

A large, full moon is positioned in the upper left quadrant of the frame, partially obscured by the large text 'ANGUS'. The sky is a soft, hazy golden color, suggesting a sunset or sunrise. The overall mood is serene and contemplative.

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THE TIME FOR CHANGE HAS COME



JOHN COCHRANE

Welcome to the 2023 Angus New Zealand Autumn magazine. I hope you have all taken some time over the last year to evaluate what is important and to think about how to attain your goals.

We all need to plan for future challenges so we can achieve the modern outcomes that are increasingly being requested. This may mean leaving some old-school thinking at the gate as we move toward more science-measured outcomes. The increasing demand for accountability and traceability is being ramped up by all sectors in the supply chain.

Angus New Zealand has recognised the need for change and has adopted a new constitution. We have been working hard to implement our new strategy over the past 18 months as we focus on leading the beef industry of New Zealand into the future.

We are mindful of the increasing regulations that are being imposed upon agriculture and the threat of forestry for carbon farming on our lands that have traditionally been used for cattle breeding. As a leading organisation we have communicated to government our concerns about the effects these regulations and carbon farming are having on our communities and we will continue to advocate in this space.

Modern outcomes require a desire from all who are involved to work together with honest intentions, transparency and professionalism. Angus New Zealand is committed to providing outcomes that will achieve success for the beef industry. I encourage

all beef farmers who want to be a part of our vision of a trusted premium beef brand, known for quality, innovation and value, to get on board and include Angus genetics in your breeding programmes.

As I write, the country is in the early stages of the response to Cyclone Gabrielle, which has affected so many of our rural communities, including Angus New Zealand members.

On behalf of the association, I would like to express our sincere sympathy to those who have lost family and friends and who are now setting about a long recovery. We cannot perhaps imagine all the difficulties you are facing, but we are with you nonetheless.

For now, though, I hope you enjoy reading through our Angus New Zealand magazine and I welcome you all to attend an Angus bull sale in 2023.

A handwritten signature in dark ink, appearing to read 'J. Cochrane'.

John Cochrane,
Angus New Zealand President

ANGUS
NEW ZEALAND



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*The views expressed in this publication are not
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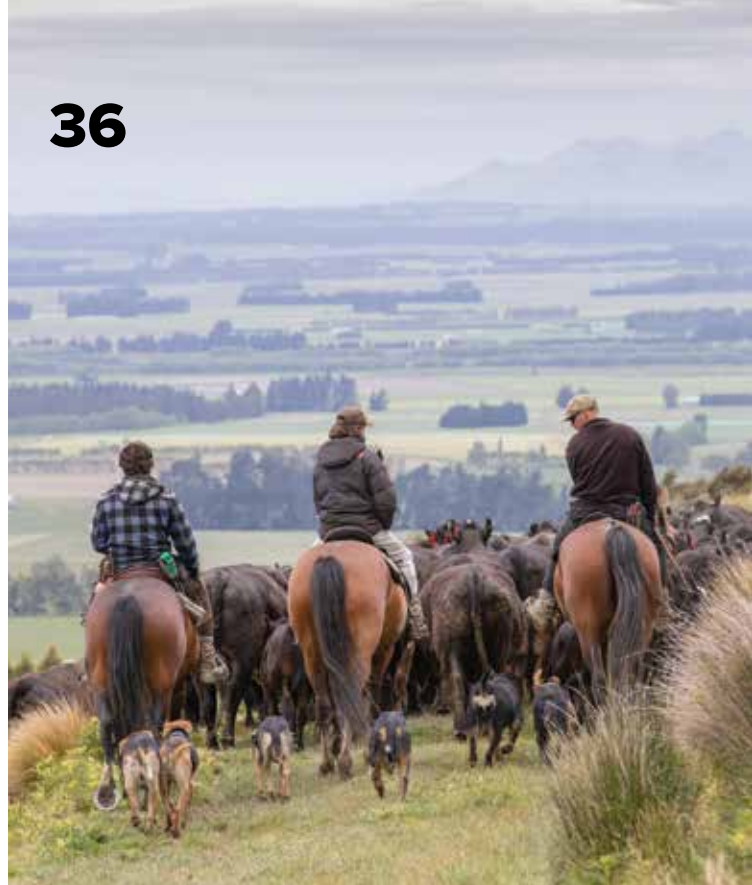
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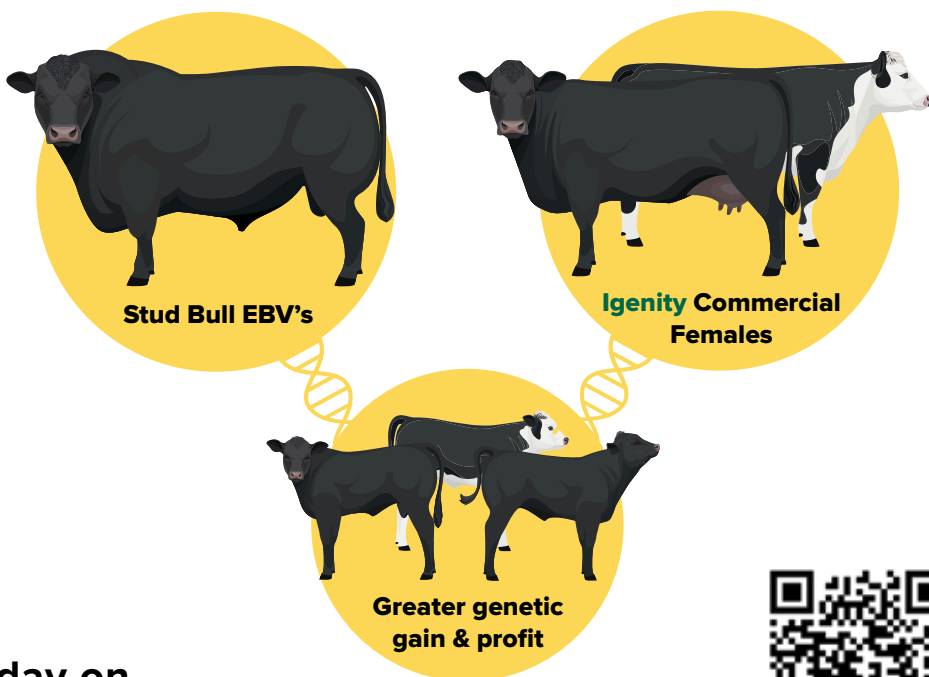




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HONOURING AND RECOGNISING EXCELLENCE IN AGRICULTURE, PAST AND PRESENT



TIM FULTON

Part of the pleasure of compiling Angus New Zealand's autumn and spring magazines is sharing achievements.

This issue is full of inter-generational tributes, like Rick Orr and family at Red Oak in North Canterbury marking 100 years of stud-stock across dairy, beef and horses; commercial farmers Matt and Rachael McKenzie building a sheep and beef platform in West Otago; and Wi Pere Trust excelling in Gisborne.

Pastoral farming has plenty of deep-seated challenges, including freshwater regulations and responses to climate change, but agriculture remains a powerful source of wealth and innovation for the nation. That's something we should never stop celebrating, not least excellence in livestock breeding and management.

Angus New Zealand breeders have an especially wide and deep pool of genetic diversity at their disposal. This is obvious across the two-year-old bull sales, where there's seemingly any number of shapes, sizes and EBV performance markers for buyers to choose from.

Every sheep and beef farmer had a preferred breed – a choice informed by personal experience and sometimes family tradition. In this magazine we aim to tell stories of Angus New Zealand genetics being expressed to the full, while delighting in the personalities that make up our industry.

These high-achievers thrive in the most challenging physical and financial environments,

carried along by a force that's stronger than the quality of their cattle genetics alone. Their dedication to excellence is infectious and they're usually more than happy to share their accumulated knowledge.

Motivated as they are to knock out goals like ten pins, the best of breeders also pave the way for others to succeed them.

The same goes for the agri-service sector, where agents, technicians and consultants live and die on the strength of a bond of trust with their clients. Crucially, they also earn mana by nurturing relationships across generations.

Recognising the importance of the agri-service sector in farming life, in this issue we've profiled leading auctioneer John McKone, as well as the exiting owners of Austins Ultrasound, Bill and Judy Austin.

Personalities like these are like excellent farmers: personally motivated, ambitious in the best way possible and generous with their time and knowledge.

They're achievers and we should celebrate them all.

