

# Hancock Kidman

## *Making us the best Cattle Company*

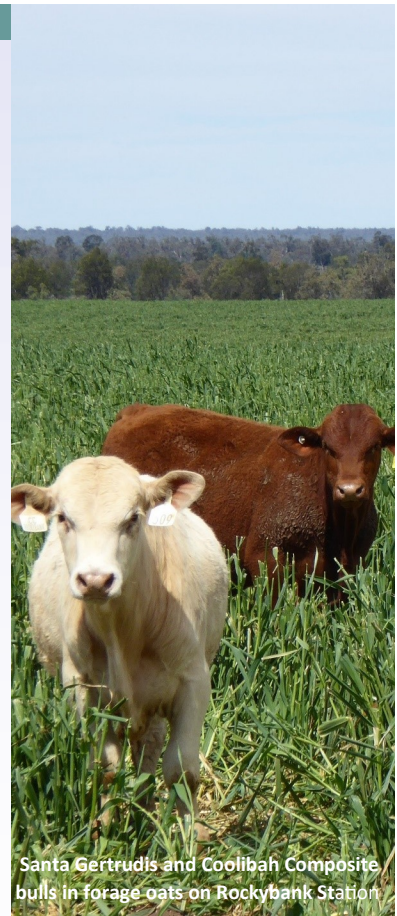


Beef week also incorporated butcher & cooking masterclasses and

The start of May saw an estimated 100 000 stakeholders of the Beef industry converge on Rockhampton for the 11<sup>th</sup> Beef Australia Beef Week, marking 30 years since it began in 1988. In total this year's Beef week had over 500 commercial trade fair exhibitors and judged close to 4000 cattle, from over 30 different breed varieties. There were plenty of breed societies amongst these exhibitors showcasing some of their best bulls. Santa Gertrudis Breeders Association of Australia were one of these exhibitors, whom also proudly promoted the Sidney Kidman Santa Gertrudis brand at their site for the entire week.

There was a large presence from MLA who showcased the future for the beef industry including drone technology and carcass cameras which will give the ability to objectively grade bodies in an effort to remove human error and drive increased return to the producer.

a Celebrity Chef restaurant showcasing some of the country's best beef cooked by some of the world's best chefs. 2GR, our premium Fullblood Wagyu was showcased at one of the cooking classes and also on the menu for one night of the Celebrity Chef restaurant. The celebrity Chefs who were lucky enough to work with the amazing 2GR product were Curtis Stone and Ben O'Donaghue, who presented an epicurean meal of chuck tail flap, cheeks, brisket and hanger steak cooked in American style barbecues. The positive feedback from all who attended was overwhelming.



Santa Gertrudis and Coolibah Composite bulls in forage oats on Rockybank Station

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Santa Gertrudis cattle at S. Kidman & Co Pty Ltd Naryilco Station, Qld

## Message from Your Chairman

Dear Hancock and Kidman station team members and farms,

I hope all is well for you and your families on your stations and at last the improvements we've tried on various stations are reaching you, I've been very keen for them to help you, and help with operations, staff safety and our cattle.



The quarter has included visits with some station managers, a wonderful launch in April in Brisbane (at my Brisbane home) of our Santa Gertrudis 100 days grain fed, this followed one last quarter in Adelaide, plus the most recent Kidman board meeting in our head office in Adelaide.

The Kidman board members and CEO whilst in Adelaide also attended my address at the American Australian Chamber of Commerce for its 50 years, ([www.hancockprospecting.com/Amchamaddress](http://www.hancockprospecting.com/Amchamaddress)) plus attending the 90th birthday celebration of the Royal Flying Doctor Service, for which Kidman is a major partner and sponsor, and which will see the flying doctors first jet delivered later this year for the South Australia and Northern Territory region.



We look forward greatly to this being available, given will reduce by approx half the time to get to patients, and similarly patients to hospital when required. Plus give a more comfortable and smoother ride. Thank you to all who took part in making the Kidman meat pies for the Royal Flying Doctor Service, to say they were a success is an understatement! A person from one of our tables went around all the tables and noticed there wasn't one single Kidman meat pie left! I went to see if any more and was able to get another plate of the pies, and on way back to table, several people asked for them!

