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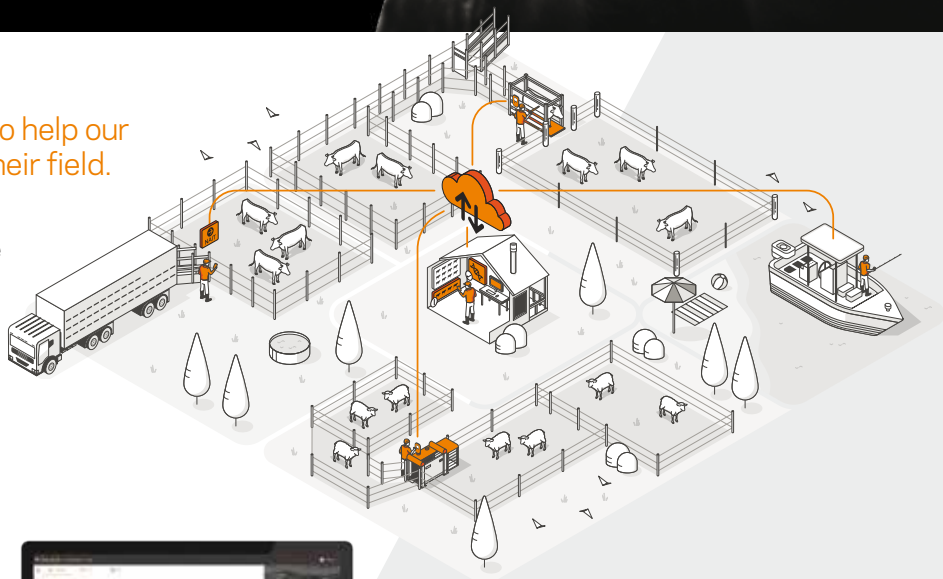
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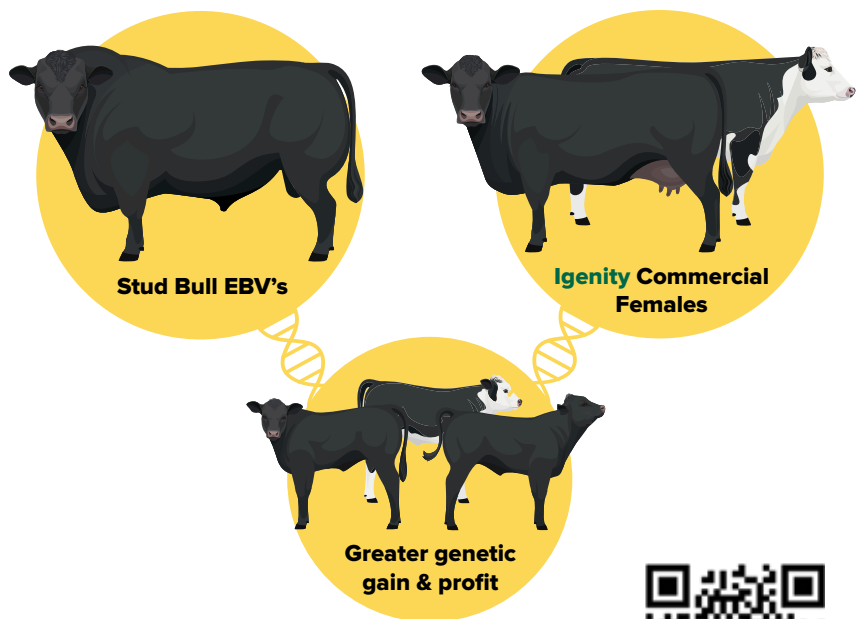


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FROM THE PRESIDENT



MIKE SMITH

Angus New Zealand
President

I am Mike Smith, owner of Kincardine Angus Ltd and incoming president of Angus New Zealand. My family and I reside in Queenstown, where we embrace the outdoors, and all this beautiful region has to offer. We also own businesses in town and have completed some commercial property developments through a syndicate we formed with like-minded people.

My affinity with Angus cattle started early on. My parents, who established Kincardine Angus stud in 1969, re-tell the story where they were sharing an afternoon drink at home with the Molesworth station crew who were on a bull-buying visit; I was just four. As the story goes, I went missing, and as the Molesworth team were about to leave, the search began. Someone noticed the thirty-odd 18-month sale bulls in the front paddock in a circle, looking at something on the ground. I was discovered in the centre of the bulls having a good old yarn!

Our business experience has always had a team focus, requiring everyone to contribute and enabling each area to thrive. My objective with the Angus New Zealand board is similar – to lead a team-first approach, take on challenges, adapt to changes, and be committed to progress.

I see the opportunity to join the Angus New Zealand board as a pathway to contribute positively

to the Angus breed and wider beef industry. Taking on the role from long-standing president John Cochrane, I now look to lead the team of capable board members, who have a wide array of complementary skills and experience, to provide a constructive pathway forward. This will involve developing and strengthening relationships with key industry partners and exploring commercial opportunities. Another task is to enhance relationships with Angus Australia and further abroad. Closer to home, our focus is on our own backyard, to ensure there are pathways for new breeders to join, and industry partners to come together and forge strong partnerships whilst improving our member services and being the brand champion for Angus.

In recent times, I have had the pleasure of attending a number of Angus New Zealand bull sales all around the country, reinforcing my appreciation of the significant benefit of gathering rural people together to share information, forge friendships and debrief on both successes and challenges they face.

I look forward to throwing my energy into Angus New Zealand and together leading our breed forward in the pursuit of excellence. ■



*Willie Falloon,
Pinebank Angus*

PINEBANK ANGUS

Founded on
Massive Legacy



Hugh de Lacy

Willie Falloon finally realised how highly American Angus breeders valued his famous bull, Pinebank 41/97, when two of them broke down in tears at the sight of him.

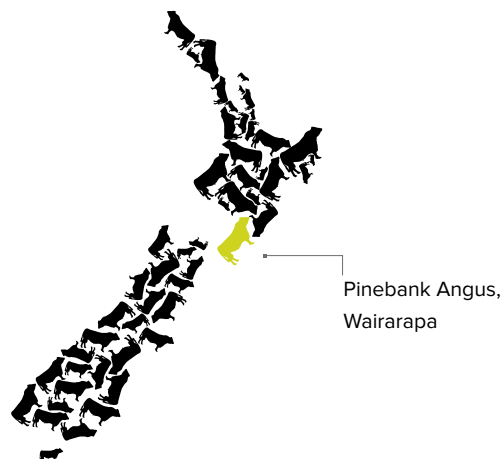
That was back in the bull's heyday, eight or 10 generations ago, and though he has long since been superseded by his daughters' male progeny, 41/97 remains one of only two New Zealand bulls to make the United States Angus Association's Hall of Fame.

"I had two Americans who flew out from Sheridan, Wyoming, to see him, and they were just in absolute awe of him," Willie, who runs the stud in partnership with his wife Angela, recalls.

"One of them said to me – and he was in tears at the time – 'I'm in the presence of something I never thought I'd see.'"

Willie is studmaster at Pinebank Angus on Taumaru's 500ha (430ha effective) in the Longbush Valley – nicknamed Sizzle Valley – near Gladstone, one of a number of Falloon family farms in the Wairarapa.

The stud is named after the original 300ha



Pinebank block that Willie's grandfather, Henry Falloon, established before World War II, but Willie's family, and the stud, moved in 1963 to Taumaru.

Pinebank 41/97 was a "massively put together" bull, Willie says.

"He wasn't a particularly big-framed bull at a frame score of 5.1 but he was monstrously fleshed out at 1386kg – the flesh was just hanging off him.

"He truly put us on the map in both the North and South American markets, and he was probably more recognised in America than he was here.

"He bred fantastic females but he never left a son better than he was, though several of his daughters have."

And his semen is still selling, though supplies of it are down to the last 500 straws, of which Willie intends keeping 200 to put back into the closed Pinebank herd just to get some more of the old boy's progeny on the ground again.

A good deal of the bull's wide use in the Americas was through Willie's own commitment to that market: he started studs in both Canada and the United States, and a dozen years ago he was over there annually

promoting Pinebank semen genetics, especially those of 41/97.

Collected at the Tararua Breeding Centre run by Robyn Howie – who had a portrait of 41/97 painted that hangs on her office wall today – the semen was sold throughout Canada, the United States, Argentina, Chile and the Falkland Islands.

All of that came to a halt when the Covid pandemic hit three years ago, but interest in New Zealand genetics remains fairly high, and Willie expects demand to recover steadily over the near future.

“American farmers like the doing ability and the hardiness of our bulls.

“Their stuff is predominantly grain-fed genetics, and they want to get back to some pretty basic forage genetics, which is what we have.”

Today, Taumaru carries 110 mixed age registered Angus cows and 70 registered in-calf heifers, while another 150–180 registered calving females and 60–70 commercial cows are carried at another 900ha farm (700ha effective) just down the road, run by equity manager Jake Ellison and wife Kayla.

That farm, Waikoukou, also carries 2700 Romney ewes and 650 hoggets, while Pinebank’s sheep flock comprises 1800 Coopworth ewes and 550 hoggets, and a further 1000-1200 lambs that are bought in and traded over the winter.

Both farms are on rolling to steep hill country with just a few hectares of flats, and the Sizzle Valley nickname for Longbush Valley reflects the very dry summers that the district experiences.

“Being summer dry, the winter’s usually our strength rather than our weakness,” Willie says.

The glory days of Pinebank 41/97 may be long past, but the stud continues to pursue the breeding policies that produced him and a



Angela and Willie Falloon.

succession of other outstanding progeny.

“Our breeding principles remain very similar to those that produced 41/97.

“We aim to breed functional cattle that are honest and last a long time and make our commercial clients money – and that’s the sole aim of our existence really.

“They have a strong stamping effect, they’re very predictable and they out-cross well; they breed very true to type,” Willie says.

