

INSIGHTS FROM 30 YEARS OF CATTLE FEEDING AND FEEDLOT MANAGEMENT IN INDONESIA

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THE LAST 30 YEARS FOR ME



- 1989 Assistant Manager at Rangers Valley – Australia
- 1992 To Indonesia with Australian-Indonesian JV
17,000 hd feedlot – First modern feedlot in Asia
- 1997 Asian Financial Crisis
- 1999 JV with CPC – Custom feeding Australian cattle
6 rented feedlots across Indonesia
- 2000 JV **PT JJAA INDONESIA** with CPC &
Indonesian partner Dicky Adiwoso
Build and operate 2 feedlots in Sumatra :
35,000 hd capacity
Importing and feeding over 2 million cattle
- 2016 Divested Interests in PT JJAA
- 2016 Consulting Australia, NZ, Argentina, Indonesia,
Vietnam, Brunei
Ongoing consulting to PT JJAA
- 2017 Chairman QLEA .
- 2019 Frontier International – Indonesia & Vietnam



INDONESIA

- 278 000 000 people
- 4th biggest population globally – Growing by 2 800 000 / year
- 16 th largest world economy (Top 5 by 2040)
- Biggest Muslim population in the world – 96 %
- 17 000 islands - 5300 km wide
- Extremely fertile land
- Rich in resources – Gold, Coal, Tin, Agriculture
- Massive consumer of FOOD
- Ave Per Capita GDP USD 4300 and growing ..



1992 ...TIPPERARY INDONESIA





INDAAGT'95

FED STRANGE THINGS



**DID THINGS DIFFERENTLY
ROLLED SILAGE WITH ELEPHANTS**

FEEDLOTTING AUSTRALIAN CATTLE IN INDONESIA

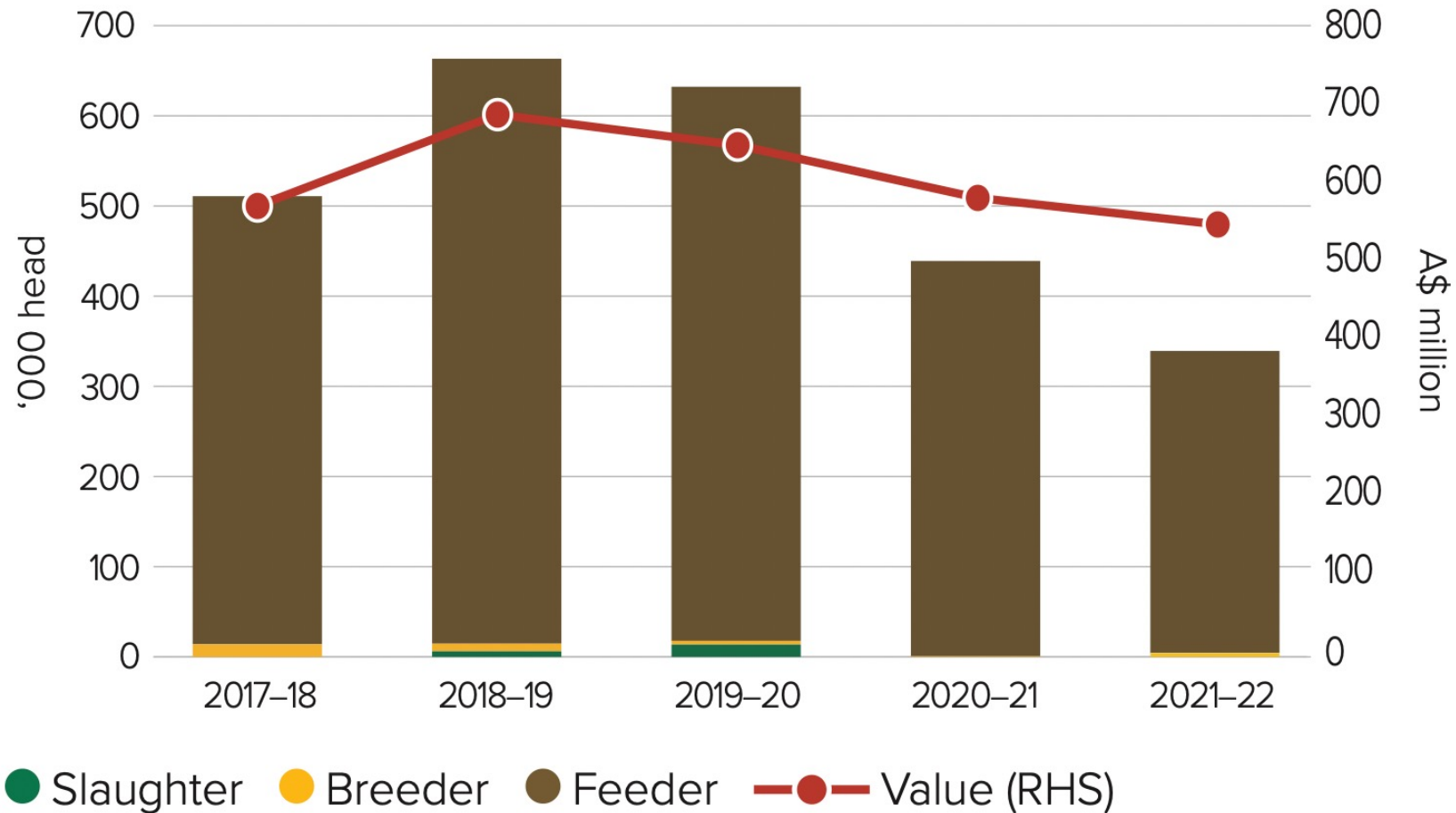
- First Feedlots started late 80's
- By-product based rations - pineapple, palm, rice , tapioca, copra
- High amount of manual labor – Min wage USD \$ 12 / day
- Fuel – USD \$ 1.10 / litre
- 2500 mm of rainfall, 30c temps, high humidity



