



A division of Agricultural Business Research Institute
University of New England
Armidale NSW 2351

FREECALL: 1800 111 637

Tel: (02) 6773 3310 Fax: (02) 6773 3950

Email: sales@saltbush.une.edu.au

Website: <http://saltbush.une.edu.au>

Saltbush Hours: 8.30am - 5.30pm Monday to Friday



We love to hear from our clients, so if you have a story you think others might like or get a laugh out of please send it through to us and we will print the best ones in our next edition.



**SALTBUSH ONLINE SUPPORT
24 HRS A DAY | 7 DAYS A WK**

With a current support agreement you will have access to our online system that will allow you to download the latest program updates, gives you answers to frequently asked questions, tips for getting the most out of your package and allows you to search a database full of tip sheets and suggestions. To learn more about the SOS system, visit our website today.

<http://saltbush.une.edu.au>

YES! Please send me further information about the following Saltbush Software.



Tick the product you would like more information on and return to:
Saltbush Agricultural Software
University of New England
Armidale NSW 2351

NAME _____

ADDRESS _____

TELEPHONE _____ EMAIL _____

Visit our website: <http://saltbush.une.edu.au>

Saltbush Agricultural Software Newsletter

APRIL 2006 | ISSUE 1 VOLUME 10

New and Enhanced Products

After four years of development, Saltbush Software is about to launch an exciting range of new and enhanced products at major events throughout the country. These events include Beef 2006, National Beef Expo (Bendigo) and Primex Casino. The new products maintain the position of Saltbush as the preferred supplier of stud management software while introducing a range of new systems for commercial cattle producers.

ABRI Managing Director, Dr Arthur Rickards says that traceability of cattle and its implications for quality assurance has emerged as the Number 1 agribusiness issue in the global beef industry. Australia's NLIS is providing a national ID system which forms the platform for Saltbush's three new products.

HerdMASTER has been the dominant herd management software for stud breeders in Australia. In fact, mainly due to HerdMASTER the Brahman Association receives around 95% of performance records electronically. Saltbush Software, the PC division of ABRI has now created a lower-cost version called HerdMASTER Commercial for commercial producers who want to record and manage their cattle based on performance and interface with NLIS as well.

The second product in the family is **RaceMATE**. This is a simple and practical program to help commercial breeders to

meet their recording and data transfer requirements with NLIS. RaceMATE is available in two versions. RaceMATE Lite costs only \$330 and is designed for herds of up to 300 head. Larger herds will be very interested in the release of RaceMATE Commercial. This is in use by MDH Ltd on 35,000 head at present and this will be increased to cover the entire herd of 150,000 head running across 12 properties.

JASMaster is the third member of the new range of software. It permits capture and transmission of the detailed data required to achieve compliance with the Japanese Agricultural Standard (JAS). JASMaster is available in an on-farm version for individual producers who are part of a strategic marketing alliance that is seeking JAS accreditation. A JASMaster Corporate version of the software is being developed for application in feedlots, abattoirs and live exporters. One of Australia's leading suppliers of premium beef to the Japanese market

is Security Foods which has worked closely with Saltbush and ABRI to develop the functionality required in JASMaster Corporate. Using software based on this functionality, Security Foods recently achieved JAS accreditation for the whole of its supply chain. This is an important step in being able to achieve price premiums in the Japanese market.

All of Saltbush's new products use efficient methods of electronic capture of NLIS ID's and weights in the yards and fast transmission of data to third parties.

Check them out at one of the upcoming trade shows or contact our office on **1800 111637** for more information.



A Young and Dynamic Team

Based around the long-term core team of Conrad Mouton, Cody Wilson, Cory Wilson, Brad Scott and Sara Black, Saltbush has built an enhanced team to support our new products.

Our new support team includes Donna Bragg, Robyn Blanch and Nick Mouton.

We have also welcomed on board a new programmer (Bill Forsyth) who has many years of commercial experience and Kylie Bailey has been appointed as Marketing Manager.

New Marketing Manger and Marketing Campaign

Saltbush Agricultural Software is pleased to announce the appointment of Kylie Bailey to the position of Marketing Manager.

Kylie brings with her a wealth of knowledge of rural livestock industries as well as event coordination, marketing and advertising experience. Kylie has moved to Armidale to take up this position previously being the Assistant Manager of The Crossing Theatre in Narrabri as well as running her own livestock promotions company and a stud beef cattle operation.

Kylie will be heading up the Saltbush marketing team at Beef Australia 2006.

Contact Kylie on 02 6773 2407 or kylie@saltbush.une.edu.au

'the welcome addition of Kylie to our team has given us a fresh approach to our marketing and sales efforts'

Saltbush Manager, Conrad Mouton



The Saltbush Team



Getting to know the staff

NAME: Cory Wilson

POSITION: Technical Support Manager

FAMILY STATUS: Married (Fiona)

EDUCATION: High School

EMPLOYED WITH SALTBUSH: 6 Years

HOBBIES: Horse Racing, Cars, Rugby and Golf

OTHER INTERESTS: Technology

WHAT DO YOU ENJOY MOST ABOUT YOUR JOB: Dealing with people both nationally and internationally.

Government Subsidies – NLIS Software and Readers

RaceMATE comes in 2 versions to cover all sectors of the market. RaceMATE lite is for single smaller herds. RaceMATE Commercial is designed for larger herds that require more management information and may run cattle over a number of properties.

Victorian beef producers and dairy farmers with 50 or more adult cattle on their properties from July 1st 2005 are eligible to apply for a grant equivalent to 50% of the purchase price of scanning and associated software up to a maximum of \$500 per producer. This can be used for purchasing RaceMATE.

NSW Government has offered a subsidy of up to \$500 as well but it is limited to the purchase of reading

equipment such as scanners. Queensland has also welcomed the announcement by the Commonwealth Government for \$5.3million additional funding for the NLIS. Of this \$2.62 million has been set aside for rebates to producers for purchase of NLIS readers after 1st Jan 2005. Exact details are yet to be finalised so for more information contact the Qld DPI & F.

Victorian producers can claim up to \$500 on Saltbush software used for NLIS.



HerdMASTER in Canada

In February/March this year Cory Wilson was joined by two staff of the Canadian Angus Association (CAA) to give a series of workshops on HerdMASTER and use of Internet Solutions – a web information system installed by ABRI for CAA. This tour was a great success with 95% of attendees ordering HerdMASTER.

Training and Information Days

Saltbush is looking to conduct a number of training days throughout the country in the coming months. We are currently putting together a range of dates and packages. If you would like to have a workshop or information day in your region please contact Kylie Bailey on (02) 6773 2407.

Come and see us at the following Major Beef Events:

Beef Australia 2006

ROCKHAMPTON QLD

1–7 May 2006

Site 12,14 in the Durack Pavilion



National Beef Expo

BENDIGO VIC

19–21 May 2006

Site 32 in the Osborne Pavilion



Primex

CASINO NSW

15–17 June 2006

Site 8 in the Livestock Pavilion