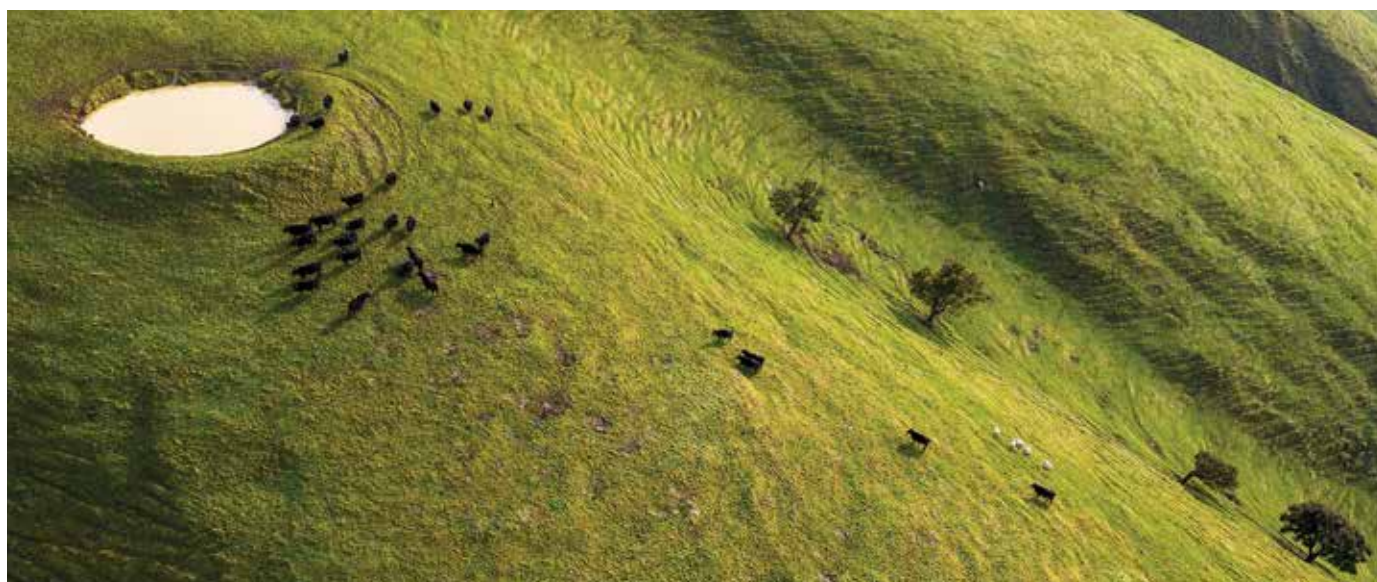
Selection pressure is also kept high by

Pinebank bringing only 50% of its stud heifers into calf each year and offering only half their yearling bulls for sale.

“We’ve got good enough numbers to be able to cull strongly on things we don’t like and put selection pressure on traits that can be used,” he says.

“We’re selling between 30 and 35 two-year-old bulls, and between 70 and 80 yearling bulls a year, all to beef farmers.”

The two farms servicing the Pinebank stud



are owned by the Falloon whanau's Longbush Trust, with Willie and Angela leasing the land through their company WPE Falloon Ltd.

Willie's particularly proud of the fact that Pinebank Angus is now well into its third generation of owners after 104 years of breeding.

And the farm business itself is still growing through Willie's commitment to spreading the wealth around through equity partnerships.

"Pinebank is involved in two equity partnerships and I've helped out in the formation of a number of others," Willie says.

"In our case, a trust owns the land and we lease the right to farm it but give managers shares in the business entity, the livestock and the plant.

"Equity partnerships are a great way to empower top young farm managers to share in the ownership of the business."

In 2017, the operation won the Wairarapa Sheep and Beef Farm Business of the Year, with the judges noting in particular Pinebank's outstanding financial returns, the consistency of those returns in a tough farming environment, and its "absolute focus on controlling the controllables."

The judges also noted Pinebank's outstanding stock performance and the innovative options, such as semen exports, beyond the farm gate.

Key principles they noted were the focus on budgeting, on expenditure that added value, on live-weight and productivity, keeping it simple, using profits to provide opportunities, ensuring that the properties are farmed sustainably, building strong relationships and enjoying doing it all.

"We are a very, very commercially-driven business," Willie says. ■





Equity partners Ginny and Stu Neal.

PINEBANK EQUITY PARTNERSHIPS A WINNER

Intense motivation and commitment to the profitability of the enterprise are the first and most visible outcomes of equity partnerships, according to Taumarua leaseholder Willie Falloon.

And he ought to know because he's involved in two of them.

An ardent advocate for the equity partnership as distinct from the standard management contract, Willie says the benefits express themselves in a variety of ways, not least being that the business doesn't have to go through the traumas involved in replacing managers always heading off somewhere else to advance their careers.

"A lot of farms under straight management get to the point where they're quite stagnant simply because the manager isn't motivated to change anything," Willie says.

"The reality is that with equity partnerships you get the best young operators in the country, who are driven to try and own their own land."

The Falloons entered their first equity partnership, with Stu and Ginny Neal, going on ten years ago, "and the big thing is that by retaining continuity of management you don't have lumpy production: your production just keeps going one way, and that's upwards."

The Neals were working in the Wairarapa when they met the Falloons and discovered they had similar philosophies about farming systems and "the desire to be successful and profitable while looking after stock, land and our people," Stu Neal says.

He and Ginny had spent 20 years building up their own equity through residential housing investments while also managing large stations

in both the North and South Islands.

The Neals initially had a 40% shareholding in Neal and Co Farms, which started out with 7000 stock units.

This has grown to a 60% shareholding in the company, which has expanded and currently leases three adjoining properties near Fairlie in South Canterbury, running 15,000 stock units of sheep, beef and deer on 1500ha of flat to rolling intensive hill country.

The partnership agreement allows the Neals to buy more of the company from the Falloons if they want, while they run the venture largely as they see fit, albeit in regular consultation with their partners over bigger management decisions.

"Our long-term aim is to get into some form of land ownership," Stu says.

"This could be structured as some sort of equity partnership, or the company owning land of its own.

"This has been a shared understanding since the inception of the company, and our business runs on a high trust model with transparency for all involved."

The Neals are aiming to build as much equity as possible through ownership of the stock.

"We are not precious about what stock we run: it's about the best return for our buck, and having stock that are the best fit for each property," he says.

The Neals' Livestock Manager, Cherie McGaveston, has been with them on other properties for years, and they've extended their own equity model to her by financing a small Beltex-Suffolk stud that she markets under the name of Valley Genetics.

"We see this model as being reproducible to other staff, who get the opportunity to gain equity and a return of their own above their normal employment package."

The Falloons' other equity partnership is with Kayla Cutfield and Jake Ellison on the family trust block, Waikoukou, which they were managing until the Falloon trust bought a 50% share in it in 2020 from Andrew and Penny Gawith.

Both Kayla and Jake had previously worked extensively in the pastoral industries, Kayla as a shepherd and wool-handler, Jake as a shepherd and shearer.

The Falloons, the Gawiths and the Ellisons then set up Waikoukou Farming 2020 Ltd, with the Ellisons buying 10% of it, plus an option to acquire up to 50% over time.

To date, the Ellisons have grown their share to 17% with some of their funding borrowed from the business.

Waikoukou Farming 2020 owns all the stock and plant, and pays a market lease to Morepork Land Holdings Ltd, the former

Gawith business entity that the Falloons bought their half share in.

Dividends from Waikoukou are paid to all three shareholders, and the Ellisons use their share to either pay off debt or buy more equity.

The Ellisons are allowed to run the farm as they want – for example, they prefer Romney sheep to the Coopworths the Falloons run just down the road.

“What gives us the confidence to do this is that it’s very easy to pick up the phone and have a chat with Willie and Andrew about any issues, concerns or doubts we may have,” Jake Ellison says.

“It works extremely well for Kayla and me as we still get a wage and are able to invest in a business we have full control over.”

The Ellisons’ enthusiasm for the equity partnership is palpable – they’re so tied up with the job, they rarely leave the farm – and so is that of the Falloons’ South Island partners, Stu and Ginny Neal.

“It’s not easy but there’s nothing like going to work in the morning and knowing you’re working to achieve your personal goals and growing your shareholding,” Stu says.

The partners all agree that the success of equity partnerships is dependent on the relationships among the partners.



“You’ve got to have the right staff, the right business partners, the right service providers and agents, the right bank, and the right people who own the farms,” Stu says.

Willie Falloon says he gets a lot of positive feedback about the principle of equity partnerships, and struggles to understand how so few farms are run that way.

“People think they’re giving away too much to the manager, but the reality is that you end up with highly motivated managers who are constantly looking to make improvements to

the operation.

“I’d rate Jake and Stu, for example, in the top 2-3% in the industry.

“We’ve helped them develop skills they wouldn’t have acquired through just managing, and they’ve applied those skills to putting both farms on a path to constant improvement.

“It’s not rocket science: if I bought another farm I’d never put a manager on it – only an equity partner hungry enough to make the operation perform better because he’s got a stake in it,” Willie says. ■



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IMPRESSIVE ANGUS AT HOME IN SOUTHLAND

Paul Gorman

It's been the "best start to winter" that western Southland dairy and Westfield Angus beef farmer James Dickson can recall in many years.

As the rare three-summer La Nina begins to fade ahead of the anticipated switch to El Nino, the dry, sunny, frosty days in the deep South at James's Opio farm near Nightcaps may be numbered.

"It's been a wee bit abnormal, but in Southland we always catch up on rainfall sooner or later. But I'll take the fine weather as it comes – you don't always get a lot of this."

The potential El Nino challenges of wet, cold and stormy westerly weather through spring and into summer are on his mind and

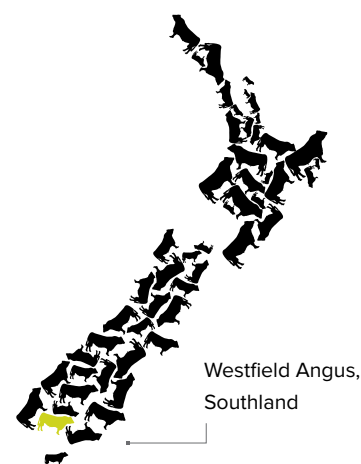
something "we just need to adapt to at the time".

An emerging stud, Westfield Angus is committed to competing with the rapidly growing meat-substitute market by bringing to Kiwi plates "beautiful 100% grass-fed New Zealand Angus cuts", he says.