- Majority covered bunks , full concrete pens
- Current capacity 250 000 head for imported – 25 feedlots
- To date all cattle from Australia
- Imports: 300 000 to 1 000 000 per year (head)
- Supplies 15% of Indonesia's beef requirements
- Employs well over 10 000 people directly

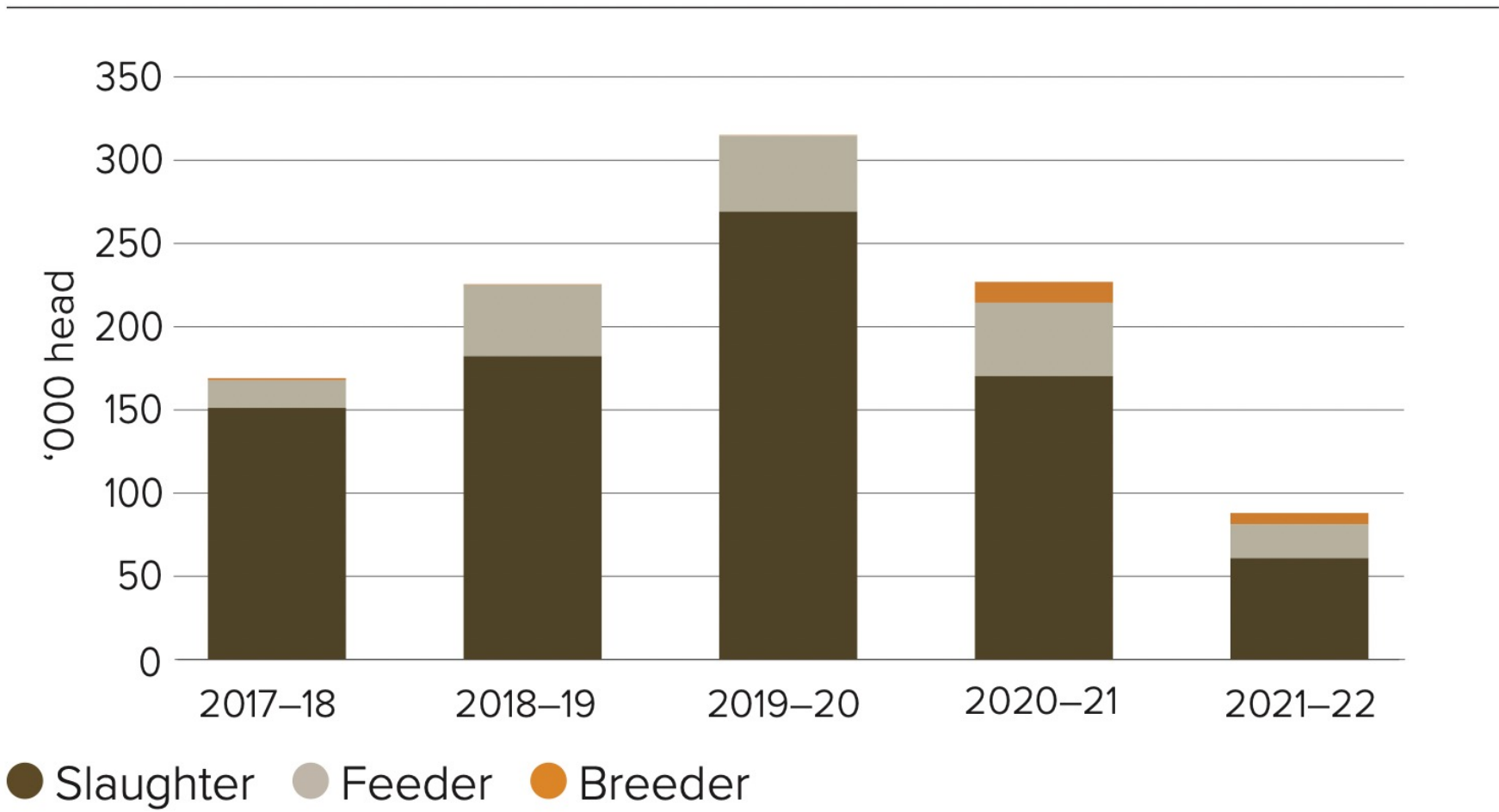


Australian live cattle exports to Indonesia



Source: DAFF, Australian Fiscal Year

Australian live cattle exported to Vietnam



Source: DAFF, Australian Fiscal Year

FEEDLOTTING IN INDONESIA

SOME TAKE AWAYS FOR

VEITNAM



LAMPUNG LIVESTOCK



LAMPUNG LIVESTOCK

LAND & SITE SELECTION

- WATER – 50 lts per head day
- WATER STORAGE - LONG TERM AND EMERGENCY
- WEATHER - Wind, Temperature, Rainfall – AIR FLOW,
- MANURE DISPOSAL , Liquid runoff – storage and removal
- POPULATION PROXIMITY – flies, smell
- FORAGE CROPS - ie Corn & Grass – close
- MARKET – all categories
- STAFF – they want to live there







LAMPUNG LIVESTOCK

FEEDLOT DESIGN & CONSTRUCTION

- PEN SIZE – m² per head
- PEN SLOPE – 5 %
- PEN SURFACE – NO SLIP
- FEED TROUGH - WIDTH, FLOOR HEIGHT, RAIL POSITION
- WATER TROUGH – SUPPLY PIPES AND PUMPS , EASY TO CLEAN
- ROOF SLOPE AND HEIGHT - 18% , 8 m , machinery
- ROOF CONSTRUCTION – Ammonia build up = RUST