Tim Fulton,
Editor
Angus New Zealand Magazines

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Under the Radar, **OFF THE TRACK AT DINGLEBURN**



View of Lake Hawea from Dingleburn Greenbush hut.



The road into Dingleburn Station.

Tim Fulton

Legendary Central Otago runholder Arthur Borrell once said, “Why would you steal from your own bank?”

At Dingleburn Station, Lake Hawea, Nicky Mead has taken that sustainable management idea seriously, investing in a property that’s close to her heart.

Nicky’s parents, Davida and Guy Mead, have been devoted Merino producers their whole farming life, using Forest Range genetics for 39 years.

“Mum and Dad’s vision for the future is to leave this for generations to come,” she says.

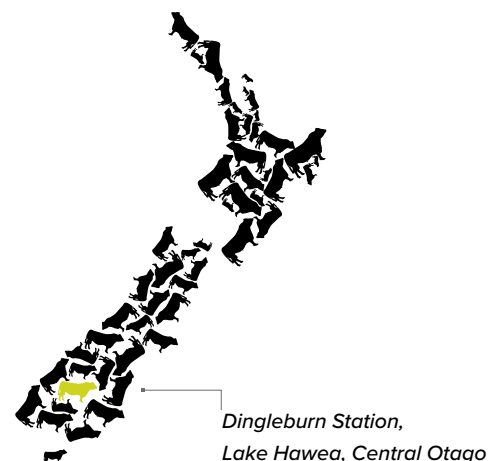
The Mead family run over 10,000 head of superfine Merino sheep (15 micron over the whole flock) and they run more than 350 Angus cattle. The Dingleburn also winters 3500 lambs and keeps wethers until they’re shorn as one-year-olds, then sold before they’ve cut their teeth.

As a child, Guy lived on the other side of Lake Hawea at Ben Wevis Station where, in 1922, Archibald Mead built a tent camp on the

shores of the lake at Mead’s Landing. In 1954, it was amalgamated with Hunter Valley Station and the family left the district, but in 1988 Guy returned to the area with Davida to purchase Dingleburn Station, and they moved in with their teenaged daughters, Nicky and Bridget.

Until the early 1960s, Dingleburn Station was only accessible by water and later by air. In the early days, the only access to the homestead was by horseback. Wool, heavy equipment and supplies were boated back and forth from Mead’s Landing across the lake. In the early 1960s, the then owner, Ian Sarginson, blasted out the road, part of which went around the treacherous Rocky Point, an amazing feat.

Dingleburn Station was 25,000ha until the completion of tenure review more than a decade ago and now it’s just under 9500ha.



*Dingleburn Station,
Lake Hawea, Central Otago*

Nicky came back to run the station with the support of her partner, Tim Lambeth, and sister, Bridget.

Together they’re increasing the cattle component with Angus.

“As a young thing” Nicky had a stint working in Australia on a cattle station in the Barkley Tablelands in the Northern Territory.

“I did two seasons over there and fell in love with cattle, so maybe it will be my thing to put my stamp on at the Dingleburn,” she says.

“The cattle have always been a bit on the back burner but as we have changed the balance of sheep to cattle, it gets a bit more exciting to see what can be achieved there. I have a lot to learn about the whole cattle breeding thing but I am excited to learn and focus on the different traits and to see the results come through.”



Down on the flats.

“BUT NOW WE HAVE HAD TO INTENSIFY THE LOW LAND WHICH HAS IN TURN HAD A BIG IMPACT ON THE BALANCE OF THE PLACE,” SHE SAYS. “WE ARE STILL TRYING TO FIND THAT SWEET SPOT. WE HAD A FLOCK OF 4000 WETHERS, WHICH WERE THE LOW COST OF PRODUCTION CLASS OF STOCK, SO WE’RE NOW HOPING THE CATTLE WILL REPLACE THAT FLOCK.”

Dingleburn Station was a pretty extensive type of run before tenure review.

“But now we have had to intensify the low land which has in turn had a big impact on the balance of the place,” she says. “We are still trying to find that sweet spot. We had a flock of 4000 wethers, which were the low cost of production class of stock, so we’re now hoping the cattle will replace that flock.”

Nicky is determined to grow strong, healthy, diverse pasture and to look after that growth. Grazing plans have helped with this, she says.

“I have seen a change over the last couple of years with a lot of red clover and lotus showing up. The cattle have also enabled this change as they graze differently from sheep and don’t take the cover down so low and we get a greater trampling effect on the pasture.”

As encouraging as this is, Nicky still has to remind herself to focus on the quality and refine the grazing, to capitalise on the fast growth at the right time of year.

“I would love to use Halter technology – it would be a game changer for my grazing plan,” she says.

The Dingleburn has a diverse climate. At the southern end it’s very much Central Otago high country, rugged hill with 25 inch annual rainfall; at the north end it’s “West Coast river valley” with 60 inches. The homestead in the middle gets an average of 33 inches.

Management is pretty simple, partly because of the long, and skinny shape of the property. All stock has to be walked 12kms from the homestead to stock yards at Timaru Creek to be trucked away.

There are just a few classes of stock, grazed in big mobs, shifted often on a grazing rotation. Silage and balage is cut for winter crop on 10ha, fed to the R1s and Merino hoggets for 90 days.

The farming system is loosely based on Allan Savory holistic management theory. Savory, born and raised on a 16,000ha farm in Zimbabwe, developed a method for planning livestock grazing that enabled pastoralists to simulate the effects wild herds once produced on the land.

“We have a farming goal. We test all decisions towards that goal. The decision will



either lead away or towards that goal and that makes the answer very simple. But, of course, we make it far more complicated than that!" Nicky says.

"We are very aware of our impact on the land and use of the land. As part of our goal we want to have healthy soils and healthy waterways, which in turn produces a healthy product that we are proud of. We want to leave the land and waterways in the best state possible for generations to come. We soil test and do water tests to see if there is an issue, and to set a benchmark."

The Dingleburn is still in a development phase with a lot of fern country to break in, she says.

There's spraying in autumn, burning in spring, followed up by seed and fert.

"It's amazing what great farming land is hidden beneath the fern. It's such a treat to muster a block that has been developed and not have any fern dramas."

Nicky says there's a practical reason why her parents went to Angus when they arrived at the Dingleburn.



*On the river flat:
Nicky Mead (left), with
AngusNZ General Manager, Jane Allan.*



Dingleburn Team, with sister Bridget on the right.



A landmark property on Lake Hawea.



Nicky Mead (left) and daughter Brooke.

NICKY'S FAMILY WISDOM:

Grandfather Poppa: 'Always carry a knife and a piece of string in your pocket.' "How many times I've wished for that string!" Nicky says.

Dad: 'To be a farmer you must be observant.'

Mum: 'Fools' names and fools' faces are often found in public places.' "We always go under the radar. Jane [Allan, AngusNZ general manager] did well to talk us into this."

Dingleburn Station and neighbouring Hunter Valley both ran Herefords. The valley flat up the Hunter had no fences and there was only the Hunter River between the two properties.

It was a nightmare figuring out who owned what so when Nicky's parents took over they opted for Angus and within a few years they fenced off their flats from the riverbed.

The Dingleburn doesn't mate its heifers until they're two years old. They're separate when they go to the bull but are then walked "up the lake" and joined with the others. They're then calved and set-stocked together at the same time as the mixed-age cows.

The replacement heifers are selected mainly on conformation, plus temperament. The best of them are ear-tagged, brought in to the yards before April.

In May, the cows are brought in from the Hunter Valley, pregnancy tested and weaned. The aim of the sort-up is to offload as many steers as possible for delivery to a private

buyer in Oamaru. The steers average a tidy 255 kg off Mum.

The cows are halfway up to the head of the lake for most of the year, except for once when they come back for weaning and pregnancy testing at the home yards – and for Tb testing and calf-marking at the Greenbush yards.

Calving is in early September, followed by set-stocking for a couple of months. Any dries are culled unless they're R2s, in which case they get a second chance.

Nicky says for a long time they ran only about 180 cows and they were really a clean-up grazing tool supporting the Merinos.

"I guess for me, now that I'm getting the [cow] numbers up, I'm taking a bit of an interest and realising 'wow, there's more to this'," she says.

Angus numbers are growing as more country is developed and the optimum is probably 400 to 450 head. But right now Nicky is comfortable with 350.

