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UNCERTAIN TIMES TACKLED WITH

Optimism and Planning



JOHN COCHRANE

Welcome to the Angus magazine of 2022, and perhaps another year of uncertainty as this pandemic throws yet another variant at us. And if that's not enough uncertainty by itself, we have more and more regulations aimed at agriculture to add to the stress in our daily lives.

The Groundswell movement in 2021 has done a sterling job on behalf of the primary sector highlighting the consequences of these proposed regulations that are being championed as ways of slowing climate change, arresting water degradation, and preserving our natural landscapes. The law makers, I'm sure, have good intentions, but they need to listen to what was been said throughout the consultation process: The agriculture sector isn't opposed to changes, but the changes need to be worked through by engagement with those that are being asked to implement them. There are many good examples of farmer-led groups where the outcomes are exceeding the expectations of regulations. Look how working with community organisations to attain the 90 per cent goal of Covid-19 vaccinations had responses and outcomes that would never have been achieved by regulators.

This country is agriculture in one form or another. Just about in every corner we look, we produce food and protein to feed not only ourselves but also our trading partner countries, and we do it in the most efficient manner of any competing food and protein producers in the world. Please don't cut off the hand that feeds you tomorrow, but instead deal yourself a hand that will stop you getting bitten by your mind.

Angus New Zealand over the last 12 months has engaged with its younger members to work through a new strategic plan that is future-focused. We had a two-day workshop in Akaroa where we discussed where we wanted Angus to be positioned in the short, medium and long term. We came up with some aspirational goals and values, and all went home enthused by what collective minds can achieve when we set clear goals, and how to go about bringing them to fruition.

The other major achievement was the passing in December of our new "Angus New Zealand Constitution". This, too, is a document that will guide the association in its purpose: to deliver to its members the outcomes that are expected of a member-based organisation.

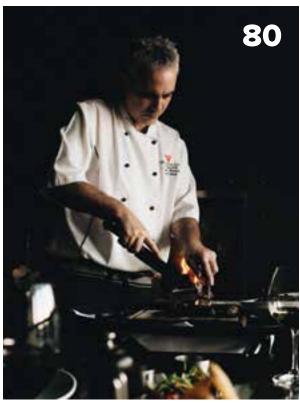
We look forward to the selling season of 2022, which is in front of us, knowing that the genetics we all work so hard to produce, will once again be valued by the breeders at either private or public on-farm sales. I wish all our members and buyers of these genetics all the best and look forward to catching up with as many of you as possible in these trying times of pandemic uncertainty.

John Cochrane, Angus NZ President









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FROM THE EDITOR



EVENT MANAGEMENTFOR TROUBLED TIMES

Former British Prime Minister Harold Macmillan was once asked to name the most troubling problem of his time in charge. 'Events, my dear boy, events,' was his reply.

In a hyper-connected world, the apparent importance of certain 'events' is magnified, creating the appearance of a world in crisis.

Macmillan's response to this gloomy view of the world might have been 'chin up, box on'. It's an old-school approach but it still has its place.

In a farming context, it's important to box on in the areas you can control.

As the incoming editor of the Angus NZ

annual magazine, I've been fortunate to meet some of the leading exponents of beef cattle breeding in New Zealand.

The trait they have in common is a determination to stick to a plan. Few, if any of the people featured in these pages are anything less than methodical.

You can be sure that they're ruffled by 'events' but they're also good at busying themselves with the task at hand – the jobs that really make a difference.

I truly hope their stories give you that little spark of pleasure or inspiration to carry you through the next bone-shaking event.

Tim Fulton

Editor



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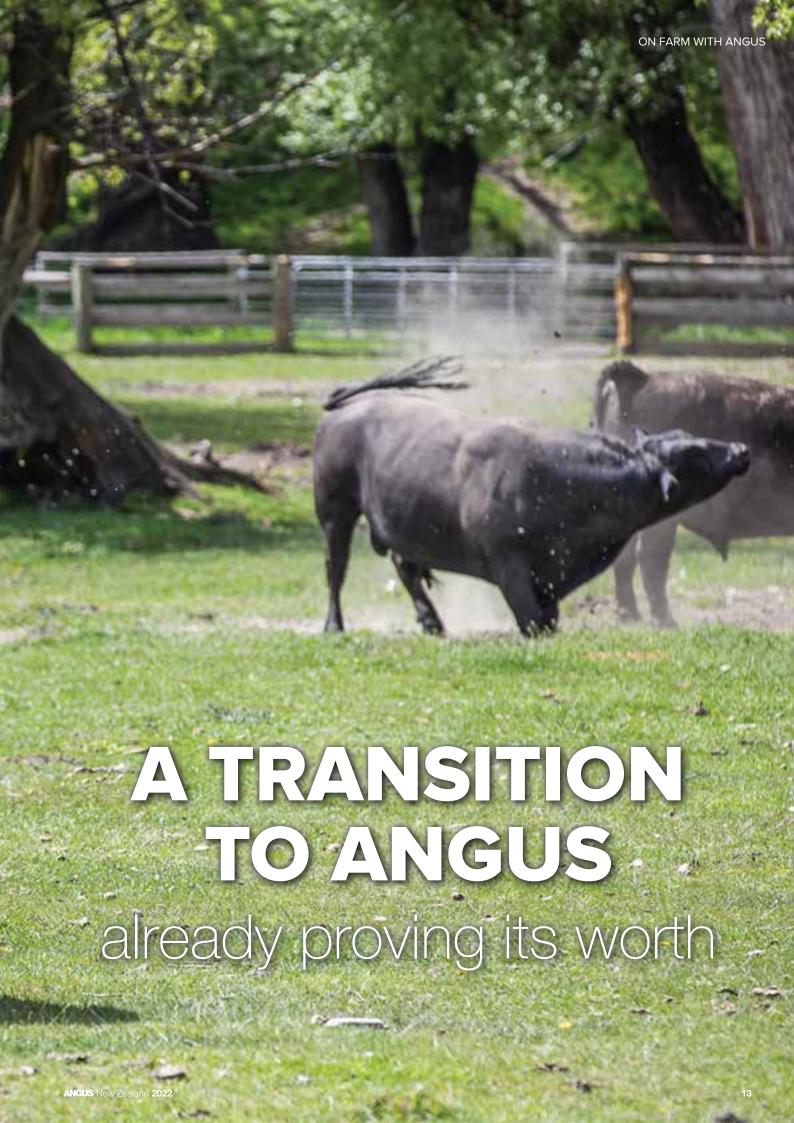


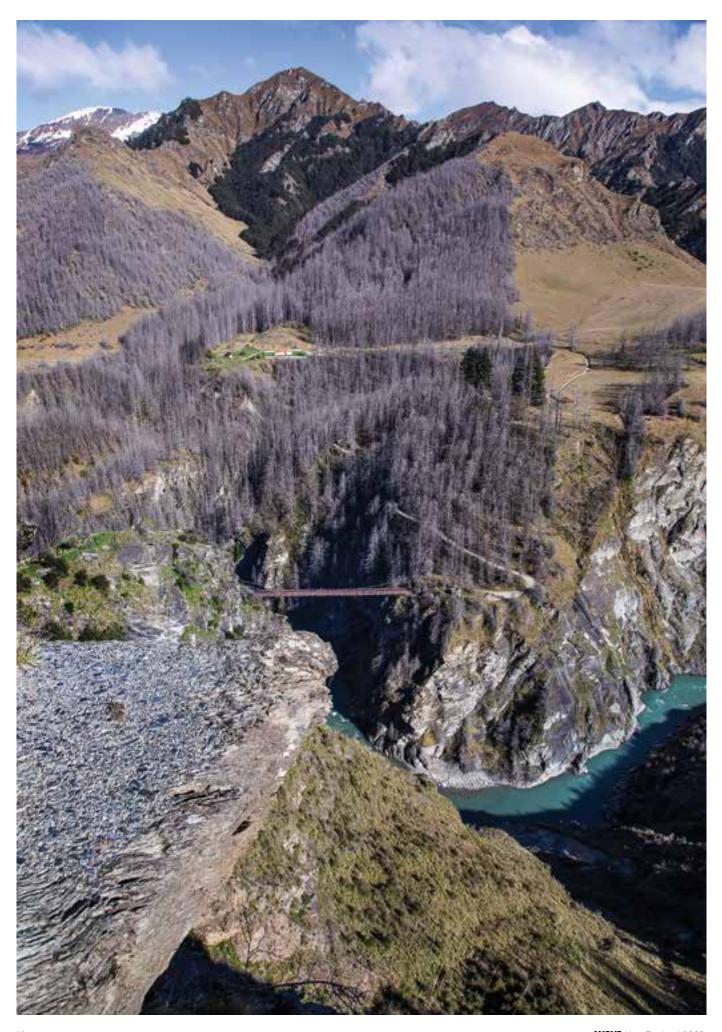
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Tim Fulton

he Borrell legacy lives on at the 33,000ha Branches Station, a couple of decades after the family sold the Central Otago property and Arthur Borrell lost his life on a return visit to his old home.

Manager Gene Bryce knew Arthur and his wife Lorraine and children well, as a stockman and friend. The Borrells time at the Branches from 1969 till 2001 was about as influential for Gene's career as you could imagine, borne out by his under-stated reverence for the hand-crafted monuments and geographical name-plates that Arthur scattered around the place.

It's unusual for a farmer to talk about a property having a 'presence' of former owners and managers, but Gene is sure that Arthur's spirit lives on beyond Skippers, long after he perished in the Shiel Burn Valley, near the Shotover River. His body was never recovered and a history of the Wakatipu High School Branches camp honours him with the poignant line: "it is thought that he was buried in the flood waters of the land he loved so dearly".

Like Lorraine, Arthur was organised and adaptable. At one point on the snaking, narrow drive into Branches on the Skippers Road, Gene points to a spot where Arthur used to walk wethers through the river. In 1990 he built a bridge there, made out of second-hand, untreated timber from the Clyde Dam. It seemed no project was too big for him.

Arthur was also tough, legendary for bare feet, any time, any place – any weather, including snow if warranted. Again, like

Lorraine, he was caring. Raising a family and working a farm in this remote Central Otago outpost, the couple tended to countless numbers of school pupils and staff on the famous annual Branches camp, even saving lives on occasion when visitors suffered mishaps.

Together, they regularly cared for strangers who had wandered off tracks in search of Wanaka or the West Coast. Canny farmers, running an old-style, low intensity cattle and sheep station, they never skimped on care for their community.

His hunger for farming the mountains and valleys at Branches was inspirational, Gene says

"Coming in here as a kid and meeting him





Branches manager Gene Bryce.

 and that love of the high country. That's probably what got me involved in the stock thing later. It's just a passion for this sort of country."

One of Gene's biggest jobs at Branches is overseeing a transition from Hereford to Angus, a breed which he is sure is best suited to the country and best able to generate the return that the owners want. Gene respects the Hereford legacy on the place but he insisted on Angus at his job interview, determined to maximise maternal traits.

For him, productivity starts with moderateframe cows, good milk production and calving ability. He prizes a mature cow's ability to get into calf and put its weight into the offspring.

Branches has long and cold winters so stock have to stand up to it, cycle and put calves on the ground, he says.

"We're there [with Angus] quicker than I thought we'd be. We scanned 93 per cent the year before last (2019) and calved 95, so we're at an acceptable, sustainable level. And the meat thing does come into it. They've got to have the ability, when they do come into a bit of feed, to put a lot of condition on really quick."

Branches is running 250 Hereford-Angus cross cows – a herd which is being progressively mated to a black bull. The 2021 calves were all Angus and so too were last year's replacements, so the transition is well underway.

"The sooner they're black the better as far as I'm concerned," Gene says.

"It's the financial return. In Arthur's time they had a bit under 4000 sheep and about 250 cows but, probably in a good year, only produced 170 or 180 calves. And he just ran a very low cost, old-fashioned system. The biggest cost was shearing and mustering – and that was it. And he lived on nothing, so it worked."

Today's owners have invested in new infrastructure, including the paddocks, so costs rose. Sheep numbers grew to 5000-head after the Borrells' time but they ran at a loss on the back of stubbornly low lambing percentages, while the Hereford performance was subdued compared to Angus in the past few seasons.

"Our five-year goal when we took this place on was to get it to break even. And we've basically done that in a couple of years."

It took a bit of foresight to hit that target, though. After his job interview, Gene went home and did some basic maths.

Churning over the proposition, he decided to go back to basics.

"Every cow's got to have a calf ideally, get your sheep performance up, keep your death rate down...do all those things and hopefully [it works]."

Gene says he's come round to Angus. His dad's a Hereford man, while he was more interested in sheep initially. But Gene's partner Margaret Blue ran Angus when they met at a property called Halfway Bay, where Gene took a mustering job.

"She quietly changed to Angus cattle there. Even there, before the AngusPure marketing got going, there was still a premium there for Angus cattle."

Halfway Bay was set up to sell sale calves in summer and the couple benefited from their black line, as the cattle expressed their maternal traits – foraging and poking for feed with purpose. After weaning one time, the Halfway Bay cows went up one valley and the heifers went up another. It was close to the shortest day of the year and Gene got dropped off by helicopter behind the cows, while Margaret went after the heifers. Gene had counted the cows out of the gate after he brought them back in - and at that time up to half of the herd were Angus or Anguscross, while the rest were Hereford. Gene was puzzled to find he was short of 20-odd cows.

"A few days later, a helicopter pilot shooting goats, Doug Maxwell, rang and told me there were about 20 cows stranding at 5500 feet on the wether block. So, I went along there and every one of those cows was Angus or Anguscross. I've got photos of bringing them off the hill with big icicles hanging off bluffs."

Gene and Margaret also enjoyed Angus at their next property, Mataura Valley.

"The Herefords there were a bit of everything, there was no line at all so I just

started buying black bulls straight away."

After taking over 400 cows and 270 calves, Gene immediately dropped 100 cows.

"About two or three years into it, I split the cows randomly about Christmas, at marking when we put the bull out. We had about 150 on one block and 150 on another – three Hereford bulls and three Angus bulls. In the autumn their condition was the same but at scanning time the Hereford bull had 19 percent dry and the Angus had seven."

As much as he's determined to introduce Angus on Branches, he accepts there are limitations, like not being able to calve two-years olds in the harsh climate and terrain. It took him six years to nearly complete a full switch to Angus at Mataura Valley, but here, working with three-year-olds and older, it might take just a bit longer, he says.

"This will be first year that all the calves are black. We've got that hybrid vigour and those white-faced cows are good cows. But when we've got straight black calves I won't be keeping them over a white-faced calf just because of the colour; I'll be keeping them because they are a better calf."

Confident in the breed, Gene has been preparing to walk-out Angus calves for the April 2022 annual sale at Omakau. It's a big mission along the precipitous Skippers road, requiring three days of droving before they're trucked to the yards from the Queenstown end of Coronet Peak.

Branches throws up enough challenges to make a manager cautious. Stock compete with a variety of invasive pests, like biggest threat, Douglas fir.

"Altitude doesn't worry them. They'll go to 6000 feet, on schist, anywhere. And it just chokes everything if you let them. If you took stock off Branches it would happen quite quick."

In 2020 Branches tapped into a Covid fund to spray part of the wether country for

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wildings. Gene says it was only after doing that job that he really noticed how much stock pressure has helped to prevent wildings spreading. Long-term he wonders how much damage will be done to the high country and to conservation, or public recreation without stock.

"The ability to finance helicopters and chemicals – I just don't know that you can keep that up for 40 years from now. Who pays for that? And the chemical that kills the trees leaves a residue in the ground, so eventually you're probably going to end up with browntop and hieracium. I just don't know how

good for the environment this is going to be."

Gene is determined to make the cattle and sheep operation sustainable for as long as he can.

"You've got to keep going and it doesn't always happen the way you want it to, but in a lot of ways it's been quite easy for me coming back here because I know that hill country so well."

He learned a lot about the Branches under Arthur Borrell, even if it was in a roundabout way

"Arthur wasn't a very good communicator

– he never let you know what he was up

to – but I spent enough time with him that I had a rough idea. And coming back here, it all makes a lot of sense. On one hand, I wish Arthur had told me back then, because I would have realised why we were doing what we did. On the other hand, perhaps I wasn't listening then either."

Branches sell dry and cull cows before winter. In 2020, 93 per cent of the cows and heifers bulled were pregnancy tested in-calf and of the 254 wintered, 241 calves were weaned. Except for paddocks for calf marking and for weaning, the MA cows run exclusively on native country without supplements.



Muster On: Arthur Borrell erected this stone man at Campbell's Saddle over-looking the Upper Shotover. Branches manager Gene Bryce says he's sure there would have been a motive for it "and probably political, knowing Arthur, but as usual he didn't let on his thinking. It certainly has ended up a fitting memorial to a man who is where he wanted to be."

The 18-month heifers also winter without supplements on native ground. In-calf two and a half year old heifers winter on oversown and top-dressed blocks and calve on the paddocks with balage. Heifer calves winter on crop, (turnips and Moata ryegrass) with baleage from May 1 to October 30. All steer calves and surplus heifer calves are sold in early April.





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lan Leadley, right, is the "resident gold-miner come beekeeper and possum hunter" at the Branches. He is not employed by the station but is very much part of the furniture, manager Gene Bryce says.

BRANCHES MANAGEMENT

Branches has 100 hectares of cultivated river flats and downs, 600ha over-sown and top-dressed downs and lower hill faces. The remaining native river valleys and steep high country rise from 500m to 1900m, receiving an average of 1000mm of rain per year.

Winters are long with hard frosts the norm and frosts can be expected anytime between New Year's Day and New Year's Eve. The growing season is short and the native ground only grows once a year, December/January.

The property winters 250 Hereford cows pregnancy tested in-calf to Angus bulls. It also stocks 50 dry 18-month replacement heifers and 50 replacement heifer calves, and bulls go out on New Year's Eve for 60 days. Branches also winters 5000 merino sheep, 2000 ewes, 2000 wethers and 1000 mixed-sex hoggets. The 1600 ma ewes are fed balage and grain over tupping for 40 days then winter on steep native sunny faces up the Shotover River.

Four hundred two-tooth ewes are run dry and hoggets are wintered on crop (turnips and Moata) and grain from May to the end of September. Wethers winter and summer on native country. Mixed-age ewes are pregnancy scanned and shorn in early September while being fed balage and grain

prior to lambing on oversown and top-dressed blocks in October and November. In 2021, the 1600 ma ewes tupped scanned 112 per cent and weaned 1600 lambs. In 2021, they scanned 122 per cent. Last year 600 mixedsex merino lambs were sold at weaning.

The biggest impact on the property is the road access - 26kms from the Coronet Peak ski field road via the Skippers Road which is only suitable for a 5-ton truck for fertiliser cartage and takes two hours one way. This adds significantly to the cost of farm inputs and means sale stock face a three-day walk before being transported to sale, not the best finishing programme for prime stock or weight gain for freshly weaned calves but they certainly are delivered quiet and well worked.

This means that only in recent years has the station undergone any pasture development and over-sown and top-dressed ground as this required substantial capital investment. Under the current ownership the previous managers were able to undertake the present development and much needed replacement of the farm buildings and infrastructure. It is now the manager's challenge to make this investment pay and run a profitable operation. Gene and Margaret were given five years to achieve this on taking on the station's management four years ago. The move to

Angus cattle is a straight economic decision,

"We took over nine Hereford bulls and marked 180 calves from the 250-cow herd. These were replaced over the next two seasons with six Angus bulls producing 240 calves last season giving us 60 more sale calves of which the first cross steer calves averaged \$150 more per head than the last of the Hereford steer calves.

"The Angus bulls cover their country and will keep looking for cycling cows where the Herefords tended to sit on the flat and wait for the cows,"

Gene saw Angus' aptitude for hard country while working for Dave and Millie Harper at Lake Heron Station. Then he saw them perform on fertile country at Muller Station, where the property ran 80 performance recorded Angus cows.

Gene finds Angus cattle forage and climb keeping heavier country open for sheep while putting on and holding condition to rear a good calf and get back in calf. He and Margaret like the moderate frame of the Angus cow which suits hard steep country and tend to produce a heavier calf than a large-framed animal in these conditions.

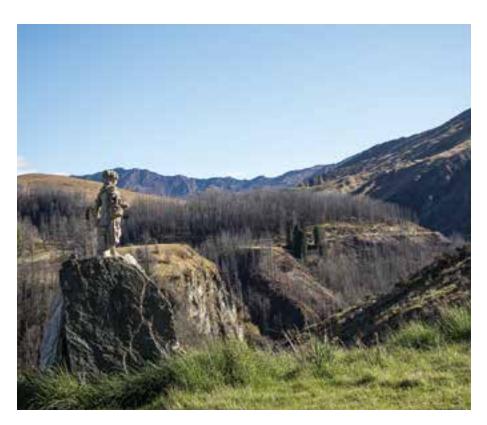
These attributes are targeted in bull selection, average birth weights, below

average 600 and mature weights. Positive fats and large scrotum are a must.

Average to below average milk is preferred. Cows have to milk off their backs - not grass - and still get back in calf so high milk animals tend to lose condition rearing their first calf and fail to get back in calf in this country. Temperament is essential also. With the nonfarmer owners visiting the property regularly and 300 school children spend 10 days on farm for their annual school camp there is no room for any animal that is not 100 per cent around people. Bulls are now all sourced from Jeremy and Sally Gunton of Umbrella Range Angus because they "tick these boxes", Gene says.

"They are mainly New Zealand genetics, have a good thick skin for the long winter and shift well."

Looking ahead, Gene reckons the sooner the Branches cow herd is Angus cross or straight Angus the better, as it may allow the station to increase its numbers with better feed utilisation.



Lorraine Borrell erected this monument about 1993 in remembrance of the 100 -year anniversary of Women's Suffrage. It is on the freehold ground retained by the Borrell family and fittingly over looks the Skippers cemetery where Lorraine now rests.





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MT POSSESSION STUD AIMS HIGH

ANGUS New Zealand 2022 25

Tim Fulton

t Possession Angus is chasing strong commercial performance in a sprawling high-country landscape.

The Mt Possession Angus Stud is part of the Whyte Farming Company comprising 17,000ha, one of the largest remaining family owned properties in New Zealand. Ryan Hussey manages the mid-Canterbury sheep and beef operation (15,000ha) and Donald and Leigh Whyte (the owners) run the deer platform on 2000ha. There are 12 staff across the business and Mt Possession Angus Stud is a joint venture between Ryan and his wife Sarah and the Whytes who are 50:50 partners.

The six-year-old stud claimed the secondhighest price in the country at its inaugural on-farm bull sale in June 2021, when Max Tweedie of Hallmark Angus, Tutira, Hawke's Bay, paid \$88,000 for lot 3, bull Q53. Across the board, Mt Possession sold 19 out 20 two-year-old bulls offered on the day, at an average of \$11,200.

Mt Possession has run Angus for a long time, initially across the once-Hereford herd for the whiteface cow, then as an Angus herd with the Hereford used as a sire on the 'B' THE STATIONS OF THE ASHBURTON GORGE 1996

MANUKA POINT

RAKAIA RIVER

CLEMPALLOCH

MACHICAGE

MAROWSMITH

MAROPET CASTE

LEMIN STOLE

RANGITATA RIVER

RANGITATA RIVER

MAT POSSESSION

MANUKA POINT

ROBE

LEMIN STOLE

MANUMAN AND ILLAKES

BARROSA

L CLEMPALOCH

MAT POSSESSION

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L CAMP

STOLE

STOLE

MACHICAGE

MAC

line cows to produce a whiteface cow. Their existing herd is mainly Angus with about 200 Angus Hereford cross cows.

When Mt Possession started a registered Angus herd in 2015, the partners struggled to find bulls to suit their needs for use in the commercial cow herd. In just five years, Mt Possession Angus Stud used an Al and ET programme to go from no registered females to 100.

The stud is founded on 26 cows and eight

heifers bought at the dispersal of Bruce Alexander's Goldwyn Stud in 2015. Stud principal Ryan says they've bought a few other females but an ET programme has helped them make gains from cows that had a lot to offer.

"We bought useful females from Bruce so it's about expanding the influence of those top Goldwyn females."

Ryan's focus has been on the female foundation so they can breed bulls with the





structure and constitution to last in their highcountry environment. Their paddocks are at 700m, so combined with rainfall, it's a short growing season with a long cold winter and hot dry summers.

Bulls have to do more than just last in these conditions; they have to last while producing progeny from the 900-head commercial cow herd. This provides daughters with the do-ability and fertility to perform and steers that will go on to finish at the top end of the market.

"We are lucky that we spent many years trying different stud bulls in the commercial herd and this gave us the insight to the type of cow that works here. We balance that moderate, thick, big rib and gut-capacity-type animal with balanced performance EBVs. We don't want anything extreme, just balanced across the board," Ryan says.

Ryan knows Angus pretty well, having worked with them on various high-country stations previously, either as a straight Angus or an Angus/Hereford cross whiteface cow.

He says everybody balances phenotype and performance to one degree or another, but his preference is for an animal to fit the type first then have enough performance to carry on through to finishing, as all cattle are finished within the wider Whyte Farming system.

"Therefore the client we're breeding for is ourselves and if other people like what we're doing that's great but the focus is on practical commercial performance rather than chasing the next new thing."