- POST FOOTINGS – Concreted
- BUILD IT RIGHT THE FIRST TIME – MAKE IT TO LAST









LAMPUNG LIVESTOCK

CATTLE

- YOUNG CATTLE – steers and heifers – Ave 330 kg in
- OLDER CATTLE – cows, bulls and slaughter types - Ave 400 kg in
- UNDERSTAND CATTLE SUPPLY, SEASONALITY & LOGISTICS

- COMFORT, COMFORT, COMFORT = BEST RESULTS
- BEST PRACTICE ANIMAL WELFARE
- CONSISTENCY IN THE PENS – cattle size, feeding times, cleaning
- HEALTH PROGRAM – monitor for sickness and disease
- IDENTIFY INDIVIDUALLY -ear tags – sickness, performance, origin
- FREQUENT (5 X a day) LOOK AT CATTLE – behaviour, feed aggression





LAMPUNG LIVESTOCK

CATTLE - What's the normal in Indonesia

- **FEEDER STEER – 300 - 330 kg in**
- **PREFER STEERS BUT 30 % IMPORTS ARE HEIFERS**
- **HIGH GRADE BRAHMAN PREFERRED –some crossed breeds**
- **90 - 120 days feeding -**
- **WEIGHT GAIN OF 1.2 – 1.7 kg / day . A LOT OF FACTORS**
- **RATIONS MIXED AT FEEDLOT – TMR**
- **FEED INTAKE 13 – 18 kg / day as feed (30 % Moisture)**
- **WATER INTAKE 40 – 50 lt / day . Clean & you would drink**
- **SALE WEIGHT 450 – 550 kg – No Curfew**
- **CARCASS YEILD 51 – 56 % , MEAT YEILD 35 – 38 %**
- **MEAT / FAT Bright red color, lean carcass, minimum - white fat**
- **CREDIT** provided to buyers