As always, was a good Kidman board meeting, and I continue to be impressed with the cooperation and enthusiasm of our partner, and board member, Mr Gui. It would be good if cattle prices had not dropped around 25% ! And we hadn't also had lack of rain for some of our stations. These factors have affected our results, and mean we will unfortunately be delaying some of the increase we had hoped for in shading, but there's still a budget for more shading in calving paddocks and an extra budget, albeit reduced, for shading for troughs and nearby, just 2 more per station. This will also give stations managers time to check if slatted shading over part only of the troughs and full shading on part of immediately adjacent piping, to encourage cattle away after drinking, is satisfactory to avoid bunching, and to avoid leaving the less sturdy cattle, trough deprived. We look forward to your views of this trial.

Board members and I are especially pleased to see the new safety committee set up, with a station rep, Rick Ford, plus 2 GM's, George for Hancock, and Paul for Kidman, and with the safety officer, Richard, reporting to this committee. In turn, George will report to Hancock Ag Exco when required, and Paul to CEO, and where necessary, the Kidman board. We can improve safety with your contribution and help, and, we must improve safety.

## Message from your Chairman

In this quarter as many would know, a young member of our team, fell off a horse onto a stake, we're very grateful to all who helped him to save his life. Infection unfortunately took hold, and he lost part of his leg. It's very important antibiotics, not expired, are kept on stations, and quickly taken as a precaution, assuming there's no known history of allergy, (for instance, some people can be allergic to penicillin) even before the Royal Flying Doctor Service attends, should there be an open wound of significance. I asked email details of one of Australia's best infection doctors, Clay Golledge, if you didn't receive this, please follow up, as too often it's thought GP's or surgeons are experts in infection, when they are not. Infections must be treated urgently, as they multiply, and, preferably not conservatively, as some non-experts may advise. If you don't have current antibiotics on your station, please ask safety officer Richard to assist.



Did you know that working with horses makes up approx 30% of all reported injuries at Kidman?

We are targeting a 0% injury rate. Over the last 3 months we have already seen positive results with Durrie and Durham Downs having a total recordable injury frequency rate of zero and Naryilco and Innamincka improving. It takes each of you to achieve safety improvements.

We have also set up a technical improvements and innovations committee, with similar members, Rick, George and Paul, across the stations, which may soon have an additional member, given arranged for funding of \$5 million, from a cattle association we belong to, to contribute towards this.

In my AMCHAM speech, celebrating 50 years of Amcham, I also raise the issues regarding new extra environmental legislation. The most recent example of this is the Queensland Native Vegetation Act, which reduces usable arable land a property owner, farmer or pastoralists can use, and puts in place even more red tape and bureaucracy that means farmers and pastoralists not only have less land to use but have to spend even more of their time in the office doing paperwork for government and not farming.

As farmers and pastoralists, we are under pressure from Governments everywhere. Too many are reluctant to reduce taxes, some are putting in more red tape like Queensland and others like the WA Government who want to build more national parks such as in the Fitzroy River region, which if implemented near our stations, will not allow us to use water to grow crops and expand cattle production. Let's hope, and suggest, given in an average year the water that flows uselessly to the sea from the Fitzroy is enough to fill SYDNEY harbour 14 times!! that a more reasoned approach prevails, and more national parks are added near the coast, not upsetting stations.

Yet, while increasing red tape, they send increasing missions and other expenses to encourage greater trade! They firstly need to make Australia attractive to investment and economic growth, like President Trump has done successfully, slashing both tape and taxes.

During the RFDS gala, I was told that the PC24 jet, due to arrive late this year, which will be the first for RFDS and will cut down travel times, further improving the RFDS medical retrieval service, may not be able to be used until March 2019, thanks to CASA, ie red tape. I was sitting next to a cabinet minister and upon finding this out, immediately asked for his assistance, to enable this well known to Australia, manufacturers plane to be used to benefit patients immediately.