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TO THE TYPE OF COW THAT
WORKS HERE. WE BALANCE
THAT MODERATE, THICK, BIG
RIB AND GUT-CAPACITY-TYPE
ANIMAL WITH BALANCED
PERFORMANCE EBVS. WE DON'T
WANT ANYTHING EXTREME,
JUST BALANCED ACROSS
THE BOARD"

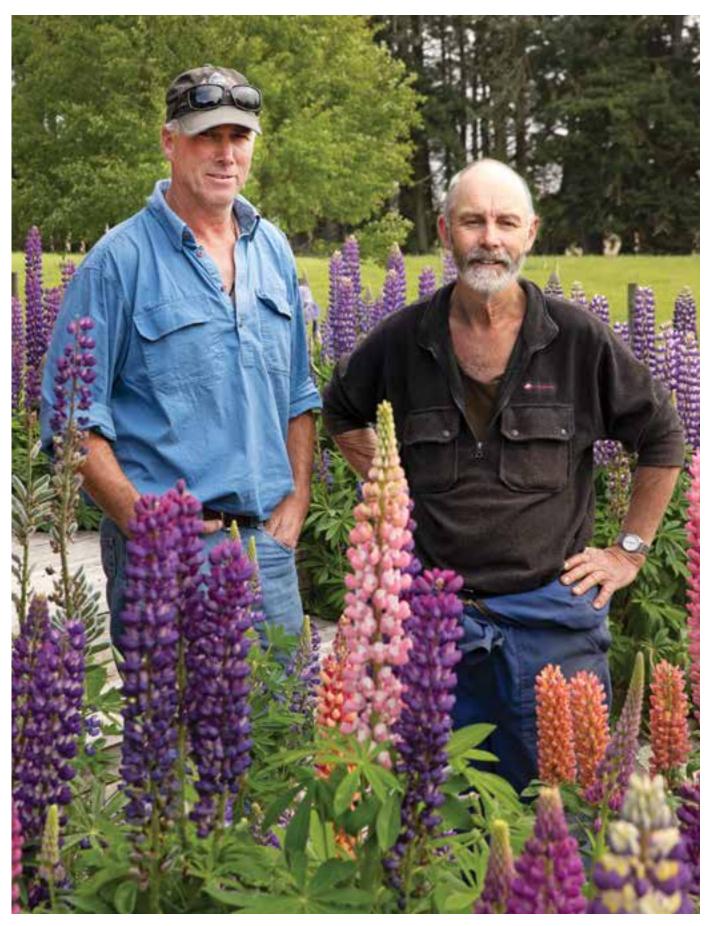
Ryan likes Angus as an easy doing maternal breed that matures early with a quality carcase. He finds the dominance of the black gene results in uniformity, helping them to access premiums for Angus from calves through to the supply chain. Looking a season or more ahead, he wants to keep building consistency of the cow herd, with the structure, do-ability and performance to drive commercial gains.

When looking for a potential sire, body type and structure are paramount and then comes performance data.

"It must be within a range that fits our production system ideally as many traits as possible around breed average or slightly better, then pedigree is important. I want as little 'rubbish' as possible in the pedigree so that he breeds true to type, it's ok to have one outstanding bull but if the rest of the sire group are not, he's not going to consistently breed a type."

Away from market, Mt Possession has been cleaning up after a storm swept through Mid Canterbury in late May 2021, damaging bridges, roads, homes, tracks and fences. On a more routine basis, the business has another environmental challenge - restrictions on how farms in the Ashburton lakes catchment run cattle and other stock. The property borders popular recreation areas like Lake Clearwater and Lake Camp and is en route to Mt Potts High Country Station, where Mt Sunday was transformed into the capital city of the Rohan people in the Lord of the Rings movie trilogy.

Mt Possession sheep and beef manager Ryan Hussey, left, with owner Donald Whyte.



"IT MUST BE WITHIN A RANGE THAT FITS OUR PRODUCTION SYSTEM IDEALLY AS MANY TRAITS AS POSSIBLE AROUND BREED AVERAGE OR SLIGHTLY BETTER, THEN PEDIGREE IS IMPORTANT. I WANT AS LITTLE 'RUBBISH' AS POSSIBLE IN THE PEDIGREE SO THAT HE BREEDS TRUE TO TYPE, IT'S OK TO HAVE ONE OUTSTANDING BULL BUT IF THE REST OF THE SIRE GROUP ARE NOT, HE'S NOT GOING TO CONSISTENTLY BREED A TYPE."



A PRECIOUS POSSESSION

By Tim Fulton, with additional reporting by Natalie Campbell

Donald Whyte loves a development to sink his teeth into.

"It's not about commercial return. I'd have bought myself a dairy farm 20 years ago and let it run. I'm really asset rich and cash poor for the amount of investment we've got here, but this a pretty good place on most days," Mt Possession's owner says.

Donald's been on the property 40 years, succeeding his late father, John, who at age 55, "upped sticks" from farming hill country in Hawke's Bay and East Coast to buy 40,000ha of high country in Canterbury. "He took this place from an overseas-operated, fine wool property and just stepped up a whole new gear," Donald says.

In many ways, Donald's a deer farmer at heart. He started out in the deer capture days and worked on farms in the North Island when his dad bought Mt Possession and headed south.

"Really, for want of anywhere else to come, I sent the deer down here and followed."

He worked at Mt Possession for five or six years as an employee, before he and his wife, Leigh, bought a 940ha farm next year, Edendale. With help from his father, Donald fenced Edendale and moved his deer out of Mt Possession.

John ran his down deer at Mt Possession for a time, until he became ill and Donald took

over the management of both properties.

By this time, Mt Possession had been pared back to a still-sizeable 24,000ha, just as with the local Catchment Board activate the retirement runs plans of the day. These plans removed Class 7 and 8 land from farming; in return for retiring that land, the farmer funded fencing and improvements such as top-dressing.

Looking to farm more intensively, Mt
Possession replaced merinos with halfbreds
and Herefords with Angus. Donald says his
dad became disillusioned with top-pedigree
Angus bulls for a while, because they
struggled in Mt Possession's harsh highcountry landscape. He also lost his hands-on
approach to management when he became ill,
opting to buy cheap bulls rather than elite or
even mid-range sires.

"He basically bought cheap bulls, so when I took over there was a fairly easy pathway to improving the cow herd."

In the 1990s, some years after his dad freeholded part of a lease held by the University of Canterbury, Donald sold the 10,000ha Hakatere Crown Pastoral Crown conservation estate, retiring lakes and wetlands in the process.

Fearing the farm being "screwed in three different ways" in that review, he asked the Clark Government for a cash settlement, knowing he would probably have to give it up anyway in the tenure review process.

"We were just coming under so much pressure from the conservation lobby that

we were going to own all this land – but we wouldn't be able to do anything with it, and that didn't sit well with me."

Even without that pressure, Mt Possession is a highly visible property, with a road up the middle and lakes with about 200 baches on them.

"We're very public, with walkers and bikers. We retired 10,000 hectares to become part of the Hakatere Conservation Park and we still get people hiking over fences and coming over here, because they think they can."

As frustrating as that might be, he has no regrets about selling that Hakatere run. After the sale he bought a down-country mid-Canterbury property at Alford Forest that became Mt Possession's finishing farm. Crucially, unlike Mt Possession, Alford Forest had reliable rainfall so the farming group no longer had to resort to off-loading store stock in a dry.

Manager Ryan Hussey runs day-to-day sheep and cattle operations on Mt Possession while Donald continues to take a strong interest in his deer. The latter continues to love that farming life.

"We're getting to that age, thinking about what we're going to do next. Well, I don't have anything to do next – I'm in my happy place," he says.

If there's a next step, it's considering two children already farming; one nearby and the other at Woodbury, inland from Geraldine in South Canterbury. "That's the future for us."



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RECORD-BREAKING KAHARAU

bulls bred meaty and strong

Tim Fulton

imunui Station is the engine room of the famous Gisborne Stud, Kaharau Angus. Penny and Pete Hoogerbrug's 1200ha property has again powered into the record books, with a New Zealand-record price of \$106,000 for Lot 6 in their 2021 farm sale. The new on-farm sale record across all beef breeds in New Zealand was for two-year-old sire Kaharau Q327, beating the previous record price of \$104,000 made at Turiroa Angus near Wairoa in 2020.

The Hoogerbrugs run Kaharau Angus on Rimunui Station alongside Nick Carr. Nick joined Kaharau Angus in 2016, moving from Mangatoto Station in Wairoa with his wife Tracy and their three daughters – Lily 15, Lucie 13 and Ruby 9. The operation is also supported by shepherd Glenn Morris and general Greg Perano, as well as two part-time casual staff when required; Kim Rhodes for mustering and Jiba Swarbrick for general duties.

Penny and Pete are responsible for the overall strategic direction of the stud and the station whilst Nick runs the farm day to day. Together they make all the stud stock decisions.

"We have a fantastic team here at Kaharau and it takes a 'team' to get through all the work for the year, plus there are so many service providers that help us run the station."

Rimunui has 1000 effective hectares and 200ha of native bush, including 30 ha QE 2 Covenant called Williams Reserve, fenced off since 2014. The owners and staff work with

local company Ecoworks who does regular pest monitoring and control. The farm runs up to 900 feet, just shy of a famous Gisborne landmark, Motukeo Peak. They're basically one third easy country, a third medium where they mate and calve the cows, and the remainder, steep.

"We are fortunate to farm in what's known locally as the 'The Whangara belt', a strip of farmland running along the coast from Gisborne to Whangara that catches all the easterly and south easterly rain," Penny says.

Historically Rimunui gets 1100mls annually and has managed to escape a notable drought since 2017, though they had cold late springs in 2019 and 2020.

The station runs 350 stud mixed-age cows

ANGUS New Zealand 2022 31



The Kaharau team— Glenn Morris, Daniel Swarbrick, Penny Hoogerbrug, Grea Perano, Nick Carr.

and 90 stud R2 heifers on the station, as well as 2800 commercial Coopworth/Romney ewes and 900 hoggets. All the ewes are mated to Coopworth rams and the hoggets to terminal black-faced rams, with all the lambs finished on farm.

In spring 90 yearling heifer replacements are kept for the herd and 110 yearling bulls through the summer, ending up with 75-80 R2 bulls in June for the annual bull sale and paddock sales. The remaining heifers are sold to stud and commercial clients and the bulls to commercial farmers and the dairy industry.

Kaharau has long been regarded as one of the country's premium breeding operations, but at every annual bull sale it must again prove itself worthy. As much as a breeder might rate the quality of a particular animal, the bull buyer has the final say.

"It's the biggest event of the year for us,"
Penny says. "It's the culmination of three years,
really, because it's from the time you decide
which bulls you're going to use for mating, to
the birth of the calf and the bulls growing-on
for two years after that."

Mating decisions made now have lasting consequences, for the immediate offspring and the genetics flowing through the stud's bloodlines. As the second generation to run Kaharau Angus, the owners are acutely aware that breeding is a long game.

Kaharau has introduced new genetics during Penny and Pete's nine years in charge, building on the legacy of Penny's father, Colin, who built the stud over six decades, exporting semen, embryos and live cattle across the world.

PENNY AND PETE'S RECENT BREEDING DECISIONS HAVE BOUGHT SUCCESS, WITH KAHARAU ACHIEVING THE SALE OF THE TOP PRICED BULL IN NEW ZEALAND ALSO IN 2018 AND THE HIGHEST BULL SALE AVERAGE. A STRONG SALE AGAIN IN 2019 AND IN 2020 KAHARAU SOLD THIRTEEN STUD BULLS.

Any change in a breeding programme is a risk, no less so for Kaharau. The stud's success is such that when Penny and Pete decided to further develop their genetics, it wasn't easy to find new, non-Kaharau bloodlines. And by starting to modify Kaharau's long-cherished breeding lines, the couple had to be sure that they were introducing only the best new genetics, taking into consideration all the traits

that have always been so important to the stud

In 2020, the stud invested in new genetics with the purchase of the highest price bull in New Zealand, Turiroa Ragnar 18P224 in partnership with Orere Angus, Gisborne, and the purchase of a three-year old sire, Tangihau Top Gun 17-436 and stud females from Rangatira Angus.

Every year, Kaharau runs a significant AI (artificial insemination) programme using new outcross genetics, Al'ing up to 160 mixedage cows. Plus the team select premium donor cows for their ET programme (embryo transfer), making spring a very busy time along with all the other station demands. The progeny from these joinings has brought recent success to the stud with notable embryo and semen sales to New Zealand and Australian studs.

Penny says they aim to breed strong, fertile hill country cattle that are phenotypically and genetically balanced.

"They must be well-framed and structurally sound so they can shift well for our clients, last the distance in any environment and

Kaharau Olympic 19Q327, who sold for \$106,000 in 2021.

thrive under varying commercial conditions. Our cattle are deep, thick, meaty, easy doing animals with a quiet temperament. It is paramount that they're safe to handle in both the paddock and the yards and have strong heads, jaws and bones so they can get around the hills and graze the steep hill country. They must have good sized testicles, which is a good indicator of fertility. Our cows are required to mate and calve on the hill country with excellent calving ease, produce a calf every year, milk well with functional balanced udders, grow heaver weaners and maintain pasture quality."

Penny says Kaharau also strives for balanced estimated breeding value (EBV) data in the herd.

"So we look to select new sires and our retained females with a balanced set of EBVs, to have strong maternal traits of positive calving ease and moderate birth weight along with good growth and reasonable carcase EBVs."

All the cattle are regularly assessed and subjected to rigorous culling and there is no compromise. The combination of genotype and phenotype produces cattle that will grow out well at all ages, whilst still meeting top carcase premiums.



Penny and Pete's recent breeding decisions have bought success, with Kaharau achieving the sale of the top priced bull in New Zealand also in 2018 and the highest bull sale average. A strong sale again in 2019 and in 2020 Kaharau sold thirteen stud bulls.

"It is very exciting to see the progeny on the ground from our breeding decisions, when all our effort comes to fruition to produce beautifully balanced and correct bulls and heifers with good EBVs, it really makes all the work worthwhile."

Kaharau clients are mainly commercial farmers who farm on steep hill country. Penny says they keep coming back to buy Kaharau cattle for their structure, type and performance. "Our clients sell their cattle at various age grades throughout the supply chain and their finished cattle grade well at the meat processing companies. The cattle we are breeding in this hill country environment must suit and reflect the needs of our clients, as well as the demands of the market and end consumers."

Penny says two of their biggest ongoing challenges are goats and weed control: they do regular shooting, either on foot or with the helicopter, and have an annual thistle and blackberry spraying programme. Deep gullies divide the station and Pete, on the station digger, has done a lot of work putting in tracks, culverts and crossings over the past nine years





to open up access and therefore save time travelling around the farm. These need to be continually maintained.

"The land is pretty stable so we don't suffer many slips but still undergo a poplar pole planting programme every year to hold any moving country and to provide shade for the stock. Rimunui has been very well planted in the past and we have significant areas of poplar and willow plantings. We love trees and wish to continue this annually," Penny says.

As any visitor will attest, it's a beautiful station. Being only ten minutes from Gisborne,

water to more than 50 of the 63 paddocks on Rimunui, with a recent capacity boost for extension and more development to come.

Penny is steeped in Rimunui and the Kaharau stud. Her parents, Colin and Jackie Williams, established the stud in 1957 at Kaharau farm, Ruatoria, and Pakihiroa Station, 16 miles up the Tapuareoa Valley. Penny grew up and called Kaharau home until she was 24 years old. She loved the cattle and the country and was always out and about mustering with Colin and his long-time stock manager, Prince Rickard, or helping in the cattle and sheep

Olivia (Hoogerbrug) Milne, Caleb Milne, Blake Briant, Kate (Hoogerbrug) Briant holding George, Penny, Jackie Williams, Pete and Nick Hoogerbrug.

"BALANCE IS SO IMPORTANT WHEN BREEDING STUD CATTLE AND IS A WORD THAT WE HAVE BEEN USING AT KAHARAU FOR AS LONG AS I CAN REMEMBER."

it has stunning views down over Poverty Bay to the south and the sea to the east.

Even so, weather can cut up rough.

"The truck drivers tell us that the Rimunui cattle yards are the coldest yards in Gisborne. Because we face south, we cop the southerly storms, wind and rain. It's always a few degrees colder than Gisborne up on our hills and we always need to be prepared for all weather. We say, 'We farm our bulls at altitude!'"

Like almost any farm, running costs are high, too. After consultation with manager Nick, Rimunui sets an annual budget every year to keep a cap on spending. The biggest expenses are wages, fertiliser, animal health and shearing wages.

On the plus side, Rimunui has a terrific water system. Twenty years ago, a reticulated water system was installed that now delivers fresh yards "so all I remember is having Angus stud cattle on the farm and the station".

With Angus in her blood, it was a natural progression to take over the stud when Colin retired in 2012. Within her own family, as a mother to three adult children and grandmother to one, Penny and Pete's personal vision is to continue to farm, develop and retain Rimunui Station for future generations and to breed the best Angus cattle possible.

As successful as the stud has been, Penny says Kaharau Angus is evolving – increasing cow numbers recently and dropping ewe numbers. She says this allows them to have more calves on the ground to help with the selection of the very best genetics for clients and grow their bull sale numbers.

As a property that winters 8500 s/u, the business is aware of the need for balance

across the whole farming operation, including the stud.

"Balance is so important when breeding stud cattle and is a word that we have been using at Kaharau for as long as I can remember. For us at Kaharau, it is all about phenotypic and genetic balance. We make all our heifer and sire retention, purchasing, breeding, sale and culling decisions based around this mantra."

Penny is as passionate about breeding Angus cattle as her father was and with the support of Pete and Nick, and the Kaharau team, is continuing to build upon the Kaharau legacy into the future. Bidding for top-selling Kaharau Q327 started at \$50,000 and culminated in a purchase by the Tapiri and Elgin Angus Studs from the Wairarapa and Hawke's Bay respectively.

"They are both young breeders and their families have been terrific supporters of Kaharau in the past; it's great to see they are still keen on our genetics," Penny says.

On the sire side of Kaharau Q327's pedigree they were all homebred Kaharau sires, but Q327 was one of the first crop of bulls from father, Kaharau Atlantic 454. There were 13 sons of Atlantic 454 in the 2021 sale – the first season his progeny was available. On the dam side the young bull was a combination of home bred females and the influential Matauri Reality.





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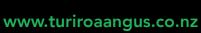
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Tim Fulton

eard of 'searching pattern virtuosity?'

It describes the travel patterns of a
cow's inclination to seek out feed.

Gene marker and behavioural research at Lincoln University has revealed a link between genetics and foraging behaviour.

In examining searching pattern virtuosity, the Lincoln research led by PhD student Cristian Moreno Garcia, and supervised by Professor Jon Hickford, placed GPS collars on Herefords and monitored their movement while grazing in hill or high-country grasslands. What's more, they revealed that variation in a single gene appears to affect that behaviour.

The cattle with an inclination to following more tortuous paths in their grazing behaviour,

display the same behaviour regardless of the environment and that appears to be under some genetic control, Hickford says.

"You can see all the [non-genetic] variation coming in from the different farms. Some of the big blocks go up to over a thousand metres, but the same genetic effects seem to occur. The ability to go out and search for things appears to be under some genetic control."

The Lincoln study shows that older cows don't like going up hills - and that younger stock are the most reluctant to seek out feed further afield. This is probably because they haven't learnt that you've got to go out and look for food.

"We never thought we'd see this behaviour in young stock. Your average two- or three-year-old cow, they're far less likely to go out for a bit of a wander around than some of the wilier old cows, like four, five or six-year-old cows which will go looking for tucker up a valley," Hickford says.

Those older cows were more inclined to find winter shelter, food and water up there.

"They'll set up camp up there, effectively."
Hickford says the findings are important
as the New Zealand beef industry seeks out
breeding stock and commercial progeny
that are best-suited to hill and high-country
landscapes. As changing land uses pushes
beef cows onto harder country, larger cows

"SUCH A GENE MARKER NEEDN'T THREATEN THE VALUE OF EXISTING SEED STOCK.
ANY GENE MARKER IDENTIFIED IN THE LAST 20 YEARS IS JUST ADDING TO SELECTION ACCURACY, SO YOU CAN BREED IN A PARTICULAR DIRECTION WITH INCREASED SPEED."
JON HICKFORD SAYS.

without a strong foraging instinct become a distinct liability, he says.

Despite genetic evidence, parts of the New Zealand breeding industry continue to seek stock or animals bred from larger cattle, whether from the United States or elsewhere.

Based on the Hereford study, Hickford recommends breeders and commercial buyers aim for a cow that's small, efficient and capable of searching out food, particularly as these animals are likely to be better suited for latesummer, high and hill country feeding systems.

Meantime, Moreno Garcia will continue to study searching pattern virtuosity, "to get a better handle on this valuable trait".

"Genes we're looking at could be a marker to select cattle that are more likely to go and search out food."

Such a gene marker needn't threaten the value of existing seed stock.

"Any gene marker identified in the last 20 years is just adding to selection accuracy, so you can breed in a particular direction with increased speed," Hickford says.

The Lincoln University study reviewed several factors affecting foraging behaviour, like age, farm, and sire effects, for example. Grazing behaviour models were then "corrected" to reveal significant genetic associations.

Regardless of physical environment, cattle showing searching pattern tortuosity are more inquisitive foragers, their work shows.

There's no apparent difference between the Herefords and the Angus-Hereford cross, but a cow's age played a decisive role in expressing its searching pattern tortuosity, Hickford says.

He urges farmers to prioritise calving ease in stock selection, as a way to increase longevity and improve reproductive performance per head.

"Wherever you're getting stock, from your studs or from America originally, they are coming from systems where they may do calving assists and they're bigger, so you may get more calving problems."

Farmers on higher country should look for calving ease in their EBVs and track reproductive success through physical measures, like the number of calves weaned.

"It's exactly the same in the sheep industry. We've got to get to a point where we can walk away and leave ewes. That is the heart of the New Zealand production system – easy care, low input livestock. Once you get that smaller, more robust reproductive unit you'll see that calving benefit, but you also need genetics that grows rapidly and produces a good carcase.







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Tru-Test M





Tim Fulton

anging from 400m at the bottom to just over 1300m at the top, Toronui Station in northern Hawke's Bay sees plenty of rain and snow.

The 1500ha sheep and beef breeding and finishing property an hour north of Napier winters 9500 stock units, including about 470 calving Angus cows and 4200 Romdale ewes.

Manager Dylan Rofe says the 60:40 sheep to cattle ratio is tied into a policy of selling all steer calves and surplus heifer calves in April. Steer calves average between 250-260kgs when sold. Toronui keeps 120 heifer calves as replacements, put to the bull on November 20 at a minimum weight of 330kgs. This year they averaged 370kgs going to the bull.

The bull is out with the heifers for 50 days and any heifers that are scanned dry are sold. No replacement heifer calves are kept out of the first calvers. All cows go to the bull on December 1 for 60 days, with anything sold that scans. Any 'wet/dry' heifers and cows are culled too.

Dylan puts first calvers behind a hotwire, with mixed-age cows set stocked in their own calving country about 10 days out from calving. For the sheep, Toronui plants 50ha of swedes for all the mixed-age ewes, 2th ewes and hoggets to winter on for two months, before new grasses are planted in spring.

The sheep system is based around selling as many lambs prime as the season allows before possibly having to sell some store in late Autumn. Last season the property was able to kill all of the lambs bred on the place for the first time at an average weight 19.5kgs. This was largely due to the increasing amount of new pastures and the cow herd being used to maintain quality feed for the lambs.

In another first, last year Toronui hit 150 per cent lambing for the first time, after a couple of seasons coming close.

Those are satisfying results on a property that presents its challenges, like that 900m rise from the woolshed at the bottom to the 1300m peak. Average rainfall is about

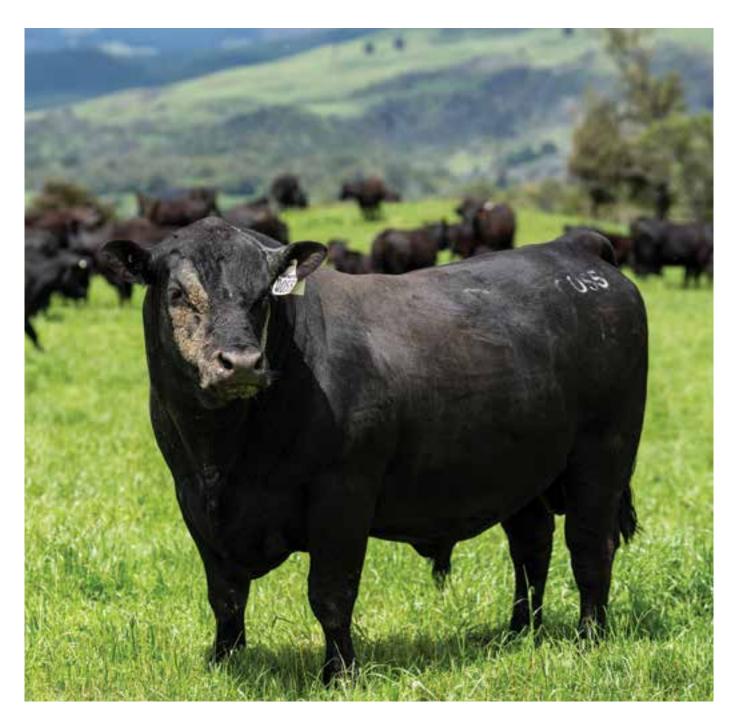
2000mm a year and there can be three or four reasonable snowfalls a year, from winter into mid spring but generally when the cows are wintering in the top country.

The cows are there for about 2 ½ months and come down from the top on August 10, before the worst August-September snowfalls. Once the cows are down are they are fed balage for three weeks before being moved into the calving country.

The relatively heavy and reliable rainfall fuels a good amount of summer feed, though this is kept in check with all of the cows and calves mobbed up at calf marking in early November into roughly 80 cows a mob. This allows two bulls per mob which makes for easy management, Dylan says.

There's good environment care too, with 30ha fenced off and retired in the past two years. Part of this area had 5000 young native trees planted through it late in winter 2021 and the rest of the area already has retired patches. Dylan says native bush already





around waterways will continue to regenerate itself. The main aim behind fencing off these areas is to prevent erosion and to continue looking after the waterways.

Angus have been a part of virtually every property Dylan has worked on, but he credits Paddy Bull on Mangatawhiti Station for really sparking his interest in the breed.

"I learnt a lot off Paddy with the selecting and purchasing of bulls through to growing out the young stock. Angus cattle have always been run on Toronui, along with some Hereford cross cows as well, although a Hereford bull hasn't been used for over 10 years," he says.

For the last three years Toronui has only retained straight Angus heifers and they're starting to see the end of the Angus Hereford cross cows. It was probably this move which

helped them win the Hawke's Bay A&P show commercial heifer competition in 2019 and 2020.

"The big driver behind choosing Angus cattle is for the premiums they attract through the markets and how they handle our country. The Angus breed has done a great job of promoting Angus beef and we're able to cash in on this with people seeking well grown Angus weaners," Dylan says.