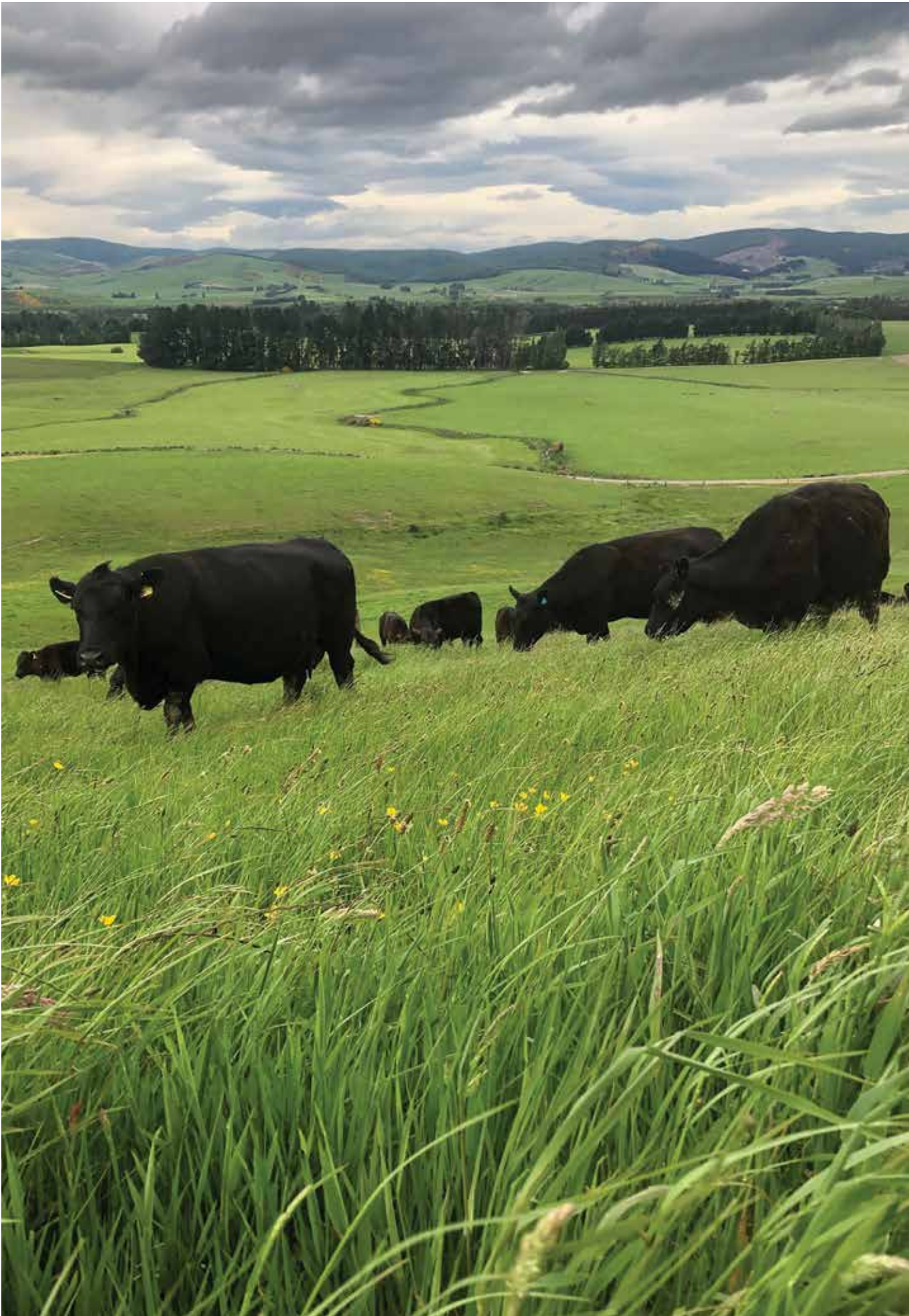
James and his partner Kaitlin are based in the Opio district of Southland, where they farm 550ha of drystock land to support the family's dairy farming operations.

They run 180 Angus cows and 90 Angus bulls, in addition to dairy support stock and dairy cow wintering, alongside 250 beef-fattening cattle.

"Our farming operation is a little bit



disjointed, which is one of the challenges. It's not really any environmental sort of challenge, but it's the challenge of making sure you've got the right stock at the right time in the right place, and being used to their full potential," James says.



IDEALLY, WE'D LIKE TO LIFT OUR RECORDED STUD COWS AND REDUCE OUR COMMERCIAL NUMBERS. SO MAYBE WE'LL PUSH TO GET TO SAY 250 RECORDED AND PROBABLY 300 TO 400 FINISHERS OVER THE NEXT FEW YEARS.

- JAMES DICKSON

The Angus cattle integrate well into the system as they head into winter fat, and use their fat reserves to handle extreme weather conditions and feed pressure.

The family were drawn to Angus cattle after seeing them grazing a tussock block near Mossburn, and thought they were impressive animals in terms of feed conversion when eating rougher type pastures.

Over time they have picked up their cows from studs around the country, selecting animals with figures that they liked from reputable studs.

"Most of our cows have come from Matauri, Meadowslea, Stern, Merchiston and Waitawheta studs," he says.

Of their 180 Angus cows, 100 are recorded stud cows and the remainder are commercial unrecorded cows. Fifty of the bulls are stud recorded and 40 are commercial.

They have found Angus bulls much better for tail-ending their dairy herd than Friesians.

"They're much better fleshing animals, their whole condition is better, a lot better growth rate. Their carcass yield is better, they're smaller, compact, and carry a lot better condition and weight."

James says Angus are very good cattle in



many other ways too and easy to run.

"Their temperament is top line, they are extremely good. I've got bulls here now that I've got up for sale that I can go and scratch and pat. I could hop on their back if I really wanted to.

"They've got a really robust constitution and they adapt and change around a farming system really well. Yeah, and have way better growth rates.

"The bulls are extremely gentle giants. They're friendly and calm and you can walk right through them."

As well as their ability to tidy up rough pasture and to eliminate bobby calves on the dairying side of the operation, the Angus are a lot easier finishing.

"The point of having the beef is that

they can handle any sort of extremes and environment or feed pressures a lot better than other classes of stock.

"They take a lot less time because the growth rates are a lot higher. And the meat to bone ratio, and the carcass, all of these are a lot higher, like the intramuscular fat, which is your eating quality, that's the fat and the marbling in your meat. It's a lot higher in the Angus breed."

Looking back, James says they would have liked to have moved into Angus earlier. They now plan to increase their herd.

"Ideally, we'd like to lift our recorded stud cows and reduce our commercial numbers. So maybe we'll push to get to say 250 recorded and probably 300 to 400 finishers over the next few years." ■



Graham Duncan, Dave McKay, John Cochrane



Nicky Meads, Guy Martin and George Giddings



Jane Allan, Kate Pont,
Posy Moody and Anna Boyd



Martin Farming



Alan Donaldson,
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Koko Lambert and Millie Milton



Paul Revell, Okaka Angus and Jeremy Gunton, Umbrella Range



Wayne Chisnall, The Downs and
Bruce Johns, Kaiwara Angus



Tom Law, John Cochrane, George from Okiwi Angus



Earnsclough Station



Neville Clarke, Carrfields Livestock and
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Tim Fulton

When Angus New Zealand's general manager Jane Allan interviewed Angus New Zealand women for International Rural Women's Day, an idea was born.

After interviewing Sarah Williams from Turihaua Angus, Jane emailed to thank her and said wouldn't it be great if we did something similar for Angus New Zealand women. The idea for The Great No Bull Weekender was hatched, and Sarah came on board. Sarah says The Great No Bull Weekender "came from the massive mindset shift I had around my role and value for our stud after doing an Agri-women's Development Trust course". Previously, she was torn between going back to the council as a hydrologist and carrying on doing

the stud books. Until then, Sarah saw herself as "just the admin girl", but the Agri-women's course changed her thinking, she says.

"After the course, I realised the value of Paul and my partnership in Turihaua Angus, what that brings to the stud, how couples can balance each other's strengths and weaknesses, and I want other women to realise this and feel confident in their role." Sarah is also grateful for the connections she made during dinners out at Aberdeen Angus in Palmerston North and at the National Sale in Feilding some years ago. "I imagine there are more women entering the Angus world recently who haven't had this experience and feel quite removed from it all." Angus New Zealand's project

No Bull Weekender

Gisborne

October 26th to 28th

manager of the event Kate Pont is helping to organise The Great No Bull Weekender.

"There's something quite special about meeting women in the same field without the husbands and their stud competitive natures around. Jane asked if I would organise The Great No Bull Weekender alongside Sarah, and I jumped on immediately as I am super passionate about helping and educating people. It also made me reflect on my introduction into the Angus world and how tricky it is to navigate. I think a lot of women kind of fall into our roles as women in Angus New Zealand, as we might put our own careers aside to have families or juggle our own careers and pick up things that need doing for our



*Turihaua family, the hosts for
The Great No Bull Weekender.*

stud operations.”

The Great No Bull Weekender was a great way for Angus New Zealand women to get together, network and “learn the amazing talents and careers that these ladies had or still have that add value to both their own stud businesses and Angus New Zealand”.

The weekend’s theme is ‘No Question’s a Dumb Question’ and it’s designed to be relaxed, informal and enjoyable, but also educational and inspiring. A small group of women to share experiences and learn together, bringing their different strengths. Weekend activities start on the Thursday evening with a meet and greet before moving into the main

itinerary on Friday at Turihaua Angus, where participants will spend the morning getting to know each other. Kate is especially looking forward to this part of the event: “I want to learn everything; past careers and current careers, involvement within business, what people want their contribution in their business to look like in the next 1-10 years.

The main programme starts on Friday 27th with the following programme:

Friday 27th October

Morning, 9am – 12 noon

Agri Business speaker

Afternoon, 1pm – 3.30pm

Marketing with Anna / Adele, Registry, Sage Harding and Q&A

3.30pm

Understanding the beef lingo and conformation with Paul Williams

4:30pm

Photography with Teresa Sherson

Saturday 28th October

Morning, 9am – 12 noon

Mind Wellness with Nadine Hickman

Afternoon

Fun in the sun and dinner finale

Kate hopes the event will become a fixture on the Angus New Zealand calendar. At this stage, we intend to run this event every second year and alternate between North and South Island locations. I can’t wait to discover all the hidden talents within our Angus New Zealand women, and hopefully inspire our next female board member.” ■

If you’re interested in supporting this event through sponsorship, please contact Angus New Zealand general manager Jane Allan at office@angusnz.com or 027 5930377.