LAMPUNG LIVESTOCK

CATTLE - What's the normal in Indonesia

- **SLAUGHTER TYPES – 400 - 500 kg in**
- **BULLS , SLAUGHTER STEERS AND COWS**
- **HIGH GRADE BRAHMAN PREFERRED –some crossed breeds**
- **40 - 80 days feeding -**
- **WEIGHT GAIN OF 1 – 2 kg / day . A LOT OF FACTORS**
- **RATIONS MIXED AT FEEDLOT – TMR . HIGH FORAGE**
- **FEED INTAKE 15 – 25 kg / day as feed (30 % Moisture)**
- **WATER INTAKE 50 – 60 lt / day . Clean & you would drink**
- **SALE WEIGHT 450 – 600 kg – No Curfew**
- **CARCASS YEILD 49 – 55 % , MEAT YEILD 33 – 38 %**
- **MEAT / FAT Bright red color, lean carcass, minimum - white fat**
- **MARKET PREFERS 100 DAY FEEDERS**







FEEDING



LAMPUNG LIVESTOCK

- **CONSISTANT** – type, taste, texture, time
- FEED TESTING – know what you are feeding
- MICRO MINERALS – use a professional to balance ration
- STORAGE – secure, moisture, pests
- WEIGHING SCALES – Check bridge and feed trucks
- PLAN – purchase or forward contract . Price and season
- LOOK FOR ALTERNATIVES – bread, noodles, sweets, pulps
- CLEAN , FRESH WATER – trough cleaned daily



- Feeding **AD LIB** – as much as the animal can eat
- Intakes 13 – 20 kg per head per day **AS FED**
- Moisture content **MUST BE MONITORED – FEEDING ADJUSTED**
- Feed Trough clean out every day





LAMPUNG LIVESTOCK

FEEDING – COMMODITIES AND FORAGE

- MY EXPERIENCE – Vietnam has excellent commodities
- COST IS THE CONSTRAINT – Protein unit or energy unit
- MOLASSES – up to 13 %
- PALM KERNEL MEAL – up to 10 % - Palatability problems >
- RAPE , SOYA , COPRA, DDGS, – all excellent
- STARCH - corn, tapioca – **or as a by product** .
- BY PRODUCTS – Noodles, biscuits, brewery waste, fruit waste
- FORAGE – purchase the best available – It makes your ration
- MAIZE - 75 – 80 days with cob . Grass – 40 – 50 days
- FORAGE CHOPPING & SILAGE MAKING – moisture and chop size









LAMPUNG LIVESTOCK

FEEDING – MAKING IT STACK UP

- TODAY INDONESIA IN UNIQUE SITUATION – BUY PRICE LESS THAN SELL PRICE – ONCE EVERY 8 YEARS
- EASY TO MAKE A MARGIN..NOT ALWAYS THE CASE 2018 – 2022
- COST OF GAIN SO IMPORTANT
- MUST BE LOOKING AT ADG OF AT LEAST 1.2 KG / DAY – COST !!
- INDONESIAN FEED COST ABOUT USD\$ 3.00 A DAY / HEAD PLUS OPERATIONAL COST
- FEED PRICE HAS INCREASED 30 % IN THE LAST 4 YEARS AND 50 % IN LAST 8 YEARS
- IN 2000 , STILL FEEDING CATTLE FOR USD \$ 1.00 / DAY
- WITHIN THE NEXT 5 YEARS WE WILL HAVE TO LOOK AT CORN AS MAIN FEED COMMODITY

INSIGHTS RELEVANT TO VIETNAM

- **CATTLE COMFORT** – floor, cover, fans, ventilation,
- **CONSISTANTANCY** throughout the whole feeding process and period .
- **KNOW YOUR FEED** – Feed tests
- **FODDER** – The key to good gains
- **EXTERNAL ADVICE** – Feedlot and yard design, Nutrition, Health program ,
- **INDIVIDUAL MONITORING & RECORDING** – Performance data – Feed , Optimum days on feed , Shed , Supplier , Station.
- **DAYS FEED** – Set your target

A large herd of cattle, including white, brown, and black cows, are packed closely together in a long metal pen. The pen is situated under a large, dark metal structure, possibly a covered walkway or a large shed. In the background, a lush green field of crops, likely corn, stretches towards a line of palm trees under a bright, cloudy sky. The overall scene depicts a busy agricultural or livestock management setting.

THANK YOU