The station buys its yearling bulls from Stokman Angus, prioritising calving ease, partly so the heifer is fit and healthy after having the calf. To achieve this, the staff focus on bull birthweight and breeding for mating over yearling heifers. The proof that they're getting results is that they only had to assist two heifers in 2021, calving out of 95 heifers.

Toronui currently buys its two-year-old

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THEM WIN THE HAWKE'S BAY
A&P SHOW COMMERCIAL HEIFER
COMPETITION IN 2019 AND 2020.



bulls from Hallmark Angus, Taimate Angus and Woodbank Angus, aiming for a balance between phenotype and EBVs.

"We like a structural sound bull with good bone, a good head and plenty of shape in its hindquarters. This is worked in with the EBVs looking at a birthweight of average or above, good growth pattern and positive fats. We also keep an eye is on IMF and eye muscle traits to keep them improving within the herd," Dylan

It's not always easy working all these characteristics into a bull and then being successful at auction but Dylan says they're happy with the bulls they bought in 2021. It's probably the best team of 2-year bulls they've put together, he says.



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Unforgiving Landscape MEAN WEATHER CALLS THE SHOTS

Tim Fulton

avigating Marlborough's Awatere
Valley, the drive inland feels like a
never-ending journey around steep
faces and sharp, blind corners, before the
road suddenly dips into pockets of river flats
surrounded by rolling hills. The view alternates
between panoramic and oppressive.

Hugo and Kelly Pitts and family have two properties along this valley, the Jordan and Camden.

Most of their farming on the Jordan is on 1,000ha below the quake fault-line that defines Awatere Valley, but cattle also roam into 400ha above that fault-line and the sheep do, too, at times. The alpine fault divides the South Island here and Hugo describes it as a "big carve in the land; clay, downy below the fault-line and Fiordland stuff above it, with high, washed-out alpine grasses".

Hugo and Kelly enjoy the variety and the challenges of running two different properties as a complementary sheep and beef operation. While Hugo admits he's not naturally a "cattle man" at heart, he's happy with his Angus-based bull and cows. One of his main yardsticks for a calf is that's hardy enough to survive. Being Awatere Valley, it gets a tad dry and the country can be unforgiving.

Down-country, the 2,700ha at the Jordan is fenced into relatively small 20ha blocks on the hills and sheltered, fairly weed- and scrub-free 5ha blocks on the flats. It's pretty clean, well-tracked and well fenced, whereas upland on the 7,500ha Camden, most blocks are about 400ha and about 180ha is in small paddocks.

"Particularly at the Jordan, we follow the sheep around with the cows and calves to clean up rank pasture. And to be honest, in winter you pick three or four or your taggiest paddocks, and shut the cows in there when there's nothing else to eat," Hugo says.

It's similar at Camden, where there used to be a lot of poor-quality browntop.

"Even though it's terrible grass, the seed heads are quite high in oil and the cows will do well on it, whereas if you try and run sheep on that, they'll just die on you. We can stock lightly and improve stock water - especially at Camden - and pastures to help tackle the climate. We find it's better to stock for a drought and have standing feed in a good season than be selling capital stock when there is no market for them. We have a narrow window of really good growth October-November, and then it's not really reliable. The market moves too fast for a breeding system like ours so we just do what suits the country and take whatever the market is on the day."

Hugo grew up at the Jordan, where his parents, Allan and Bev, instilled in him a love of sheep farming and fine wool production, in particular. He's well used to the swings of Awatere weather and the challenges it brings for stock management.

In 2002, Hugo stepped up to farm the Jordan on his own account, taking it from his parents. Allan was firmly aligned to Herefords, with a policy of cows in three mobs on a large hill face at the top, a whiteface cross in the middle and Herefords at the bottom.

It was weather, temperament and foraging

habits that tipped Hugo toward Angus.

By around 2008, faced with yet another drought, he was down to 30-odd Hereford cows across the two properties.

"We were having repeated droughts and they were having to go away somewhere for grazing and eventually I thought, 'Stuff it. They're the right number and the right size, so we dropped those 30 cows as a trading option during the drought. We had fewer Herefords, then fewer Angus and we actually crossed the Herefords over. We also removed Murray Greys when we took over Camden, as well as some Charolais crossed with a terminal sire. And we bred more Angus, which were comparatively placid and biddable at calf marking."

By then, the wider Pitts family had jointly purchased Camden, where they again encountered Herefords.

Camden's previous owner had once grazed

Herefords for a down-country farmer in a drought and kept the calves as payment.

"He just bred them and bred them. They were extremely hardy but they had no respect for fences, and the fences at Camden weren't – and aren't – that good compared to most places. We're getting better, but one year we shut all the cows and calves into a corner of the property and within four days, the bulls were in the opposite corner, probably six to eight kilometres away and many thousands of feet higher, with four cows. They'd just jumped out over multiple fences – went back to where he knew. At that point I went, 'Yeah, nah. We're not going to continue with you'."

Looking at the temperament of those "trouble-maker cattle", Hugo started again with 30 Angus cows.

Now Hugo is firmly Angus, finding the breed excellent for feed management.

"We need them to clean up pastures of

rough or rank quality and also of sheep worms. They cover the whole lot pretty well, and what I like about them is they will really move. They'll gut the top, down the bottom and across the face."

Not for him, an animal that hangs around a track or a creek margin.

"The Angus will get up the hill a bit further and it's rank, old grass. They do get around," he savs.

When selecting a bull, Hugo looks for positive fats, medium birthweight, above-average 200-day growth rate, good milk and scrotal circumference on the EBV. He also looks "first and foremost" to the look of an animal, i.e conformation and style, before using EBV to narrow the selection. Of course, he says with a laugh, you can still "get blown out at the auction and go home with a bull you'd rather not have!"

When he first switched to an Angus bull,

"THE WHITE-FACED COW OVER AN ANGUS BULL, THEY DO THAT MUCH BETTER: BIG UDDERS, BIG COWS AND THEY LOOK AFTER THE CALVES REALLY WELL."



someone suggested to Hugo he would get just as good a result from crossing a Hereford bull over an Angus cow. But Hugo wasn't convinced, reckoning it would be harder to get a nice looking cross that way. Retaining the white face was purely for hybrid vigour, he says.

"The white-faced cow over an Angus bull, they do that much better: big udders, big cows and they look after the calves really well."

In 2021, the Pitts' decided to grow out calves for processors. Having weathered a round of droughts in recent years, they're starting to grow more feed at Camden, at a time when calf prices are in a periodic dip.

There are risks here, but the timing feels right to carry calves over another year or so, Hugo says.

"We've had quite a big development programme at Camden, spraying out scrub. We've lifted cow numbers a wee bit but I'm





loathe to put it up to where it should be, because we won't have water on this place – we rely purely on dams and creeks. And the creeks dry out here; the last two autumns here we've had nothing."

As a breed, Angus is well-suited for converting roughage into saleable calves, Hugo says.

"They're definitely a tool first and an income stream second but we sell weaners in late April and Angus always sell well on the day regardless of the market. Some 'mix' breeds look good but don't get the same cents per kilo."

As ever, weather tends to call the shots from season to season anyway.

"The last couple of years we were probably good for feed until probably New Year's. But as a kid it was probably a long run between Christmas and early or even late February, then March you could guarantee it was going to rain and you were away until the end of May. Whereas, the last few years we just haven't had anything till May. That's just farming but it's not great for your finishing country. At the moment we've just got a bit of crop for the ewes in the winter, but I'm looking at the cattle on the hills on the sub clover at the moment [spring 2021] and they're



probably doing better. You never know what the season's going to bring," he says.

Beyond everyday farming concerns, Hugo's a strong supporter of family farming nucleus for strong rural communities. Like so many farmers grappling with external pressure, he feels increasingly uneasy about the impact of "Government, Government, Government" in farmers' lives, like weather and climate policy. Too many officials were inclined to push

unworkable "solutions" to apparent problems, he says.

"I would love for New Zealand farmers to be heralded throughout the world as top performers in producing healthy food and fibre that has a light impact on the environment, whilst allowing the animals to exhibit as close to possible natural behaviour. For this we need the support of our Government, not to be used as a scapegoat,"





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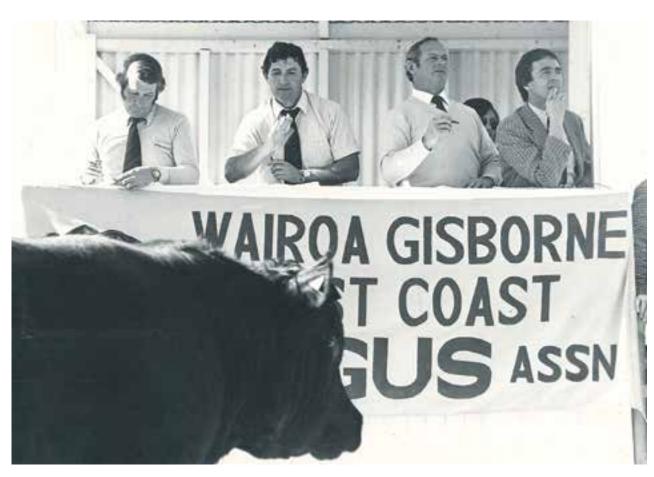
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Williams & Kettle Booking Clerk, Pat Cooper - Williams and Kettle Stud Stock, Ian Best - NZ Farmers Stud Stock and Wayne Mclaren - Dalgety Stud Stock.

Cattle Sales A CALLING FOR AUCTION MASTER

Tim Fulton

he excitement of the sale ring captured accomplished auctioneer Pat Cooper immediately.

"I'm a person who, if there's a challenge out there in front of me, I need to front it," he says.

Growing up at Cricklewood Angus in Wairoa, his father Sam managed the stud for Humphrey Bayly. Pat spent most of his time on the farm, working with livestock and going to A&P Shows like Hawke's Bay, Wairoa and Poverty Bay. These were big events in the

1940s and '50s, an equivalent of social media for their power to improve a stud's profile and reputation.

Pat was entranced by auctions from the outset.

"My father led this bull in to be sold at the National Angus Sale in Dannevirke in 1948 and, up till then, I'd never seen an auctioneer. Neville Kettle was the Dalgety auctioneer right at that moment. My father was in the ring and I had the next bull to come in and I just couldn't

believe what I was seeing, with all the crowd. Neville was a jovial fellow, wore a tweed waistcoast, tweed jacket – and very humorous."

After Cricklewood had sold its three bulls, Pat asked his father if he could go back to the entrance to the sales ring and just watch the various auctioneers at work.

Growing up at Cricklewood, Pat would be home from school by 4 o'clock and straight out to work with the cattle. Pat says becoming a farmer himself was never on the cards, but he



Pat Cooper, left, with Bill Williams, Colin Williams and Marcus Williams.

was determined to get a job with a stock and station firm.

"It seemed like the right place to go. And then I realised that it was the livestock that was driving me. A stock agent was where I wanted to be."

A career highlight was selling Legacy for Atahua Angus for a record-setting \$155,000. New Zealand Angus breeders were introducing American bloodlines and the show-stoppingly large 'Legacy' carried some of those new American genetics. In hindsight, that stellar sale lifted the breed's profile at a critical time.

Other highlights included in 1970 being invited by the late Bill Williams to be the sole auctioneer at Turihaua, which he sold for 25 consecutive years. Pat also treasures in 1973 being invited by the late Colin Williams to auction the first Kaharau sale, which he sold for 23 years.

"My thinking was always, if I'm going to sell

Kaharau and Turihaua, then I'm going to sell that one over there, too," he says.

Pat's first job was with Dalgety's in Wairoa, age 14. His career got off to a bumpy start, when he assumed that his farming experience and local connections would land him a position.

"There was another boy starting also and he was the son of a chemist. The No. 1 job was the office junior, so I thought I'd bolt in because I'd come off a farm and all the rest of it."

The interviewer, accountant Arthur Gemmell, evidently picked up on Pat's cockiness and duly chose the other candidate, Michael Watson, to hold the lofty office junior perch. Despatched to the back store, Pat donned a brown apron which he felt at the time was a symbol of mediocrity. After three weeks, Michael moved to merchandise and Pat thought his moment for promotion had come. But this time it was a move to the grocery counter: "so I went from a brown apron to a white one".

This, perhaps, is not a typical account of Pat, who for decades was a pre-eminent livestock auctioneer.

"When I finally got the office junior's job, I'd get on my bike to get the mail and the manager Mr Gemmell would say, 'now go to Ostler's bakery to pick up my bread and Wong's, the green-grocer to pick up my bananas' before I go home for lunch."

After a while, Pat started to chafe at these menial, non-work related chores. After complaining to his father, Pat took his father's advice and decided to front Mr Gemmell directly. Trouble was, dad rang ahead to Mr Gemmell, giving him a little heads-up.

Duly prepared, Pat's boss peered over his glasses and said, 'You want to see me? I'd ask you to sit down but I'm busy'. Pat mustered the courage to voice his complaint, to which Mr Gemmell replied: 'I'll tell you what. Get on that bloody office bike, get the mail and get my bread and bananas. And if you don't, you won't be able to sit down for a week'."

After swallowing these lessons in humility, Pat did finally make it to the office junior's job and then moved through to his dream position, the livestock department.

"I finally won the race."

Pat's first time selling was in Waipukurau, working for Dalgety's.

"I shouldn't have been selling. The auctioneer from Hastings was elsewhere, selling the cattle. The fat stock buyers said to me, 'You've got the run, where's your auctioneer?'"

If Pat didn't stand in, those buyers were moving on to the next run.

"At best, Dalgety's might get last crack at that pen later, but equally they might decide to walk away. So, up I got. I think, really, the butchers did it all. I didn't know where I was going or what I was doing — hadn't studied the stock pen by pen. But when I finished they gave me a clap."

Still, Pat was soon in trouble again, this time with the head auctioneer for evidently trying to move above his station.

"The head auctioneer came along and did he climb into me."

The bracing experience didn't put him off, though. Experienced heads soon recognised his assured style, including catch-phrases that others would eventually mimic. As a mentor, he was renowned, helping to encourage proteges like Neville Clark, who Pat rates among the best he's seen, alongside John Mckone. Among those now passed, Pat greatly admired Warren Morpeth and

Dennis Hazlett: "two of the very best, very professional and both of great character."

During his own distinguished career, Pat would sell stock most days for months at a time, starting with the Hereford circuit in the South Island at the end of May, then carry on through till September, sometimes doing two sales a day. Some of the sales that hummed

might have expected. Pat remembers giving one sale his absolute all, trying in vain to muster higher prices. He says he then wore it from the vendor, who had no hesitation in telling him: "Well, Pat Cooper. What a bloody awful performance".

But Pat wasn't flustered.

"I gave it my best shot; I really went into it -

"WE'D HAVE A CUP OF TEA AFTERWARDS AND PEOPLE WOULD SAY, WELL, YOU GOT IT EASY TODAY'. BUT IT WAS BLOODY HARD WORK, KEEPING IT GOING – KNOWING WHEN TO INCREASE THE BIDDING, KNOWING WHEN TO PULL BACK. AND OTHER DAYS I'D WORK LIKE ONE THING AND IT LOOKED HARD, BUT THE RESULT WAS OKAY."

along, they were the hardest, he says.

"We'd have a cup of tea afterwards and people would say, 'Well, you got it easy today'. But it was bloody hard work, keeping it going – knowing when to increase the bidding, knowing when to pull back. And other days I'd work like one thing and it looked hard, but the result was okay."

Inevitably, some sales just couldn't quite hit the heights that the auctioneer and crowd

ripped away with the pedigrees, ripped away with description of the animals. So, when I guy asked me afterward if I wanted a whisky I said 'No, a coffee and then I'm out of here'."

These days, now 85, Pat is settled in retirement on the outskirts of Napier. He recalls feeling in his bones that it was time to give auctioneering away, firstly for his health and secondly because he just didn't feel the need to put in those long days any more.





Pat Cooper catches up with Angus NZ general manager, Jane Allan, at home in Napier.

PAT'S THREE 'PS'

Pat Cooper understood that good auctioneering is a product of preparation.

"If I looked at my own situation, you're like an actor, aren't you? You're walking out on stage and it's a performance."

Among all the players who took the rostrum, Pat was among the most meticulous.

"The big thing is getting the trust of the people. It's about the description of an animal, knowing exactly what you're selling. If you're going to say something about the animal, it's got to be 100 per cent [correct]" he says.

He says the first two or three lots of a sale were crucial for setting the tone but a successful auctioneer would have done a lot of work prior, inspecting the lots coming up for sale, identifying their strengths to use when selling and establishing rapport with a client to 'build a market'.

Often, that homework would pay off in spades.

"That particular person you were talking to out in the yard, he's said to you, 'He's a good one, Pat'. And in the sale I'd look to that person and say, 'You're right, there's a good one and he'll do a great job for you'. Even if that wouldbe buyer only made a couple more bids, by that time another bidder might have joined the action."

Command of voice, including diction, was critical too. Pat's family used to sing a lot but he never had voice training. People asked Pat if he'd ever been a radio announcer. The answer was no, but he did know how to project himself. "It was three Ps: preparation, presentation and you'll perform. You can't over-prepare. If you do that you'll present well and if you present well, you'll feel good and you'll perform. If you've got those in line, you'll go."

Auctioneers like a bit of a laugh on the rostrum too, but Pat would pick his moments.

"The one thing you can't do is create humour. You've got to let it happen. Wait for the moment and latch on to it."

One time, Pat had a bit of fun with a yard at Kaharau. Things were "just a bit tense and I just couldn't get the sale going properly", Pat says.

A lot was knocked down and the yardman, long-time Williams and Kettle yardman, Gordon Williams, (no relation to the Kaharau Williams) was on the gate letting them out.

"Colin nodded to open the gate; the bull hit the gate as he went out, throwing Gordon back. Now, Gordon was a great little guy – a real hard case and there every year from when I started selling at Kaharau. He would always have a shot at me and I'd have a shot at him.

He had this great saying when someone was being chased by a cattle beast, 'Stand your Ground'. So, when this bull hit the gate, I sang out to him, 'For goodness sake, stand your ground.' He looked up to me and said, 'Stand your own bloody ground'. Well, the crowd erupted and away we went."

Talking of crowds, Pat was also a talented rugby player, playing 48 games for Hawke's Bay, including matches against the '56 Springboks, '58 Wallabies and the '59 Lions.

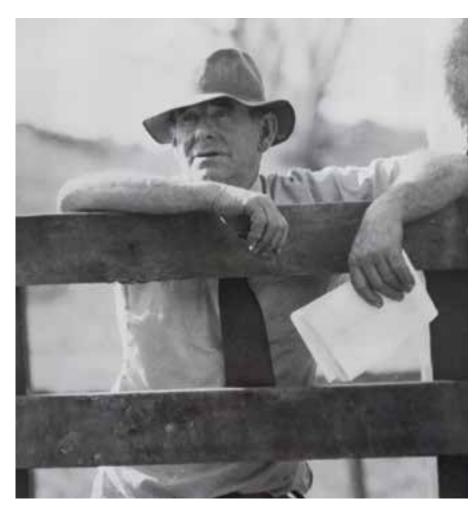
He kicked three penalties in that Lions game and had an All Blacks trial. A generation later, his sons Greg and Matthew went a step further and became All Blacks; Greg making his name with Otago and Matthew with Waikato. Both played more than 100 games for their province, having started out with Pat's beloved Hawke's Bay.

Pat hastens to add he wouldn't have been able to have achieved what he did at work and in family life without his late wife Patrica and their four children's guidance, support and understanding.

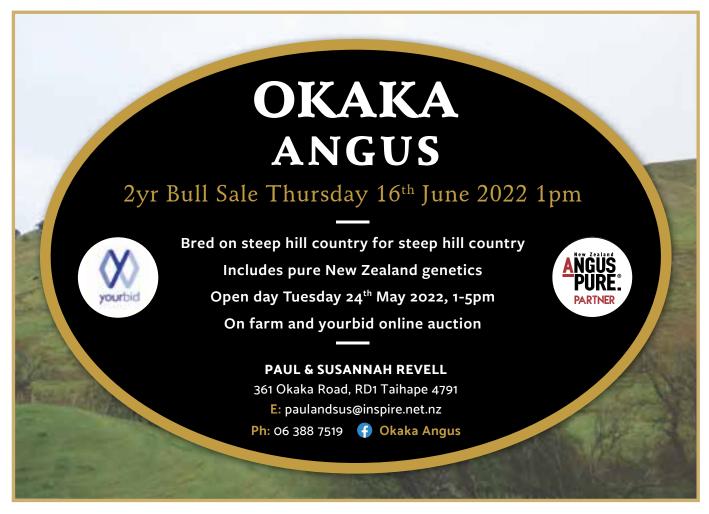
"It was amazing, both boys becoming All

56

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Blacks, but at the end of the day, all Patricia and I ever wanted was for them and their older brother Martin and sister, Ana, was for them to be good citizens. Number one is to be a good person, to be respected and that makes parents happy. Things like the All Blacks are add-ons, fantastic, but it doesn't make you a better person."





CLARK CLOCKS THREE DECADES AS AUCTIONEER

Tim Fulton

Neville Clark brings preparation and skill to the job. But he is modest about his approach.

"I just like to keep everyone happy; not too many balls-ups and just try and keep the waters still," he says.

After more than 30 years in the job it's still a fascinating game, he says.

"Pedigrees and how things breed; it does get a hold of you a little bit."

One of Neville's hallmarks is his "level" approach. He loves routine, never failing to read a catalogue several times before a sale. Then, once the sale is done, he'll mentally move on to the next one.

"It's a great sale moment, maybe, but at the end of the day for people like me, there's another one tomorrow and our clients expect us to be No.1 again tomorrow."

As a fixture of the Gisborne and East Coast cattle trade, he's quick to point to Bull Week as a highlight of his year.

"The one thing about Gisborne is that the vendors work together. To be able to do what we do in three days – nine or 10 sales – you really need a group of people to be likeminded. It's a bloody credit to these fellows; all their bulls are different in their own way and they just make it happen. It's a wonderful event for the economy on the whole, and just the industry, really."

Having been a "reasonable part" of Bull Week over the past few decades, Neville counts himself lucky to have started auctioneering as an understudy to Pat Cooper, who he rates as perhaps the country's best

While he's synonymous with Gisborne and surrounding districts these days, he was raised in Canterbury, where he started out at Dalgety's Christchurch office in 1981.

"You're the officer junior; mailbox,

ONE OF NEVILLE'S HALLMARKS IS
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AGAIN TOMORROW."

merchandise, the whole jolly thing. It was an awesome time to be in the office with the camaraderie with people," he says.

In 1984 he went on the road, working out of the Rangiora office. Looking back on those three years, he realises how lucky he was to experience the Addington saleyards, when the old place was full of legends.

"It was a great saleyard with a lot of history. And the people that were in our company and in that era, they'd had been through the big numbers years – the great old days, really. And it was a wonderful training ground – I was very fortunate to have those years in Addington saleyards."

When he wasn't at work, Neville was nurturing a love of rodeo. With the blessing of his wife, who also enjoyed the sport, the couple did a three-month stint on the Canadian pro circuit. Back home, Neville took a job in Gore, which just happened to be a rodeo hub. After a happy year settling in a place in Riversdale, the Clarks transferred to Heriot, in West Otago. The following six years was a great time in their life together, he says. Attached to the Gore branch, by now Neville was learning the auctioneering art.

"We had reasonable sales yards in Riversdale and two in Gore but that was when I started getting a bit interested in the stud game, doing sales in Heriot. Pat Cooper would come down and do some selling and I'd be beside him, sucking a bit of knowledge out of him."

In 1992, by which time Dalgety's had merged with Wrightson, Neville was part of a contingent of 16 auctioneers who went to Auckland for a training week. Before long, Neville was shoulder-tapped to transfer to the North Island to sell alongside Pat Cooper, in Hastings initially and then in Gisborne. It was exciting selling; Matawhero had big stock numbers, which meant a lot of selling.



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George Philip

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"THOSE MANAGER ROLES WERE GOALS YOU USED TO LOOK FOR, WHEREAS TODAY WE DON'T HAVE THE MOVEMENT OF AGENTS – THEY JUST DON'T TRANSFER AND MOVE FOR PROMOTION LIKE THEY USED TO. SO THAT'S STYMIED SOME OF THAT DEVELOPMENT."

"It was a lot of fun; good people and a lot of miles."

As Pat Cooper's understudy, every day was an education.

"Some days I'd sell all them, some days I'd sell half and some days I'd sell bugger all, but it was all part of the learning."

Many people do alright selling but "just need little bits and pieces of help", he says.

Now a veteran himself, Neville feels it's his duty to share his experience with up-andcomers, just as Pat Cooper did for him.

"I spent a lot of time with Pat and he was prepared to share his wisdom. And there are also stud guys that I've been able to wander beside, picking up the little things that make the difference. Most of the time you don't have to change a lot, because one little move or shift here or there sets a platform for a whole lot of things."

Auctioneer numbers have fallen away in the course of Neville's career, not just at the top end of the game but in the commercial side as well. Auctioneering was once a pathway to regional livestock manager jobs, provided you were prepared to take transfers. Now, with more agents on commission, agents tend to be reluctant to lose a client base in a transfer, he says.

"Those manager roles were goals you used to look for, whereas today we don't have the movement of agents – they just don't transfer and move for promotion like they used to. So that's stymied some of that development."

Still, any auctioneer will do well if they're knowledgeable and objective, Neville says.

"The one thing you want up there is for people to believe what you're saying. If I describe a bull, then people can look at it and say 'yep, I can see what he's saying there'. So, they must have faith in the auctioneer."

Neville's got that covered.





Kaharau 306-17



2022 Sale Bulls by:

Kaharau 306-17

Kaharau George 589-16

Atahua 378-17 by Te Mania Unlimited, sold to Turiroa 2020

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Ph: (06) 328 5011



ATAHUA ANGUS striking the right balance for 60 YEARS

Natalie Campbell

uccessful stud cattle breeding is all about the people and relationships built, according to Michele and Alan Dalziell of Atahua Angus Stud in Manawatu.

The stud and farm business are run in partnership with Alan's brother Colin and is spread over two picturesque properties.

Atahua celebrated 60 years of stud breeding last year and some of that longevity is attributed to the relationships the Dalziell family has built over the years.