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TRACE MINERALS –

What are they and why are they important?



JAMES LAIDLAW

Technical Services Veterinarian,
Boehringer Ingelheim

Trace minerals are a group of minerals that are only required in very small amounts. Feed requirements are usually measured in MG per KG of dry matter.

The microminerals by comparison, such as magnesium or calcium, are usually measured as G per KG of dry matter. This means trace minerals are required at a level roughly 1000 times less than macrominerals. Despite the smaller amounts, ALL trace minerals are essential to survival. One easy way to think about them is to consider that they are responsible for holding the shape and structure of proteins in animals.

Proteins are critical to many processes in animals relating to immunity, growth and reproduction.

All of these are obviously essential for production outcomes as well. Not only is protein required for muscle growth, but hormones, enzymes and antibodies are all examples of functional proteins in animals. Hormones are needed for reproductive processes such as egg and sperm development, but also regulate mating behaviour. Whether or not a cow comes on heat or a bull is interested in mating is controlled in part by sex hormones.

Antibodies and immune system proteins are all required for animals to resist diseases, but also to respond to vaccinations and recover from processes like surgery. Enzymes essentially function to accelerate all the above processes. They speed up the building or breaking down of other components and, as such, are involved in a wide range of processes that occur in the body.

All of these proteins mentioned have specific shapes. This shape is critical to their function.

For those that remember older laundry detergent ads in New Zealand, the enzymes were represented as little “Pac-Man-shaped” characters. Like a circle with a wedge cut out of it for those that don’t remember ads or video games! This shape binds to a corresponding wedge. Another way of thinking about them would be like a lock and key that requires a specific shape for both to work. Protein shapes are obviously far more complex, but it is trace minerals, in part, that help create and hold the shapes needed for all these parts to work. When

they work optimally, production can be optimal. If there aren’t enough of any particular mineral, then production can be limited. So, the easy approach would be to provide an excess of minerals so none are limited in the diet or the animal.

The problem here is that in excess, some minerals can have negative impacts, or even cause deaths. Copper and selenium are two of the more well known elements that can be toxic if provided in excess. Testing animals then becomes an important part of ensuring they aren’t limited by any significant deficiency or excess of any trace mineral. Blood and liver testing is commonly carried out to assess herd and flock status and, alongside your vet, will allow you to make decisions about where any corrections can be made.

It is certainly not uncommon in New Zealand to see supplementation happening without any testing. Getting some data can really help to make sure you avoid wasting money on over or under supplementing and the consequent impacts either of these situations could have on your animal’s health and production.

The other problem is that minerals can vary based on diet and pasture growth, and minerals also interact with each other. Sulphur and molybdenum in the diet can reduce the amount of copper that animals can utilise. Pasture growth at different times of the year can lead to changes in minerals present. Fertilisers with trace minerals added can affect selenium, cobalt, copper and molybdenum concentrations. Understanding what is going on in the soil and pasture can therefore really help you understand what may be having an impact in your livestock.

Working with a nutritionist or agronomist and having some testing done on feed and soil may help to identify and correct any particular excesses or deficiencies. Combining animal and feed testing puts you in the driver’s seat to know what is available to your livestock and what is going on within them. This allows you to make informed decisions and move towards getting the best out of them. ■

FARMING INSPIRES SCULPTOR'S TRIBUTE





Tim Fulton

Sharon Earl is one of the most creative, can-do people you'll meet.

The sculptor is the creator of a welded steel bull's head gifted to outgoing Angus New Zealand chair John Cochrane, recognising his service to the association.

Her home and workplace is Amberley's oldest residential building, built in 1864 and saved from ruin by Sharon and friends. The house and outbuildings are chock full of Sharon's completed projects and works in progress.

As an accomplished welder, the 'Cochrane bull' was exactly her kind of job, lending itself to an idea she'd been thinking about before Angus New Zealand's Jane Allan shoulder-tapped her.

"It was Jane's great idea to give the bull

an ear tag that has the number 11320, John Cochrane's stud registration number. It felt like a wonderful touch for the recipient."

Completing the Cochrane piece at short-notice was no mean feat considering how much time Sharon also spends on resurrecting her aged home – and completing other commissions.

Sharon's Facebook page (Sculptor – Sharon Earl) captures her approach: "An observer of life, a collector of stories. I distill my thoughts and feelings and transform them."

Pressed to explain further, she says, "There's only two more major building renovations to do and then I can just, kind of put the time fully into art. I want to create sculptures that tell a story within a story, to create complex multi-layered works."

She's long been influenced by her farming experience, and the Cochrane bull's head is as good an example as any, telling a story of farming endeavour and connection to the land.

"I want to do those double [stories] and I think that's where it becomes a lot more interesting," she says.

Oddly enough, for someone who grew up with a drive to make and shape, Sharon didn't have a strong childhood grounding in the use of tools. Raised in a cattle-breeding family, her dad, Colin Patterson, a Simmental breeder from Springbrook at Southbridge, was firmly a stockman who showed cattle regularly across the South Island. But Sharon did soak in the showing world, including the pursuit of genetic excellence.

She went on to farm and raise a family of three near Hawarden, North Canterbury, for 22 years, but now she's arguably in her creative element, working in her striking old home off the main street of Amberley and indulging her passion for craft.

It's pursuing a very straightforward plan. "I kind of just lend myself to working alone and chasing this simple little dream," she says. ■





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- Good Temperament
- Are Sound and Efficient producers of beef
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ON FARM AT TUTIRA



ANGUS NEW ZEALAND

In Exciting New Partnership With GALLAGHER



DARRELL JONES

Vanessa Wraight

Angus New Zealand has announced an exciting new partnership with Gallagher.

A New Zealand company with over 85 years of history, Gallagher specialises in animal management systems and security solutions.

As a manufacturer of hardware and software solutions, they strive to introduce innovative products that are extremely simple to use. The introduction of wireless load bars is an example of innovation that solves a pain point for users by removing cables.

"We continue to develop innovation that assists with productivity and drives profitability inside the farm gate," says Gallagher General Manager NZ Darrell Jones.

The company's main business is to ensure it enables farmers to be more productive and profitable with their research and development-backed innovations.

And with credentials like that, forming a partnership with Angus New Zealand was a natural progression, according to Darrell. He is positive about the future relationship with Angus New Zealand saying it's a synergy that works, and he is confident the breeders and growers will benefit from the new partnership.

For Angus New Zealand, this means its members will have access to Gallagher product solutions accompanied with educational content that delivers insights and capability to users. Darrell says Gallagher will provide key resources including a business development manager, a marketing team that will link

with Angus New Zealand's marketing team and 10 territory managers who can collaborate with breeders and growers on farm to help them understand the technology that can be used to make key decisions at an individual animal level. Streamlining systems and ensuring efficiency gains can be evaluated at an individual farm basis, and packages and offers provided to suit those needs.

With a 200-strong team of research and development specialists, Gallagher is continually looking at new innovations and ways to assist farmers in times that are providing growing challenges on New Zealand farms. Data capture and data integration through Gallagher solutions will assist farmers to get their information recorded in the correct platforms.

"Our farmers are faced with many challenges: rising costs, labour shortages, challenges around legislation and compliance. All of these are headwinds for farmers," said Darrell.

Gallagher reinvests 10% of its profits each year into research and development. By gaining farmer insights, they can develop products that remove burden and pain points.

The new partnership will provide educational content and provide solutions that make farming operations easier and more efficient. Darrell says there are many products in the company's range that can assist with this and can be tailored to the requirements of individual farms. Gallagher will be able to offer packages to assist individual farms based on their needs and focus.

Angus New Zealand welcomes this partnership and is looking forward to a long and positive relationship into the future. ■

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STRUCTURAL SOUNDNESS ACCREDITATION COURSE

Planned for New Zealand

A structural soundness accreditation course is planned in New Zealand on March 18–19, 2024. The course will be held on the Hallmark Angus stud, Tutira, near Napier.

Structural soundness, particularly of feet and legs, is a key to longevity of cattle, especially in bulls.

Accredited structural soundness scorers play a key role in providing an independent assessment of the structural soundness of breeding cattle.

Structural Soundness Estimated Breeding Values (EBVs) are calculated from structural soundness scores submitted to BREEDPLAN.

The use of EBVs for structural soundness provides beef breeders with the opportunity to make genetic improvements in the structural soundness of their future herd, especially in the selection of AI sires.

Structural soundness is heritable and can be improved by selection. While structural scores that have been recorded for an animal can be used to assess the current feet and

leg soundness of that particular individual, Structural Soundness EBVs provide an indication of likely differences in the structural soundness of the progeny of animals.

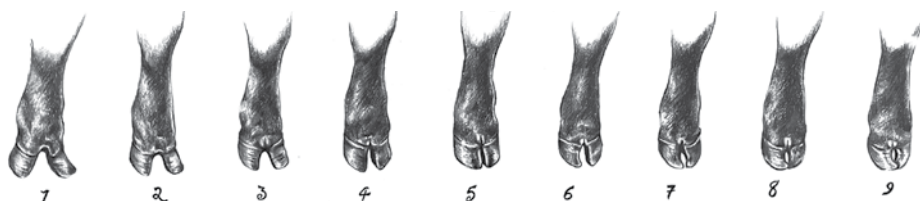
The key instructor on the first day of the workshop will be very experienced structural soundness scorer, Bill Austin, overseen by Alex McDonald from ABRI. ■

Front Feet Claw Set: Reference: Shape (primarily curl) and evenness of the claw set.

Open Divergent (OD)

Desirable

Scissor claws (SC)

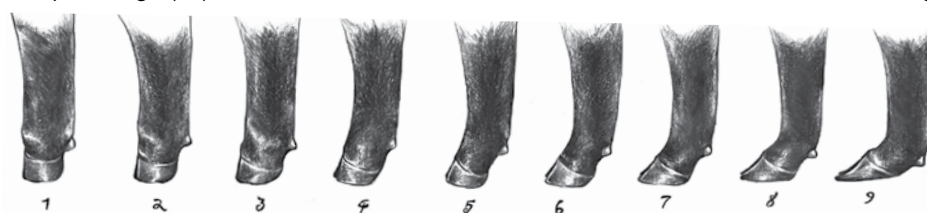


Front and Rear Feet Angle: Reference: Strength of pastern, depth of heel and length of foot.