"We have dropped ewe numbers as we don't run them up the Hunter Valley end of the station for such a long period of time, due to feet issues. In turn, this has enabled us to up the breeding cow numbers."

One of the biggest changes on the place lately is a return to mustering on foot, having previously had a chopper on hand.

"The cows were well trained to the chopper – and we were, too. It was too easy to call up the chopper when things weren't going to plan so now have to be a bit smarter. We have done a bit of strategic two-hot wire fencing and I'm always trotting around with a bit of hot tape to help things not go too pear-shaped. The cows have stopped dog fighting so much and it's all a bit more enjoyable."

Looking ahead, Nicky's big wish for the cattle is an easy-care mob of cows that produce a well-grown-out calf at weaning in May, calving R2s and fattening steers. ■



Brooke working stock.

Nicky's favourite spot on Dingleburn is the "gorgeous" Greenbush hut. To get there you first have to take the famous journey along Dingleburn Station Road.

The story behind the building of a permanent road into the property 60 years ago is well told in a 2013 feature in The Otago Daily Times, <https://www.odt.co.nz/lifestyle/magazine/scary-days-Dingleburn-road>.

Many doubted it would be possible to build the road that's there today but somehow they did it, without serious injury. In 1963, the 16km road was completed and the local council put in a bridge over the Timaru River for vehicle access.

In 2008, a new track along the northern head of Lake Hawea was opened by the Department of Conservation (Doc) after the completion of tenure review with Dingleburn Station's owners.

The track crosses steep country above the shoreline of Lake Hawea and along the steep farm road.

Dingleburn has hosted Kiwis on farm stays for a long time, but now it's being promoted to overseas visitors, too.

It's an hour's drive from Wanaka and well worth the trip along that narrow lakeside road into the property.

Guests can start out at the Hawea Golf

Course (also owned by the family) and be driven out to the Dingleburn in a farm vehicle. The lake becomes more and more beautiful as you head north and, if you wish, you can be dropped off to walk in to the shearers' quarters round a headland while your luggage is driven ahead.

Once on the station, you have a choice of unguided walks (maps are provided), or can arrange farm activities depending on what is going on. Fishing and a station dinner are also on the cards.

"It's always been Kiwis coming up, self-catering, but we've done up the shearers' quarters now and we'd like to get into a bit of hosting," Nicky says. "And we're quite keen to set up some walking tracks so people can just come up and go out walking for the day."

The first of those hosted guests visited

between last Christmas and New Year.

"And they just absolutely loved it. We just took them out and did what we do every day on the farm."

Most of the visits will be over about three months in the shoulder season, picked up in Hawea and staying three nights or so.

Nicky's parents have a house in Hawea but the appeal of farm life is still pretty strong for them. Both are always looking for jobs "and between them, they do so much work", Nicky says.

Happily, it looks like they'll be room at the Dingle for successive family members to make their own mark, whether that's farming or running accommodation or a hunting business, perhaps.

"Hopefully the next generation will pick it up and run with it," Nicky says. ■



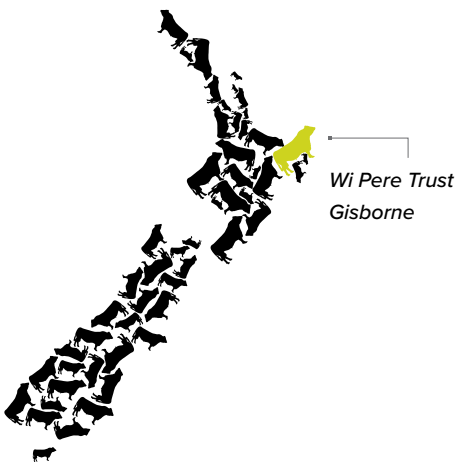
The old hut renovated for visitors as part of the tourism enterprise.



*Tim Rhodes, Wi Pere Trust,
General Manager – Agribusiness.*



PIONEERING MĀORI POLITICIAN'S LEGACY LIVES ON



Tim Fulton

When Wi Pere died in 1915, the great Māori leader Ta Apirana Ngata remarked in his eulogy: “No man ever did more for his people, never was there a greater fighter for his race than Wi Pere”.

In the 19th century, Wi Pere of Gisborne was a man ahead of his time, a Rangatira, tohunga (keeper of customs), soldier, entrepreneur, politician and legislator.

Wi Pere experienced first-hand the catastrophic effects of colonisation and the loss of Māori land but went on to create an enduring legacy for his people through the group of farms known today as Wi Pere Trust.

He would have been proud to see Wi Pere Trust win the 2022 Ahuwhenua Trophy, the

supreme recognition of excellence in Māori agriculture.

Created in 1899 by an Act of Parliament, Wi Pere Trust was established by Wi Pere to protect the remaining lands of his whānau at a time when the whenua was heavily in debt and under threat of being sold under mortgagee sale.

It was a further 120 years before the trust was free of ministerial oversight. Today, because of an Act of Parliament in 2017, Wi Pere’s successors are again free to look after the whenua as only they see fit.

The Wi Pere sheep and beef farming operations west of Gisborne are built around three blocks, Otara at Whatatutu, the main

breeding farm, and Tangihanga at Waituhi, which has both a breeding and finishing farm.

One of the trust’s key goals is to integrate and operate the three farms as one farm.

Wi Pere Trust general manager agribusiness Tim Rhodes has been running Angus on the trust farms for 20 years. Originally from Banks Peninsula, he first worked with the breed as a junior shepherd up the East Coast at Ihungia Station.

Until now, the big challenges for Wi Pere farms have been climate and contour. Environmental regulations and climate change are now in the mix as well and the trust is now in the process of re-modelling the business to see what it will look like.



UNTIL NOW, THE BIG CHALLENGES FOR THE WI PERE FARMS HAVE BEEN CLIMATE AND CONTOUR. ENVIRONMENTAL REGULATIONS AND CLIMATE CHANGE ARE NOW IN THE MIX AS WELL AND THE TRUST IS NOW IN THE PROCESS OF RE-MODELLING THE BUSINESS TO SEE WHAT IT WILL LOOK LIKE.

Angus handle the farm environment and terrain and the breed fits the trust's plans to extract more value from marbling.

The cows can cope with the steep hill country and are reasonably resilient during droughts, which are common in this part of the world.

"The cows are used to grooming the pasture for the sheep performance, basically great big toppers. The steers and cull heifers go into a grass feed finishing system and are marketed through the Alliance handpicked programme."

The steers and the heifers also have the genetics to marble well, making them eligible for value-added programmes.



Waikohu Golf Club is based at the Whatatutu Farm.

WI PERE SUPPORTS ITS COMMUNITY

From its earnings Wi Pere Trust produces a total annual dividend payment to shareholders of \$610,000. Extending its social mandate, the trust supports Te Rongopai marae and community activities and invests in education, scholarships and whānau leadership.

Annual education grants for school and tertiary education total \$70,000 and the trust offers summer internships for two school leavers or high school children to get a taste of farming.

All employment opportunities are sent to whānau through Facebook and an email tree before publicly advertising. Over the last 12 years the trust has distributed \$5,850,000 on whānau activities.

Recent marae support includes help and financial support for major renovation projects and grant applications totalling \$170,000 over the last two years. The trust also provides financial support through paying annual fixed costs such as insurance, fire monitoring charges, and provision of groundkeeping services, like lawn maintenance.

Across the wider East Coast, the trust was instrumental in forming a Māori stakeholder's group, the Tairawhiti Whenua, representing 42 land blocks

and 143,000 hectares, to ensure there is a collective voice when dealing with local and central authorities, lobby groups, etc., in matters such as Resource Management Act reform and climate change.

In its own right, the trust has commissioned Ian Ruru to do an ecology report on the Waipaoa River to ensure Wi Pere water storage and irrigation projects will not negatively affect the mauri of the Waipaoa River. The mapping of cultural sites and locations of significance is part of that project.

Wi Pere regularly hosts public field days in conjunction with AgResearch and Ravensdown, sharing what's been learnt on research projects.

Tim Rhodes sits on the committee for Waipaoa Cadet Training Trust and Turanga Ararau Tairawhiti Farm Cadets and the trust participates in the Gateway vocational learning programme, allowing secondary students to come out on farm to learn practical skills and run practical demonstration stands at career expos promoting farming.

Wi Pere Trust also hosts the Whatatutu dog trials and Poverty Bay hunt club. Waikohu Golf Club is located on farm which is a nine-hole golf course open to the public.