"A lot of clients become our friends," Michele says.

The pride the Dalziells take in their

relationships extends beyond clients to everyone that's involved in their business, with numerous friendships made with people they've met throughout the wider industry over the years. The Atahua stud runs on the home block of 240ha in conjunction with the Apiti hill country block of 290ha run by Alan's brother Colin and his wife Louise.

The Kiwitea property near Feilding is home to 130 registered cows and 600 ewes, while the Apiti block is home to about 50 stud cows and 2500 cross-bred ewes and replacements with Colin the sheep specialist and Alan the cattle specialist of the enterprise. The units are

run separately, but under the same umbrella.

The wether lambs born at Apiti make their way to Kiwitea from Colin's property for finishing in the summer months.

Michele says many people assume the Kiwitea property is all rolling to flat country, but the back of it has steep hill country that runs down to the Beaconsfield Valley. It's these hills the cows call home from weaning to calving.

She recalls in the early days of the partnership, walking cows up to Colin's property at Apiti, with some people commenting the cows wouldn't like the hill country.



"But when they walked in through the gate the cows all just dispersed up the steep hills and were away."

The Dalziells are commercially focused and strive to breed cattle that fit the reality of their clients' farming operations. Many clients are very long and loyal supporters, some whom have been purchasing Atahua sires for 40 years or more.

"Those clients wouldn't keep coming back if the bulls weren't working," Michele says.

Atahua bulls are purchased by farmers all around New Zealand – north to south.

Alan and Colin's parents Elsie and Verdun, originally from Hunterville, were well known in Manawatu stud breeding circles, with the family previously having bred South Downs and Romneys before developing the Angus stud at Kiwitea.

Atahua Angus was established in 1960, based on Mangatoro and Puketutu genetics. When Alan and Colin joined the family business in the 1970s it comprised 50 cows. Breeding philosophies have remained much the same over the years – proof that the Dalziell family has a sound recipe for breeding stud stock.

"We like to focus on getting the basics right, while using EBVs and technology to strike a balanced product for our clients," the couple agree.

"Structure, fertility and temperament are important and we take pride in breeding bulls that have the ability to shift anywhere in the country – we sell bulls down to Blenheim,

Otago and up to Tokomaru Bay on the East Coast and into the hills of the central North Island and King Country."

The Dalziells have received feedback from clients who've said they can see the difference their genetics are making in their commercial herds in terms of structure and performance.

"We want a moderately framed and structurally sound animal with good legs; an easy finishing animal combined with excellent carcase yield and good temperament.

Anything that displays unacceptable temperament in the yards is culled," Alan says. "We want our clients to enjoy their cattle."

The Dalziells take the time to check in with their clients following bull purchases – communication being key in the relationships they build in their business.

Michele says she's generally the one who loads the bulls on the truck as Alan heads off to attend bull sales on the East Coast following their own on-farm sale.

"I'll always ring and see if the bulls made it safely and we follow up again at about pregtesting time and again just prior to our sale."

The Atahua sale, on 13 June 2022, sits at the start of the Hawke's Bay Bull Week and it's a date that works well for them, with clients attending their sale early in the week before heading off to other sales on the East Coast later that week.

Last year's sale saw the Dalziell family mark a significant milestone in the stud's history, ticking over 60 years of the Atahua stud.

Michele says they didn't make much of the

Michele and Alan Dalziell believe successful stud stock breeding is about building relationships.

anniversary, largely due to the uncertainty their on-farm sale faced as parts of New Zealand waited for news on the transition out of a Covid-19 lockdown.

"Right up to the day before our bull sale, we weren't sure if we were going to be hosting the sale outdoors or in the rostrum. The day of our sale we moved to Level 2, so we didn't know how it was all going to go until the last minute."

They had plans for all lockdown levels but needing to have additional planning in place for all outcomes meant the milestone was somewhat overlooked, she says.

"In the end we were able to be sociable, with precautions in place. We had a few speeches thanking clients, agents and supporters of Atahua over the years. We gave clients Atahua beanies and enjoyed time chatting to them over a beer or cuppa and steak sandwich.

"Angus New Zealand board member
Andrew Stewart made a presentation and
spoke on behalf of the breed and many of the
team from PBB came and joined us on sale
day. It was great to see them out of the office
sharing our anniversary with us."



Alan's parents, Elsie and Verdun, with the heifers purchased by Senator Al Gore (senior) prior to leaving for United States.

INFLUENTIAL ATAHUA GENETICS AND GENETICS OF INFLUENCE

Historically there's been genetic influences from America in the Atahua Angus breeding programme but in more recent times New Zealand and Australian genetics have played a bigger role. North American low birthweight genetics have been recently used over the heifers in the Dalziells' Al programme.

Atahua and the Merchiston Angus stud of Richard and Vicki Rowe, Marton, have often gone into partnership with sires and shared them, both having similar breeding philosophies.

Together they bought a semen share in the sire Hallmark Stirling Q016 that was purchased by Cleardale Angus during the 2021 sale season.

"We are looking forward to seeing his genetics in our herd," Alan says.

Females have a significant role to play in the Atahua stud with Alan saying there are lines of female families they have followed and used widely over a long time period.

"There are families that perform well and been used extensively over the years," he says.

The use of the Quest family genetics stretches back to the 1960s, as well as Betty Black, Perdita and Alice females all having left their mark in the Atahua herd. The role Atahua females have played in the breed even extends beyond New Zealand soils.

Elsie and Verdun sold cattle to American Senator Al Gore (senior). Senator Gore visited Atahua while in New Zealand and was impressed by what he saw, purchasing six heifers.

The family also made a live export to



Australia of in-calf cow Atahua Alice 115 where she calved a heifer calf. The pair went on to win the senior and grand champion titles at the 1992 Melbourne Royal Show for Banquet Angus – the same year she was exported.

Back on New Zealand soil, Atahua Legacy is a sire that stands out in the recent history of the stud for the family.

Michele recalls how her and Alan had attended the breed dinner the night before the Angus Sale in 1992 and hardly anyone had spoken to either of them about Legacy all night.

"We remember it being an unusual evening," she says.

However, the next day that was quickly forgotten. Michele was exhibiting Legacy in the sale ring and auctioneer Pat Cooper started the bidding off at the reserve price of Alan, left, Michele and Colin Dalziell with Atahua Legacy and Australian judge Guy Lord at the Beef Expo following the sale of Legacy for \$155,000.

\$25,000, before bidding quickly reached \$100,000.

She says the hammer fell on the price of \$155,000, which was an Australasian record at the time and has only recently been surpassed.

"It was a once in a lifetime result. Legacy was the right bull at the right time," the couple says.

With hindsight, the lack of conversation about Legacy at the breed function was a result of syndicates of buyers forming ahead



Kaharau 589, affectionately known as George, has a lovely nature.

of the next day's auction. The rising twoyear-old sire was purchased by the late Colin Williams, founder of Kaharau Angus, and Rangatira's Charlie Dowding.

A couple of years later in 1994, and also at Beef Expo, Atahua Westpoint also sold for six figures to a syndicate of 10, with the hammer falling on \$132,000.

In the 1980s and 1990s Atahua was a regular in the show and sale ring of the National Show and Sale – latterly known as Beef Expo – where they had considerable success throughout the event's history.

At Beef Expo they accumulated a total of 10 Supreme Champion Angus titles and six Champion of Champion titles over the years, all while breeding bulls to do the job for their clients.

Michele says Alan's parents, Elsie and Verdun, also had their fair share of successes during the 1960s and early 1970s when the national Angus show and sale was held at Dannevirke.

Born in Melbourne, Michele met Alan while working on the Craigston Hereford Stud in Kiwitea. Although from Melbourne, from an early age she showed an interest and desire to work with animals.

"I was horse mad as a girl," she recalls.

When she was 11 years old the family moved two hours north-east of Melbourne to the rural town of Benalla. She eventually attended Glenormiston Agricultural College undertaking a two-year farm management course specialising in beef and sheep.

"Cattle became my business and horses became my hobby."

After graduating, Michele undertook an agricultural exchange run by the University of Minnesota and worked on a farm in South Dakota for a year, as well as three months' study at the university. Here she tutored other foreign students in artificial insemination (Al).

Before attending the university, she worked on a ranch and also took the children of her host family to 4-H stock shows (4-H being a future farms programme). She also drove tractors and, with her horse, she took part in rodeo events in the barrel racing and as a hazer for the steer wrestlers.

"The second year I worked in South Dakota on a 10,000 acre [4046ha] cropping property." In 1980 she travelled to New Zealand to work on the Craigston Stud at Kiwitea.

"I literally met Alan over the fence," she says with a laugh.

And even though Michele was transitioning from 10,000 acres (4046ha) to working on just under 100 acres (40ha), she says it was a hands-on job.

"There was a lot of feeding out mangles and choumoellier that had been cut by hand."

She managed the show teams for the Craigston Stud and was originally only going to be in New Zealand for five months before returning to Australia. She did return to Australia for a few months and it was during a visit from Alan that they became engaged.

Michele had also been employed by Te Mania, Kaharau and Wharekoko studs who flew her back to New Zealand to prepare and show cattle at the World Angus Forum being hosted by New Zealand in 1981.

Since then, Michele has played a pivotal role in the successful exhibition of Atahua cattle at the National Show and Sale and the growth and development of the business.

MANAGING WET AND WINDY WINTERS

Winter time on Atahua is one of the biggest challenges the Dalziells face. The Kiwitea silt loam soils, while highly fertile, can become waterlogged.

"It can be very wet and windy up here and at Apiti, and that's our biggest challenge," Michele says.

To minimise the impact, the family graze the weaners on swedes and kale throughout winter. They also supplement with balage made on-farm.

Calving starts in August and the Dalziells have a bush area that's used to help provide protection from the elements for the cows and calves.

The cows calve behind a wire, but Michele says on top of the wet, there's a lot wind and nowhere for the youngstock to shelter. As soon as the calf is born, it's weighed, tagged, branded and shed off with it's mum to the more sheltered area with autumn saved pasture and supplemented with hay. Magnesium lick blocks are also available.

In January the calves are drafted to run in heifer and bull calf mobs where they remain until weaning time. Pregnancy testing occurs in February.

Following weaning in March, the Dalziells run the bull calves in a single mob until 400-day carcase scanning. Running the calves as one mob provides better results and more accurate EBVs.

Alan says the usual animal health treatments are given in-herd and they recently introduced a selenium injection to the heifers prior to mating

"We had a very good conception rate following that and the area can be selenium deficient, so we gave all the females a selenium injection last year."

In September the bull calves come off the crop and a draft is done for a selection to be sold as yearlings. Any tail end bulls are castrated and finished on-farm for supplying to the AngusPure programme. Atahua is an AngusPure partner and the Dalziells say the brand has done an excellent job creating demand and increasing value of Angus cattle in New Zealand.

"There's premiums for Angus cattle and AngusPure has done a wonderful job in the beef industry on the breed's behalf," Michele says.

Between 50-60 bulls are carried through for the on-farm sale as rising two-year-olds.

The yearling bulls are sold to a mixture of

dairy and beef herds. One Atahua dairy client buys up to 10 bulls and carries the calves through for finishing.

The Dalziells have had a heifer mating programme since 1980, a decision that's raised the fertility of the herd. They use artificial insemination (Al) and generally inseminate about 46 heifers annually. The heifers are then followed up with a yearling bull.

"Heifers and cows must conceive each year, without exception," Alan says.

Michele used to do their Al but it's now done through Hunterville Vets. Any surplus heifers are sold for commercial herd use.

Heifer AI occurs in early November with some mixed-age cows also joining the AI programme two weeks later. Bulls then join the females for tailing up and to run with the females not part of the AI programme.

Alan says they use Al for genetic improvement and to be able to use different genetics throughout the herd more readily.

"We keep our clients in mind when we are choosing the bulls we use. We want to benefit their business which is why we've taken traits like IMF into consideration for eating quality for our finishing clients. That's an area we've been proactive in," he says.

The Dalziells are firm believers that EBVs are a tool that should be used in conjunction with eye appraisal when purchasing and making mating decisions.

Also of benefit to their clients, the Dalziells have been morphology testing their bulls for 17 years. Morphology testing is a complete sperm analysis by microscope carried out in a vet clinic. It looks for any abnormalities in the sperm and takes into account if the sperm are travelling in the right direction, have bent tails, or exhibit other undesirable traits. Michele says the results should be a score of more than 70 per cent normal.

"Semen morphology is not normally done as part of semen testing, but for us as breeders, it became apparent that the entire bull fertility picture was not being presented to bull buyers, so we do this to help our clients. Any bull that achieves morphology of 70 per cent normal is quite adequate for single sire mating or all breeding purposes."

It also goes hand in hand with BVD (Bovine Diarrhoea Disease) testing and any genetic abnormality screening Angus New Zealand offers

"It's all about offering the best product we can to our clients," Alan says.

Sub heading: 25 years of no tillage technology

The Dalziell family were early adopters of no tillage systems, having used direct drilling for pasture renewal and crops for the past 25 years.

Their pasture renewal and cropping is undertaken by local contractor William Brown,

who runs a Feilding-designed Cross Slot drill.

The family began using no tillage as they were conscious of maintaining soil structure and health.

"Not only did we want to take care of the soil structure and soil health, but we also didn't have the time to repeatedly run over the paddock. Alan's father was getting older and the family had purchased the Apiti farm and the business needed to look at using its labour force efficiently," Michele recalls.

The first year of incorporating no tillage they did two neighbouring paddocks – one with no tillage and the other with traditional cultivation and it was easy to see the difference there was no Wild Turnip weed in the no-tillage paddock, she says.

Alan says no tillage also means livestock can get back on the paddock sooner than if traditional cultivation was employed and he says that's an added bonus in their system.

The Dalziells renew 30ha annually. All pasture renewal, cropping and balage is done by contractor. Employing no tillage has also seen the Dalziells acknowledged for having the most worms per square metre in New Zealand by the Hatuma Lime Company. The

Atahua Kawa 880-11 with her calf sired by HF Alcatraz.



Cow 242-15 from the Betty Black line of females with her Stock Fund sired heifer calf.



family use Hatuma products in conjunction with their direct drilling.

Waterways and dams have been fenced off and planted and there were stands of pine, which have been harvested and replaced by native trees. Natives replaced the pines to offer improved animal shelter, attract bird life, and because they are aesthetically pleasing and many are fast growing.

Alan and Michele have three adult children who are all interested in the business and help out on sale day and when they can.

Son Jason is an electrician in Palmerston North and is very active in the canoe polo world – having represented New Zealand as a Paddle Black since his late teens, and now also in his capacity as a coach. Jason coached and took the New Zealand youth team to Ireland where they won the canoe

polo World Youth Championships in 2019.

Canoe polo has been a sporting feature for the family over the years with the canoe polo Atahua Cup Tournament being established and played on the farm dam before moving to the Lagoon in Palmerston North 17 years ago, when the tournament became too big to host at Atahua.

"That tournament is the biggest for canoe polo in the Southern Hemisphere," Michele says

She says they made the original Atahua Cup trophy out of a piece of macrocarpa, some barbed wire and fence battens. The tournament is played every Waitangi Weekend in Palmerston North.

Daughter Rebecca lives locally and works at Truck Stops in Palmerston North, where she is the parts support coordinator, with the pivotal role of keeping the Fonterra tanker fleet on the road.

Youngest daughter Kirsten married Samuel O'Fee at Atahua last year and they live in the Wairarapa where Samuel is farm manager for Wairere Romneys and Kirsten is a vet nurse/purchaser for Vet Services Wairarapa. Samuel won the Emerging Red Meat Leader competition for the Wairarapa in 2021 and is also on the Eastern North Island Beef and Lamb New Zealand Farmer Council.

Michele says she and Alan have a shared passion for the Angus breed and have been very fortunate to work together for 40 years.

"We will continue to strive to produce profitable, functional and efficient cattle for our many valued clients and we hope the legacy of Atahua genetics will continue for generations to come."





L to R: Adele Gray, Megan Ellett, Michele Dalziell, Linda Rule.

PBB A 'ONE-STOP-SHOP' FOR BREEDERS

Alan and Michele Dalziell of Atahua Angus Stud say Performance Beef Breeders (PBB) is a one-stop-shop for their stud business and they use it extensively in the running of their 60-year-old stud.

The Dalziells engage PBB for everything from DNA testing, to tags, to performance recording and using Pivot Design for their bull sale catalogue and signage.

Michele and Alan farm the picturesque Atahua at Kiwitea near Feilding. The stud runs on the home block of 240ha in conjunction with the Apiti hill country block of 290ha run by Alan's brother, Colin.

The home block grazes 130 registered cows and 600 ewes while the Apiti block is home to about 50 stud cows and 2500 ewes and replacements with Colin the sheep specialist and Alan the cattle specialist of the partnership. The units are run separately, but under the same umbrella.

Michele says she oversees the administration of the stud, plus being

hands-on in the day-to-day running of the property.

"Megan and Linda [Rule] are so patient. I'm not big on technology: I'm more of a practical person," she says with a laugh.

She says while Alan is comfortable using the computer to research genetics and pedigrees, that's where it ends, so the herd administration is something she manages.

"I've made the transition from when we used to use paper to now doing our performance recording online and we also made the move to PBB's DNA service with Neogen last year. We use most of PBB's services."

She says she's lucky to have PBB on her doorstep and likes being able to pop in and see the team face to face.

"I enjoy going in and seeing the team, they are all so pleasant and easy to get along with – we've dealt with everyone there at some stage over the years."

The Dalziells collect the DNA sample, complete an online form and then take the samples into the office.

"If I have a query, I can talk to Megan

about them. She's always willing to help."

Michele says it was easy to make the swap to PBB and Neogen's DNA service, giving written permission to the PBB DNA team to uplift DNA records from their previous service provider.

Atahua has also made the shift to taking TSU (Tissue Sampling Unit) samples, rather than hair samples, for DNA testing and that's easy, too, says Michele, as they have invested in the sample punch that PBB sells.

It also means the tissue sample, in a single step, is placed in its own tube and there's no risk of contamination or mix ups.

"We just need to write who the sample belongs to on each vial," Michele says.

"We take samples from all our calves at weaning time and then we only submit samples from the animals that are going through to the sale or herd replacements."

Atahua has been buying tags via PBB for about 10 years and its bull sale catalogue has been handled by Adele and the Pivot Design team for "a long time", Michele says.

UNLOCK REAL FLAVOUR Pure South Grass Fed Beef Porterhouse

Also called striploin, this is cut from the boned loin. It is tender, close grained and has a layer of fat on one side.

6-8 minutes

2 people





Trim excess fat to leave a light covering of fat. Slice into 3-4 cm thick steaks.



Coat with olive ail, and season with solt, pepper and add some large sprigs of oregano to the pan.



Pan-fry over medium to high heat for 3 - 4 minutes each side.



Remove from the pan and place on a plate.



Cover loosely in fall and rest for 3 minutes.



Slice and serve by sprinkling salt and pepper.



PRODUCE OF ALLIANCE

New Zealand's only 100% farmer owned red meat co-operative Scan to watch the recipe video We'd love to see what you create — tag us @puresouthshop





This cut is also known as "scotch fillet" or "cube roll". Very tender, fine grained and partially marbled with fat with a thin strip of fat that runs through the centre of the meat.

6 minutes

2 people



Drizzle steaks with alive all and season with salt and freshly ground black pepper in a shallow plate.



Turn the steaks over a few times until coated with oil.



Pan-fry over moderate to high heat for about 3 minutes on each side.



Remove from the pan and serve.



A sauce can be made by adding a knob of butter to the pan with lemon juice and chopped parsley.



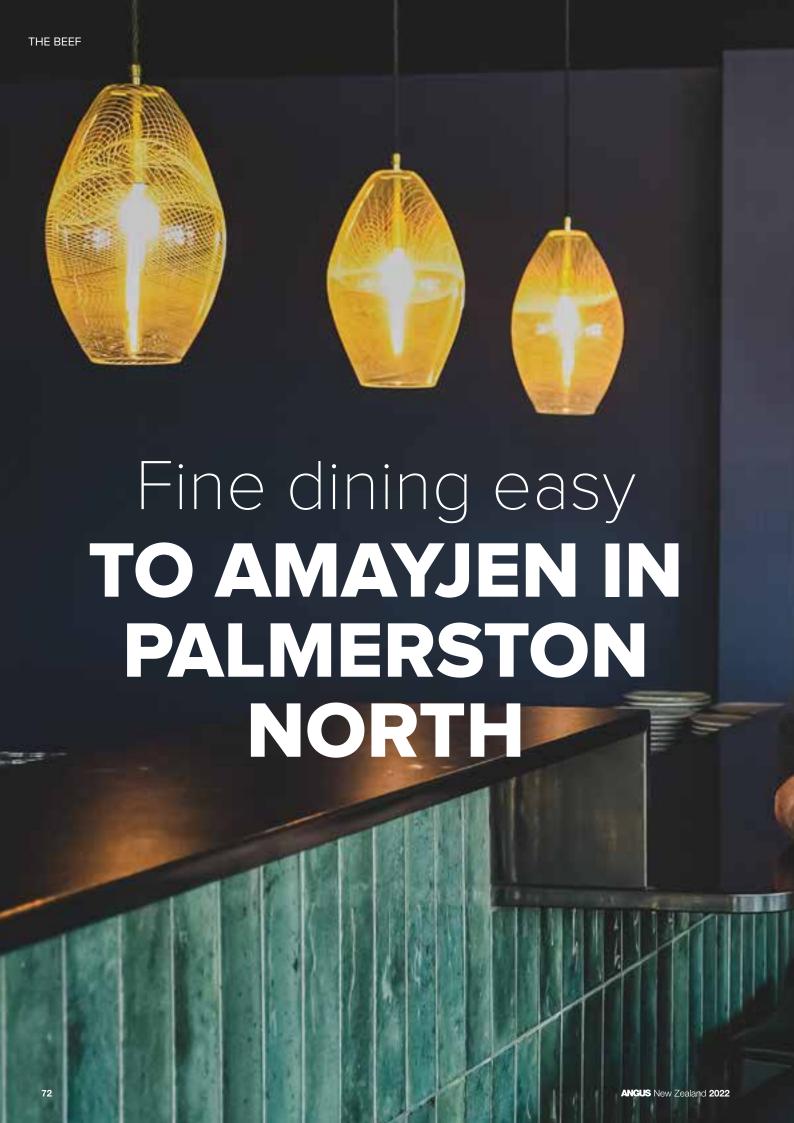
Taste, season and pour sauce over the steaks.



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Tim Fulton

ndrew and Jenni May are using Angus beef to put Manawatū on the fine-dining map.

Their restaurant, Amayjen (pronounced Imagine) has built a reputation for fine dining in the past seven years, firstly in Feilding and now in Palmerston North.

Head chef, Andrew, and Jenni, in front-of-house, take particular care to source fresh, local and seasonal ingredients to maintain a varied menu, reflecting their love of Kiwi produce.

"Ultimately, it's about delivering what the customer wants," Andrew says. "We don't cook what I like, we are constantly asking the customer what they're looking for. And Jenni's very good with the customers on that."

After growing up in the city, Andrew completed a chef's course at UCOL in Whanganui, then expanded his culinary skills in the United Kingdom. He expected to be away for a couple of years but, after meeting Jenni and starting a family, it was 20 years before he came home for good.

He made the most of the years away, working at several five-star restaurants including luxury country hotel, the Kinloch House. Soon after winning Scottish Chef of the Year 2009/10, Andrew and Jenni made that move to New Zealand, where Andrew worked four years at another restaurant before the couple decided to "bite the bullet" and open Amayjen in Feilding in 2014.

Amayjen was part business and part aspiration for the area, Andrew says.

"We could see that in Manawatū there were quite a lot of talented chefs in the area but it wasn't known as a foodie destination. People from Auckland or Hamilton would maybe come down to Hawke's Bay and then their next destination was maybe Wellington. So, part of our goal was to get noticed nationally, so people could see there was a place to seen in the Manawatū."

In Feilding Amayjen won five consecutive Beef and Lamb Excellence Award Gold Plate and the restaurant has consistently been rated among the best in the country. Recognition includes a prized Cuisine Top 100 'Hat', best dish at the Plate of Origin competition

merchiston angus



Feature Sire 2022 Musgrave 316 Exclusive





SCR Prim Lassie 80634 granddam of Musgrave 316 Exclusive

Outstanding sons of this sire available this year. We have used four sons.

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- Ben Nevis Metamorphic M51
 - \$32,000 bull from the Ben Nevis sale
- Taimate Lazarus L12
 - Leading Reality son
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"I THINK PEOPLE ARE STILL **WANTING TO SEE A FANCY PLATE BUT A LOT OF** PEOPLE DON'T WANT TO PAY FOR THAT PRIMARY **CUT ANY MORE, SO THAT'S** WHERE WE HAVE CUT THAT PRIME CUT DOWN **AND MAYBE PUSHED IT OUT WITH A SECONDARY CUT. WE USE THE OX** TAIL, THE BEEF CHEEK; **EVERYTHING WE CAN. AND** IF IT'S DONE RIGHT, YOU **REALLY CAN'T BEAT** THE FLAVOUR".

and Andrew being appointed a Beef + Lamb Ambassador Chef

When they won the Cuisine Hat in 2017, one of the judges was impressed with their style of cooking and the intensity of their flavours, noting that they were also "very true to their core audience...very grounded with what people in [Manawatū] want. They've got very good portion sizes and it's not just meat and three veg".

In mid- 2021, Andrew and Jenni re-located Amayjen to new premises on Victoria Avenue in Palmerston North. Andrew says one of Amayjen's challenges now, especially in a student town like Palmerston North, is catering to the sheer variety of customers, with different expectations of price and menu.

"I think people are still wanting to see a fancy plate but a lot of people don't want to pay for that primary cut any more, so that's where we have cut that prime cut down and maybe pushed it out with a secondary cut. We use the ox tail, the beef cheek; everything we can. And if it's done right, you really can't beat the flavour," he says.

Amayjen buy whole scotch from Chef's Choice in Whanganui. While the scotch is smaller than some other restaurants, it's still cut into 300g bits for a thick cut.

"We do let the meat rest a lot so it's not just straight out of the pan - that's not how we do things. If you've got a bit of depth there as well you've got all the flavour going through."