## Message from your Chairman

Looking forward to our stations and farms book coming together. We thought the title should be, "Things We Love, a collection of recipes and stories from the Hancock and Kidman pastoral properties ". Hope you like, what I've seen so far from a few entries, I think our book should be fantastic!



There aren't any rules, it's just all about delicious recipes, and station life, farm life too, please send them in. If you know how to cook the perfect piece of steak and have the best accompanying side dishes, please send that in, multiple entries welcome! If it was your mother or grandmothers recipe please if you wish, tell the story, if there is a good short yarn to tell regarding the dish's origin include that too. The more interesting to our hearts, the better.

My beautiful mother cooked in un air-conditioned kitchens on our stations, like a furnace when our wood oven cooking, and I will be including my dear mother's 'roast beef' recipe, yes one well immersed in beef fat, but the best roast beef I've tasted! Because I've also travelled, I've learnt some of my other favourite recipes, President Trumps mother's meat loaf family recipe, delicious, best meat loaf I've eaten, and the best slow cooked tender short ribs recipe I've tried, the chef who created this told me it took him a year to perfect, so I'm looking forward to sharing these with you. We'll be doing a short Christmas at Langsview at end, including those delicious choc rum balls, via Craig, Glenn's outstanding plum pudding and brandy butter, my turkey and stuffing, I've borrowed my favourite stuffing recipe, and your CEO, has advised he's a terrific ham cook, so we'll be adding him too!

For writing: to accompany, please write a paragraph or 2 or 3 as to why you love station life on your station, or farm life or your farm.

Once the recipe book is complete I will be delivering this when we do this year's Christmas carol video or sending a copy of the book to each and every staff member for Christmas, so we can all enjoy them. Hopefully it will also be ready in time for November 21st, Agriculture Day, (this year the gala dinner will be held in Sydney, cbd) so the sooner you can send your entries in the better please.

I look forward to seeing all of your wonderful stories, recipes and photos. Let us show that we are proud of our industry and of our beef, and show our stations or farms, as we would wish them to be known.

*All best*

*Gina Rinehart*



## Kidman Santa Gertrudis Beef

S. Kidman & Co was delighted to launch its Santa Gertrudis beef product in Brisbane on 2 April 2018, following on from a successful Adelaide Launch in early March.

Kidman's Santa Gertrudis beef is grain fed for 100 days to produce some of the most tender and tasty beef on the market.

The 100-day grain fed Santa Gertrudis is another step in building upon and adding to the great Kidman legacy, recognising the great history of the 100-year plus company and paying respect to Sir Sidney Kidman and his endeavours which start way back in the late 1890's.

Kidman's Australian Santa Gertrudis cattle are born and grown on our cattle stations in Queensland, Northern Territory and South Australia and then fed grain for 100 days at our South Australian feedlot and processed in South Australia.

Highlights of the launch included speeches by CEO of Hancock Agriculture and Executive Chairman of Hancock and S. Kidman & Co, Mrs Gina Rinehart, and a performance by Olympic team members of synchronised swimming, making this beef launch different to all others and probably a world's first! In addition, highlights also included the excellent reception by guests of the Santa Gertrudis grain fed beef.



## General Manager Updates

*Paul Quigley, Pastoral Operations Manager*

The season through the Channels remains dry. The Cooper has had a run but it did not get out of the Channels so there has been no beneficial flooding. It has filled all water holes through Durham Downs and Innamincka which will help with stock water and allow stock to spread out.

Similarly the Georgina looked as though it would flood out but it also has only made it into a couple of paddocks but this will be of benefit as these paddocks were dry.

The Diamantina has produced a good flood on both Morney Plains and Durrie and these two properties should fatten a big number of cattle from Ruby Plains, Helen Springs and Brunchilly.

All cattle are holding at the moment with most in reasonable condition and a few lighter.

We will need rain on these properties through the winter to maintain our overall numbers. If we do not receive beneficial rain in the next 3 to 4 months we will need to offload some big numbers to get through the summer.

Weaners will be the first to be offloaded followed by steers leaving females which will be the last to go.