Wi Pere Trust currently finish about 1200 dairy bulls a year: Tim's vision is to put high marbling Angus semen into dairy cows, then castrate the progeny and market them through the value-added prime markets.

When it comes to bull selection, Tim's most concerned about how the breeder is feeding his cattle.

"We have steep hill country and expect our cattle to perform so the stud breeder must be putting his cattle under similar or more pressure than we do," he says.

And the bull must present a balanced set of estimated breeding values (EBVs) with an emphasis on high intramuscular fat and moderate growth.

"Once we've identified a group of bulls with the EBVs we like, we then select on phenotype. There's no point in having the best figures if the bull is not structurally sound."

Until 2010, Tangihanga and Otara operated independently of each other. Integration of

these two farms aimed to optimise the use of the various land classes that existed on the properties.

As a result, the Tangihanga block became a dedicated breeding farm and a finishing farm and the Otara block became a dedicated breeding farm.

"Now we have three farms that are managed separately, but fully integrated from a livestock production perspective. The benefits of this integration have been huge, as we now have the right stock on the right class of land," Tim says.

Tim says the transition to a 'one farm' policy took time to gel as staff came to understand that each farm now relied on the other. Slip ups could be costly: for example, if stock were not delivered on time to Tangihanga Finishing Farm, then the finishing farm would not deliver to the trust's market partner on time and to specification.

The one-farm policy required better

performance from the Tangihanga Finishing Farm, in particular, described by Tim as "specialist skills, accuracy in management and a commitment to detail".

At Otara, the main breeding farm, all the male lambs go to the finishing farm at weaning and cull ewe lambs and hogget lambs in the autumn. Replacement ewes and ewe hoggets go to Tangihanga Farm, as steer calves and cull heifer calves for finishing.

The main herd at Otara consists of 1000 cows which are bred to Angus bulls, purchased from Forbes and Angus Cameron at Ngāputahi Station in the Pohangina Valley in Manawatū. When selecting these bulls Wi Pere targets moderate growth and high inter-muscular fat genetics. At Tangihanga, the cull and old cows are bred to a Simmental bull. Calving averages 90 per cent, and average calf weaning weights range from 180kg to 220kg, depending on the season and weaning dates.





*L to R: Neal Berry – Casual shepherd
Stew Powell – Tangihanga farm manager
Tim Rhodes – Agribusiness general manager.*

ENTERPRISING IDEAS BUILT ON GOOD ADVICE

It is connection to the land driving Māori farming.

The privately-owned Wi Pere Trust has about 460 shareholders and a sale would need 70 per cent approval.

“So, it’s never going to be sold,” general manager agribusiness Tim Rhodes says. “It’s all about connection to the land and operational excellence.”

As manager, Tim has learnt a huge amount from the experienced trust board chaired by Alan Haronga Jnr. Significantly, all five board members are descendants of trust founder Wi Pere himself.

“That’s probably what’s kept me here. Every year’s a learning year.”

In 2010, Wi Pere Trust re-set its priorities and its practices. Before then, Tim would come up with ideas, “chugging along”, funding everything out of income.

There was good progress but it was slow going, he says.

“Then when [professional director and Māori farming business leader] Kingi Smiler came on board he was like, ‘Right, let’s speed this job up’.”

The trust assembled a group of “tactical experts” to advise the re-boot.

“I came up with a straw man of what I thought we should do, then it went to that group.”

The group helped consider and implement policy over the next 3-4 years, until a business advisory group took over with a brief to consider how to lift profit.

Now a three-person management group advises the trust, including direction on environmental policy.

“From here it’s all about re-analysing land use because it’s going to become

harder and harder with all these environmental regulations across the farm.”

It’s a big project, because every time you change land use on one part of a property as large and complex as Wi Pere, you risk upsetting the balance somewhere else.

Tim says the one thing that hasn’t changed since the 2010 re-set is an appetite to give things a go.

“It’s, ‘Right, what are we going to do now?’ Different land use; trees, carbon, honey, quarries – you name it, we’ll give it all a crack. When Kingi in particular came on board, the dreams that I used to have about things we could do...his response used to be, ‘Well, why haven’t you already done it? Hurry up and get it done. And think bigger’. So it’s next level for those aspirations to be able to come true.”

The R1 heifers at Otara are mated and average 87 per cent calving.

The business also finishes 450 steers at 24-30 months, at carcase weights of 300 to 320kg. There are normally 250 surplus heifers finished at an average carcase weight of 265kg and the prime cattle are finished at the Tangihanga Farm.

The bull trading enterprise on Tangihanga Finishing farm finishes between 1000 and 1200 bulls every year. Wi Pere has arrangements with partners who supply store bulls annually. The bulls come from Wi Pere suppliers in the spring at around 300kg and get sold the following spring at 600kg through ANZCO supply contracts. The performance target is 0.7kg /day for every day they are on farm.

Lambs that aren't finished at weaning go to Tangihanga Finishing Farm from weaning till March. Up to 60 per cent of the terminal lambs are finished at weaning and go directly to a market partner.

Wi Pere sheep meat and prime beef are currently sold to Alliance via the Ahwina group, which supplies 115,000 lambs from 20 suppliers and 4,300 cattle from 11 suppliers. Each year, the Ahwina group benchmarks the performance of its members. Last year Wi Pere ranked first for both lambs and prime beef produce that was supplied. Wi Pere Trust manufacturing beef is sold to ANZCO which has the capacity to kill the farm group's bulls over a two-month period.

The trust has established criteria to evaluate its market partners and they are benchmarked on performance every year. If a change is to be considered, a tender process is run with all major processors. This has occurred twice over the last 12 years.

One of the trust's major goals is securing access to water and water storage for irrigation. Wi Pere secured a 20-year water consent in 2013 and built a 250,000 cubic metre water storage pond which provides 30 days of continuous irrigation.

A centre pivot covering 120ha and a hard hose gun machine covering 50ha was installed. The pond also provides water security for a high-value horticulture development irrigating approximately 120 hectares of Gold kiwifruit, persimmons, Rocket apples, blueberries and Navel oranges.

Meantime, there's continual investment in fencing, roads and tracks, yard facilities and houses.

Since the organisational reset in 2010, the capital development programmes for fertiliser,



*Lily Feehan Kosijer,
Tangihanga Shepherd.*

pastures and weeds totalled just under \$1.8m, with the majority invested during the first three years.

Individual paddock soil testing was used to develop a capital fertiliser programme to lift fertility to economic optimal levels. A pasture renovation programme was also developed to align with the capital fertiliser programme. During this time, the Tangihanga airstrip was upgraded to an all-weather strip and a new bin at Otara built.

An intensive subdivision and water reticulation programme was created, and 110ha of drainage has been completed. Paddock

numbers have increased from a total of 240 to 650 across the three farms.

A roading plan was created for the farms to improve access; over three years, 30kms was upgraded and metalled. Among other improvements, a new woolshed was built at Otara, and sheep yards and cattle yards were upgraded and/or replaced across the three farms. Meantime, two new manager houses were built and renovation plans were put in place for all the other houses. In total, the full cost of capital development and infrastructure upgrade over the last 12 years was just over \$6.9m. ■



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Rick Orr.

ORR FAMILY BACKS

Pure New Zealand Beef

Tim Fulton

In 100 years of breeding stud sheep, cattle and horses, Rick Orr's family have consistently adapted to "commercial reality".

Rick and Debra Orr started Red Oak Romney in 1990 on a steep hill country property north of Whanganui and a decade later bought a 2100ha sheep and beef farm in North Canterbury, at Weka Pass, north-west of Amberley.

The southern operation was a continuation of family involvement in stud breeding that started with Rick's grandfather, Leonard Louie (Dick), who got into pedigree Jerseys after World War One. Dick also had a passion for thoroughbred horses which he bred and raced successfully till the mid-1960s.

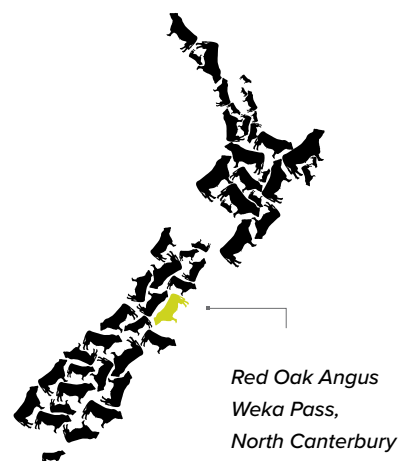
Rick's father, Ross, continued the Jersey stud and it was one of the top producing herds in the Waikato when it was dispersed in the early '70s.