Consistent butcher cuts and good levels of intra muscular fat definitely help.

"Sometimes you'll get some that are lean so you'll just have to baste the steak a bit more, but other times when there's lovely marbling you just know it's going to be good. And people do recognise it."





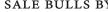


May 20th 2022

37th on farm sale

SALE BULLS BY

Penvose Outlier 1800 Penvose 270 316 Te Mania 16351 Stern 118 Stern 17281 Sydgen Enhance



Deer ValleyWall Street

contact

@penvoseangus Stuart Duncan 0212242320 Graeme Duncan 034449124





FRIDAY 3rd OF JUNE at 12noon



KayJay Bond N38 sold to a long serving commercial client in 2019, grown into an outstanding sire. KJ will have calves on the ground in 2022.

46 BULLS SELLING

213 Hakakino Road, Masterton

Enquiries & viewing contact:

fb.com/kayjayagnus

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kayjaycattleco@outlook.com

400G ANGUSPURE SCOTCH

Supplied by Amayjen restaurant, Palmerston North.



ANGUSPURE SCOTCH FILLET SERVED ON A SMOKED MUSHROOM & BRIOCHE CRUMB, SLICED PICKLED TONGUE, CARAMELISED RED ONION, POTATO SOUFFLÉ, SEARED SHALLOT LEAVES, FORAGED HERBS, RED WINE & SPLIT OIL JUS

PICKLED (CORNED) TONGUE

Beef Tongue 1 2lt Cold water

1 cup Salt

½ cup Brown sugar

2 Bay leaves, crushed

½ tsp Allspice 1/2 tsp Peppercorn Coriander seeds Mustard seeds 1tsp

Garlic cloves

Stir all ingredients into brine and boil, simmer covered 15 minutes, cool completely. Prick tongue all over with skewer, place on container to be covered with liquor.

Once brine is cooled pour over tongue and weigh down under surface.

Cover container and refrigerate 10-14 days, turning every 2 days.

To cook, boil water to cover with carrots and onions and bake at 170°C for 2 hours.

Remove tongue and cool slightly, remove the skin from tongue and cool.

Slice on slicer and roll

SMOKED MUSHROOM AND BRIOCHE CRUMB

500g Smoked mushrooms Loaf brioche 100g Beef dripping

Salt and pepper

Slice smoked mushroom and dehydrate until crisp, place in spice grinder and blitz to powder. Place brioche into processor and turn to crumbs. Heat fry pan and melt dripping, add crumb and fry until golden brown.

Cool, and add mushroom powder, salt and pepper to taste.

BRAISED MUSTARD SEEDS

½ cup Yellow mustard seeds

1/2 cup White balsamic vinegar

2 tsp Salt

2 tsp Sugar

Boil seeds and refresh 3 times, put in bowl when strained. Boil vinegar, salt sugar to dissolve. Add to mustard seeds and leave to cool.

CARAMELIZED RED ONION CHUTNEY

8 Red onions

25ml Olive oil

200g Brown sugar

2 tsp Mustard seeds

150ml Balsamic vinegar

150ml Red wine vinegar

Thinly slice onions and put into pan, cook gently on low heat for 20 minutes.

When onions are dark and sticky, add sugar, vinegar and mustard seeds, simmer for 30 minutes until chutney is thick.

POTATO PUFF BALL

Medium potato, peeled

Egg white

Cornflour for dusting

Thinly slice potato on mandolin, pat dry with pepper towel. Dust cornflour on one slice, brush egg white on another slice and stick slices together. Use a cutter to round the

Deep fry to puff up, cook until golden brown.

SEARED SHALLOT PETAL

Shallots

Sherry vinegar

Salt and pepper

Red Wine Jus

Beef stock

200g Beef trimmings

100g Mirepoix vegetable

200ml Red wine

Heavy brown trimmings and vegetable, deglaze with red wine, reduce by 3/4. Add stock, reduce until right consistency.

GARNISH

Foraged leaves

Wild vetch

Fennel fron Edible flowers



DOWN THE YEARS

- 1. Totara Park Annual Sale 1970.
- **2.** Lloyd Rowe presenting ribbons to Royal Highland Supreme Cup 1984.

- **3.** Stern Bushelle Reserve Champion, handler Hamish Fraser.
- **4.** Gwen and Hugh Crawshaw with Diane Smith.
- **5.** Gavin Falloon in the 1960s.















- 6. Angus cattle parading in 1979.
- 7. Lin Sanderson and his wife congratulate Donald Grant (at right) on his win with Eustace 8th of Mangatoro in 1964.
- **8.** HF. Saunders receiving Akitio trophy from Mrs Nancy Hickman, National Sale 1983.
- 9. National Sale 1978.

Photos are from the Angus NZ archives.







A STEAK TO END ALL ARGUMENTS

Tim Fulton

escribed as one of Queenstown's most dynamic dining experiences, Jervois Steak House (JSH) is an Americanstyle steak restaurant that is part of the Nourish Group and a sister to the original JSH in Herne Bay, Auckland.

The top-end eatery specialises in premium beef, sourced locally and offshore, and advertises itself as "The Steak House to end all arguments".

JSH meat cuts include signature prime rib, sourced from top-quality 150-day, grain-fed black Angus. The Jervois cut eye fillet is from Westport and the Wakanui eye fillet is from Canterbury and all offerings are capped with an array of sauces to match.

Now that JSH is fully reopened from lockdown, head chef Josh Harris is looking forward to resuming usual service, including favourites likes the meat board, made up of a selection of raw cuts brought to the table.

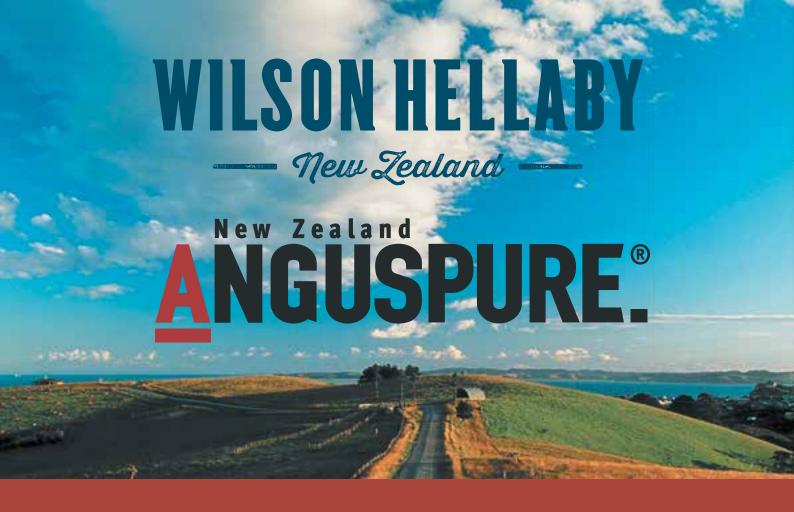
"We explain the marbling, explain the feed process, the tenderness and flavour of the cut, on the bone and off the bone. That was part of the Jervois experience and our wait-craft," he says.

Almost every piece of meat served in JSH dining rooms comes into contact with broiler

grills imported from the USA at searing steaks 870°C to create a perfect crust on the meat and locking in flavour.

Part of the experience of JSH is bringing the theatrics of the kitchen to the table by carving and seasoning the meat in front of its guests. "A lot of the time it's the wait-staff that come out and do that and sometimes it's me. That just blows people away," Josh says.

When it comes to taste, he says New Zealanders are accustomed to grass-fed and "that earthy, really meaty flavour", whereas grain-fed Australians tend to prefer less chewiness and a buttery finish.



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JSH, Queenstown.

"THERE'S A PRODUCT COME OUT FROM GREENSTONE BEEF WITH A MARBLING SCORE OF GRASS-FED BEEF. THE BEEF HAS TO ACHIEVE A MARBLING SCORE OF FOUR, A COLOUR AND A PH BALANCE AS WELL. PEOPLE ARE LOOKING FOR THAT NOW. GONE ARE THE DAYS WHEN THEY SEE MARBLING THROUGH THE MEAT AND THEY SAY 'OH, THAT'S A FATTY PIECE OF MEAT'. PEOPLE ARE NOW LOOKING FOR A JUICIER STEAK."



"There's a product come out from Greenstone Beef with a marbling score of grass-fed beef. The beef has to achieve a marbling score of four, a colour and a pH balance as well. People are looking for that now. Gone are the days when they see marbling through the meat and they say 'oh, that's a fatty piece of meat'. People are now looking for a juicier steak."

That marbling score is based on the Meat Standards Australia (MSA) system, introduced firstly by Meat and Livestock Australia and then adopted by the New Zealand industry. The marbling score is between one and nine (one being the least, nine the greatest), as a percentage of fat running through a Scotch fillet. The higher the score, the greater the flavour.

About 5 per cent of New Zealand beef is grain fed and most of this goes straight to Japan. Just three New Zealand abattoirs grade meat by the MSA marbling standard and, unfortunately, there's not enough grain-fed meat to satisfy the full spectrum of local tastes, Josh says.

Fortunately, JSH customers expect grassfed New Zealand beef, without a particularly high IMF component.

"For us, as a restaurant, that grain-fed beef is premium because we don't have it. It's a delicacy for those who can't get it. If we do secure marbled beef, it's Australian or American. But people aren't coming to Queenstown, the tourism Mecca of the world, to eat Australian beef. They're on holiday, so they want local."





JSH STEAK TARTARE



AT JERVOIS STEAK HOUSE QT, WE SERVE OUR STEAK TARTARE WITH GAME CHIPS THAT ARE MADE IN HOUSE. THIS IS EASY TO RECREATE AT HOME BY PURCHASING YOUR FAVOURITE BAG OF SALTED CHIPS TO ACCOMPANY YOUR STEAK TARTARE.

PER PLATE

B0g Diced beef fillet (speak to your butcher about your options)

1 tblsp Chopped shallot

1 tblsp Capers (pickled)

1 tblsp Cornichon

3-4 Dashes of smoked tobasco

1 tblsp Chopped parsley

1 tblsp EVO

1 tblsp Worcestershire sauce

10g Game chips

Egg yolk (preferably free range)

4-5pc Watercress garnish

METHOD

Dice your beef fillet into 1/4cm pieces. Weigh and portion diced beef and set aside.

Brunoise (cut julienne and then into a fine dice) shallot, capers, cornichon, parsley ensuring your garnish is the same size.

Gently combine diced beef, smoked tobacco, EVO, worcestershire sauce. Season to taste with flaky salt and fresh ground black pepper. Layer your seasoned beef on your plate, ensuring the beef has an even surface and using the back of a spoon gently create a small well for your egg yolk to rest in.

Layer your garnish around the egg yolk (don't rush this!). Finish with watercress and season with more flaky salt and fresh cracked pepper.





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TIME AND PLANNING are key to successful FARM SUCCESSION



EMMA TOMBLIN PARTNER, DUNCAN COTTERILL

It is a fundamental feature of New Zealand farming life that children who have grown up and worked their whole lives on the family farm dream of one day taking over and seeing their name on the farm gate.

Previous generations traditionally passed the farm down through a simple will, most commonly after the parents had died and often with significant priority to the oldest son. Stories of the farm being given to the eldest son who farmed his life with his parents, especially alongside his father, are common down many rural roads. Sometimes this was accepted as a societal norm, sometimes because it was the cost of keeping the farm in the family, and sometimes it caused great rifts in families and lasting consequences for the future.

But times have now changed. Social perceptions place a greater expectation of equitable treatment of

children. Finding a way to even out the scales with non-farming children is necessary.

The truth is that farm succession can be difficult and there is no one-size-fits-all solution. The process of farm succession can depend on the makeup of the family and family dynamics, the overall family wealth and that key split between farm and off-farm wealth, the income produced by the farm – the greater the income, the greater the options - and the nature of the property itself.

Is it possible for the farm to support more than one child and their families? Can different farm businesses and income streams on the land be created to give opportunities for multiple children? Can the farm be split into several economic farming units? Can the family leverage existing wealth to purchase additional farming opportunities for children? Can the farm afford to pay a dividend to off farm children and support those on farm? Or is the economic reality that difficult



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"IF A PARENT IS
SUDDENLY LOST WHEN
THE ADULT CHILDREN
ARE IN THEIR EARLY
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THEY WILL BE MUCH
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discussions will need to be had with non-farming children?

Whatever the situation, time is often the key.

Once adult children's paths in life are clear and one or more of them are firmly on course to a career in farming, the earlier the family starts the conversation on farm succession, the better.

This has many advantages including giving farming children hands on experience with the management, responsibility, and financial side of the farming business while parents are still around to lend a helping hand. But the greatest advantage is time. Time for it to become clear which child or children are keen to step into their parents' shoes and commit to the future of the family farm. Time for the rest of the family to accept their commitment, hard work and sacrifice and that some inequality will most likely occur with the family wealth. And time for the farming child to pay their way as much as possible into ownership over a number of years.

But what if time is taken away? How do you navigate the difficulties of already complicated farm succession in the face of the sudden loss of both or one parent?

It's not easy, but the key is starting succession planning early.

If a parent is suddenly lost when the adult children are in their early 40s and have had numbers of years working alongside their parents in farm management, they will be much better placed to take over the farm

business. Even better if they have been taken into the farm owning company as minority shareholders and begun the process of buying into ownership through leaving their share of farm profit in the company in good income years. And even better if the whole family have sat around the kitchen table — with the support of their farm team, their lawyer, accountant, farm adviser and banker — and discussed how the farm business works and what the future plan is both for the farming child and the rest of the family.

No time is ever going to be good for the sudden, early, loss of a parent. But the key to the success of farm succession following that event is that it had already been started. The further down the track a family is with the conversation on farm succession the greater the chance the family can walk through that together and maintain both ownership of the family farm and their relationships with each other.

If you would like to discuss farm succession planning for your family, please contact a member of our Agribusiness team.

Emma Tomblin is a commercial and property law specialist with particular expertise advising on all aspects of succession planning and asset protection, including trust law. She frequently advises farming and agribusiness families on significant multigenerational assets across a broad range of rural sectors (dairy, sheep and beef, arable).

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QUAD BIKE ACCIDENTS NO JOKE

Chris Biddles

"MY NAME IS.... I FARM 80 HA, OH, AND YESTERDAY I ROLLED MY SIDE BY SIDE.' HA HA HA, QUITE A BIT OF LAUGHTER."

was on a video call with a new farming group in August 2021, we were doing introductions and I did not know the guy who spoke those words. I thought, "What a Dick."

At the end of the call, I told the group what I thought of this guy's amusement at rolling his side by side, I told him it wasn't an effing joke.

He didn't appear to appreciate my comments. I left the call.

Most readers are familiar with my accident in February 2019. Here is a quick recap:

With a replacement knee due in mid-February 2019, I was determined to have eight weeks off-farm to allow a good recovery. I overworked for seven weeks and became extremely fatigued but continued to do long days, seven days a week, in this state of extreme fatigue. I made a decision to go down a hill on my quad bike that I would not have made had I not been so fatigued. I went end over end on the quad, severely smashing my ankle and shoulder. This required four surgeries over the next two months, four months in a wheelchair and a long recovery.

Eighteen months after the accident I had the ankle fused to take away the pain when walking. This was successful, but unfortunately four months later (January 2021), just as I was about to ditch the crutches and begin walking, I got a massive infection. It required surgery again and a 10-day stay in hospital.

In April 2021 I had further surgery to remove half the steel from the ankle. Still the infection persisted.

In June 2021, when I had surgery number 10 to remove the last of the steel, my surgeon told me the infection had followed the screws deep in to the bone. The infection would never be beaten. Several scenarios were put to me the day after surgery. It was hoped that we would get on top of the major infection, but could expect flare ups now and again. These could possibly be years apart, or possibly months apart. Strong antibiotics would hopefully give a short/long-term fix. The second suggestion was long-term, low-dose antibiotics for life. The third was amputation.

At 4.00am the next morning, after a sleepless night noted by my night nurse, I made the decision after talking with her that I was not putting up with this **** for life. So I informed my surgeon (Margy) that this was the last attempt at getting it under control and I would give it my best shot, but if it came back again I wanted amputation. She supported my decision. I then talked with all my health care providers (well over a dozen) and every one supported my decision.

In July/August we got the infection right down to CRP level 1 (a CRP under 5 is normal) and in September, six days after finishing high-powered antibiotics, my CRP level had jumped to 108. Because the wound had been looking so good I agreed to one more go. This meant 19 antibiotic pills per day. However, three weeks later an MRI showed the infection had moved into the fused part of the ankle. Several options were considered, with the only one likely to succeed being amputation. A week later Margy gave me a date in November and I was elated. At last I was going to get my life back

One by one, every one of the nurses in the fracture clinic that I had got to know so well came into the room with Karren and me to tell us what a great decision we had made. They knew what the alternative was, a life of crap

"ONE DUMB DECISION, SOLELY DUE TO EXTREME FATIGUE, HAS SEVERELY ALTERED MY LIFE. IT HAS IMPACTED ON THE FARM, IT HAS IMPACTED ON MY FAMILY AND CERTAINLY COMPLETELY CHANGED HOW I NOW LIVE MY LIFE."

and they see it all the time with patients. They had seen what I had gone through since the infection hit me in January 2021.

On November 10, 2021, I had a below-knee amputation. Two days later I received my last IV antibiotics and for the first time in 10 months I was antibiotic free. I was home in under a week in a wheelchair. I received my first prosthesis at five weeks and at seven weeks was able to wear it on the farm for short periods. At 8-12 weeks I was very comfortable in the prosthesis with good balance and slowly increasing the wearing times.

One dumb decision, solely due to extreme fatigue, has severely altered my life. It has impacted on the farm, it has impacted on my family and certainly completely changed how I now live my life.

I spend all evenings in a wheelchair; if I get up during the night it is to a wheelchair. Before I attach my prosthesis I have a silicone liner that goes over the stump and secures the prosthesis. In these early stages my prosthetic will not go on until I have had the liner on for up to an hour. I sometimes have to use crutches at work to rest my stump. I have had to learn to drive with my left foot. Most jobs on the farm or around the house take considerable longer. I have had to accept help to do some simple tasks. It is very important

to take extra care of my stump because if I get an ulcer I will be unable to walk until it is healed

Only some of the above will improve with time; most of these changes are permanent. I do not, however, have a single regret on how I have handled my recovery since my accident three years ago. I would not have had the amputation earlier as it was important to try to save the leg. Once the decision was made to amputate. I have been very relaxed about it. I am not at all concerned about the serious alteration to how I now live my life. It is just the way it is now and I have things to do. I intend to get back to full-time farming (with a bit more time off-farm for ourselves rather than hospital appointments). I intend to be back surfcasting and dragging the net for mullet in our wonderful west coast that our farm backs on to. Trout fishing in our 100-year-old clinker at Rotoiti is a must.

This new way of living my life is not going to stop me doing what I want. The speed and way I do them may be different but I see no reason to stop doing what ever I wish to do. The limb centre people are very supportive of this attitude. "You cannot do that now," is not part of their vocabulary.

I agreed to write this article not to have people feel sorry for me but to try and stop farmers from making the mistake that I made. I have always said that quads are not dangerous but the decisions we make on them can be

Fatigue allowed me to make a very poor decision on my quad that has resulted in a severely altered life. Eleven surgeries, approximately 28 hours of anesthetics, and somewhere near 150 appointments to specialists, the district health nurse and physio. But I am alive, unlike so many people that have had the same accident that I had. My life is back on track, I am a happy chappy and have no intention of stopping doing whatever I want because of one leg being considerably shorter than the other.





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DR BOB HOUGH

New Zealand has a rich farming and grazing heritage that is renown around the world and by using ruminants like cattle the country can value-add its abundant grass resources. This occurs through the wonder of a cow's ability to take feedstuffs like forages that have no value in a human diet and, with fermentation in the rumen, convert them into safe, nutrient dense food for humans in the form of beef. In fact, if we would remove from production the renewable natural resource that our world's grazing lands represent, we would remove more than half the earth's agricultural land. The goal then for New Zealand commercial producers is to custom design their cow herds, primarily by the bulls they purchase from their seedstock providers. Utilising the herdsires EBVs (Expected Breeding Values) and all other tools at their disposal, producers can select cattle that best utilise these grass resources and help them achieve long term profitability.

Whether they are on the North or South islands, grazing hills or lowlands, or are simply separated by a strand of barbwire, it is important to appreciate that each producer's situation is unique. Therefore, the one-size-fits-all fallacy of a single ideal is a trap both seedstock and commercial producers must avoid. Ultimately, a producer's cattle must be designed to fit their unique matrix of environment, feed resources, management and market.

To be profitable, a manager has to determine what the right cattle are for their operation based on this matrix, and this often starts with cow size. A common misconception is large cows are less efficient, and small cows are more efficient. Biologically efficient and inefficient cows come in all sizes, and the maintenance of a cow is actually a function of its body surface or metabolic body weight (BW.75) rather than actual body weight. Bottom line is metabolic BW does not go up linearly, so is actually fractionally smaller per kg as animals get larger. Therefore, the desired mature size is much more a function of feed density, climate and market. With

sparse feed, it is easier for a smaller cow to eat the quantity of nutrients needed to meet requirements. Cold environments actually tend to favor larger cows because it is easier for them to retain body heat per kg.

In terms of economic efficiency, how an animal is marketed is an overarching factor in determining the right cow size. Typical New Zealand grass finishing can take a varying amount of time based on the differences between operations. They are also older before being ready to harvest compared to those now fed in the country's burgeoning feedlot industry. Therefore, it is generally accepted that more moderate size dams will produce efficient grass-fed cattle. Conversely, finishing cattle in a feedlot can take advantage of high growth potential cattle, which in turn is correlated with larger mature size.

Similar to countries like Australia, Canada and the United States, the genetic trend in New Zealand Angus' production traits continues to linearly increase. All the while, it is becoming more frequent that commercial calves weaning pay weights are not increasing at an equivalent rate due to environmental constraints. Nowhere in the world is this more pronounced than in the United States where leading commercial databases demonstrate flat weaning pay weights for as many as 20 years.

This ever-increasing genetic potential has resulted in the larger, higher milk potential, higher total maintenance cows. Cattle with higher milk potential also have a higher percentage of their weight in organ and gut mass. This is the highest maintenance tissue a cow has—a bill that must be paid in higher nutrient requirements year-round. Therefore, growth and milk potential must be customised to a producer's environment and feed resources. With metabolic body weight, as a cow gets bigger it will have slightly lower maintenance per kg. However, if the environment restricts a bigger cow from weaning off an equivalently larger calf without the use of expensive supplemental feed, they are cows you can't afford to have.

ANGUS New Zealand 2022 95

"ANOTHER EXTREMELY IMPORTANT CONSIDERATION IS THE LEVEL OF MANAGEMENT A PRODUCER CAN PUT INTO A HERD. LABOUR COSTS ADD UP QUICKLY, PARTICULARLY WHEN YOU START ADDING IN THE BENEFITS, FURNISHING A PICKUP, ETC."

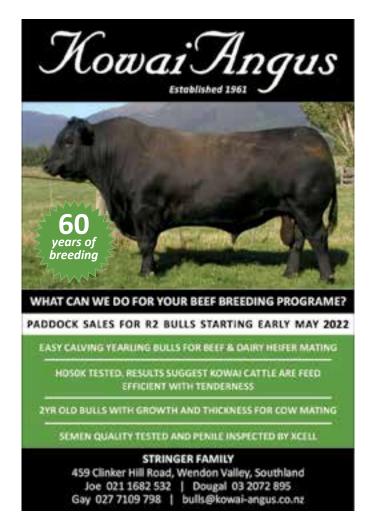
The cost in lost revenue if the genetic potential of a herd is too low to fully value-add the operations feed resources is well understood. However, it just as important to not push the genetic potential beyond the operation's resources because maintenance requirements, reproductive performance and longevity will suffer, resulting in an equally as unprofitable cow herd.

Another extremely important consideration is the level of management a producer can put into a herd. Labour costs add up quickly, particularly when you start adding in the benefits, furnishing a pickup, etc. It's important to have adequate labour, but it is even more important to have a no excuse cow herd that needs as little labour as possible. Life is also too short to tolerate bad disposition, potentially dangerous cows. Excessive calving difficulty, cows with bad udders that need help to get a calf started, and all the other things that eat up your time, need to be cattle weeded out of the system. Most of all, cows whose genetics fit their environment need to be fertile and remain in the herd as long as they profitably can. Too high replacement percentage each year is a sure route to unprofitability.

Ultimately, New Zealand seedstock breeders are better equipped to supply the right genetics to their commercial customers if they raise their cattle in an environment and with feed resources as close to their customers as possible. Also, you love people but you like cattle, so don't fall in love with certain pet cow lines or individuals. They should all have the equal opportunity to be successful or fail, and then be treated accordingly. Most of all, annually report the production of every cow and the performance of every calf raised to weaning to your Society. The weaning weights are especially important because they are what are used to adjust for selection on the other traits' EBV calculations. Then breed cattle based on EBVs, but keep and cull cattle based on performance and function.

In the end, the only true sustainable economy for a seedstock producer is one based on a commercial bull market. Supply the genetics to your customers that will make them money, and they will in turn keep you in business

Dr Hough is a retired breed executive, author and industry historian. He is also author of four books and livestock judging manual, including the History of Red Angus, Breeds of Cattle, Simmental's American Journey and Shorthorn and the American Cattle industry. He is the longest serving breed executive in the history of the Red Angus Association of America.



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Beef + Lamb New Zealand Genetics

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DR JASON ARCHER

An innovative research programme led by Beef + Lamb New Zealand and supported by the Ministry for Primary Industries has identified key findings that will eventually underpin the development of valuable new tools for beef farmers.

The seven-year Informing New Zealand Beef (INZB) programme, which aims to boost the sector's profits by \$460m over the next 25 years, is focused on increasing the uptake of use of genetics in the beef industry.

The four main components of the programme are: Progeny Test herds, developing breeding objectives and indexes, building a genetic evaluation and data infrastructure, and developing new data sources.

Ultimately, it will provide farmers with the genetic selection tools they need to breed animals better suited to New Zealand's farming conditions.