Steep feet angle (SA)

Desirable

Shallow feet angle (SH)

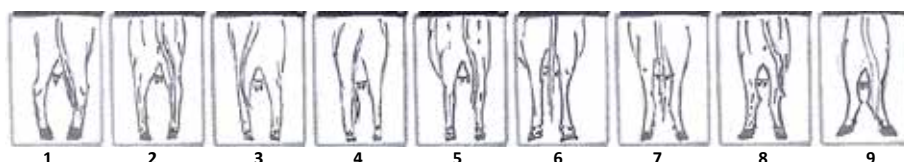


Rear Leg Hind View: Reference: Direction of the feet when viewed from the rear.

Bow Legged rear leg (BL)

Desirable

Cow hocked rear leg (CH)

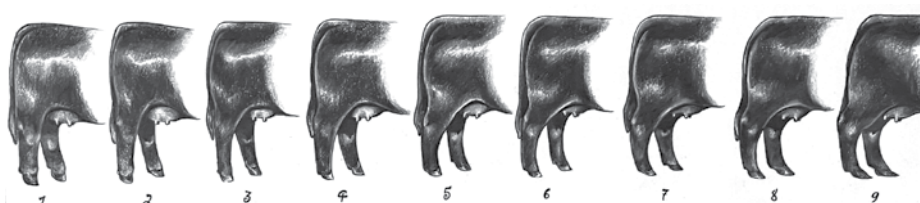


Rear Leg Side View: Reference: Angle measured at the front of the hock.

Straight rear leg (ST)

Desirable

Sickle hocked rear leg (SI)



FACT

Angus New Zealand Association Breeders are the only breeders within New Zealand who have Independent Structural Soundness Assessment.

STANDING STRONG TOGETHER.



FMG has a long and proud relationship with AngusNZ. Dedicated to supporting the beef sector in New Zealand, we've partnered with AngusNZ to share knowledge, insights and connections, to bring mutual benefit to our organisations and members. We are both committed to ongoing progress and each year we work together to provide leading advice and insurance options for breeders and buyers to best protect their investment. If that sounds like the kind of rural insurer you'd like to deal with, then give us a call on 0800 366 466 or go to fmg.co.nz/bulls

We're here for the good of the country.

FMG
Advice & Insurance



Aerial photo of Pirimai, Napier.

Storm Recovery

FMG'S BIGGEST JOB

**JACQUI MCINTOSH**

Facing the aftermath of Cyclone Gabrielle and the Auckland Anniversary Weekend flooding is the biggest job we've undertaken in our 118-year history. FMG is managing more claims from this three-week period than from the Kaikōura and Canterbury earthquakes combined.

FMG's Head of Recovery Response for these events, Jacqui McIntosh, says this is not the first time FMG has had to respond to severe weather damage, and that the scale of these events has certainly got wild weather on a lot of people's minds.

"We are seeing an increase in the incidence of severe weather-related events impacting our clients.

"I am not just talking about Cyclone Gabrielle, but events in Southland, West Coast and Nelson, Marlborough, in 2022, and again the year before that."

FMG received more than 10,500 claims from almost 5,000 clients in response to the events earlier this year and estimates the total cost for the rural insurer will reach more than \$270 million dollars.

"Much like our clients, FMG has responded to significant events before and come out the other side – and we are paying out claims every day. Our teams are continuing to work many hours, we've brought in additional Claims and Assessing resource, we've streamlined processes, and we're making progress. We have paid out more than \$130 million and closed

more than 50% of claims received."

For some clients, this means the insurance response has already helped get them back to business. For others, there's still a road to go as costs are tallied and FMG works hard to progress their insurance claim to help get them back on their feet. As well as understanding central and local support for uninsurable items and getting advice on future land use.

"Most of this event will be covered by reinsurance, which is insurance for insurance companies, and FMG remains in a strong financial position to respond to claims, which continue to trickle in as the full extent of the damage to insured property is realised." Jacqui reiterates that for the rest of the country, life goes on and things go wrong, and FMG is paying out claims for them too.

"While thoughts have been with all clients doing it tough on the East Coast, things don't just stop for the rest of the country. In the time it took to receive 10,000 Cyclone and Auckland Anniversary Weekend flood event claims, we received 24,000 business-as-usual claims. That is all the types of things we cover, from single cell phones to multimillion dollar machinery."

FMG is committed to helping clients protect their valuable assets, and when a disaster strikes, we see similar themes each time.

**FMG IS IN IT FOR THE LONG HAUL. WE'VE BEEN HERE FOR 118 YEARS,
AND WE'LL BE HERE FOR 118 MORE.**



Waitangi Rd, Awatoto, Napier.

HERE ARE SOME TIPS TO CONSIDER WHEN LOOKING AT YOUR INSURANCE COVER:

- Firstly, FMG is about both insurance and advice. We want to help you understand the importance of the right cover, what you need, and how your insurance can support you to continue to run your farm if the worst happens. Make sure you take the opportunity to review your insurance at least once a year. We hope it never happens to you, but it just might.
- Every time we have a large event, such as a storm or earthquake, we know we will have lots of clients who have chosen to not insure farm fencing, often because

they imagine they will only lose a few metres at any one time. We have seen hundreds of kilometres lost in this recent event. Farm fencing cover is available for a very affordable cost.

- If affordability is an issue, talk to us. Cancelling a cover should be the last resort and we can help you work through the other options which may be available.
- Know what you are covered for; all our policy wordings are available on our website. Understanding what is and isn't insured is an important part of any farm contingency plan. You don't want any surprises at a claim time. If you are unclear about what you are covered for, contact us for advice.

- Finally, don't forget those bulls in the paddock. With some going for near six-figure sums at sales this year, you want to make sure they are protected.

We can expect these severe weather-related events to keep coming, and we will keep responding in moments of crisis. FMG is in it for the long haul. We've been here for 118 years, and we'll be here for 118 more. ■

For more information, head to www.fmg.co.nz

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ANIMAL REMEDY USAGE –

How do you know what you are doing/
administering is appropriate and effective?

Dave Warburton

Animal remedies can be over the counter (OTC) products through to Restricted Veterinary Medicines (RVM), which require veterinary authorisation to be dispensed to the client.

The human population like to take the quickest and easiest options to reach their intended outcomes. Many times, this isn't the best outcome achievable or even a possible outcome. There are perhaps even unintended consequences. For example, if the word "refugia" was known 30 years ago and we knew we didn't need to drench a whole mob of animals, then maybe drench resistance would be a rare concept today.

Farmer Joe walks into the clinic and says, "My mob of steers aren't doing. What will be causing that? What can I poke into them that will turn them around and give them a lift?"

Unfortunately, this is quite a common question, and, surprisingly, can come from experienced farmers as much as lifestylers.

Farmer Joe wants me to provide a solution to their perceived problem in the cheapest, quickest, and easiest way.

Where does this thinking come from? If you went to the doctor and said the same statement about yourself and they said, "Let's put you on a few drug trials and see what happens." How do you think you would feel about this? Uncertain, hesitant, don't want to be a guinea pig?

When you pick up a packet of B12 and selenium injection, the label is based on maintaining the animal's levels at the adequate level for a period of time. This is based on the assumption that the animal is not deficient to start with. If the animal is deficient to start with, then the product will only provide adequate amounts for a shorter period of time. How short? Good question.

So, what am I trying to say? Just like a good stud breeder who measures genetic traits such as growth and birthweight in all

animals to make progress, we also need to measure other animal-related things to achieve optimum performance. In terms of optimum performance that require the benefit of an animal remedy, we need to know the following:

STARTING LEVELS

Pastures – what are the mineral levels in pasture that affect animal performance? Think trace elements.

Minerals – where are the current levels? If they are low, does this line up with the levels seen in pastures? Are there antagonists at play, interacting and affecting normal absorption? How long will the supplement last?

Worms – are they actually wormy? What are the growth rates? Is the whole mob affected? How can I achieve good performance and maintain drench efficacy with refugia strategies?

**FASTER GROWING ANIMALS
LEAVE THE FARM QUICKER;
ANIMALS ARE HEALTHIER
AND THEIR IMMUNE
SYSTEMS ARE MORE
COMPETENT TO FIGHT
CHALLENGES, AND YOUR
GHG EMISSIONS NUMBER
DECLINES WITH ANIMALS
SHIFTING OFF FARM TO
SALE QUICKER.**

Antibiotics – resistance is on the increase. Penicillin dose rates for production animals have recently ramped up considerably as a consequence. Am I using them prudently to make sure they maintain efficacy?

We also need to check again when we think they have run out and may require further supplementation.

Not only is optimum performance of benefit to the animal, but it is also of benefit to you in terms of efficiency.

Faster growing animals leave the farm quicker; animals are healthier and their immune systems are more competent to fight challenges, and your GHG emissions number declines with animals shifting off farm to sale quicker.

The amount of animal remedy product bought isn't excessive or unnecessary, nor is it underdosing. All this is good for your bank balance and relationship with the bank manager, your partner, and family, as holidays can be longer and further away – not Taupo but Thailand! The boat can even be bigger!

As a veterinarian, if I have no information to work with other than Farmer Joe's statement of "stock not doing", then I can only offer advice based on product labelling. If I know your animals are deficient, then I can work out

an appropriate dose rate that will last them for a set period of time. Will the 30g copper capsule last 6 months or 9 months? It's a big difference. Conversely, if levels are adequate and I don't anticipate an impending deficiency, I can tell you to save your pennies.

We need to strive for optimum performance across our farming business, and to do that, we must monitor, and to monitor means to measure. Measure pastures, soils, FECs, growth rates, blood and liver levels, and benchmark financials with peer groups. They are all related to performance, and performance isn't consistent year on year, so it constantly needs updating and monitoring.

Monitoring is a cheap investment to make your farm business hum. It also empowers you with knowledge of where you can improve management and systems. You even feel better mentally knowing the situation because you are in control and can do something about it. And as Henry says on the Ford Mustang ad on TV, "If you do what you always did, you'll get what you always got."