After a decade or so of involvement in other business, the Orrs started a Simmental cattle stud in the early '80s and through the '90s under the management of Rick's brother, Jon.

Meantime, through the '80s Rick had graduated from Lincoln and worked on hill country properties in both the North and South Islands. In 1989, the family bought a steep hill country farm in the Mangamahu Valley, north of Whanganui. The Red Oak Romney stud was founded soon after, initially to supply rams for the farm's own 6500 Romney ewes. As performance results took off, so did ram sales around the central North Island.

The Mangamahu property had a beef cow herd of around 500 cows plus 100 heifers to the bull – a platform for the Red Oak Angus Stud founded in 2000.

Rick says at the time he felt some of the imported genetics were not suited to steep



Red Oak Angus
Weka Pass,
North Canterbury

Whanganui hill country conditions.

"We purchased foundation cows with as much old New Zealand bloodlines as possible. As a stud breeder I did not take over my father's long-established Romney or Angus stud. We started from scratch with definite commercial-based objectives of producing as

**ON COUNTRY WITH COMMANDING VIEWS,
RED OAK NOW RUNS 15000 STOCK UNITS ON
ROLLING DOWNS TO STEEP TUSSOCK RANGING
FROM 200-860M.**



much meat and wool per hectare at the lowest possible cost.”

In 2001, the Orr family sold its two North Island properties to enable Rick and his two brothers to disperse and do their own thing. Debra and Rick retained the best 9000 stock units from Mangamahu, including both studs, which were sent to Weka Pass.

On country with commanding views toward Christchurch and parts of the Hurunui, Red Oak now runs 15000 stock units on rolling downs to steep tussock ranging from 200-860m. Rick says a good deal of the place is strong limestone country.

When Red Oak Angus stud started 22 years ago, Rick decided not to follow the many Kiwi breeders who were importing American and Australian genetics in a big way.

“When all the breeders started getting into American genetics we were on steep Whanganui – Mangamahu – hill country and the Angus had been around and performed in New Zealand’s environment for 100 years.

“Then they started bringing in these animals

that were used to feed lots; you know, it’s pretty easy to get performance when you’re just waiting for the silage trailer to come every day in a feed lot,” he says.

Red Oak aims to breed sound moderate frame size cattle with barrel and constitution focusing on maternal traits of reproduction, milking ability, quiet temperament, and longevity. Heifers are mated as yearlings, calving as two-year olds and these are still performing well in the herd at 14- or 15-year-olds.

Rick originally sourced Angus cows from Waimata and Waiwera in Gisborne and a few cows from Shian Angus in Taumarunui. He was looking to breed a base herd of “pure New Zealand” Angus that could handle tough conditions, perform well and tidy up poor quality pasture for the sheep.

The sires “have been bred and performed under New Zealand hill country conditions” and until recently, no imported semen has been used. The imported genetics in the herd are only there to allow benchmarking with the





Old homestead history.

small number of pure Angus New Zealand bloodlines, Rick says.

Probably only six breeders in the country could now claim to have pure New Zealand bloodlines, he says.

“And the problem is you’ve got a confined lot so you haven’t got any links, which is what you need to get your figures up.

“Of our 300 stud cows, around 80 would be pure New Zealand and the rest would be close to it. We do use some overseas genetics but only after we are satisfied they have proved themselves under New Zealand conditions. We’ve got a dry, hill country. That’s got a lot of challenges and the cattle have got to suit the environment.”

Rick is determined to keep a pure New

Zealand base as much as possible, seeing the value for the wider industry with successful cross-breeding, like the Angus-Hereford cross, for example. And of course, there’s the bigger consideration that there’s no going back once that pure New Zealand base is lost.

The 300 Red Oak stud cows at Weka Pass used to run alongside around 400 commercial cows and those cows are still instrumental in maintaining pasture quality during favourable conditions in spring or autumn, when there can be an explosion of pasture growth. The cows rearing their calves through the dry summer months are usually tasked with controlling dead, poorer-type grasses till the cows are two-year-olds.

After successive droughts the 400

100-YEAR STUD STOCK HERITAGE CARRIED BY FOUR GENERATIONS

Rick Orr’s grandfather, Leonard Louie (Dick) Orr was a veteran of both world wars and remembered by Rick as a “tough as teak hero”.

An undefeated light heavyweight armed forces boxing champion, Dick applied the same determination to breeding Red Oak Jerseys and a few thoroughbreds for 30 years, when a farming injury meant he had to drag his only son Ross Orr out of boarding at King’s College in Auckland to come home and run the farm.

Ross turned the RO Jersey stud into one of the top producing herds in the Waikato, holding cow and bull sales selling up to 60 stud yearling bulls annually.

He won the New Zealand Young Farmer in 1961. In those days the prizes were trips to the UK where Ross learnt from the best in Britain and made lifetime friends and contacts which he still has now at 85 years old.

After selling the Jerseys in the early 1970s, the Orr family dabbled in a few small Simmental studs through to the purchase of Mangamahu in Whanganui in 1989.

Rick and Debra were married in 1989 and she has been a major part of the operation. Debra’s Red Oak Garden is testament to the commitment and attention to detail she has given to the family business, Rick says.

Now a fourth generation of Orrs are involved with the farming operation – son Ash with Tamara at newly purchased Palmdale are running the Romney and Half-bred flocks, while daughter Vanessa is with Mike at Red Oak.

Rick takes real pleasure in seeing them interested in farming and the stud operations.

“Both have children now so the possibility of a fifth generation carrying the Red Oak name on is very real,” he says.



Two-year old heifers with calves in November 2022.



Red Oak High Country 770.



Debra Orr's beautiful garden.

**RICK ADVOCATES “A
BALANCED APPROACH
USING ESTIMATED
BREEDING VALUES AS A
GUIDE DEPENDING ON
ACCURACIES COMBINED
WITH ACTUAL FIGURES
AND COMMON-SENSE
STOCKMANSHIP”**

commercial cows had to be sold. Now, with the purchase of Palmdale at nearby Omihi, Red Oak has bought 600 of its own steers off clients, so the model has changed.

Red Oak starts calving round the start of August and runs through to the end of September. The cows are expected to clean up rank grass, get in calf again and wean a top calf, usually in mid March.

As Rick now watches a son and daughter carry on farming on the home block and the new property, Palmdale up at road at Omihi, he's able to reflect on how breeding technology continues to improve sheep and beef.

Back in 1994, Rick was the first in the country to scan rams for Eye Muscle Area (EMA) and in the last few years he's done some genomic testing.

“Now, just watching some of the bulls, their EBVs have changed just based on the genomic results. And that's proven right in a lot of cases,” he says.

As for EBVs, whereas Rick used to think the industry was over-playing the importance of genetic background and not enough on actual performance, he says the value of the performance recording is starting to show. He advocates “a balanced approach using Estimated Breeding Values as a guide depending on accuracies combined with actual figures and common-sense

stockmanship”.

Recorded traits like growth, scrotal size, temperament, milking ability, carcass conformation and structural soundness should be plainly obvious to discerning cattlemen and cattle breeding is mainly about generational improvement, he says.

“You get 50 per cent from your mother and 50 per cent from your father, and if you keep putting high figures over high figures, actually you're breeding a piece of paper. Look, EBVs work fine, but only when you've got a heap of progeny. If you've 200 progeny then your EBVs start to come right.”

Breeders would once commonly buy a bull that was estimated to have good figures but find a couple of years later that the progeny hadn't performed as well as expected.

“Their figures could change – could go up or down. A lot of people would get frustrated – they'd buy a bull and then two years later the figures are rubbish. So, if genomics can help make it more relative and more accurate then that's got to be a benefit.”

Over the past three years Red Oak has averaged just on 100 per cent calving in both studs and commercial cows (cows scanned in-calf to calf marking). Generally the stud gets about 3-4 per cent of cows having twins and its dry rate at scanning is between 3-8 per cent, depending on the seasons. ■

NORTH RANGE

breeds them

TOUGH





Tim Fulton

Five families as one – that's the bedrock for southerners intent on high production and standards.

Andrew and Jayne Law manage North Range in northern Southland, running Angus bulls sourced from Andrew's family stud, Waimara.