*Chris Fenwicke - General Manager Feedlots & Wagyu Operations*

Weather conditions have been significantly drier than the long term average for the properties in Eastern Queensland and NSW. We now have large numbers of breeders, yearlings and weaners from both the pure bred and full blood herds on agistment, continuing until rainfall is received and winter forages come into production. The dry conditions and tightening world grain stocks resulted in elevated prices for feed commodities.

Preparation of herd bulls for the Kidman stations commenced at Rockybank and some bull calves have been retained from our Wagyu for the Wagyu infusion project.

The South Burnett worked hard to ensure the bulk of the budgeted land improvement work was completed before the changes to the QLD Veg Man bill was announced in March.

Maydan continues to feed high quality Wagyu for HPPL's 2GR product and other respected customers. Tungali has changed its focus to become a service provider for the Kidman Stations. Two Kidman brands are now being produced at Tungali including the new Santa Gertrudis branded beef.

As we are weaning in Queensland we will start focusing on the recording and interpretation of our genetic material to improve the quality and production of our herds.

*George Scott - General Manager Agricultural Operations.*

Western Australian and Northern Territory properties like all other need some rain and have been very busy mustering.

Large scale Capex and improvements are also going on.

Both Willeroo and Aroona have had serious fires and it is a credit to those Managers and staff for their handling of these fires.

We welcome Jock Warriner and his wife Hailey to their temporary roles at Liveringa helping us out as Jed has left the business.

With the new invigoration at Liveringa and with Rick Ford helping Jock settle there has been pleasing advancements in the work program.

Sales have been split between live export and kills at Kimberly Meat Company. Liveringa is being prepared for a pre receivable depot for KMC kills.

Scott Fraser continues to tidy up Lang's View and is a great resource to our business to take over stations and manage them while we fill vacancies. We are very fortunate.

We are working with Eliza and Richard at Mulga Downs to take the station into the future after the recent issues with asbestos.

## Man's best friend - Elliott turn life around

*Article reproduced with permission from Geordi Offord, Rural Weekly (Geordi.offord@ruralweekly.com.au)*

STEVEN Elliott is a talented craftsman and working dog trainer. He is also confined to a wheelchair.

The Winton man was involved in a rodeo accident in 2003, which turned life as he knew it upside down. But it also led him to find his niche.

When using a welder to adjust the height of his table, as his wheelchair couldn't fit underneath it, he made a cattle brand for his mate's son.

He realised then there might be a demand for his skills.

Fast forward to today and he has sold hand-crafted brands to cattle tycoon and mining giant **Gina Rinehart**, as well as legendary NRL coach Wayne Bennett.

While making brands, and also whips, pays the bills, training working dogs is his passion.

Recently, one of his dogs was auctioned for \$9000 – a personal record for him.

This week the Rural Weekly caught up with Steven to talk about how being in a wheelchair hasn't stopped him from doing what he loves.

### LIFE AFTER RODEO

On New Year's Eve 2003, Steven Elliott participated in the Black River Rodeo near Townsville.

Little did he know he would spend the next seven months in hospital.

"I was riding a bucking bronc and while I was jumping off my foot got stuck and I dived off, next thing I knew I was on the ground and couldn't feel my legs," he said. "I dislocated two vertebrae in my neck and damaged my spinal cord. "It was a big shock, leaving home being able to walk and then coming home seven months later in a wheelchair."

Mr Elliott said he it took him a while to adapt to his new way of life.

"It was pretty scary coming home because at the hospital there were electric doors and nurses to help you make a cuppa but at home there wasn't any of that," he said. "I couldn't change the hose so I made a hook out of some wire so I could do that and I had to raise my tables up so I could get the wheelchair to fit under them. "I just had to take it day by day, one step after another."

For two years after his accident Mr Elliott spent his time in front of a computer screen.

"I was just on it every day," he said. "Then one day it blew up and that was the end of it. I no longer have internet or email and I don't use any social media at all."

### THE DOGS

For the past six years Mr Elliott has been dedicated to training his working dogs. He said he has up to 10 dogs, on average, at any time. "I breed my own border collies and train them but recently people have been sending me pups to train for them," he said. "It is hard selling the dogs because you love them so much, but when you start getting too many you have to."

