. Blurb & 2 additional photos... all of which should arrive in 1 email.
2. This blurb will form part of their own "Vendor Information page"
3. The blurb can be supplied at any time.

Whilst most information will be uploaded to the site within 24 hours, however there may be a delay of up to 72 hours due to a large amount of uploads at times.

Additional Charges of \$30 + GST may be applied if we are sent incorrect information/photos which require us to update the site.

NSQA Stock Feed Approval Statement

Certificate No:	Supplier:	Date of Supply:
Description of Stock Food:	Quantity:	
Intended Use/Purpose:		
<p>I/We.....(name of supplier) declare that the above described stock foods are free of unacceptable chemical residues (above National Health and Medical Research Council standards), free of physical contaminants and suitable for the intended purpose.</p>		
Signed:	Date:	

ULTRASOUND SCANNING REQUEST FORM

FAX – BACK before 5pm August 27th

Droughtmaster Society - 07 3878 1569

**I would like to have my bulls ultrasound scanned for fat and eye muscle area at the
Gracemere Saleyards prior to the sale.**

Stud:.....

No. Bulls.....