Andrew and Jayne are parents to two girls, Georgie, six, and Elsie, five, and employ two other families on North Range as well as some young shepherds starting out or straight from school.

North Range is one of three properties in an equity partnership. Since 1996, when two partnerships merged, the group has built a large-scale breeding and finishing operation, powered by a good balance of flat paddocks to steep hill country.

Part intensive and part extensive, the three properties in the partnership are all high producers in their different way.

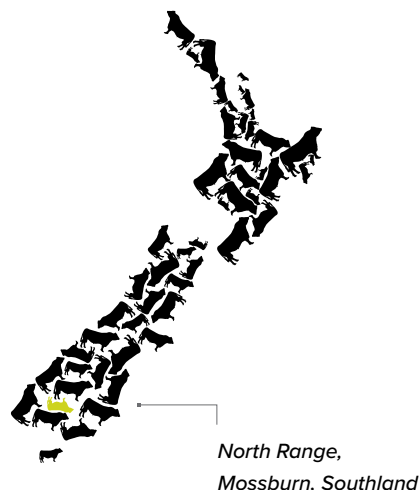
The 2500ha North Range is essentially the group's "hub" – a semi-intensive hill country breeding and fattening property. The farm runs about 20,000 stock units, comprising 11,000 Romney ewes and 400 Angus-cross breeding cows plus support stock.

All fattening stock is kept in house between the three farms until prime and North Range block usually fattens about 6000 lambs and 300 cattle each year.

Alongside North Range, there's Pleasant Valley in the Dunrobin Valley, at the head of the Aparima River in the Takatimu Mountains, run by Jayne's father, Ian Grant.

Jayne's parents – Ian and Aileen – are shareholders and have been managing the properties for 40 years. Pleasant Valley runs 4700 stock units, comprising 1500 Romney terminal ewes and 240 Hereford breeding cows, 50 R1 heifers and 50 R2 heifers.

The other property is a fattening farm, Centre Bush, managed by Darryl Paul, who is also a shareholder. It's on the Dipton Highway in Central Southland and it carries 1000 terminal ewes, 800 carry-over winter lambs,



80 yearling Herefords and finishes about 5000 lambs and 120 cattle annually.

Winter is often the most critical season at the North Range property, Andrew says.

"We often find our winter crops to be not as successful as we would like and we get very wet paddocks in winter which means we get a lot of wastage of crops when grazed due to mud. The cows suit our system well as they don't require crops to get them through winter," he says.

For Andrew, there's little question of Angus being best equipped for these conditions. Family led him to Angus – grandfather Monty Ericson was a past president of the Angus association and a passionate Angus stud breeder and Andrew grew up with the family's Waimara stud. His love of Angus and stud breeding only grew after serving as head





Jayne, Andrew, Elsie, Georgie at home.

ANDREW FINDS THE ANGUS ADAPT WELL TO FORAGING THE HILL COUNTRY “AND WITH MY FAMILY HAVING WAIMARA ANGUS, NORTH RANGE IS A GREAT PLACE TO TEST THE BULLS ARE WORKING IN A COMMERCIAL ENVIRONMENT AND GIVE FEEDBACK TO THE STUD”.

shepherd at Tangihau Station.

Andrew started at North Range in 2012 as stock manager after returning from Canada. At that time the farm was running straight Hereford cows and Angus Hereford-cross cows, doing a three-way cross using Charolais over the Angus Hereford-cross and then Angus and Hereford bulls over the Hereford cows to breed the replacements.

Andrew soon discovered the property didn't have enough selection from heifers, so after making the shift to manager at North Range in 2015, he instigated a “few tweaks” and in 2017

convinced the owners go to straight Angus and straight Hereford lines.

“I was a keen Angus man and Jayne's father, Ian, had moved from managing North Range up closer to the extensive bush block of the partnership – Pleasant Valley – to fully manage that. He was a keen Hereford man, so we did a swap of the cows.”

Pleasant Valley runs the Herefords and North Range runs the Angus. So, here began the process of breeding into a straight Angus line of cows.

Andrew finds the Angus adapt well to

foraging the hill country “and with my family having Waimara Angus, North Range is a great place to test the bulls are working in a commercial environment and give feedback to the stud”.

In terms of daily management, the Angus complement the North Range system because of their toughness and ability to endure the winter. They get no crop, balage or silage over winter and are extremely low cost to run, which helps with the rising costs of farming.

The steers grow well and are gone to Five Star beef feedlot at 500-520kg by the end of



Ethan, James and Nick following the mob on Aparima bred horses.

February, aged 16-17 months, so they're not kept for a second winter.

The farm has been lifting cow numbers for the past four years because of the lower cost and less labour involved in running them, but also to get the right balance on the farm to complement the sheep. This all helps the place be as productive and efficient as possible and Andrew expects they'll keep increasing their cattle numbers until settling on a split of about 70 per cent sheep and 30 per cent cattle.

To Andrew, 'balance' means evenness and consistency, and particularly breeding cattle that don't require extra assistance. It's about "breeding a cow that does her job and goes through a long life unnoticed because she does the simple things we ask of her".

To this end, she gets in calf early, calves easily, raises a good calf and doesn't lose too much weight over the winter when she's being used as a tool to clean up the poorer pastures.

"We want to breed maternal cows that are optimum for our environment – not the maximum or the minimum – and that are productive and long lasting. We don't want extremes. High growth for us means big cows which don't handle our winter as well," he says.

North Range has a thorough and tough cow policy, where all cows are frame, body condition, udder and temperament-scored one or two times a year and information is used to move them to the B mob or cull completely.

The property has done a lot of work around cow size and also shortening up calving. All A mob cows are a frame score 5 - 6.5, over or under that go to the B mob. Ultimately, the goal would be for all the cows to have a frame score of 5 - 6.

They're all wintered the same on the hill – anybody that does not handle that is culled.

The bull is run with cows for only two cycles and they perform foetal-age pregnancy scanning and only keep heifer calves from the cows that take the bull within 30 days. This process has helped shorten up calving with 70 per cent of the cows taking to the bull in the first 15 days – a result the farm has achieved consistently for the past three years.

"All 'A' mob cows must produce a reasonable calf, all of the poorer calves are tagged at calf marking in February, then we find and record who their mother is and she goes to the 'B' mob. If she does it again – three strikes, she's culled. I'm not aiming to have 10 cows that have exceptional calves; I want consistency throughout and I want all my

cows to produce good calves with no tail end."

North Range also doesn't mate their heifers until two-year-olds.

"This system isn't for everyone, but it really suits us," Andrew says.

Heifer calves are weaned back out to hill pasture, where they spend the winter working. Then over summer they are used as a topping tool in paddocks to keep the pasture in top shape for lamb fattening. Then another winter working until October and onto better pastures before and during mating until the bull is taken out.

"This helps out our system because we don't have to put in winter crop for them for the two years. It also gives us the opportunity to select the toughest of the heifers to go into the breeding herd."

When it comes to bull selection, Andrew's priority is structural soundness "and there is no compromise on this," he says. "It ensures we get a long life out of our bulls. Longevity of bulls is very important to me. You want a cow to last 10 years or longer in the herd, so what's the point in using bulls that don't last?"

After structural soundness and longevity he looks at type, frame size and overall appearance and conformation.

"Once I've picked out the bulls I like and if



Elsie and her pony Pearl.

they suit my programme, then I look over the pedigrees of the dam, grand-dam and sisters, if any. This is a big positive for me as it shows if they have been producing consistently. Cows that do the same thing year in and year out are worth their weight in gold."

Looking ahead, North Range wants to get cow numbers to 500, then consolidate "and

have a tidy up in the B mob cows", striving to have all cows of A mob quality.

"Ultimately my goal is to have a whole herd of straight Angus cows that look like peas in a pod and consistently produce and perform the same way," Andrew says.

Having bought from Waimara Angus for 10 years, he would next like to introduce a higher

level of recording cows and calves like DNA testing, to then see what bulls perform the best.

"I will maybe look at using DNA for heifer selection down the track, too. The more knowledge and data you can keep about your cow herd, the closer you can get to those consistently performing cows," he says.

At North Range, beyond the breeding and feeding of the cattle and other farm goings on, Andrew and Jayne are heavily involved in community projects.