The training process for the pups starts when they are just five weeks old, learning basic manners such as waiting for their food. "Training the dogs is like breaking in a horse. As a pup they learn really quick," Mr Elliot said.

You have to get a balance of respect and trust. Training them is a lot better and easier when you have that. "Teaching them to stop is one of the most important things to teach them, then getting them to come and going left and right."

## Man's Best Friend (cont)

Mr Elliott said he doesn't prefer one breed over another but he likes the border collies because of their nature. "You don't want them to be aggressive so having a calm-natured dog is ideal," he said. "But I just really look for the working and herding abilities in my dogs."

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Mr Elliott said the working ability in a dog's parents was also something he looked for when breeding them. "I try and look for a male and female that have the same working ability and herding instinct," he said.

"If a male has one thing and the female doesn't, it doesn't mean the pup will have it too, so I like to see the mother and father work before breeding. "In saying that, every pup is different and they can take anywhere between 18 months and two years to train."

Recently, one of Mr Elliott's dogs sold at the Open Dog Trial and Working Dog Sale during Beef Australia 2018 for \$9000.

"That dog was definitely worth the money," he said. "Definitely had the working and herding ability I like to breed in my dogs. "That's the most I've ever sold a dog for so it felt a bit special."

The dogs also provide Mr Elliot with a form of therapy to help him deal with his injury.

"The dogs motivate me to get out of bed every morning," he said. "Some days you just don't want to get out and then remember you have to go and let them out and continue on with the day. "It's a pretty good feeling when you see the dog work after training them because what you put into them you get out and it's very rewarding."

### OTHER VENTURES

For the past 10 years he's been making branding irons, and more recently whips. The branding irons started out when he made one as a gift.

"I started making them while I was welding the legs on my tables to make my wheelchair fit under them," he said. "I made one for my friend Kerry's son and I was asked to make one by someone else and I've been doing it ever since. They're pretty popular." Mr Elliott said he started making whips as part of his dog training.

"Some graziers still use whips and sometimes the dogs are scared of them," he said. "I got someone to show me how to make one and I use them to get the dogs used to the noise."

Mr Elliott has made 476 branding irons during the past 10 years and has even made one for NRL coach Wayne Bennett and mining magnate **Gina Rinehart**.



"A mate of mine knows Wayne Bennett pretty well," he said. "He has a hobby farm and needed a brand made. I think I made it pretty much straight away."

I'm really proud of what I do and I enjoy doing it. I try to do the neatest job possible."

*(Steven Elliott brands his wall with every branding iron he makes)*



## Launch of Roy Hill's Pink Trucks

Mrs Rinehart and Roy Hill Support Fundraising for Breast Cancer.

In 2016, an Australian First was created at Roy Hill, the first Pink Trucks were launched in support of breast cancer patients and the wonderful women at Roy Hill.

This combination of pink mining trucks, together with Roy Hill matching funds raised by staff to assist breast cancer sufferers and research, is also a world's first.

In May 2018, Roy Hill Pink Trucks were dedicated to Berge Toubkal, named after a 210,000 DWT Newcastlemax ship and christened by James Marshall, CEO of Berge Bulk and Duncan Bond, CCO of Berge Bulk.

The second truck was named after Cass Ropata, who works as a Health and Safety and Environment Training Supervisor for Roy Hill and is a breast cancer survivor.

For full details of Mrs Rinehart's speech go to: <https://www.hancockprospecting.com.au/2018/05/01/pink-trucks-launch-may-2018/>



## Health and Wellbeing

Tobacco smoking is the largest preventable cause of cancer, responsible for more cancer deaths in Australia than any other single factor. It is also directly responsible for many heart and lung diseases. Smoking affects the smoker, as well as those around them.

For more information please follow the hyperlinks below.

<https://www.cancer.org.au/preventing-cancer/smoking-and-tobacco/>  
<http://www.quitnow.gov.au>



## Staff Achievements



Congratulations go to Matthew Bengier, Management Account with S. Kidman & Co Pty Ltd on the completion of his Masters of Business Administration.