The latest research has pinpointed a genetic influence on the ability of heifers to re-breed as two-year-olds. It has also highlighted that using fat depth

Estimated Breeding Values (EBVs) is a less effective way to predict a cow's ability to maintain body condition and get back into calf than many breeders might think.

Dr Jason Archer, Genetics Specialist – Livestock, for Beef + Lamb New Zealand Genetics, says the results come from an analysis of research undertaken through B+LNZ's Genetics Beef Progeny Test programme. The next step will be to build on these through the INZB project.

"B+LNZ has had its Progeny Test programme since 2014. We are now in the new phase and have a Massey PhD student, Franzi Weik, analysing the existing data and producing interesting results, including around variation in reproductive performance," he says.

The analysis has identified that there was no significant differences between sires in the

Kepler Farm, where the research is being done.





Travis Leslie, manager of Pamu's Kepler Farm (left) and Jason Archer.

reproductive performance of 15-month-old 'first mating' heifers. However, a clear genetic influence was found on the ability of these heifers to re-breed as two-year-old 'second calvers'.

Dr Archer says the findings suggest that genetics matter when it comes to identifying, at an earlier stage, the heifers that are less likely to re-breed.

"That is important because, by the twoyear mark, the farmer has invested a lot in the animal. It is expensive to have it drop out of the breeding herd rather than producing a calf every year for the next 10 years."

A second key finding is around farmers' use of fat depth EBVs to select bulls whose daughters will maintain condition and get back into calf.

"There's a widespread view among many farmers that the fat depth EBVs are the best indicator of that," Dr Archer says. "Identifying these cows is important for farmers because the ideal is to select the cows that will do the job and stay in condition without needing specialist feed. However, in the trial data, we found the correlation between fat depth EBVs and the ability of cows to hold condition is only low – around 25 per cent. This means that selecting on positive fat depth EBVs to improve cow condition is a reasonably

ineffective tool, although it is currently the only indicator available."

Dr Archer says, to be fair, the fat depth EBVs were never intended to be used for this purpose – they were developed to reduce subcutaneous fat from the carcase while adding marbling.

There is good justification for instead measuring body condition of cows directly and using that to produce an EBV for cow body condition, he says.

"Everyone knows cows can be heavy because they are tall and lean, or because they are moderate and in better condition.

Currently, we only have a tool that gives the weight. If we have a cow condition score, that tool becomes more valuable, because the numbers can differentiate – and enable farmers to also distinguish between bulls that will breed lean cows versus the moderate, well-conditioned more desirable cow."

These measurements have come out of the analysis, "and we would like them to be a focus of work going forward in the programme," Dr Archer says.



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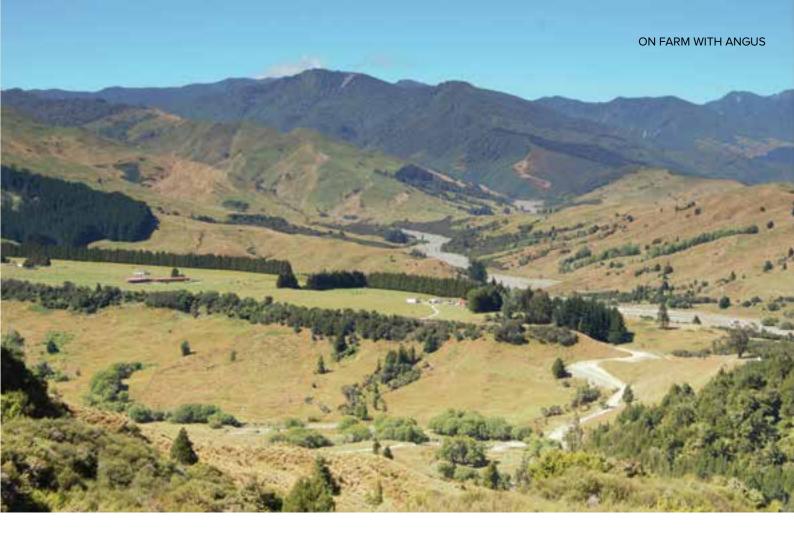
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REMOTE EAST CAPE BREEDERS

preserving old-style Angus

Tim Fulton

aturally wild – that's the East Coast that Sean and Jodi Brosnahan love. In 1996, Sean went to a bull sale while working as a stock agent for AFFCO and ended up buying six heifers for himself from the Maunu and Taurikura herds.

Sean always liked the Angus carcase on the rail when he was training with AFFCO.

"I had no land to put these heifers, but mum and dad had a small farm [214ha] in Ohope so I rang dad to tell him they were on the way," he says.

Over the next couple of years Sean added cows and heifers from different herds (Parakowhai, Waihihi, Taurikura, Ruru) and by 1998 he was interested in the Pure NZ Angus breeding programme, aimed at preserving pure Scottish genetics. These days there are only half a dozen pure New Zealand Angus herds left in the country, with none of the imported American genetics that make the modern New Zealand Angus bigger, taller and leaner than the originals that arrived from Scotland in the late 1800s.

Sean started collecting key females for his Pure NZ Angus herd as well as a first sire from the Zeus line. These genetics formed the basis of his now well-established Resurgam Angus herd.

In October 2019, Resurgam held its first

yearling Angus bull sale, marketing the animals as a re-building of Pure New Zealand maternal genetics. Two years earlier, their pedigree beef, branded Absolute Angus, was supreme winner of the inaugural Outstanding NZ Food Producer Awards.

Sean and his wife Jodi's paddock-to-plate business, Absolute NZ Meat, is just one of the ways they're trying to build the profile of their breed and grass-fed, natural-as style of sheep and beef farming. To help with critical evaluations, the couple use lan Walsh from Falkirk Genetics. Ian does structural assessments, helping Resurgam to select fit-for-purpose stock for the environment.



Sean and Jodi Brosnahan with children Alex, Holly, Xavier and Zachery.

lan has helped the business to lift weaning weights and lambing percentages year-on-year, partly through visual ram and bull selection. Ian has also been an important independent eye, ensuring they make objective decisions based on an animal's ability to convert grass to meat efficiently and maintain condition on tough hill country.

The cows are the first to be assessed and then it's the heifers. Most of their cattle selection is now age-based and Sean says every year their animals are getting more "consistent and even".

As a supplier of cattle and sheep to the Wholly Cow butchery in Cambridge, Sean is building a "multi-integrated product line business" based on bulls, heifers, butcher's meat and small goods. Through this supply relationship, he hopes to play a part in improving customers' understanding of life on the farm.

Sean was raised in the Bay of Plenty at Ohope Beach where his parents, John and Ria, have farmed for more than 40 years, diversifying ever since they started their manuka sawdust business in the late '70s.

The family farm was originally bought in 1953 by John's father, Bernard, who grew up in Kaiti, Gisborne. Young Bernard was educated by his eldest sister Nell through the school on the farm. In his late teens, Bernard (or BJ) went shepherding on Murphy's Station (sheep and cattle) and worked on other well-known stations around the East Coast and Gisborne area.

Growing up with stories of this legendary stockman, Sean heard how his grandfather BJ became an expert at handling stock and on many occasions drove mobs of cattle all the way from Gisborne for sale in the Waikato.

"In some areas he travelled along the coastal beaches, sleeping under the stars, his saddle for a headrest and his well-trained dogs guarding the mob from straying," Sean's brother Dominic Brosnahan wrote in 2007.

Dominic also recorded a key moment in the family's farming life, how the family farm at 'Wainui' was situated on the route from Opotiki



Resurgam cattle are encouraged to express their natural instincts.

to Whakatane, overlooking the Ohiwa Harbour.

"It was previously owned by Mr. White and his sister Miss White. BJ had often looked up at the Wainui Farm and thought to himself, 'That is a farm I would like to own, it has the hills and the flats, facing the sun'".

Many years later BJ was able to buy this farm, which became the home of Resurgam Angus.

Sean, the eldest son in a family of 10, graduated with a farm management degree from Lincoln University before becoming a stock agent. He maintained the Resurgam stud at his parents' Ohope property for a decade or so while also leasing land to trade cattle.

He gradually took on bigger leases and in 2009 secured a "decent-sized" lease, a Māori Trust block, Waitangihia Station, up the Waikura Valley on the East Cape. Sean's been farming full-time ever since, living on the remote property with his wife Jodi and kids while also running his Resurgam Angus cattle at Ohope.

Crucially, while parts of the block were rundown, it was affordable and had the scale for the couple to realise their ambitions.

The property is three hours to the nearest town by road, ranging across 1300 effective hectares (2100ha total). It's also all-grass, regenerative farming system, carrying 7000 stock units – roughly half sheep and beef.

While the block has quite a bit scrub, that country produces high-yielding manuka honey and oil.

It's a challenging environment, exposed to all the weather that the East Cape can muster, including 2.5-3 metres of annual rainfall. The Pure NZ cattle have proven to withstand all conditions including drought, maintaining condition on 100 per cent grass-based with no supplementary feeding.

Sean says they're determined to improve wool quality, making the meat consistent and grow bulls with longevity and high fertility.

Sean happens to have a couple of clients with 13-year-old bulls.

"From the work that I'd done being a stock agent and the training in the works looking at carcase of various breeds, my eye kept going back to the Angus. They had eye appeal and good carcases. The shiny black on green grass. The Pure NZ Angus were bred on NZ grass-based systems for the last 100-plus years. They're derived from the original cattle that came from Scotland and these are a medium-type animal that are efficient at converting grass to meat," he says.

In keeping with a biodiversity policy, Resurgam cattle forage for multi-species grasses out there and the cattle are structurally assessed annually so they're sound enough to walk up and down hills. This itself adds to their fitness and condition.

Sean is looking to produce strong, maternal, feed-efficient animals which require minimal maintenance in a 100 per cent grass-based environment.

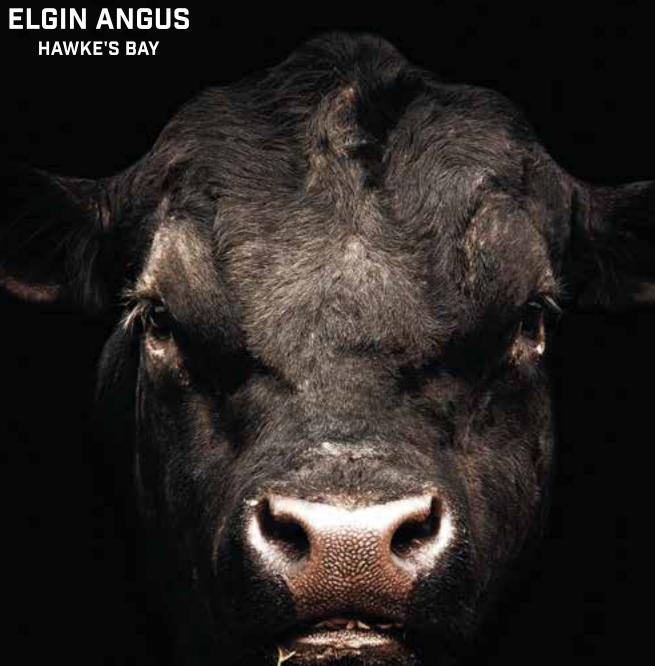
"These maternal genetics are renowned for their superior meat quality and easy doing ability. The cattle are great converters of lower quality grass to high quality beef; they maintain during feed shortages and will bounce back from lost weight quickly," he says.

"We are looking for true to type Angus – superior animals that are developed in our closed herd are chosen to be sires. With that, we want a bull that will add value to our programme so that we are delivering a consistent meat product. That's in line with our philosophy of closing the genetic relationship of our animals to create a consistent meat product 365 days of the year."

Angus NZ's stated goal of 'Better Balance' means "balancing soils, to balance the grasses, to balance the animals to balance the meat that we offer our customers,"

Sean says.





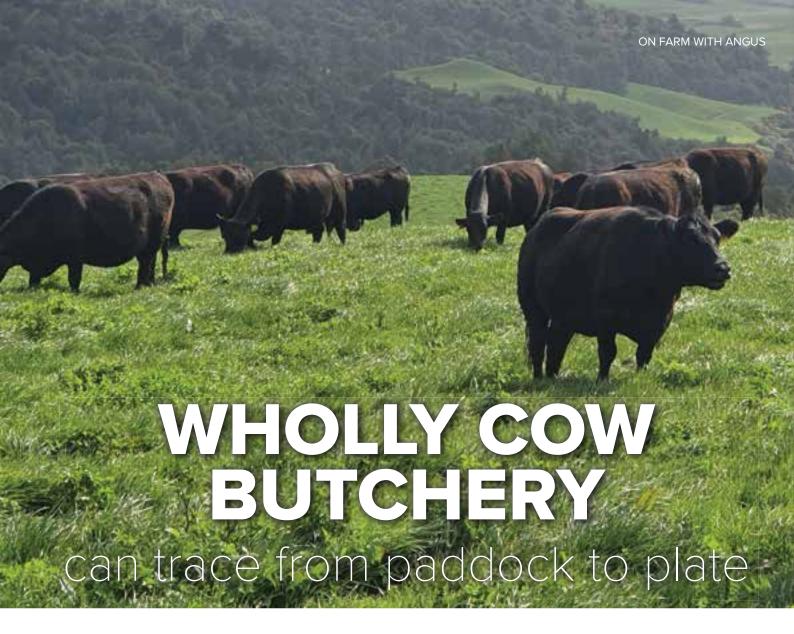
ANNUAL ON FARM AUCTION

TUESDAY 14TH JUNE 2022 / 3.30PM **CONTACT & INQUIRIES**

Sam & Sarah Duncan

149 Atua Road, Elsthorpe, Hawke's Bay.

PHONE (06) 858 4909 MOBILE (021) 720 385



Tim Fulton

ambridge farmer Tom Andrews was sick of struggling to make a living while most of his sheep and beef headed to offshore markets.

"When you buy the farm you end up with a whopping mortgage and it was a struggle all the time. You'd send sheep and cattle off twice a year and you'd get hungry in-between feeds," he says.

Battling away on 186ha on a plateau in the hills above Cambridge, he and his wife Carrie flicked a switch. After a decade of offering their 'Wholly Cow' meat brand in their local Farmers Market, they started the Wholly Cow butchery in Cambridge.

Business has never been better, based on a premise of paddock-to-plate supply.

Wholly Cow sources beef, lamb and goat reared on the farm and also offers free-farmed pork and chicken. A key to its success is an on-farm "micro abattoir" which opened in 2018, killing beef, lamb and goat reared and finished on the property. Tom, who learned butchery over a decade or so while still

farming, gets a couple of the guys from the shop to help him keep up with demand.

Tom says they called themselves Wholly Cow because they knew they'd have to use every bit of the carcase to compete against supermarkets with the power to bulk purchase and discount.

"You can't just sell a whole lot of eye fillet and be left with everything else. There's been tough times, but now that we're established we're just screaming, and trying to slow things down and hold it back a bit," he says.

The shop now has about 10 butchers plus a couple of staff out front – led by Tom and Carrie's 21-year-old son Luke, who has virtually grown up in the business.

One of Wholly Cow's suppliers of finishing stock is Sean and Jodi Brosnahan's Resurgam Angus. Tom says they hooked up with Resurgam after becoming interested in product traceability.

Tom wanted a minimum of 10 years' traceability in breeding lines and Resurgam's breeding programme hit the spot for them.

The stud sells sends unit loads of heifers over to Tom for finishing.

Tom finds heifers are generally quicker and easier to finish than steers, which grow a bit big and sometimes don't layer as much fat as he likes.

Not a fan of big American genetics, liking shorter animals, Tom likes Resurgam's yield and finish.

"They're just beautiful conformation animals. Over the years I've sourced animals from all over the country and I rate [Sean at Resurgam] pretty well at the top for what he's trying to achieve there."

They may be 'traditional' Angus "but they're still hooking out really well", Tom says. "When you're in the retail and you've got to sell it, you don't want that big stuff. That's only good for overseas."

Tom says while the butchery is going strong, they've decided not to expand the business into other towns. They set out to be a local shop and they mean to keep it that way, he says.





ANNUAL ON-FARM YEARLING BULL SALE

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Auctioneers Cam 027 501 8182 Finn 027 493 4484

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WEIGHING AND EID

tools ease data collection

Gallagher Group

ith animal identification and compliance with national animal identification and tracing (NAIT) at the forefront of most farmers' minds, tools that can make the whole process faster and easier are a real advantage.

The ease of meeting compliance requirements is just one of the reasons Balfour farmer Kath McCallum gives for using Gallagher's HR5 hand-held EID tag reader and data collector on the Angus stud she runs with her husband Philip.

"Compliance is something all farmers have to do, whether they want to or not, and tools like the HR5 hand-held reader make it so much easier and quicker, so why would you not use it?"

Kath and Philip run two businesses, with four entities in total; three of these are on their 319-hectare property in northern Southland, comprising dairy heifer grazing, the Angus stud and 1400 breeding ewes, including hoggets. They have also just taken over a 600-cow dairy farm which is run day-to-day by contract milkers.

"We needed a system that was fast, easy to use and durable and the HR5 delivers on all of those things," Kath says.

The couple use the HR5 hand-held reader during calving season on their Angus stud,

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when they move stock between properties or sell stock off to be processed. Kath also uses it to undertake a yearly stocktake on the dairy farm, right before they dry the cows off for the season, to ensure all animals correlate with NAIT's records and they haven't lost any animals or had them slip off the system.

"All the dairy cow tag numbers are preloaded and at the end of the season, as they're being milked, I go through and scan them all to make sure they correlate with NAIT. You can just Bluetooth or use the cord to connect the HR5 to your phone or laptop, and after scanning the tags all the information is there to be sent off to NAIT. From my laptop I can then print a spreadsheet of NAIT tag numbers, or use the information to correlate it against what we have on NAIT."

Kath and Philip calved 94 cows on the Angus stud this year and Kath says using the HR5, in conjunction with Gallagher's TW-3 weigh scale and data collector, helped to give a full picture of their herd and provides them with the confidence every animal is performing to their optimum.

The couple use a portable in-paddock weighing system to weigh newborn calves, providing valuable birthweight data for their records.

"We can assign birth weights to every calf tag number born from day one, using the Bluetooth connectivity between the TW-3 and HR5 which assigns the weights directly to the tags.

"We can also load in the calf's NAIT tag number and come weaning time, when we weigh, we get a weight gain figure giving us a good indication of its dam's performance."

Kath says she loves the ability of Gallagher's hand-held tag reader to read cow's tags from a slight distance when they come up to the calf trailer as Kath and Philip weigh and tag newborn calves, especially if the visual tags are dirty and hard to read.

"The large LCD screen on the HR5 is awesome. Because we preload our tags onto the HR5, you can quickly scan and read them, then we can add any additional information manually if needed. It makes things so easy and why wouldn't you want that?"

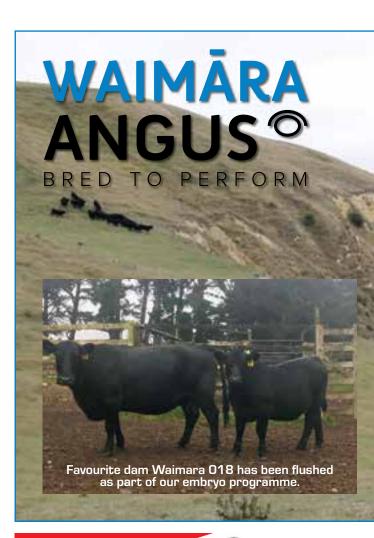


When using the TW-3 weigh scale, Kath has appreciated the unit's Wi-Fi connectivity, allowing her to download all the weighing data directly to her computer, which she can then load into Breedplan.

For the dairy heifer business, when the couple is regularly weighing the heifers, the data can be uploaded direct to MINDA, enabling them to have complete visibility and control about how their stock are performing.

"We can also easily identify any stock that are not performing and decide what we will do about them sooner rather than later. You can easily see if you are heading in the right direction or need a bit of a wakeup call. The HR5 and the TW-3 have given us real peace of mind across all of our businesses. It's technology that is helping us know with certainty that we are on the right track, while ensuring all our animals are meeting compliance requirements," Kath says.

"WE CAN ASSIGN BIRTH
WEIGHTS TO EVERY
CALF TAG NUMBER
BORN FROM DAY ONE,
USING THE BLUETOOTH
CONNECTIVITY
BETWEEN THE TW-3
AND HR5 WHICH
ASSIGNS THE WEIGHTS
DIRECTLY TO THE TAGS."



Bull Sale 27th May 2022 2.00pm

In conjunction with Stoneburn Herefords, Andy Denham

Inspection and enquiries always welcome

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Chris Pont 03 465 8171 Andrew Law 027 452 1167

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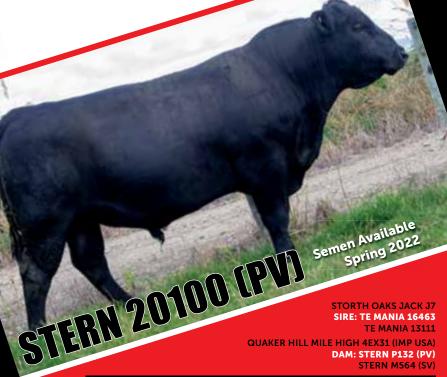
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Westholm Justin U32 Westholm Fargo U66 Beechwood Irish Eyes 24

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141	March 2022 Transfasman Angus Cattle Evaluation (TACE) EBVS										
EBV	DIR	DTRS	GL	BWT	200	400	600	MWT	MILK	SS	DTC
BULL	+1.1	+4.9	-8.4	+4.1	+59	+104	+129	+101	+17	+3.5	-4.8
B Avg	+1.8	+1.5	-4.3	+4.1	+42	+78	+101	+89	+15	+1.8	-3.8
EBV	CWT	EMA	RIB	RUMP	RBY	IMF			INDE	(ES (\$)	

 EBV
 CWT
 EMA
 RIB
 RUMP
 RBY
 IMF

 BULL
 +73
 +8.7
 +1.9
 +1.1
 +0.5
 +1.9

 B Avg
 +51
 +4.4
 +0.6
 +0.5
 +0.2
 +1.1

INDEXES (\$)

SR +\$158 AP +\$201

HDT +\$118



AGRICULTURAL ALL-ROUNDER

combines study with cattle showing

Tim Fulton

gricultural science student Sophie Ridd is clocking up plenty of milestones as she advances her agriculture education.

In her final year of a Bachelor of Agricultural Science degree at Massey University, 20-yearold Sophie won the Future Sheep Ambassador title in 2019 and Future Beef Ambassador title in 2021. Within her immediate area she's also currently chairwoman of Marton Young Farmers' Club.

Having grown around Angus on a family farm in Manawatū, one of Sophie's passions is showing cattle. Local Hereford breeder Trudy Robertson introduced her to cattle showing during high school and she's been competing ever since.

"I started breaking in my own stock, two

rising-2-year-old steers for Future Beef 2021, out of my dad's herd. Michele Dalziell from Atahua Angus, the neighbouring farm, helped me out prior to the show, and I attended Atahua's bull sale last year, celebrating 60 years of breeding. I've loved being involved with the stud and learning from respected breeders," she says.

Sophie is breaking in steers with her

Earnscleugh bulls are renowned for their shifting ability.

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ANNUAL BULL SALE DATE: 10th June 2022, 1pm

VENUE: Earnscleugh Station, 382 Conroys Road, Alexandra







MACKENZIE OF STERN

ı	TE MANIA GARTH 17420									
	DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
	+6.7	+1.4	-6.0	+3.2	+19	+41	+77	+97	+1.5	-6.8
	CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX	\$ AP IN	DEX \$	HDT INDEX \$
	+57	+6.4	+2.3	+0.8	+0.3	+1.8	+\$135	5 +\$	155	+\$124

EAI	RNS	CLE	UGH	I SPA	ANI/	ARD	1663	361	(SV)
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+7.3	+7.1	-6.4	+1.6	+13	+43	+80	+98	+1.8	-5.8
CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX	\$ AP IN	DEX \$	HDT INDEX
+54	+5.6	+0.9	+1.3	+0.3	+1.3	+\$153	+\$:	172	+\$126

LD CAPITALIST 316 (IMP USA)										
DIR	DTRS	GEST	BW	MILK	200	400	600	SS		DTC
+11.9	+12.2	-4.1	+2.0	+15	+52	+92	+114	+1.	3	-3.0
CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX	\$ AP IN	DEX\$	HD	T INDEX \$
+74	+9.0	+1.1	+0.3	+0.0	+2.1	+\$133	+\$2	186	-	+\$151



ENQUIRIES TO:

DUNCAN CAMPBELL

P: 03 426 2455 or **M:** 027 659 6713

email: duncancampbell77@gmail.com

ALISTAIR CAMPBELL

P: 03 449 2031 or **M:** 0274 892 820

email: ecgenetics@farmside.co.nz



younger brother Ben, 15, for the upcoming Future Beef 2022 competition. Ben's first competition was in 2021, and he's looking forward to getting more involved in cattle showing. He is currently doing NCEA level 1 at Feilding High School and works on the family farm every chance he can get.

Sophie also has a younger sister Emily, 18, who finished high school last year and is currently doing an internship with World Vision.

After completing her Agricultural Science degree, Sophie intends to continue postgraduate study towards a master's degree. Meanwhile, she's keen to learn as much as she can both in class, and from rural professionals and farmers.

Immediate aims include more cattle showing, aiming to represent New Zealand through the Royal Agricultural Society in the Australian cattle showing competitions and to continue being involved with Angus studs, trying to learn from other generational farmers about their breeding qualities and traits that suit individual farm breeding objectives.

Covid put a hold on her plan to do a student exchange overseas, but she's still interested in the option if it opens up in the near future. Mid-term she would like to work for a large agricultural company that supports New Zealand farmers.

"I'm really interested in helping develop

strong markets for farmers such as my family, being both arable and sheep and beef."

One day, with more experience under her belt, she would also like to start her own Angus breeding stud.

Sophie grew up on her family's arable and sheep and beef finishing farm, J J Farming, near Cheltenham, where her parents John and Jenni have a diversified business across three farms. The mix includes summer feed and seed crops – about 2,000 tonnes are harvested a year and put through the family's grain drying and storage complex.

John and Jenni also finish about 5,000 lambs and just over 1,000 Angus annually (R1 and R2 steers with a smattering of mixed-aged cows), while over winter they do dairy grazing for local farmers - about 1,000 dairy heifers and cows last year.