The property holds the Lumsden dog trials on North Range annually – Andrew is club president – and he helps the Growing Future Farmers student programme for Southland by providing regular dog training. Every Wednesday evening, farmers from throughout the area gather at the North Range woolshed for dog training what he describes as "general farming chat, rants and banter".

Jayne runs a small Aparima Sporthorses stud which provides the horses for the shepherds on farm for all hill stock work, as well as many hunting and all-rounder horses sold on around the country. Jayne is also very involved with the local Pony Club, instructing, as treasurer and helping to run two annual horse shows in Lumsden. This year North Range is hosting a Birchwood Hunt in March, a forerunner to an annual event.

Most years North Range also hosts 4WD trips over the property and for many years welcomed Gateway students from Northern Southland College in Lumsden. The programme often led students to employment on the property. ■



Young shepherd Jordan getting some dog training from Andrew.

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John McKone.

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Every sale has its own “pulse” and the auctioneer’s job is to find that pulse and maintain it or increase it, John McKone says.

Every sale is different but the principle is the same. “And if you do your sale prep you’ll be able to ride out the natural dips in the course of a sale, leaving both vendors and buyers satisfied that you’ve done a fair job all round.”

Accomplished as he is, John still considers himself far from a natural auctioneer.

For many years he kept a tape of his first two or three “go’s”, recorded by a colleague. The performances were “terrible” but it was all part of the training – a kind of ‘fight or flight’ audition.

“You’ve got a livestock manager and you’re not thrown under the bus but you’re tested. It’ll be, ‘Righto, get up and sell the sheep today’. And every young agent will probably tell you that story.”

After two years with Dalgety’s at Clinton,

John was initially told he’d be off to Balclutha, but instead it was a posting to Oamaru, then Gore.

A grounding as a commercial agent was invaluable for specialising in stud stock later on, he says.

“All the time you’re building up a bank of information. You get little opportunities to sell and you’re meeting new people. Different climates, different environments, different ways of doing things.”





BASED MAINLY IN THE SOUTH ISLAND, AN EARLY CAREER HIGHLIGHT FOR JOHN WAS A POSTING TO THE OLD ADDINGTON SALEYARDS IN CHRISTCHURCH, SELLING STORE AND FAT CATTLE. THE SITE OPPOSITE HAGLEY PARK WAS A FANTASTIC COMPLEX, CAPABLE OF CONTENDING WITH LARGE STOCK NUMBERS WITH RELATIVE EASE.

He says in Gore, you'd have a ewe lamb sale with about 20,000 ewe lambs and a hogget sale in the spring with about 30,000 and a two-tooth sale in the autumn with about 20,000, plus annual drafting. And you were either drafting fat lambs to go to the works or procuring and controlling stock to go into these fairs.

"So, you had a lot of opportunity to hone your trade. You'd be selling big, big lines for four or five hours. You just don't get those opportunities today."

John grew to love stud cattle after drafting big lines of station steers, like those at Molesworth, running 12-1500 cattle through a gate and a race.

"You just saw the different types that came through and you'd ask yourself, 'It's the same property so why are those cattle like that and those other ones like that?' With bigger numbers of clients and bigger numbers of stock, you saw all those variances and genetics playing a bigger role. That's what hooked me, really."

Learning from farmers, he realised he could sell genetics with an understanding of the variations between animals. Every breeder has a story to tell about the merit of their animals

"and some of the stories are poles apart so you've got to be confident on what you're talking about," he says.

Based mainly in the South Island, an early career highlight for John was a posting to the old Addington saleyards in Christchurch, selling store and fat cattle. The site opposite Hagley Park was a fantastic complex, capable of contending with large stock numbers with relative ease.

"I thought it was one of the best thought-out yards that I've ever worked in. You could handle big numbers of stock extremely easily. You're now handling a fraction of the stock at Canterbury Park, way more than you were handling them at Addington. It worked like clockwork and we spent a lot of time there, from daylight to dusk. I never saw it at its peak but we'd be selling from 10 o'clock to four o'clock for calf sales.

"I really enjoyed those days, seeing those big numbers of cattle and those old stockmen there."

The quality of agents and auctioneers in those heady days was extremely high, he says. "And that's why it's such as aspirational thing, to become the best you could be within that environment."

Then, as now, you had to go looking for opportunities to hone your craft.

"They're not presented to you. You've got to earn them."

Some days, an auctioneer really does earn their money, like a decade ago at Te Mania in North Canterbury in 2013. John sold about 80 bulls in the dark after the power went out.

"That was a big sale because Te Mania had used an Australian sire heavily and there was quite a lot riding on it. He had all his sons in that earlier part of the sale. Literally, you couldn't see a bloody bull at times. The wind was blowing and howling but everyone just carried on as best they could.

"There again, if you've done your homework, you can just refer to your notes."

While cattle are his first love, John also sold bloodstock for Wrightson for a decade or so. He was in Christchurch for the National Standardbred Yearling Sale when the February 2011 earthquake hit.

"Those big girders in the Riding for the Disabled building were shaking a metre, just like rattling a tin of baked beans. There was a camera on one of those cherry pickers that just toppled over and just missed a guy who fell a second before the camera. Some just



Ben Murray, Woodbank Angus Sale.
Photo courtesy of Andrew Spencer.

one time he basically taught me how to graft on a hard day. I was at the Hawarden Ewe Fair in the '80s, selling a pen of two-tooths. I was at \$69 and couldn't get to \$70 which was the top money back then, so I took a 50c bid and sold them at \$69.50. Colin walked past and punched me in the ribs and said, 'Sharpen up sonny, don't ever do that again!' He was a tough bugger but was always offering bits of advice and I respected him a lot."

John now mentors up-and-comers himself and says the young-bloods all have something in common: "First and foremost, they want to do it, not just see it as an opportunity to do something while they're looking for something else."

Personally, auctioneering has been a pleasure and a privilege, he says.

"I've had the opportunity to deal with great people and to sell and be part of the decision-making at some of the largest and most influential breeding programmes in New Zealand and I'm extremely grateful for their trust and friendship."

And it's particularly rewarding for him to now extend those relationships as the children of long-time stud clients build their own businesses.

"The most satisfaction I get out of selling is when you see the next generation, like George Giddings at Meadowslea, Rob Fraser at Stern, Murrays at Woodbank and Matariki. They were all just wee fellas running around when I first started. I remember at Matariki you'd have Jack, Sam and Ben all running around the rostrum while you're trying to sell and now you've got Ben's boys running around. It's so satisfying." ■



George Giddings.

stood and looked around but others were knocking grannies out of the way to get to the nearest exit."

John says he still doesn't consider himself a natural speaker around the pens or on a rostrum. He makes sure he does enough preparation to feel that "most of the time I know what I'm talking about".

Even now, after selling at some sales for 25 years or more, he prepares the same way because he feels he has to.

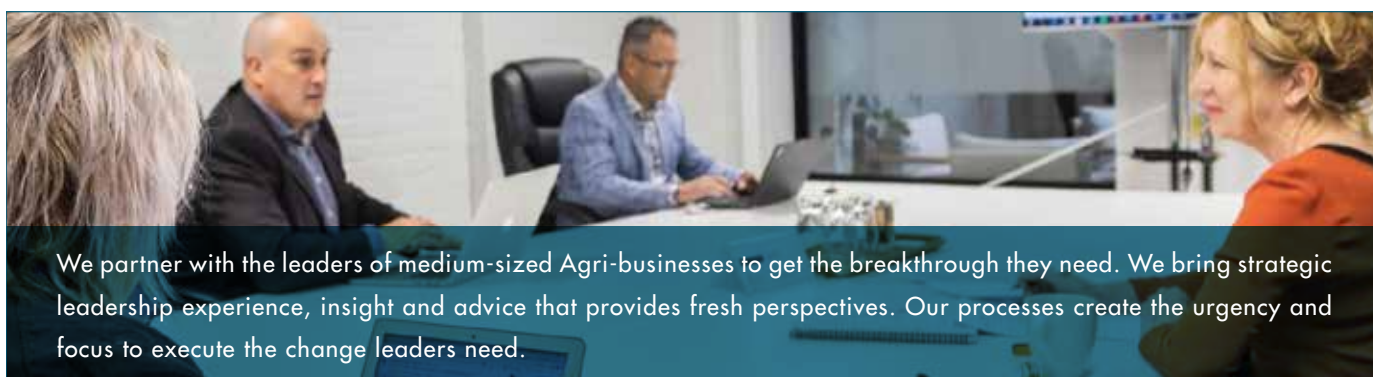
He particularly credits Pat Cooper for mentoring him, who made a point of "drip-feeding opportunities" to the young talent.

