Industry leaders were given the first chance to see the new programs from ABRI and Saltbush in Brisbane in late May.

In 2001 ABRI received a grant from the federal government as part of the ‘Backing Australia’s Ability’ initiative to develop software that covers traceability of livestock, on farm recording, quality assurance, genetic improvement and integrates corporate database systems with internet information systems.

Three of the new programs that were showcased at the Brisbane event were RaceMATE, JASMaster and HerdMASTER.

RaceMATE is a simple and practical program which allows commercial producers to meet their obligations for recording requirements and data transfer for the NLIS. It is available in 2 versions, from small producers to larger multi property enterprises.

JASMaster was designed for compliance with the Japanese Agricultural Standard (JAS) accreditation which calls for advanced and complete traceability.

HerdMASTER has been well received by stud producers, so a commercial version has been developed to allow producers to manage their cattle based on performance. This program also interfaces with the NLIS database.

With an encouraging and powerful testimonial from Zander McDonald, MDH Pty Ltd, guests were given real life situations and requirements that led to the development of these programs.

MDH Pty Ltd currently has 40,000 head recorded on the system and as older breeders are replaced all 160,000 head running over 11 properties will be on the system. ‘We wanted a system that records calving dates, sex, animal treatment history, paddock or property movements, vendor declaration information, basic average daily weight gain and pregnancy history and gives real time crush side information so that every time cattle were put in the crush their individual life story was also there on the screen’.

Mr McDonald concluded his presentation with ‘We will be seeking a premium for our product, by being one of the only companies able to give real, whole life traceability on all of our herd’.

NEW Update CD available now for all current SMA clients.

EquiMASTER Version 4

During the last year we have rolled out the new version of EquiMASTER Version 4.

Saltbush has spent a lot of time developing and enhancing the EquiMASTER program. Some of the enhancements we have included in the new version are the ability to email invoices to owners, to save and export reports out to other packages (eg Word or Excel), to store photos of horses and foals, to directly export to Australian Studbook Book (ASB) for service date declarations, and to age financial information to a certain date.

We have also separated the owner and horse screens, so you can now have both horse and owner screens open at the same time, and we have given you the ability to have more than one of the same screen open (eg multiple horse screens). These are just a few of the new enhancements that are in the new version.

Saltbush is also just about to start Version 5 of EquiMASTER which is due to be released in February 2007. If there is some functionality that you would like to see in this version of EquiMASTER please give us a call on 1800 111 637 or send us an email to support@saltbush.une.edu.au with your requests.
Field Day Report

Attendance at four major field days has been a significant part of Saltbush’s recent promotional drive. Attending the biggest beef event in Australia in Rockhampton in early May saw Kylie, Cory and Conrad take our range of current and soon to be released products to the consumers. The field day was a huge success with a number of producers purchasing at the field day to receive the 10% discount that applies to all field days attended by Saltbush in 2006.

Next on the calendar was the inaugural National Beef Expo in Bendigo, Victoria. Kylie and Conrad made the trip south to advise producers of the commonwealth govt grants and rebates available to them to purchase electronic readers and applicable software. It was encouraging to see that most of the visitors to our site were new clients looking to invest in, and understand the electronic future of beef production.

Our third event was the annual Primex field days held in Casino, NSW. Kylie and support staff member Robyn spent the three days busily taking producers through the range of products with incredible interest in the new product, RaceMATE Lite. With many smaller producers in this area as well as dairy calf raisers this package will inexpensively cover all of the producers NLIS responsibilities. Saltbush once again sponsored the beef cattle section of this event. Being a major part of this gives good exposure to our company with a crowd of around 100 looking on during the judging.

More recently Kylie attended the Small Farms Field days in Mudgee NSW. This was the first time Saltbush has attended this field day and it was targeted specifically for our new product RaceMATE Lite. The target audiences for this field day are those producers that have smaller acreages and run a diverse range of enterprises. On return from this event Kylie commented that interest had been good particularly on Friday, however the weather on the Saturday had decreased overall attendance with few wishing to brave the pouring rain and wind to attend the field day.


International Trips

Cory Wilson recently took a trip to Thailand to visit the many Herd magic users we have and convert them over to the HerdMASTER program. This trip was successful in that a majority has acknowledged the superior system HerdMASTER is and converted immediately.

In August Cory will head back to Canada to follow up on the trip he took in February as well as look into more opportunities for business expansion.

Training day requests have become a reality

In the next few weeks you will receive an invitation and draft itinerary of HerdMASTER workshop dates to be run throughout the country over the next few months. A number of clients have given us ideas on what we should cover in these workshops and so we have set up 2 single day workshops.

One will be an introductory course for new clients or beginners and the second to be run on the following day will be advanced for clients that know their way around the basic functionality but would like to be able to do more advanced things such as their own sale catalogues. We are also looking to get FarmBis funding to decrease the cost for participants. We love to hear from our clients so if you have any suggestions give us a call or drop me an email kylie@saltbush.une.edu.au

Advertise with us

After a request from a client in regard to advertising their stud through our newsletter we decided we would open it up to everyone. We have come up with the following advertising opportunity.

- Advertise in our quarterly newsletter with a business card size, mono advert for $110pa (incl GST). - That’s just $27.50/edition!
- Advertise anything from your stud, annual sale, sires standing, or anything as long as you have a current support agreement with us.
- Bookings and space will be limited so call us now to avoid disappointment.
- To book your space call Kylie in the office on 1800 111 637