Saltbush innovations

**RaceMATE**

When Alexander McDonald of MDH Pty Ltd faced the task of finding a software system to handle the NLIS recording across his 12 properties running 150,000 head of cattle he shopped around. He found the solution in a new Saltbush product called RaceMATE that has been designed to make the recording for NLIS as simple as 1,2,3. MDH now has 35,000 tags loaded and this increases every week. “The system is simple and robust” said Alexander. “We are satisfied that we made the right choice”.

RaceMATE includes a data logging application that is taken out into the yard to interface with data collection devices that range from Electronic Identification (EID) readers to electronic scale devices. It connects directly to the devices via serial cables, or via Bluetooth wireless networking. By making data collection at the Race simple and intuitive it becomes feasible to cut down the training cost of the operators at the Race. Transmission of email files to NLIS is a routine part of the system.

There is a version of RaceMATE for any size of cattle operation. Farms with up to 300 cattle can buy RaceMATE Lite for just $330 including GST. More powerful systems cost more and can handle tens of thousands of animals across several properties.

A key feature of the RaceMATE is the simplicity of connecting electronic devices to the data loggers. Plug and Play features permit automatic recognition of hardware devices.

**JAS Compliant Systems**

Japan has become Australia’s largest market for Australian beef by value. The Ministry of Agriculture, Forestry and Fisheries (MAFF) in Japan has developed a Japanese Agricultural Standard (JAS) of quality assurance. The recording requirements for JAS accreditation are very demanding and those companies who achieve it are able to use the JAS logo and capture price premiums.

Essentially it is necessary to achieve traceability and quality assurance throughout the supply chain. Saltbush has modified its HerdMASTER.Net product to meet the requirements of recording by feedlots, abattoirs and other marketing groups so that they can achieve JAS accreditation.

There will be a substantial corporate market for this system.

**HerdMASTER**

The HerdMASTER PC software for cattle studs continues to capture a greater share of the international market for on-farm herd management software. It is widely used by the tropical breeds participating in the Tropical Beef Technology Services project where the percentage of weaning weights submitted electronically to BREEPLAN is very high.

The current version of HerdMASTER also has a seamless integration with NLIS.

HerdMASTER has been translated into Afrikaans and Spanish and is gaining market share in South Africa, Namibia, the UK, New Zealand, Canada, the USA and Argentina.

For further information on HerdMASTER or any Saltbush product: http://saltbush.une.edu.au or 1800 111 637

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**Kylie Bailey**

Saltbush Software is proud to announce the appointment of Kylie Bailey as its new Marketing Manager. Kylie has packed a lot into her 26 years including 12 years of working on show preparation teams, the 2002 ING Rural Achiever, the 2003 National Poll Hereford Youth Ambassador, the 2003 Young Beef Ambassador Award, a Bachelor of Business from University of Sydney, a Graduate Certificate in Public Relations, a client service officer to the Cotton Industry 2002, Assistant Manager of the Crossing Theatre a Narrabri and she has run her own cattle promotions company for three years.

Kylie understands what both commercial and stud cattle producers are looking for in their PC-based information systems. She looks forward to representing the exciting new range of Saltbush products to cattle producers Australia wide and in the ten overseas countries serviced by Saltbush.

Kylie will be heading up the marketing team that Saltbush will have at Beef Australia 2006 — so drop in for a cup of tea. For a down-to-earth explanation of what Saltbush products can do for you, give Kylie a call on 02 67 73 2407.