So, farmers, work together with your vet and provide them with some measurements so we can give you the best advice on your animal remedy options. Many do, but there is always room for improvement. ■



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From the board table: **NOW'S A GREAT TIME TO PLAN**



KENDALL LANGSTON

Who can believe we are well over half-way through the calendar year already? It is always a good feeling to get that shortest day behind us and to anticipate the spring.

The "winterless" North has continued to set new records in annual rainfall, which has hampered not only member bull sales but also access to markets and travel in general, which is a major frustration and comes with a significant economic impact.

We are certainly seeing the real impact that high inflation is having on our cost of living, mortgage and bank interest rates, and the slowdown in the wider business economy.

This, combined with the upcoming General Election, will make for an interesting six months or so as we try to understand how this will play out. It is fair to say, we are all feeling the effects of this. I am working across a number of boards, and whilst most industries continue to track well, cautious optimism continues to be the consistent theme.

Markets overall are certainly a bit softer in terms of growth, and everyone in business is having to work harder to win sales, get new contracts, deliver value, control overhead costs, navigate increasing compliance, and lead their people. Boards are mindful of the changing risk profile and are concerned for unexpected economic shocks.

There are some challenging times ahead for all of us in business leadership roles, however, New Zealand remains well placed to successfully navigate the turbulence. I personally think that the media is very negative and that our agri-business sector will drive our recovery.

Regardless, I am reminded of what our Army instructors drummed into us during Officer training:

"Anyone can lead in good times, you earn your money when the going gets tough." So too in business. More than 50% of business executives in New Zealand have been in the role for less than three years, and many of those under 35 years of age, employed across all industries, have never been through a recession. It is a great time to plan, grow market share, add value, and really look after those long-term clients and employees.

The board of Angus New Zealand, since our AGM, has successfully navigated a planned succession with a new chair, deputy and two new member directors, and as we head into the July meeting cycle, there will be another day of governance training for our members and sponsors. We continue to explore new revenue opportunities to continue our plan to improve our member services, genetics data systems and processes, and to actively engage with and influence the beef industry.

As a board, it has been great to get out to a number of bull sales and to connect with not only Angus New Zealand members but also buyers, sponsors and those in the wider beef industry. Prices at sales across the board have been good, with some fantastic stud bulls being offered to the market. I congratulate all our members for their continued hard work, commitment and professionalism to the beef industry and look forward to catching up over the coming months.

Roll on the sunshine and renewal of Spring. ■



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ANGUS NEW ZEALAND INTRODUCTION TO GOVERNANCE:

A Pathway to Succession and Future Success

Tim Fulton

The popular Angus New Zealand Governance Day has returned, led by independent director and deputy chair Kendall Langston. The finance section was led by Hayden Trotter, the Managing Partner of Allan McNeill Chartered Accountants.

A group of eight attended the latest professional development course on July 27th.

Langston is a partner, strategic business advisor and high-performance leadership coach at Pivot & Pace, and chairs several boards. He tailors the Governance Day course to anyone considering a directorship with the organisation but also touching on the application of these skills within their own farming businesses.

Farmers tend to be running multi-million-dollar businesses and need diverse skills and ongoing professional development in order to thrive, he says.

“Fundamentally, this Governance Day is around supporting the Angus NZ succession plan and also delivering valuable transferable skills. And in terms of governance, it’s about knowing the difference between working in the business and working on the business. A

board defines the “what” and gets out of the way of those charged with leading the “how” or the day-to-day management. I help many agri-businesses to lift performance and to navigate succession. You have to start early [and] be able to work in the best interests of the company. At times, this can be at odds with those managing the business or the shareholders who own it. It can create family conflict, which independent directors can assist with.”

“Governance is about good process, strong ethical and inclusive leadership, and the obligation to work in the best interests of the organisation always.” He says that when directors don’t do their job, it is too easy for personal agendas and short-term thinking to derail good organisations. “Sadly, the amount of external change we face tends to be unforgiving to those organisations that can’t look well ahead, have productive conflict, and make the tough decisions.”

“I think the tenure of any director is measured by the legacy they leave. Is the organisation aligned and prepared for future success? Are new directors qualified

and confident to step up and lead? Is the organisation safe, compliant, solvent, and is the brand reputation a source of pride?”

Langston offered the latest course attendees an introduction to governance, including guidance on the legal obligations of a company director. The workshop included insight into the constitution, board culture, compliance and risk, along with the role of the chair, holding management to account and strategic thinking, for up to 10 years and beyond.

As previously, the one-day course recognised the diversity of the beef industry, ranging from smaller standalone family farms to large, complex operations. Attendees were able to apply their learning to a variety of other areas, such as school boards, sports clubs, and charitable organisations.

Ultimately, it was an opportunity for peer learning, Langston says. It was a chance to explore governance and to explore an important topic.

The first Governance Day was held in July 2022. ■



TALENTED BREEDERS OF TOMORROW

Amy Riach

New Zealand Angus is among the best in the world, and Marie Fitzpatrick of Timperlea Angus Stud is working to make sure it stays that way.

Marie has been on the committee of Future Beef for 10 years, and she is the leading member and chairperson of Generation Angus, an organisation started by breeders in Angus New Zealand, which Marie explains is all about “bringing new breeders into Angus, and hosting events and scholarships to further the knowledge of the next generation”.

With Future Beef 2023 complete, Marie is forever looking forward, and there is no shortage of plans for the coming years. In 2024, Marie and Generation Angus will train a team for the 2025 World Angus Forum, a competition that New Zealand has won before, and plans to win again.

Acting as an invaluable mentor for the Oxford Future Beef competition team, Marie proudly watched competitors Abi Denley, Ella Luscombe, and Hillary and Elizabeth Cooper bring home the prized School Education Trophy for 2023. The Coopers brought three of their own steers to the competition in Dannevirke, and Marie lent six Timperlea cattle to the local Oxford and Rangiora teams.

Each cattle beast is judged on the hoof and on the hook, for meat capacity and meat quality. The young teams are also assessed in the handlers class, interviewed by a panel of judges, and then marked on their performance over the weekend and judged on how they show their cattle.

Marie, a fifth generation farmer in North Canterbury, says training for Future Beef started three months in advance. The hard

work is certainly paying off: Generation Angus has become a proud sponsor of Future Beef, and Marie says she is hoping to “really revive Generation Angus after it took a hit over Covid”. She is on the lookout for co-committee members, and most importantly, for the talent abundant in New Zealand’s young breeders. As Marie says, “Now’s the time!”

Talent and passion for Angus runs in the family, and on 140ha on Carleton Road, and 427ha on Eyredale, (flat, and rolling, moderately-steep land respectively), Marie and her team have charge of 940 head of cattle all year, and 1940 head of cattle in the winter. Primarily beef producers, the family farms are also used for arable and dairy grazing.

Eyredale is typically a wet, cold farm, but is usually very summer safe, unlike much of Canterbury. At 680m above sea level, Eyredale

TIMPERLEA ANGUS HAS BEEN IN THE FAMILY FOR 22 YEARS, BUT THEY BUILD THEIR FARMING OPERATION THROUGH BREEDING PIGS, DAIRY, AND HORSES, AS WELL AS MARIE'S FAVOURED ANGUS.

gets a very high rainfall, while Carleton Road is drier country with a longer growing season, "where we do a lot of winter grazing and arable".

Marie has been based with the Angus at Eyredale farm for 12 years this May. The Angus were the last addition, but they're her passion, she says.

Timperlea Angus has been in the family for 22 years, but they build their farming operation through breeding pigs, dairy, and horses, as well as Marie's favoured Angus. "I'm lucky that both sides of my family have a very good eye for breeding and stock-sense," she says. Marie has certainly inherited that hallmark.

The annual Timperlea spring sale has a following of many younger breeders who look for quality and affordability in stock. "We want to produce the best animal we can," explains Marie, and with the yearling sale, breeders get "the best genetic gains per quarter". Marie and the team are also focussed on producing strong dam lines for young commercial breeders. Marie works closely with her family, as well as team members Dave Luscombe and Colin Pettigrew, saying, "when it comes to sale day, we're all here."

Generation Angus is designed to encourage and guide breeders aged 10-30 into Angus beef. Marie describes the New Zealand initiative as "a platform for youth to connect, network, and learn about the Angus oriented beef sector". She adds that Generation Angus is "inclusive to all, no matter what background; whether 'townie' or rural, Angus or other breeds". The future of Generation Angus is the future of young New Zealand breeders, and the gain for the New Zealand Angus breed is immeasurable.

As Marie says, "If we don't encourage our youth into our sector, we are only 'shooting ourselves in the foot'. The most vibrant organisations have strong new blood, and gain education and knowledge from previous generations to help move the next generation forward and best benefit the breed – and New Zealand's agricultural sector."

With big plans for the breeders of today and tomorrow, watch out for Generation Angus and their field days in spring, on offer for the North and South Island. Generation Angus is securing the future of Angus breeding and in Marie's own words, "it's so cool to see!" ■



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Jane Allan and Dave Warburton standing in front of the American Angus Association building.

CANADA AND USA

Host Roving Kiwis

The Beef Improvement Federation (BIF) Annual Symposium was held in Calgary, Alberta, Canada, on July 3–6.

The Canadian Angus Association hosted a day tour for visiting Angus breeders from around the globe on July 2, which included visiting three local studs and the Canadian Angus HQ offices. The Canadian registry is made up of 33% Red Angus, with all services being facilitated under the one umbrella. The Canadian beef market is one tenth the size of the USA, with almost half of all beef products being exported to the US market, an approximately \$82.2 billion trade.

The schedule of events for the symposium ran over four days and included presentations from various research institutions throughout the beef globe, which were varied with technical breakout sessions.

All of the presentations will be available online under the BIF conference website in due course, and while one couldn't see all lectures due to them being synchronised, the choice was endless.

A visit to Olds College of Agriculture & Technology campus was impressive and included a tour of their National Meat Training Centre, where students are taught how to harvest, process, and butcher pigs and beef for the retail trade. Olds has its own retail shop, which funds the students' fees to attend the intense four-month programme.

The other field trip included a visit to Rimrock Feeders (Feedlot), where investment has been made into technology to elevate both human and animal health and welfare.