Stocking numbers and classes vary each year and are determined by a number of variables including markets and the weather. Animals, depending on their weight and class, are distributed across the three farms within the business.

"When we buy our stock, we are looking for stock that have a good temperament because we are break feeding and spending a lot of time with them. We want stock that are robust and suit our conditions and that are going to mature and gain weight efficiently," Sophie says.

Sophie says she became involved in Angus partly because it's the class of stock her family wants to finish, but also because it suits their farming environment and she believes it's the country's strongest breed.

"Good finishing is an important part of the supply chain: ensuring you're getting good quality meat and that the animals aren't putting on too much fat. We find Angus are good grass converters and we've been really happy with the breed; Angus is all we do. They perform well, as they are hearty animals and put on weight quickly. Angus are robust, versatile, have a good temperament and are easy to handle. We want stock to thrive in our conditions and Angus work well for us within our farming system."

As a dedicated cattle shower, Sophie wants to become more involved in the Generation Angus youth programme and looks forward to the opportunities available through Angus New Zealand.

With that, she wants to see Angus going in a direction that is going to suit New Zealand conditions, with stock having a good balance between phenotype and genotype.

"We buy our Angus for their type, and they suit our conditions. New Zealand wants stock that are going to fit into our farmers' individual programmes. The Angus breed does a good job producing well-rounded stock for our markets," she says.

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Annual on Farm Sale Tuesday 21st June 2022





Sales bulls sires include Te Mania Jock, Twin Oaks N017, Kaiwara 480/14, GAR Ashland and several other Woodbank Bulls retained for stud duties.

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Clarence Valley, RD1, Kaikoura.

E carolineandben@xtra.co.nz

Phone 03 319 4303

Ben 027 449 4409

John 03 319 4302

Sale to be held in conjunction with Matariki Herefords

6 Woodbank Angus

NEW ANGUS AUSTRALIA CEO

to build on Trans-Tasman tie

FOLLOWING THE ANNOUNCEMENT THAT DR PETER PARNELL WOULD BE RETIRING AT THE END OF FEBRUARY 2022, THE ANGUS AUSTRALIA BOARD ENGAGED RIMFIRE RESOURCES TO RECRUIT THE NEXT CEO. AFTER A NATIONAL RECRUITMENT CAMPAIGN, THE NOMINEE WAS AN INTERNAL CANDIDATE, SCOTT WRIGHT. WE ASKED HIM FOR A BIT ABOUT HIMSELF.



SCOTT WRIGHT

Scott has a degree in Rural Management from the University of Queensland, Gatton College, a graduate certificate in Animal Science from the University of New England and a graduate certificate in Strategy and Leadership from the Australian Institute of Management. He worked in Singapore as a young graduate for Singapore Food Industries Ltd., and spent the majority of his career managing his family wine business. Scott and his wife Julie have a small property at Glencoe on the New England tablelands at 1,150m above sea level, where they operate a small commercial beef enterprise.

After exiting the wine industry, Scott started at Angus Australia as a member services officer at the entry level of the organisation before becoming the member services manager and holding that role since 2018. Scott says having that role was a unique opportunity as it allowed him to interact with seed stock members on a daily basis and experience the coal face of what it means to breed Angus cattle.

"I worked through the drought years at Angus Australia and there were many very tough conversations. There were calls from members who just had to hang up in tears because things were just so very hard. It was a tough period but a privilege to share in their pain," he says.

While working in member services, Scott was studying Strategy and Leadership through the Australian Institute of Management. He says the combination of study, coupled with the reality of interacting with members on a daily basis and hearing from them what they needed from Angus Australia, was invaluable. This combination of study and experience was a unique period of time that allowed him to critically evaluate Angus Australia

from the inside and yet from a very different background to his colleagues.

"I am very humbled to be appointed CEO of Angus Australia. My tenure will follow the legacy of two great CEOs who have both contributed in amazing ways to the success of Angus cattle in Australia. They have provided growth, strategic direction, great stewardship coupled with innovation. The organisation could not be left in better shape following Peter's leadership. Indeed, they are big shoes to fill and it will be a wonderful privilege, yet one of the greatest challenges of my life."

When asked about his direction for Angus Australia going forward Scott says he tries to distill his thinking into simple ideas.

"Essentially, I am very focused on delivering on the mission of Angus Australia which is to improve the profitability of our members through programmes that enhance and promote the value of Angus cattle and beef.

"Many organisations don't look at mission statements after they are written, but to build an enduring great organisation we must live and breathe that mission. I see that there are three aspects where we can work with members, firstly assist them with the tools to accelerate genetic gain, secondly work to maintain and increase the Angus premium and thirdly work hard to simplify processes in order to reduce transaction costs for members and increase transaction efficiency. We must work hard to make interactions with Angus Australia easier and simpler while achieving what we need to do."

Scott says he has been visiting members in preparation for taking over in March from Peter Parnell.

"I am so encouraged by the number of members

SCOTT SAYS HE IS
PASSIONATE AND
ENTHUSIASTIC ABOUT
THE FUTURE FOR
ANGUS AUSTRALIA
AND THE FUTURE FOR
ANGUS CATTLE IN
BOTH AUSTRALIA AND
NEW ZEALAND.

116

who tell me emphatically that the best years for Angus are ahead of us," he says.

Asked about his hopes for working with Angus New Zealand, Scott says obviously we must acknowledge that the AngusPRO group left Angus New Zealand and have started recording with Angus Australia.

"While I do not fully understand the background to that situation, I can say that I have had very helpful and fruitful discussions with both groups, and both groups have great breeders. I believe for the strength of the breed it is important that we continue to progress forward from this.

"When I was appointed CEO, I received a most enthusiastic congratulatory call from Jane Allan, which I really appreciated. Jane and myself have had very helpful discussions around working together moving forward. I believe that Angus Australia and Angus New Zealand can continue to work together for the good of the breed in both countries. Can I say to the New Zealand Angus membership that I look forward to having a very rich partnership moving forward and I know that the Board of Directors of Angus Australia share that view."

Scott says he has a great love for New Zealand, having visited a number of times.

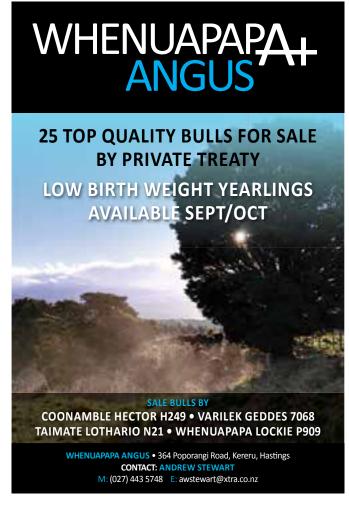
"My wife's family are from the South Island originally

and I am reminded of New Zealand whenever I hear my mother in-law's accent! Kiwis are wonderful farmers and we can learn so much from across the ditch; we just won't talk rugby! I can only see a positive relationship going forward."

Scott also says he is passionate and enthusiastic about the future for Angus Australia and the future for Angus cattle in both Australia and New Zealand.

"Angus has been one of the modern-day success stories within agriculture. 'Angus' is now firmly a part of the public vocabulary and the strength of the brand is a testimony to those people within the breed who did such wonderful work over the years. We cannot afford to rest on that success. If 'Angus' is to be an enduring organisation in both countries, it will take much hard work, diligence and planning. I look forward to building on the success of the past and enabling our breeders to go from strength to strength."







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Selling at the Hauroko Valley Bull Sale,

Wednesday 1st June 2022, 1.30pm 20 Bulls for Sale

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William Rowe playing the

bagpipes, Merchiston Angus





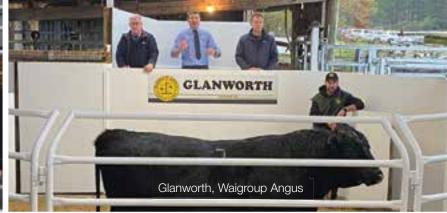














OUT AND ABOUT WITH ANGUS













David Giddings 027 2299 760 giddingsfamily@xtra.co.nz



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In-Calf Female Production Sale Wednesday 4th May

Approx 100 in-calf stud Angus females - selected R2, R3, R4 and 10yr proven cows, all PTIC to top stud bulls

2022 Bull Sale

Friday 24th June, 1pm 70 R2yr Bulls

- Both sales simultaneously on-farm and online through the **yourbid** platform developed by Meadowslea in 2020.
- Online bidding will open approx 1 week earlier, with full videos and commentary of every lot online at www.meadowslea.co.nz
- Livestream video and interactive chat
- Now seeking enquiry from other breeders, farmers, and agents interested in using yourbid see www.yourbid.co.nz



NGUS

Spring Magazine 2022



SPRING EDITION PUBLICATION 2022

Print run of 3000, A4 portrait, 48 pages + cover, printed in full colour with spot UV front and PUR bound

This spring edition publication will be high quality coffee-table style magazine which will be focussed on the highlights of the two year old results, dispersal sales, events and spring yearling sales.

Out in print and digital format from mid August 2022. Posted to all breeding and associate members, sponsors and available for your commercial clients.

Keep an eye out in May for our booking forms!

KEY PUBLICATION DATES



MAY 1-30 MAY

EDITOR STARTS **PROCESS**

ARTICLE PRODUCTION COMMENCES

ADVERT BOOKING DEADLINE

JUNE 10

JULY

AUG

ADVERT SUPPLY DEADLINE PRODUCTION COMMENCES

PRINT RELEASE

DANDALOO ANGUS

61 YEARS OF CONSISTENT QUALITY AND BREEDING

Viewing from 10am, Auction at 12noon Wednesday 8th June 2022

Inspection & enquiries welcome.

All bulls sire verified, semen & soundness tested BVD tested & fully vaccinated.

Angus & Trish Thomson

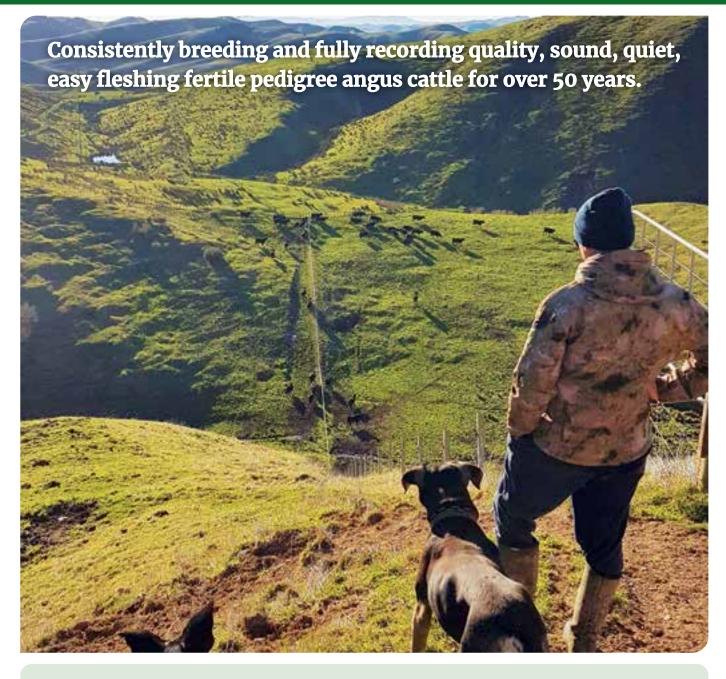
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Mt Mable Angus

37th Annual Two Year Old Bull Sale on Monday 13th June 2.30pm

Specialist heifer mating bulls sold Monday 19th September at 12.00pm



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Think you can't have it all? Time to think again.

Enquiries and inspection welcomed - Kevin and Megan Friel



ANGUS NZ BOARD MEMBERS



Left to right: Kendall Langston, Jane Allan, Andrew Stewart, John Cochrane, Mike Smith, Megan Friel, Alan Donaldson.

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Future success about getting

THE STRATEGIC BALANCE RIGHT

Kendall Langston

ast year I supported the board and a wide range of future Angus New Zealand leaders to create the long-term vision for the association and the initial strategy execution plan. This led on to my appointment as an independent director of AngusNZ, in a role to support the professional governance of the organisation.

Growing up on a South Canterbury farm (106 years in the family) surrounded by black cattle, my pedigree includes a grandfather who was a stud breeding member in the 1960s and uncle who was a board chair and life member of the Association. I am passionate about commerce, agri-business and professional leadership, holding a number of independent directorships, strategic advisor and executive coaching roles through my own business based in Christchurch.

AngusNZ has an exciting purpose as it continues to intentionally influence the New Zealand beef industry through partnerships, commercial initiatives, governance and member development programmes.

Our members are industry leaders and our challenge is to support their businesses and intergenerational farming operations through clever initiatives that generate the revenues required to fund valuable services, business

and Governance Development

support, marketing, genetic expertise, technology and tools that they will need in the future to continue as a leading beef breed. This requires consistent and strong governance accessing our rich and diverse member talent, that of our sponsors and commercial partners so that we can navigate the wave of change that all professional farmers and commercial organisations face.

It requires us to partner with those who share the values of our association and for us to play a bigger game as we navigate emerging industry changes and challenges. Our biggest challenge is to remain as one of the leading breeds and associations in our industry, to work as a team, to set aside some of the internal challenges that all organisations face and to collaborate, communicate and execute what needs to be done. We need to acknowledge our rich history as an association but also lean into the change that is needed to support our members to thrive. As a rule. humans don't enjoy big changes. As an organisation we must continue to evolve, iterate and adapt.

Over nine months in 2021 we started to execute our strategy as we seek to invest in future leaders of our organisation and industry. Our updated constitution allows for clarity in

areas such as membership types, member data management and relevant rules, and this document should continue to evolve as the association seeks to stay relevant in a rapidly changing industry.

We are actively engaging in new sponsorships and exploring commercial and technological opportunities that both protect and utilise our genetic database. Our brand refresh and new website has been launched and we are engaging with the future leaders of our association. We are actively seeking to strengthen our governance through training and succession and to encourage the next generation of Angus stud breeders. We have engaged with our ward chairs seeking feedback and input.

This year looks set to be another challenging year in terms of the pandemic and economic change but it provides a real opportunity to reconnect our members in a number of ways, to actively communicate in person, at sales and meetings, via video, through social media, our magazine and our various sponsor and partner forums. With change comes opportunity and there has never been a more exciting time to be leading in business.





Beef + Lamb New Zealand Genetics is supporting the ongoing development of beef and dairy-beef genetics in two ways.

The Informing New Zealand Beef programme, a joint initiative between Beef + Lamb New Zealand and the Ministry for Primary Industries' Sustainable Food and Fibre Futures fund, is creating an across-breed Beef Progeny Test to help our sector meet the growing demand for high quality food produced with a lower environmental footprint.

We're on a mission to give breeders and farmers the tools to produce great-tasting beef backed by a strong environmental story, while at the same time improving production efficiency.



Ministry for Primary Industries Manato Aho Matua



2 The Dairy Beef Progeny test, in partnership with LIC, is looking for bulls that can deliver value for both dairy farmers and dairy-beef finishers.



beef+lamb GENÉTICS

B*LNZ Genetics will be looking for expressions of interest for bull nominations for both the Across-Breed Beef Progeny Test and Dairy Beef Progeny Test from June 2022.

www.blnzgenetics.com



ON SOCIAL WITH ANGUS

Katie Bagley

'm Katie Bagley and I manage the digital communications from Angus New Zealand including Facebook, Instagram (generationangus), LinkedIn, YouTube and the monthly BEEFinBLACK enews. My role is promoting the breed through all the digital platforms. That includes sharing the vast array of great content from each stud active on the social platforms and curating content that educates and informs, along with promoting all Angus has to offer to a wide audience - from commercial farmers to consumers. Angus New Zealand has a lot to be proud of: we have a rich heritage, genetic performance and a premium end product. Digital communication is all about helping to create greater demand and awareness of Angus genetics. It's an exciting time for Angus New Zealand and I'm enjoying the journey with a fresh new look at promotion.

As part of the Pivot Design team since 2018, my background is graphic design, digital marketing, photography, and, of course, bull sale catalogues. You will often find me on my phone scrolling through all things Angus any time of the day... or night!

Getting to some of the bull sales in 2021 was a highlight. Seeing your efforts of more than two years in the sale rostrum was fantastic and having the opportunity to put faces to names was a pleasure. To top it off, the steak sandwiches were melt-in-your-mouth.

I always keep an eye out for your Facebook posts to share, but to make sure I see them straight away, tag Angus New Zealand into your posts by typing @angusnewzealand somewhere in your post. We are building up an Angus photo and video library for digital and print use so if you have a taken a great photo of your herd, or managed to capture a

funny blooper moment on camera, or anything educational or out of the ordinary, we'd love to include it. We would, of course, credit the creator, so please feel free to message or email anything to me.

Angus New Zealand has such a rich history in New Zealand and to celebrate the people and genetics that have made Angus New Zealand what it is today, we're sharing the story. If you have access to any historic images of your stud, animals, and the people who have made your stud what it is today, please send them through.

This year Angus New Zealand has some new and exciting stories, a series of fantastic promotional videos to share and a few other treats in store. Watch this space!

- facebook.com/angusnewzealand
- (o) instagram.com/generationangus
- in linkedin.com/company/angus-new-zealand





Fifth Annual Yearling Bull Sale Thursday 8th Septemer

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Feature Sires 2022 Feature Dams 2022

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Breeders giving hope in STARSHIP CHARITY BULL AUCTION

Teresa Sherson

ctober 9, 2020 looked to be finishing like any other day. Dean was down on the airstrip with our seed rep Vanessa, who had called in on her way home to check the crops. The boys, Nick (13) and Chris (11) were at home, most likely on their Xbox or watching telly.

The day was cooling, and the shadows were getting longer as I saddled up my horse. I glanced toward home as I rode past. A warm, golden glow radiated from the windows. I turned my attention to mustering the lambs as we still needed to dirty-clean them tonight.

Squinting as I looked up to the skyline, I shielded my eyes from the sharp glare of the sun, trying to pick out any lambs under trees and commit them to memory so I could flush them out later. I whistled my dogs and reached down to unlatch the gate when my cellphone rang. I paused before retrieving it

from the pouch on my belt; I didn't recognise this number.

The voice on the other end asked if I had a car and if I could bring Nick up to Waikato Hospital tonight — a two-hour drive on a good day. I was told to pack a bag for the weekend. We were transferred to Starship Children's Hospital the next day and five weeks later we came home for the weekend.

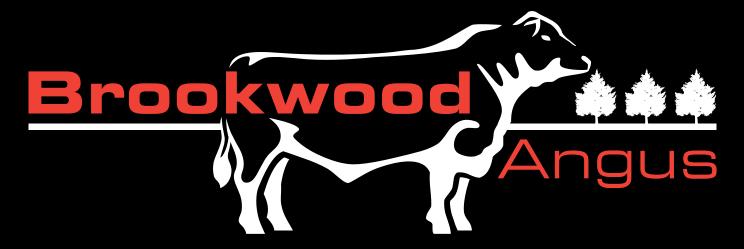
Nothing prepares you to be told "your child has cancer". We had leukemia. This was the second time our family had been touched by this illness. Our daughter Billie-Jean's son, Daniel, finished his treatment almost five years ago and is happily living in Rotorua.

The town, friends and family rallied around us and we are truly humbled and forever grateful to these people. The seed rep Vanessa, and her partner Rod, who manage a neighbouring station, mustered our lambs

that night and put them on the truck, then proceeded to feed our dogs. Family ran our farm for the next few months.

Things have moved on from that day which seems like a lifetime ago. The strength and compassion and, most importantly, the understanding we received from other families in Starship Hospital was amazing. These courageous parents truly understand this monster called cancer. The doctors and nurses that wage war upon this beast, who dares try to take our most precious of things, do it with love and caring and endless smiles. There are doctors who do magic tricks and nurses who work tirelessly, then stay to decorate the halls for Christmas when they should be at home with their own families. These people are angels in disguise; they dwell in a life between lives at Ward 27, Starship Hospital.

Even though it is the last place any of us



SIRES OF 2022
SALE BULLS INCLUDE:

TAIMATE LAZARUS
MUSGRAVE STUNNER
RANGATIRA TAURUS
TURIHAUA WIREMU
BROOKWOOD P26

(sold to Umbrella Range in 2020 for \$68,000)

ON FARM AUCTION

TAKAPAU

CENTRAL HAWKESBAY

TUESDAY
14th JUNE 12:30PM



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wants to be, Starship Hospital is a safe place. We said goodbye to our old room "lucky 13" when we left because we knew we would never be back, but we remember, and our journey is not over. We still have 12 months of maintenance to go, but things are better. Nick is back driving the tractor, being cheeky and hanging out on the farm. We welcome this normal with open arms. But we know there are new families entering the scary world of Ward 27, staring with unseeing eyes, desperately trying to take it all in, while wishing it all away.

Our thoughts have turned toward this year's sales, which are only a matter of months away. This is when the dew will sit heavily on the ground and a soft mist will cloak the hills surrounding our settlement of Taumarunui. On this morning Dean will step outside, finding the air is cool and steam billowing from his frozen breath. There will be a peacefulness to the valley. Angus bulls, the glorious gentle giants, will be woken from their slumber, stirred from their warm beds and brought into pens ready for viewing. This is sale day.

There is an air of anticipation now as this year's auction will be different; this year will be special. This year we want to make a difference to a small community of families. This is your moment and you can help them.

All of us at Black Ridge Angus, along with Nick's grandparents, Brian and Sharon, and his Uncle Robin and Aunty Tracy Sherson,



proprietors of Shian Angus, are passionate about giving something back to Starship Hospital. So we are auctioning a bull each in the upcoming sales, set to kick off on 2 June 2022 with Shian Angus at 11am then Black Ridge Angus at 2pm, with all proceeds going to the Pediatric Oncology Ward at Starship.

We all thought it would be a nice opportunity for our buyer to be involved in such a perfectly Kiwi way of giving. It provides not only the pleasure of purchasing an excellent-quality bull, but also supporting such a great cause. Our buyers can be confident they are helping to make not just the journey of the tiny heroes of Ward 27 better, but also that of their families during such uncertain times.

Both studs have selected bulls they are confident will fit into any breeding programme and improve any herd they step into. Years of breeding knowledge, topped with the purchasing of high-quality sires, have gone into the production of these spectacular beasts.

The bulls are fertile, well-framed, attractive cattle with good head and jaw, standing on sound feet with excellent temperaments. To top off what might seem to be the perfect animal that looks like any other magnificent bull found elsewhere, under that shiny black coat he will have a good constitution that enables him to thrive in long cold winters and hot dry summers. A Star will adorn his rump so buyers can effortlessly pick him out from the 30-40 other impressive bulls which will be available on the day from each stud.

Black Ridge Angus and Shian Angus Studs are always happy to showcase their bulls and answer any questions before or on sale day.

CHARITY BULL AUCTION SALE SHIAN ANGUS, 2ND JUNE 2022, 11AM FOLLOWED BY BLACK RIDGE ANGUS, 2PM.

A BULL FOR STARSHIP

By Tracy Sherson, Shian Angus 2020 wasn't just the year that the Covid-19 pandemic hit us hard, it was also the year that Nick - Brian and Sharon's grandson, and nephew of Rob and I - was diagnosed with leukemia.

"I still remember the day when we were told about Nick's diagnosis," Rob says.
"I rang Dean straight away, but he was rendered speechless as we all were. Having young kids ourselves we couldn't fathom what it would be like to hear the worst news a parent could receive."

The family did their utmost to support
Teresa and Dean in any way possible, from

farm work to frozen home-cooked meals.

"Every day we have Nick here is all thanks to the great team at Starship Children's Hospital and the dedicated support of his mum and dad." Rob says.

Starship Children's Health provides a wide range of complex medical, surgical, cardiac and mental health services for children and young people throughout New Zealand and the South Pacific. Starship is a major teaching centre. It aims to lead the nation in paediatric training and research.

With this in mind, Brian came up with an idea to donate the proceeds from one of Shian's rising two-year-old Angus bulls from this year's sale to Starship. After talking to

Dean and Teresa he discovered they were going to do the same. The proceeds from these bulls will go towards the Oncology Department at Starship and hopefully help save another young Kiwi's life.

This year's sale is also significant for another reason in that we celebrate 50 years of breeding Angus cattle for Shian Angus and the Sherson family.

Shian Angus will hold their sale on the 2nd June 2022 at 11am.

IF YOU WOULD LIKE TO DONATE TO STARSHIP HOSPITAL, YOU CAN CONTACT STARSHIP ON 09)367-0000 OR VISIT ITS WEBSITE.