Matt's graduation was at Pridham Hall, University of South Australia on 18 April 2018

He can proudly now say his new full title is Matthew Bengier MBA, CPA, BCom, BBA



## Winners Announced - 2018 “Spirit of SK” Photo Competition

In early November 2017, a photo competition was launched for employees of S. Kidman & Co. The aim of the competition was two-fold – an opportunity to build engagement within our teams, and an opportunity to gather some fresh, exciting photos for use in the development of future recruitment marketing and employer branding material and activities.

Kidman team members were asked to submit photo entries that showcased and captured the true spirit of working for Kidman – why they stay, the experiences they have had and the uniqueness of the company and environment in which they live and work.

Support for the competition was strong with 148 entries and some amazing photos being received.

Our ten Kidman competition winners were each awarded a \$500 RM Williams gift certificate. Please see below, the winning entries.

Stand by for phase two of our “Team Ag” photo competition initiative, which will be rolled out to our Hancock property team members in the second quarter of the 2018-19 Financial Year. We look forward to sharing details in the coming months, and in addition, awarding an overall prize winner from both competitions!



Annabel Milling, Brunchilly Station



Belinda Milson, Brunchilly Station



Jon Cobb, Durham Downs Station



Michael Krause, Glengyle Station



## Winners Announced - 2018 "Spirit of SK" Photo Competition



Rachel West, Glengyle Station



Ross Bambry, Brunchilly Station



Gracie Morton, Innamincka Station



Jennifer Reid, Helen Springs Station



Tahlia Paull, Helen Springs Station



Nadine Lorenz, Durrie Station



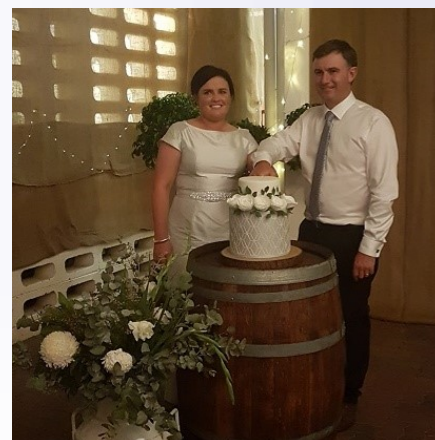
### Future Important Dates

National Agriculture and Related Industries Day

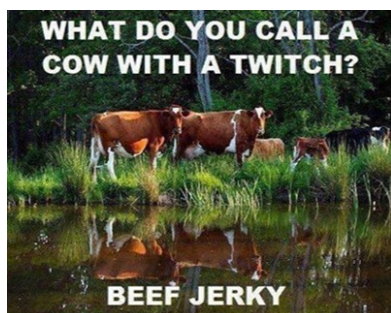
National Agriculture and Related Industries Day will be held again this year on Wednesday 21 November 2018. To all pastoral properties and employees you should start thinking of how we can all start celebrating this important day

## Social Scene

Craig Leggett (Rockybank Manager) married Abbey Dunn on Saturday 10/3/18 at the St Paul's Anglican Church, Roma, Queensland. Congratulations from everyone from Hancock Agriculture.



Craig Lasker (Morney Plains Manager) and his partner Nicole (Nicky) Smith (Administration Officer Morney Plains) celebrated their 20<sup>th</sup> year working at S. Kidman & Co, both starting on 9/3/98. Pastoral Operations Manager Paul Quigley presented them with a 20 year SK service award badge, made of sterling silver in the company logo, at Morney Plains on 9/3/18 (Nicky, Paul and Craig)



Ruby Plains Station staff supported "National day of action against bullying and violence"- Dolly's Dream on Friday 16/3/18. Staff wore blue in support of Dolly's Dream. (pictured L-R: Emily Hirst, Genevieve Devereux, Mitchell Jones (kneeling), Tahlia Dean, Adelle Berry, Chris Lions (behind wall), Pepper Wortley, Merv Wortley, Charmaine Grott, Jarrad Day)



If you wish to submit editorial content or social scene events please email the Editor Janet on [admin@kidman.com.au](mailto:admin@kidman.com.au).

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