Hamilton Farms was a last stop for a late lunch and a demonstration around elevating butchering to create better value out of lesser cuts of meat, i.e., beef.

BEEF IMPROVEMENT FEDERATION SESSIONS

- Breeding with purpose – using the reproductive tools to capture value.
- Precision breeding opportunities in an evolving breeding objective landscape
- Changing the narrative around animal agriculture using innovative genetic selection
- Genetic selection tools that support dairy farmers
- Advancement in selection decisions
- Advancement in producer applications
- Advancement in efficiency and adaptability
- Advancements in emerging technology
- Advancements in end product improvement
- Advancement in genomics and genetic prediction



Bozeman Airport Buffalo, Yellowstone National Park.



Bronze statue of Temple Grandin - American Animal Behaviorist at CSU.

USA, WE HIT THE ROAD!

Dave Warburton joined the tour party in Bozeman, Montana, which sits in the heart of Yellowstone National Park, home of the TV series Yellowstone. First up, a visit to International Genetic Solutions (IGS), who run a multi-breed evaluation for 20 breed societies throughout the world. Stats: 22 million animals and 500k genomics, and growing. DNA is run through Neogen via Bolt. IGS has a presence in New Zealand via PBB. Evaluations are run weekly, but demand is challenging this timeframe out to eight days per run.

TUESDAY 11TH JULY

Padlock Ranch – Ranchester, Wyoming, Montana We meet with Dr Trey Paterson. In 1943, Homer and Mildred founded Padlock Ranch. Ownership is via a partnership limited company for family members only. Totalling 80 members, the property spreads over three states. The ranch has strong values: excellent people, stewardship of natural resources, profitability, being a positive member of the community, and serving the Scott Family. Size: 450,000 acres, calve down 11,000 cows ... yes, 11,000 cows, with a significant portion of the footprint being Crow Indian reservation land, where they strive to be a positive member of the Crow community. They produce 10,000 high-quality feeder cattle each year.

WEDNESDAY 12TH JULY

Saratoga On farm visit to Colorado State University (CSU) research farm that was donated to the university by John Rouse, where trial work is being done. They are PAP (Pulmonary Arterial Pressure) testing which affects the heart at altitude.

THURSDAY 13TH JULY

Leachmans Cattle Co – Fort Collins,

Colorado A beef farming model that is run via satellite herds stabiliser breed, which started in 1970. The stabiliser was ¼ Red Angus, Hereford, Simmental and Gelbvieh. It was modernised in 2003 to become the composite, and in 2016 introduced the \$profit selection index.

FRIDAY 14TH JULY

Colorado State University (CSU) Fort Collins

was a standout visit. CSU have a reciprocal arrangement with Lincoln University, each year bringing 30–40 students out to New Zealand. Welcomed by Dr David Ames, who visited Lincoln with those students in 2005, David outlined the history and strength of the university: 35,000 students with a major focus on beef research, which started in 1942 when the first selection index was introduced. Animal reproduction is also a large facility, and the first embryo transfer work was done in the early 60s. Dr Jim Brinks introduced scrotal circumference in bulls and maturity in daughters. The EPD was developed at CSU.

They have their own research farm, which we had the privilege to visit with Dr Mark Enns; the farm was gifted by John Rouse. CSU's philosophy around industry partnership saw JBS, one of the major progressing companies in the USA, donating \$8 million to research and development to support the teaching of clients, students, and business entities.

Mahesh Nair, associate professor with the department of animal science at CSU, presented on discolouration of beef in the retail sector, which costs the US retail beef sector \$3.7 billion per year. His study looks at microbial growth (discolouration) in meat and the causes.

Dr Sara Place spoke of AgNext's focus on

methane, carbon dioxide, and nitrous oxide emissions. Fossil fuels account for 80% of US methane. Trial work via C-Lock, which can measure 300 animals at once, voluntarily up to six times a day, where 50–55 spot samples are taken over approximately 35 days and varied mixes and levels of feed are fed. Agnext.colostate.edu to find out more.

Mark Enns presented on a Red Angus programme: multi-bred heifer pregnancy evaluation and genetic liver abscess work with American Angus.

A huge thank you to David Ames and Mark Enns for organising such an informative visit, and we look forward to hosting Mark and his students in New Zealand in 2024.



C-Lock Machine at Old Agricultural College measures methane from animals.



SATURDAY 15TH JULY

Driving Dodge City to Wichita

SUNDAY 16TH JULY

Next stop: Gardiner Angus, approximately 1 hour out of Dodge City, Kansas. Mark Gardiner was introduced to the team. They survive on an 18-inch rainfall, farm 48,000 acres, calve down 4,000 females with two calving periods and a bull hasn't bred a cow at GAR since 1964. They're only using AI. Breeding philosophy: the right package is reproductive efficiency, early growth, with end product merit, and maternal ability. The programme is driven by dollars and carcass incentives, which override any maternal traits. In July 2017, the Starbucks Fire, one of the largest fires Kansas

State has ever seen, desolated the property. It spread over 30 miles of the Gardiner property. They lost 1,200 cows, 7,500 bales of hay, and miles of fencing. They sell 2,500 bulls over four sales per year.

MONDAY 17TH JULY

Kansas State University, Dr Bob Weaber and Jenny Borman, assisted by Danny Stick, are introduced and present for a five-hour duration. The university runs 150 pure breed Angus cattle, 75 Hereford and 75 Simmental cows. They sell 50 bulls per year in the spring and some heifers; the herd is genomically driven. The university has a strong emphasis on agriculture and engineering, average cost for a student in state is US\$38,000 for an

average 3-year degree.

Approximately 20,000 students on campus with 1,200 under graduates of which 100 are in the meat science sector.

The university oversees BIF standards.

Some current in-house industry research work being carried out on 830 animals.

- Water/Feed intake
 - Phase 1 – measure intake
 - Phase 2 – adaption
 - Phase 3 – objectives behaviour
 - The Green Feed System C-Lock
 - Bovine Congenital Heart Failure
 - Beef Bull Fertility – develop a sire conception EPD
1. Genetic prediction model for breeding soundness.
 2. Combine the above to produce one EPD using all data on male fertility.

KSU has a very good extension model to support the applied scientific, while attracting younger non-agricultural people through culture and education. Their single biggest challenge is funding.

Next ten years – focus renewed interest in female reproduction efficiency.

TUESDAY 18TH JULY

Clay Centre Visit, Hastings, Nebraska.

Welcomed by Larry Kuehen. The Clay Centre sits on 34,000 acres of government land, which was once an inland naval base for the US Government in World War II.

There are 8,000 cows—majority stabiliser based, 2,000 sheep, 500 sows, 24,000 acres of dry land, 2,000 acres of irrigated land, 1,500 alpha crops, five research units, 45 scientists on the centre, total staff 110 state and 110 science-based. Owned now by the USDA.

They employ 220 staff, 110 science-based and 110 operational. The farm has over 800 military bunkers, which were used during the war for ammunition storage. The walls are 3-feet thick.

Research work being done on meat quality – meat tenderness/quality. Is there a ceiling for IMF to maximise the eating quality? Carcass size is becoming an issue for the processing companies due to the size and chilling facilities to store and chill the carcass down. The average carcass has increased to around 800–820lb.

Kansas State University sale complex.



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Sale bulls photo taken July 7th

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FUN FACTS

- 900,000 beef operators in the USA.
- 80% of food produced in America is consumed in America.
- There are only two states in the USA where water doesn't run out: Colorado and Hawaii.
- 5 million sheep in the USA, 15,000 submitted to lamb plan.

WEDNESDAY 19TH JULY

American Angus, St Joseph, Missouri, We were invited to join a breakfast presentation with their staff. The presentation was around a recent youth camp which had just finished. They have 4,000 youth members. We were welcomed by Dr Kelli Retallick-Rilly, President of Angus Genetics Inc.

Jerry Cassidy

- Director of Member Services
- Overview of membership

Troy Marshall

- Director of Commercial Programs

Dr Esther Tarpoff

- Director of Performance Programs

Clay Zwilling, Angus Media

Forty employees, producing a monthly Angus journal, daily e-news, Angus Bulletin (sent free to all people who purchase an Angus bull for transfer), a podcast, and to improve the value to commercial producers, they run a digital platform called Threads. Pasture to Public program – customises your marketing plan and then will analyse the results.

Dr Andre Garcia, geneticist.

An overview of genetic evaluation execution and research.

Update evaluations are run weekly on 22 traits, single step GBLUP. Since 2017, genomic uptake is rapid, bringing greater genetic gain at a faster, more accurate rate than EPDs can. A new fertility trait AA are working on is functional longevity, which they are in the final stages of research and development. The next step will be how to include in the index.

Bioeconomic Index – this will help individual breeders to make economic decisions depending on what type of beef operation is run i.e., cow/calf operation, finishing operation. The index will focus on different economic production costs such as \$B terminal index, \$M Maternal focus and \$C combination of terminal and maternal.

The association's turnover sits at around \$70 million.



Branding irons.

HISTORY

George Grant brought the first four Angus bulls to Victoria, Kansas prairies in 1873 from Scotland. This was the same year the American Angus Association was formed. The association has 23,000 members, 250 employees and 300,000 registered cattle. The parent association is split into four entities within the Association:

1. Member Services
2. Commercial Services
3. AGI (Angus Genetics Inc) 65% of their members are now genomic testing and other breed societies.
4. Angus Media (employ 40 staff)
5. CAB (Certified Angus Beef) established in 1978, 18,000 licensed partners in 54 Countries.

Take home message: American Angus are a highly functional business model who are very approachable and indicated a willingness to work collaboratively.

THURSDAY 20TH JULY

ST Genetics, Houston, Texas, was the first commercial company to provide sexed semen to the dairy industry, purchasing the licensing rights from a Dutch company. They have an

animal passport linking genetics to slaughter/plate via a Farm Fit bolus, which sits in the rumen of an animal. The battery life of the bolus is 5 years, it links to the EID tag and will produce information on temperature, heat and puberty status.

They also have a reproductive arm producing and implanting embryos, with trial work being done on amniotic sampling for genomic analysis at 68 days of pregnancy.

Take home messages: Due to the low heritability of maternal traits, we need to acquire more data to fine tune the maternal traits.

Importance of whole herd performance, genome, and phenotype.