IS PROUD TO SUPPORT

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PART OF THE ANGUS NZ MEMBERS TAUMARUNUI AND KING COUNTRY BULL SALES





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ANGUSNEW ZEALAND

2022 Sales

APRIL 27th - 28th MAY 3rd J Fraser Stern Angus Female Sale, 1.00pm Totara Valley 4th D Giddings Meadowslea Angus Female Sale, 12.00pm Fairlie 15th D Marshall Benatrade Angus Paddock Bull Sale Invercargill 16th-18th Manawatu/Rangitikei Angus Open Day.......Manawatu 16th King Country Bull Breeders Open Day......King Country 16th 17th Taumarunui Angus Open Day.......Taumarunui Central Wairarapa Angus Bull WalkWairarapa 19th 19th 19th 20th 23rd 24th 24th 25th 25th 26th -27th 26th 27th 27th 27th Nelson Bull Walk Nelson 28th 30th AT & KA Peters......Peters Angus Bull Sale, 11.00am.......Clutha Downs 31st 31st 31st



JUNE			
1st	A & I Devery	Pikoburn Angus Bull Sale- Hauroko Valley Sale, 1.30pm	Otautau
1st	TD & RFR Jolly Ltd	Hingaia Angus Bull Sale, 4.00pm	Te Awamutu
2nd	B & S Sherson	Shian Angus Bull Sale, 11.00am	Taumarunui
2nd	D & T Sherson	Black Ridge Angus Bull Sale, 2.00pm	Taumarunui
2nd	A & C Donaldson	Puke-Nui Angus Bull Sale, 4.30pm	Taumarunui
3rd	N&J and R&S Kjestrup	KayJay Angus Bull Sale, 12.00pm	Masterton
7th	L Carruthers	Nethertown Angus Bull Sale, 2.00pm	Middlemarch
7th	K & G Higgins	Oregon Angus Bull Sale, 3.00pm	Masterton
8th	R & L Thorneycroft	Tapiri Angus Bull Sale, 9.30am	Masterton
8th	A & T Thomson	Dandaloo Angus Bull Sale, 12.00pm	Masterton
8th	R Rowe	Merchiston Angus Bull Sale, 2.30pm	Rata
9th	E Sherriff	Pine Park Angus Bull Sale, 11.30am	Marton
9th	C & A Jeffries	Riverlands J Angus Bull Sale, 2.30pm	Cheviot
9th	H & J Klisser	Haldon Station Angus Bull Sale	MacKenzie
10th	J Harrington	Rolling Rock Angus Bull Sale, 10.00am	Te Akau
10th	R & R Borthwick	Te Whanga Angus Bull Sale, 10.00am	Masterton
10th	A Campbell	Earnscleugh Bull Sale, 1.00pm	Alexandra
13th	A Stewart	Whenuapapa Angus, Private Treaty	Hastings
13th	A & C Dalziell	Atahua Angus Bull Sale, 11.00am	Kiwitea
13th	D & L Whyte, R & S Hussey	Mt Possession Angus Sale, 2.30pm	Ashburton Lak
13th	R Martin	Martin Farming Bull Sale, 2.30pm	Wakefield
13th	K & M Friel	Mt Mable Angus Bull Sale, 2.30pm	Dannevirke
14th	W Philip	Dandaleith Angus Bull Sale, 9.30am	Dannevirke
14th	J & M King	Brookwood Angus Bull Sale, 12.30pm	Takapau
14th	A & A Laing	Sudeley Angus Bull Sale, 2.00pm	Irwell
14th	M Duncan	Elgin Angus Bull Sale, 3.30pm	Elsthorpe
15th		Aywon & Te Kupe Combined Angus Sale, 12.30pm	
		P. & A. Richon (Aywon), P. & I. Martin (To Kune)	Stratford

	7.000.000		
13th	A & C Dalziell	Atahua Angus Bull Sale, 11.00am	Kiwitea
13th	D & L Whyte, R & S Hussey	Mt Possession Angus Sale, 2.30pm	Ashburton Lakes
13th	R Martin	Martin Farming Bull Sale, 2.30pm	Wakefield
13th	K & M Friel	Mt Mable Angus Bull Sale, 2.30pm	Dannevirke
14th	W Philip	Dandaleith Angus Bull Sale, 9.30am	Dannevirke
14th	J & M King	Brookwood Angus Bull Sale, 12.30pm	Takapau
14th	A & A Laing	Sudeley Angus Bull Sale, 2.00pm	Irwell
14th	M Duncan	Elgin Angus Bull Sale, 3.30pm	Elsthorpe
15th		Aywon & Te Kupe Combined Angus Sale, 12.30pm	
		P & A Bishop (Aywon), P & J Martin (Te Kupe)	Stratford
15th	M Tweedie	Hallmark Angus Bull Sale, 4.00pm	Tutira
16th	B Johns	Kaiwara Angus Bull Sale, 11:00am	Culverden
16th	P & S Revell	Okaka Angus Bull Sale, 1.00pm	Taihape
16th	BG & JB Smith, N & R Sanderson	Fossil Creek Angus Bull Sale, 2.00pm	Ngapara
17th	W & V MacFarlane		Hastings
17th	R & D Orr	Red Oak Angus Bull Sale, 3.00pm	Weka Pass
20th		Blenheim Angus Bull Sale, 10.30am.	
		B & N Maisey (Blacknight), G Crombie (Leefield Station)	Blenheim
20th	O & P Hickman	Taimate Angus Bull Sale, 1.00pm	Ward
21st	J & T Dorotich	Gembrooke Angus Bull Sale, 1.00pm	Dannevirke
21st	B & C Murray	Woodbank Angus Bull Sale, 1.00pm	Clarence Bridge
23rd	S Herries	Alpine Angus Private Treaty	Kawakawa
23rd	J Fraser	Stern Angus Bull Sale, 12.30pm	Totara Valley
24th	D Giddings	Meadowslea Angus Bull Sale, 1.00pm	Fairlie
27th	D McHardy	Tangihau Angus Bull Sale, 10.00am	Gisborne
27th			
		B & K Johnson (Orere), P & E Watson (Waimata),	
		B & P Crawshaw (Tawa Hills), H Bayly (Cricklewood)	Gisborne
27th	P & P Hoogerbrug	Kaharau Angus Bull Sale, 4.00pm	Gisborne
28th	M & N Story	Ratanui Angus Bull Sale, 9.00am	Tolaga Bay
28th	H & A Williams & Family	Turihaua Angus Bull Sale, 3.30pm	Gisborne
29th	G & S Crawshaw & Family	Kenhardt Angus Bull Sale, 10.30am	Nuhaka
29th	AR & TA Powdrell	Turiroa Angus Bull Sale, 2.00pm	Wairoa
30th	S, J & L Fouhy	Glanworth Angus Bull Sale, 2.30pm	Pahiatua
JULY			
		N	

6th J Parsons and T Pymm....... Matauri Angus Bull Sale, 12.30pm....... Dargaville

BULLS 4 U

13th ANGUS BULL SALE

20 rising 2-year-old bulls



11 a.m. Tuesday, 31 st May 2022



To be held at Beaumont Inspections welcome from 9.30am

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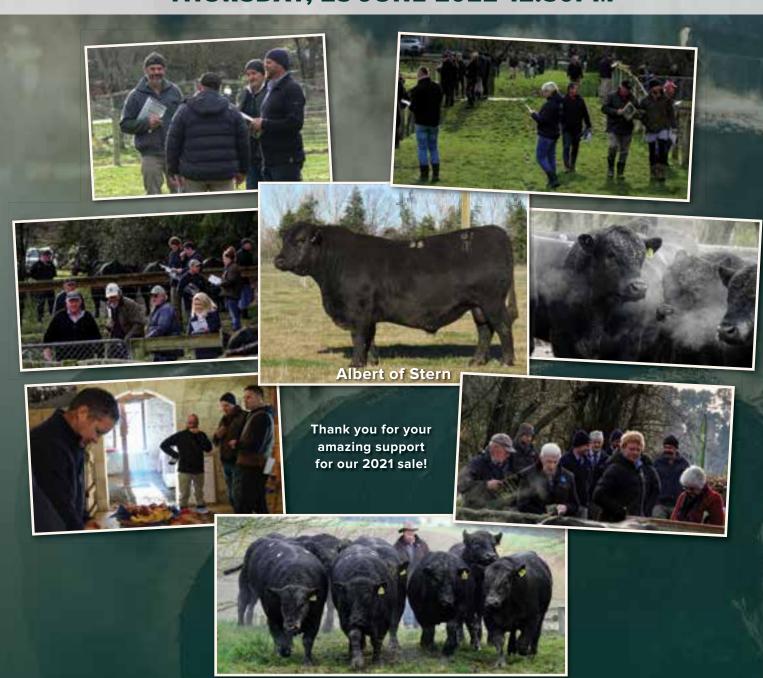
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53RD ANNUAL SALE 100 Bulls THURSDAY, 23 JUNE 2022 12.30PM



James Fraser 021 1864 796

Robert Fraser 021 0904 5608

Donald Hay 021 1878 186

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Spring Sales

19th



AUGU:	ST		
30th	RJ Quinn	Argyle Angus Bull Sale, 12.00pm	Kaikohe
SEPTE	MBER		
6th			Dargaville
8th			•
9th			
12th		Puketi Spring - Private Treaty, 9.00am	
12th			
15th			
16th			
16th	<u> </u>		
19th		Hillcroft Angus 2yr & Yearling Sale, 11.30am	
19th			•
20th		Turihaua Angus Yearling Bull Sale, 10.30am	
20th	•		
23rd	•	Black Bear Angus Yearling Bull Sale, 1.00pm	• •
23rd			
26th		Black Ridge Angus Yearling Bull Sale, 11.00am	
26th		Puke-Nui Angus Yearling Bull Sale, 4.30pm	
27th		Hingaia Angus Yearling Bull Sale, 12.00pm	
27th	•		
28th	•		·
29th		Timperlea Angus Bull Sale, 1.00pm	
ОСТО	RFR		
3rd		Karaka Angus Private Treaty	Kaikoura
3rd			
3rd			
4th			
6th	•		ŭ
6th		Red Oak Angus Yearling Bull Sale, 1.00pm	
7th			
7th	· ·		
10th		Benatrade Angus Private Treaty	· ·
12th		Stern Angus Yearling Bull Sale, 1.00pm	•
13th			•
13th		Sudeley Angus Yearling Bull Sale, 1.00pm	•
1011	<u> </u>	B. I.I. A. W. II. B. II.C. I. 200	

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Breeder List 2022

WARD 1

Northland

Chairman:

Chris Biddles, Te Atarangi, 112 Schick Road, RD 1, Te Kopuru 0391

Alpine	S Herries	Kawakawa	09 404 0645
Aotea	A & A Holst	Helensville	09 420 2505
Argyle	RJ Quinn	Kaikohe	09 401 1933
Grasslands	BC Maxwell	Kaeo	09 405 0357
Hauturu	J Bowen & Y Fogarty	Waimamaku	09 405 4611
Hokianga	D Booth	Kohukohu	09 409 5070
Lomond	DF Graham	Okaihau	09 401 9584
Matauri	J Parsons & T Pymm	Whangarei	021 206 3208
North West	M & S McKinley	Ruawai	021 130 0184
Puketi	CA Davie-Martin	Waiotira	09 432 2106
Rorira	R & H Dackers	Tangiteroria	09 433 2461
Silver Ridge	DR & IL Lawson	Wellsford	09 423 8108
Te Atarangi	CH Biddles	Te Kopuru	09 439 1589
Te Huia	P Cook	Whangarei	09 437 3797

WARD 2

Auckland / Waikato / BOP

Black Bear	K Davenport	Rotorua	07 347 0239
Heather Dell	N Heather & J& N Evans	Rotorua	07 357 2142
High Valley	B Glover	Pokeno	09 232 7842
Hillcroft	MA & FA Crawford	Ohinewai	07 828 5709
HKTK	EK Mitchell & TM Price	Waimana	07 312 3315
Kaiangapai	WMG & CA Koberstein	Mangakino	07 882 8532
Kauere	DA Saunders	Hamilton	07 849 2686
Mahuta	JV & ME Allen	Tuakau	09 233 3097
Matai Mara	S Coldicutt	Cambridge	07 827 3808
Matapara	RN Matthews	Te Puke	07 533 1108
O'Reilly	J & P O'Reilly	Auckland	09 627 6205
Oakview	AR & PA Hayward	Cambridge	07 827 1847
Rapahoe	B & J Muir	Te Puke	07 573 9617
Rolling Rock	J & Harrington & S Adams	Ngaruawahia	021 276 9557
Totokaha	W Jackson & N Bradstreet	Ngaruawahia	07 825 4480
Tutsham	D Sansome	Te Kauwhata	027 488 8629







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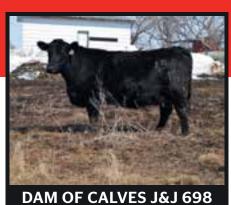
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LINDSAY JONES

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lindsayjones2016@icloud.com

ASH READER

Ph: O3 319 4369 | +64 27 310 8267 ashreader@outlook.co.nz

140

WARD 3

King Country / Taranaki

Alan Donaldson, Puke-Nui, 29 Paparoa Road, RD 3, Taumarunui 3993

Ariki	J & K Jury	Urenui	06 752 3884
Aysgarth	S & DF Stockdale	Te Awamutu	07 872 6978
Aywon	PJ & AH Bishop	Stratford	06 762 8508
Black Forest	B Jakschik	Taupo	027 426 2364
Black Ridge	D & T Sherson	Taumarunui	07 896 7211
Bos	S Harvey	Stratford	06 762 7998
Colvend	A & V Park	Ongarue	07 894 6030
Downsend	N & M Scobie	Stratford	06 762 2870
Gillamatong	RJ McDougall	New Plymouth	06 753 3981
Highland	M Wells	Stratford	027 491 3114
Hingaia	RKA Jolly	Te Awamutu	07 872 2840
Iona	BG Bevege	Te Kuiti	07 877 7541
Mangaotea	RR & JM Blackwell	Inglewood	06 762 4805
Parakau	J & M Barbour	Waitara	06 754 8349
Puke-Nui	AG & CS Donaldson	Taumarunui	07 896 6714
Rotowai	A & N Cave	Te Kuiti	07 877 6657
Shian	BD&SJ & RL&TT Sherson	Taumarunui	07 895 7686
Tarangower	R & N Purdie	Mahoenui	07 877 8935
Tawanui	L & J Downs	Stratford	06 762 3531
Te Kupe	P & JL Martin	Stratford	06 765 80021

WARD 5

Hawke's Bay

Justin King, Brookwood Station Ltd, 34 Paulsen Rd, RD 2, Takapau 4287

Abbotsford	C & J Harvey	Waipukurau	06 857 8363
Blue Duck	B Pickering	Dannevirke	06 374 3645
Brookwood	J & M King	Takapau	06 855 8288
Dandaleith	WB Philip	Dannevirke	06 374 8857
Elgin	SM Duncan	Havelock Nth	06 858 4909
Gembrooke	J & T Dorotich	Dannevirke	06 374 2814
Glengyle	S & E Mann	Dannevirke	06 374 3878
Hallmark	M Tweedie	Tutira	06 836 5477
Hollowtop	D Warburton	Havelock Nth	021 467 607
Kawatiri	DR & VC Bone	Havelock Nth	06 877 4143
Kiwikawa	M Fraser	Hastings	06 874 3874
Moanaroa	JD & BB Ramsden	Pongaroa	06 374 3889
Motere	I Pharazyn	Waipawa	06 857 3828
Mt Mable	KA & MJ Friel	Woodville	06 376 4543
Onga Angus	R Kent	Ongaonga	06 856 6747
Waiterenui	WA & VP MacFarlane	e Hastings	06 874 8762
Wallingford	G Dunkerley	Waipukurau	021 223 3895
Whenuapap	a A Stewart	Hastings	06 876 6015

WARD 4

East Coast

CHAIRMAN:

Andrew Powdrell, Turiroa, 539 State Highway 2, RD 3, Wairoa 4193

Kaharau	P & P Hoogerbrug	Gisborne	06 867 4232
Kenhardt	CG & S Crawshaw	Nuhaka	06 837 8881
Mangaheia	L Edgington	Tolaga Bay	06 862 6382
Maranui	G Brown	Waihi	07 863 1301
Orere	B & K Johnson	Gisborne	06 867 8089
Rangatira	C & S Dowding	Te Karaka	06 862 3876
Ratanui	MJ & NK Story	Tolaga Bay	06 862 6125
Resurgam	SA & J Brosnahan	Ohope	06 864 4468
Shamrock	H & R O'Grady	Hastings	027 486 3901
Tangihau	DJ McHardy	Gisborne	06 867 0837
Tawa Hills	B & P Crawshaw	Motu	06 863 5044
Turihaua	P & S Williams	Gisborne	06 868 6709
Turiroa	AR & T Powdrell	Wairoa	06 838 8805
Waimata	PGH Watson	Gisborne	06 867 0336

WARD 6

Wairarapa

CHAIRMAN:

Willie Falloon, Glanworth, 50 Riddels Road, RD 4, Masterton 5884

Dandaloo	AH & T Thomson	Masterton	06 372 7065
Glanworth	JM & LJ Fouhy	Pahiatua	06 376 7324
Kayjay	NF&JE & RT&SK Kjestrup	Masterton	06 372 2838
McFadzean	L & J McFadzean	Carterton	06 379 7401
Oregon	KJ & G Higgins	Masterton	06 372 2782
Pinebank	W & A Falloon	Masterton	06 372 7041
Pinehill	W & A Falloon	Masterton	06 372 7041
Sandusky	T Simpson	Carterton	06 307 7059
Tapiri	L & R Thorneycroft	Masterton	06 372 5702
Te Whanga	R & R Borthwick	Masterton	06 370 3368
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WARD 7

Wanganui / Rangitikei / Manawatu

CHAIRMAN:

Richard Rowe, Merchiston, 318 Putorino Road, RD 1, Marton 4787

Atahua	A & M Dalziell	Feilding	06 328 9784
Hill View	J McAlley	Hunterville	027 437 6302
Kahutarawa	SJ & JP Briggs	Ashhurst	06 355 1300
Komako	D & N Stuart	Ashhurst	06 329 4748
Merchiston	RL Rowe	Marton	06 322 8608
Okaka	PA Revell	Taihape	06 388 7519
Pine Park	PLS Sherriff	Marton	06 327 6591
Riverlee	M & F Curtis	Kimbolton	06 328 2881
Ruaview	JD & HD Hammond	Ohakune	06 385 8040
Tahu Ruanui	A Carpenter	Taihape	06 388 7712
Toa Toa	HT Donald	Wanganui	06 342 8571

WARD 8

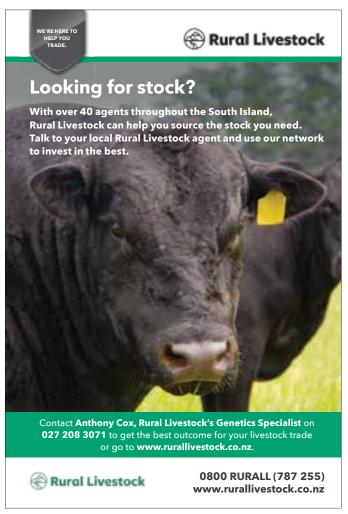
Marlborough / Nelson

CHAIRMAN:

Richard Martin, MF, 385 Church Valley Road, RD 1, Wakefield 7095

Blacknight	BC & NS Maisey	Rai Valley	03 571 6271
Brackenfield	AC Peter	Blenheim	03 575 7514
Kahurangi	HA Harrison	Murchison	027 833 1368
Leefield	B & R Marris	Marlborough	027 477 8314
MF	RD Martin	Wakefield	03 541 8559
Okiwi	RG Barnes-MacPherson	Picton	03 574 1009
Quail Creek	H Linssen	Blenheim	027 747 0027
Taimate	P Hickman	Ward	03 575 6878
Tipapa	RE Murray	Kaikoura	03 319 4302
Woodbank	B & C Murray	Kaikoura	027 449 4409







Another Day -Another Way





Some of the mixed age cows that were put to Ratanui 709

A great line-up of 709 sons for sale Matawhero sale June 27th

P&E Watson email :- waimata@xtra.co.nz Ph 06 867 0336

WARD 9

Canterbury / Westland

CHAIRMAN:

George Johns, Kaiwara, 165 Kaiwara Homestead Road, RD 1, Culverden 7391

Angen	E Swartz	Rangiora	022 160 0413
Bannock Burn	DM & RP Scott	Fox Glacier	03 751 0776
Braeval	D & O Gibson	Cave	03 614 3812
Farfield	F & G Luporini	Darfield	03 318 6531
Floridale	JE Jenkins	Darfield	03 317 8195
Glen R	PG, HM & SH Heddell	Darfield	0274 361 389
Glenlake	J Burrows & K Marshall	Amberley	03 314 6720
Johalz	R Johal	Leeston (027 756 4259
Kaiwara	BJ Johns	Culverden	03 315 8334
Lawsons	J Gordon	Christchurch C	27 230 6660
McLachlan	L & G McLachlan	Amberley	03 314 5993
McMaster	R & T Coles	Pleasant Point	03 614 7454
Meadowslea	DS & CJ Giddings	Fairlie	03 685 8027
Mt Possession	D Whyte & R Hussey	Ashburton	03 303 9842
Red Oak	R Orr	Amberley	03 314 6759
Riverlands J	C & A Jeffries	Cheviot	03 319 8585
Sherwood	N Fridd	Christchurch	03 355 2802
Sinai	AM Stokes	Oxford	03 312 4285
Stern	JH Fraser	Pleasant Point	03 614 7080
Sudeley	AP & AE Laing	Little River	03 329 1709
Timperlea	CR & LJM Timperley	Oxford	027 338 1658
	& M Fitzpatrick		
Vermont	R & K Berquist	Ashburton	03 303 0888
Wakare	M & N Salvesen	Ashburton	03 303 9173
Willowstone	M Jordan	Geraldine (027 235 9298
Wolds	B Murray	Lake Tekapo	027 294 1442

WARD 10

Southern

CHAIRMAN:

Philip McCallum, Rockley, 932 Josephville Glenure Road, RD 1, Balfour 9779

Benatrade	D Marshall	Invercargill	03 235 2228
Blue Mountain	RM & MA Kane	Gore	03 204 8236
Delmont	JS Cochrane	Clinton	03 415 7321
Earnscleugh	AK Campbell	Alexandra	03 449 2031
Edenbank	A & R Mitchell	Gore	027 430 6892
Fernvale	L Brenssell	Tapanui	027 201 8181
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Knowsley Park	J & T Mitchell	Gore	027 430 6982
Kowai	DC & DG Stringer	Gore	03 207 2895
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Linnburn	P Barrett	Ranfurly	03 444 7702
Nethertown	LW & CJ Carruthers	Middlemarch	03 464 3885
Penvose	GL Duncan	Wedderburn	03 444 9124
Peters Angus	AT & KA Peters	Roxburgh	03 446 6030
Picton Park	B Catto	Clinton	027 452 7041
Pikoburn	AJA & IM Devery	Tuatapere	03 226 6822
Puketoi	GR Crutchley	Ranfurly	021 175 7746
Rannoch	JR Minty	Otautau	03 225 4631
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Sutherland	RG Sutherland	Balclutha	03 415 9500
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Waimara	T & S Law & C & K Pont	Wakouaiti	03 465 1805
Waineuk	J & S Ross	Oamaru	027 431 1823
Westfield	G & J Dickson	Otautau	03 225 8525
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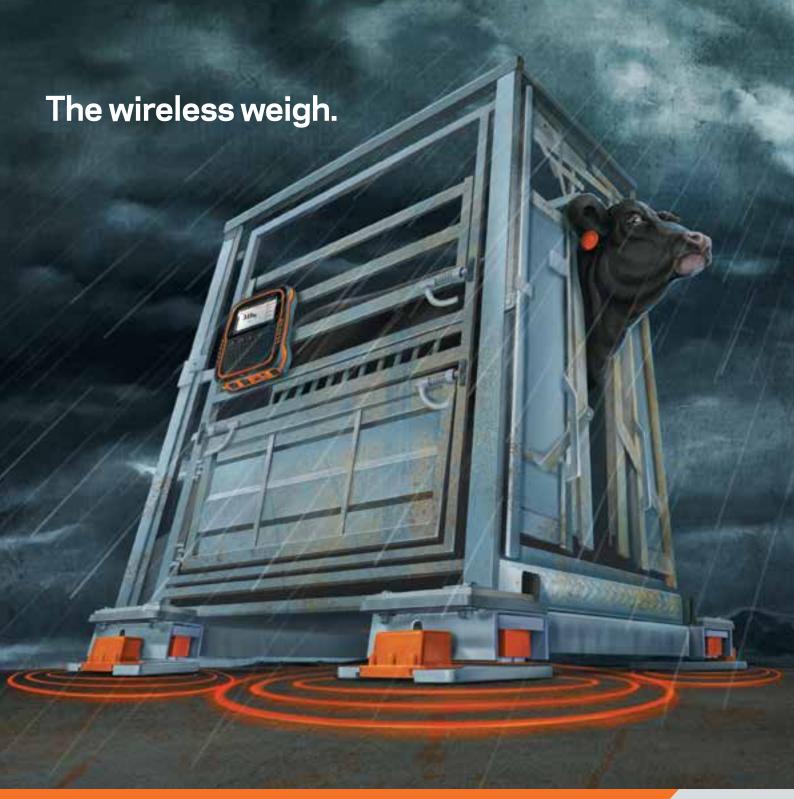
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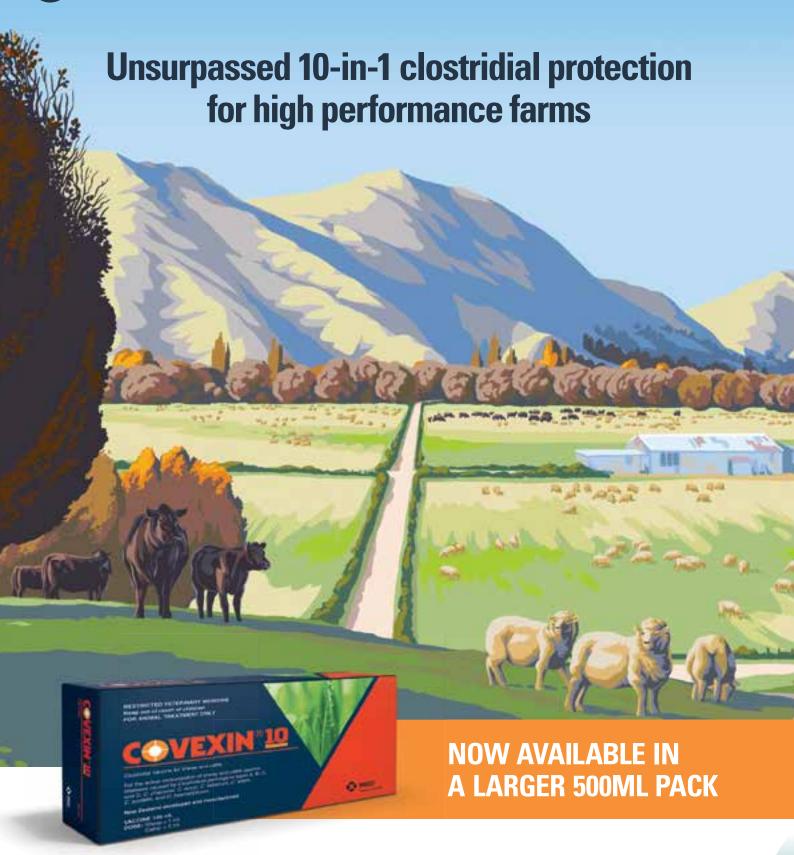
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