Genomics add value but require phenotypic data.

Willingness to collaborate more than New Zealand share data within the value chain, which gives greater gains faster, and with more accuracy.

America is advanced with CO₂ testing in animals. Only 20% of total emissions are produced by the agricultural industry; 80% are fossil.

Different health problems within feedlot industry – liver abscesses dairy cross. ■

RECORD SUCCESS AT 2023 BULL SALES

Amy Riach

THE TOP INDIVIDUAL BULL OF 2023 WAS SOLD BY
STERN ANGUS FOR AN INCREDIBLE \$98,000

SOUTH ISLAND

Each year, the national Angus New Zealand Bull Sales are a display of excellence in New Zealand beef breeding, and the 2023 sales have been nothing short of record-breaking.

For South Canterbury stud principal James Fraser and his team at Stern Angus, the 2023 bull sales have been monumental: the stud broke the standing-record for top individual bull sale, surpassing both their own personal record and the New Zealand national record set last year in the 2022 sales.

The top individual bull of 2023 was sold by Stern Angus for an incredible \$98,000, and each year the national sales continue to showcase the very best of New Zealand's Angus.

Angus is a Ward 9 South Canterbury stud, and Fraser and his team are immensely proud of their top national sale. Robert Fraser says: "We were ecstatic to have the two top prices of the 2023 R2 bull sales. For the breed, it was an exciting sale season, reflecting the dominance of Angus as a maternal breed, coupled with the premiums that are easily achievable on the hook with good genetics."

Stern Angus also claimed the record for the second highest individual bull sale. James Fraser says, "At \$85,000, he too broke our previous record price...our second top priced bull is also likely to be one of the highest sold this year."



*Lot 4 Stern Razor 521 (PV) – Stern Angus.
Sold for \$98,000.*



*Lot 37 Stern 21602 (PV) – Stern Angus.
Sold for \$85,000.*

NORTH ISLAND

Turihaua Angus have named their \$72,000 bull S272 'Turihaua Easterly'. His father is 'Southern Charm', and according to Paul, "his dam is a very nice Hulk cow that has already bred a keeper bull for us. He has been a standout bull from weaning, with a little bit of X-factor. Phenotypically, he is hard to fault...he was the heaviest bull in the catalogue, and it shows in his EBVs. A moderate birth weight bull with excellent growth, massive scrotal and above breed average carcass traits. He was the whole package."

The stud will be collecting 100 straws for in-herd use, and the owners are excited about the impact he may have on the Angus breed.

The Gisborne stud is celebrating a hugely successful sale, and Gisborne is also setting the records for highest average bull price.

Dean McHardy and his team at Tangihau Angus set the top average sale price at \$15,640, and the East Coast stud sold 39 bulls of the 40 they offered at sale. The second highest average of the year, \$11,989, was set by Ben and Kylie Johnson of Orere Angus, and it was the Orere Angus stud that began the East Coast Bull Week sales in Pehiri, after the Gisborne postponements delayed sales at Ratanui Angus in Tuai. Following close behind the second-place average, the third highest national average was set at \$11,946, by Andrew and Anna Laing of Sudeley Angus stud.

Fraser and the team at Stern Angus recorded an average sale price of \$11,297, and the stud offered 99 bulls and sold 90, recording the most bulls sold nationally in 2023.

The Williams family and team at Turihaua Angus also averaged upwards of \$10,000, selling 70 bulls of 72 offered and averaging a sale price of \$10,792. With the highest national average, Tangihau Angus offered 40 bulls at sale, and successfully sold 39, while Orere Angus offered 20 and sold 19, and Sudeley Angus offered 50, successfully selling 47.

Taking the 2023 record for the second most bulls sold, Paul Hickman of Taimate Angus offered 81 and sold 80, and two North Island studs are tied close behind with the third most bulls sold nationally. Selling 70 bulls, both Turihaua Angus, and Blair and Jane Smith and Neil and Rose Sanderson of Fossil Creek Angus, set the third national average, selling 70 bulls of the 77 they offered.

The overall top priced individual bull of the

2023 sales is now named 'Stern Razor 521', and at \$98,000, he is not only breaking records for Stern Angus but also breaking the New Zealand national records for Angus sales. Last year, the top priced individual bull was sold almost \$6,000 shy of 'Stern Razor 521' for \$92,500 by David Giddings of Meadowslea Angus, another Ward 9 South Canterbury stud. ■



THE TOP NORTH ISLAND BULL WAS SOLD BY THE WILLIAMS FAMILY OF TURIHAUA ANGUS IN GISBORNE, GOING FOR \$72,000.



*Turihaua Easterly S272 - Turihaua Angus.
Sold for \$72,000.*



Sire of Turihaua Easterly S272 - Turihaua Angus.



TURIHAUA ANGUS WINS BIG

Hugh de Lacy

The oldest Angus stud in Australasia has scored a remarkable double in winning recognition for both its livestock and its environmental management in the 2023 Ballance East Coast Regional Farm Environment Awards.

Turihaua Station of Gisborne, owned by Sarah and Paul Williams, won both the East Coast Beef and Lamb Livestock Farm Award and the Farming for the Future Award at the presentations on May 24.

Paul and Sarah say they were delighted to win the livestock award, seeing it as testament to the Turihaua legacy.

“Over generations, we have allowed the environment to dictate our decision-making around our genetic profile,” Paul says.

“Our cattle can only be healthy and robust when our land and water are also.”

The couple saluted their staff at Turihaua – Ollie Jonasen and Duncan and Carolyn Quinlivan – as “part of a great team” and noted the continued guidance they receive from Paul’s parents, Hamish and Angela Williams.

“We entered these awards as a celebration

of the environmental work on Turihaua Angus since it was founded,” Paul says.

The Livestock Award recognised the development of the Angus stud and other stock into a profile fitting the environment.

“With the stud, we’ve got an animal with a constitution that will thrive on our hill country,” he says.

“We’re focussed on fertility in a moderate-framed animal that can forage on hard-hill country and is structurally sound.”

He said receiving the Farming for the Future Award, sponsored by the Gisborne District Council, was a real honour for the family.

Hamish and Paul decided 13 years ago to head down the biological input path by reducing all chemical fertiliser input and having a holistic approach to their grazing systems.

“We set out to develop more diversity and resilience in our soils and pastures,” he said.

This was achieved by doing visual soil tests with the help of an agronomist, measuring the likes of pH, porosity, root length, soil compaction, plant density and worm density.

“We’ve been doing that for some time, and

have been using lime and RPR as fertilisers, and we’ve seen massive improvement across those categories.”

The environmental drive at Turihaua started way back in 1988 in the wake of Cyclone Bola, whose massive damage has lately been repeated by Cyclone Gabrielle.

Paul’s grandfather, Hector “HB” Williams, started a programme of retiring land of lower productivity and less resilience, and planting it in poplars and willows.

That programme continues today with the planting of 300–500 poles a year, and Paul says it’s provided “a huge amount of shading and stock food, and stabilised a lot of the land.”

Turihaua Station has been in the Williams family for five generations since 1897, and it comprises 1000ha of medium-steep coastal hill country, with 150ha in pines and eucalypts and 30ha in native forest.

The stud calves 400 cows per year, including 150 yearling heifers and up to 50 embryo transfer cows, and will be holding its annual yearling sale on September 19, with 30 bulls on offer as heifer-mating specialists. ■



2YR OLD BULL SALE RESULTS 2023

MAY

Stud Name	sold / offered	Ave \$	Top \$
Bannockburn	10 / 11	6450	11500
Colvend	12 / 18	6933	12000
Delmont	25 / 29	7672	12000
Glenwood	10 / 11	7400	10000
Hingaia	20 / 27	6625	12500
Kincardine	17 / 18	10470	23000
Penrose	30 / 30	10800	16000
Peters	18 / 20	7111	12000
Pikoburn	14 / 14	7535	10000
Puketoi	19 / 20	7000	11500
Ruaview	10 / 20	4280	5800
Tarangower	32 / 37	7281	16000
Te Whanga	23 / 23	8100	15000
Umbrella Range	41 / 42	9122	19000

JUNE

Stud Name	sold / offered	Ave \$	Top \$
KayJay	41 / 41	11640	31000
Kenhardt	48 / 48	9854	2100
Leefield Station	16 / 17	5656	13500
Martin Farming	30 / 30	9996	20000
Matauri	27 / 36	6462	13000
Meadowslea	64 / 77	9500	20500
Merchiston	28 / 30	10200	41000
Mt Mable	27 / 30	10200	21000
Mt Possession	19 / 19	7700	11500
Okaka	14 / 14	3650	4500
Oregon	33 / 36	9090	15500
Orere	19 / 20	11989	65000
Pine Park	28 / 34	7354	14000
Puke-Nui	22 / 29	6318	15000
Ratanui	28 / 28	10357	18000
Red Oak	40 / 41	9375	25000
Riverlands J	16 / 19	6875	11000
Rolling Rock		9130	15500

JUNE

Stud Name	sold / offered	Ave \$	Top \$
Atahua	23 / 23	11400	20000
Aywon	14 / 16	5625	10000
Black Ridge	30 / 38	9950	35000
Blacknight	12 / 12	6666	9500
Dandaleith	27 / 29	9722	17000
Dandaloo	29 / 30	9474	18000
Earnscleugh Station	52 / 53	10500	28000
Elgin	19 / 21	10200	16000
Fossil Creek	70 / 77	8920	19000
Glanworth	20 / 31	7200	13500
Glen R	18 / 27	6250	9000
Hallmark & Waiterenui	50 / 53	8350	15000
Kaharau	61 / 63	10590	24000
Kaiwara	20 / 25	7000	11000

Stud Name	sold / offered	Ave \$	Top \$
Shian	33 / 37	7378	15000
Stern	90 / 99	11297	98000
Sudeley	47 / 50	11946	50000
Taimate	80 / 81	11294	21000
Tangihau	39 / 40	15640	68000
Tapiri	11 / 13	6400	11000
Tawa Hills	10 / 11	6444	8000
Te Kupe	4 / 4	7250	9500
Turihaua	70 / 72	10792	72000
Turiroa	47 / 47	12861	42000
Waimara	26 / 27	8600	13500
Woodbank	59 / 61	9788	42000

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