Other major influences were Colin McAuley at New Zealand Farmers Co-op and Robin Gamble from PGG Wrightson in Dunedin.

"They were the type of auctioneer a client respects most; someone who could maintain values on the hardest days when markets are under pressure. Both were widely respected by both vendors and buyers alike and I've tried to follow their example."

Colin, "a man of his time", left a particular mark.

"It was a different era but, by gee, Colin could hold and command a sale. I remember



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*Sean Brosnahan,
Waikura Valley, East Coast.*



Breeder Traces his Foundation Cows

BACK TO SCOTTISH ANCESTRY





Tim Fulton

A fascination with pedigree has led Sean Brosnahan at Resurgam Angus to the origins of his herd, right back to the earliest Scottish imports.

Scouring old herd books, the East Coast breeder has identified all of Resurgam’s foundation cows.

“A number of those cows passed through different herds as well as the bulls. It’s about understanding where our animals come from

so we can work out where we’re going and what we’re doing,” he says.

Some of the Resurgam cows and bulls were imported from Scotland in the late 19th century or early 20th and those imports continued steadily until the early 1970s.

“I’m working with a guy in Scotland and he’s just bought a near complete set of Scottish herd books that will fill the gaps. I just need AngusNZ herd books volume 1 to 5 and 12

to 19 to complete the New Zealand side. It’s fascinating how closely connected and inter-related those old herds were that established the Aberdeen Angus of New Zealand.”

At one point Sean identified six sire lines in his herd that he really liked. All of those sire lines went back to the same bull, Mulben Embassy, imported in April 1939.

“It just shows the lines are still quite related in blood,” Sean says.



AT ONE POINT SEAN IDENTIFIED SIX SIRE LINES IN HIS HERD THAT HE REALLY LIKED. ALL OF THOSE SIRE LINES WENT BACK TO THE SAME BULL, MULBEN EMBASSY, IMPORTED IN APRIL 1939.

New Zealand Angus a century ago had characteristics that are just as valuable now, he says.

“The 1920s is probably very similar; just a moderate-type animal that’s easy fleshing with good conformation and really good structure. That’s still what we’re looking for today.”

If there’s any major improvement in modern Angus it’s probably in the feet, he says.

Resurgam Angus maintains a 250-head



Waikura Valley.



THE RESEARCH HAS BEEN TIME-SAPPING BUT SEAN ENJOYS THE CHALLENGE: HE’S VISITED THE ANGUSNZ “LOCK-UP” ARCHIVE IN FEILDING TO FILL IN GAPS IN HIS RECORDS AND ALSO COLLECTED PLENTY OF PHOTOS OF INDIVIDUAL ANIMALS.

registered Angus herd plus 100-head commercial Angus cows. The home farm (Resurgam) consists of 215ha of grass pasture where bulls are sold from and a mob of cows are used for tidying up pasture. The cows are run in conjunction with sheep under an integrated grazing system on Waitangihia Station in Waikura Valley.

The research has been time-sapping but Sean enjoys the challenge: he’s visited the AngusNZ “lock-up” archive in Feilding to fill in gaps in his records and also collected plenty

of photos of individual animals.

“I do a bit and then I need to have a break from it before I go back and do more,” he says.

Sean stepped up his research in the past 12 months, partly because 2022 was especially wet in Waikura Valley. By wet, he means close to four metres of rain in the last calendar year, compared to the average of three metres.

Sean has captured his research in a program that records pedigree data and he’s now considering how he might be able to move it to a more user-friendly platform. ■

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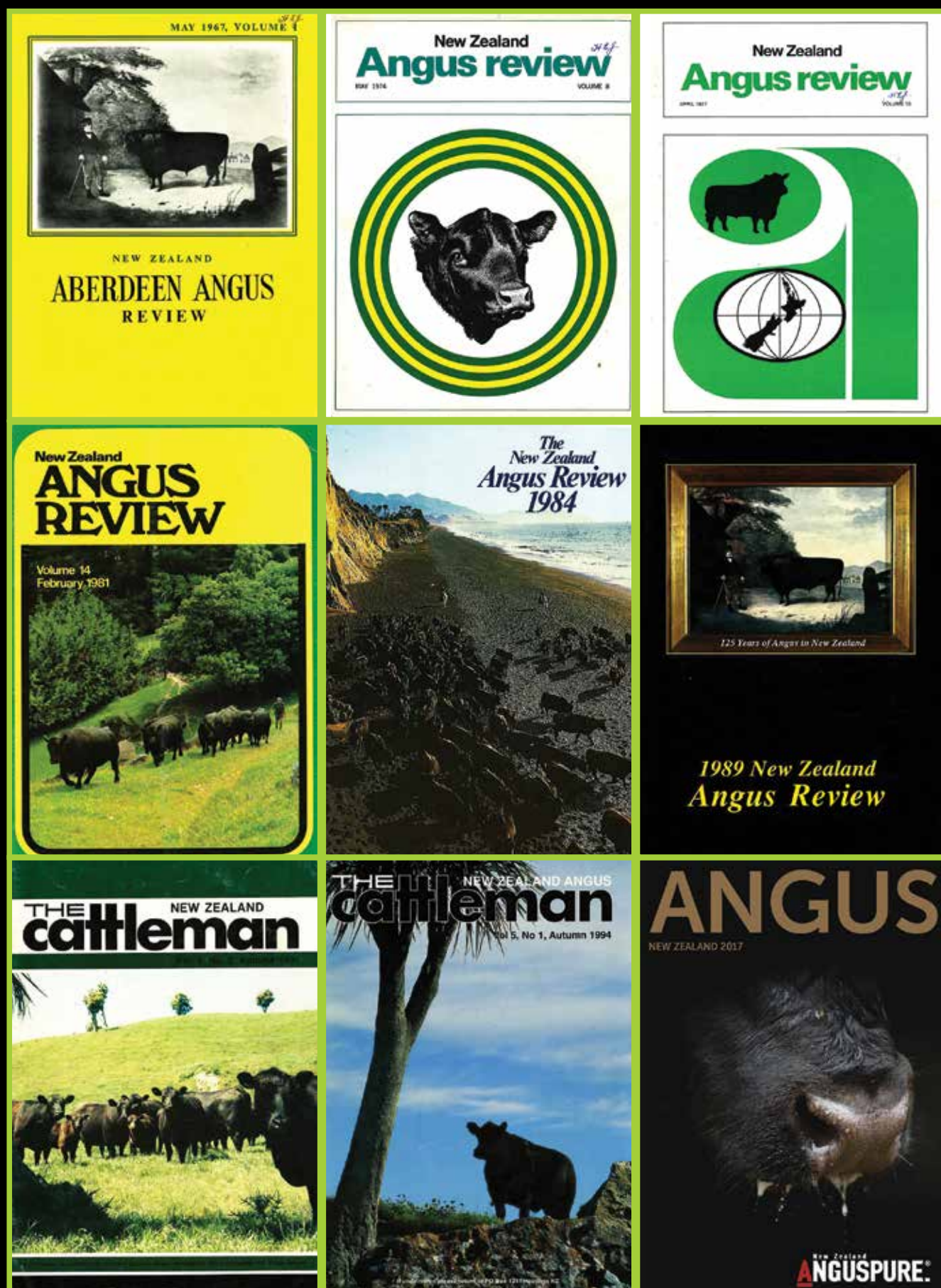
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BLACK BEAUTIES BEGUILE OTAGO FARMER



Matt and Rachael McKenzie's farm at Kelso.

Tim Fulton



Matt McKenzie's Angus connection started over 20 years ago on a hunting trip to Glenorchy when he spotted a beautiful line of black cattle at Mt Earnslaw.

"They were pretty impressive and I ended up buying heifer calves from that property for several years to get started. I also liked the bulls at Gore from the old combined Angus sale. I was then lucky enough to buy a line of Delmont Angus heifers and went from there," the West Otago sheep and beef farmer says.

Leithen Downs is Matt and Rachael McKenzie's 1100ha home farm at Kelso. It comprises 600ha of rolling paddocks and

470ha of steeper hill leading over to flats in a nearby area known as Greenvale.

There's also a block of 100ha in pine, Douglas fir, shelter plantations and about 60ha of native scrub and beech bush.

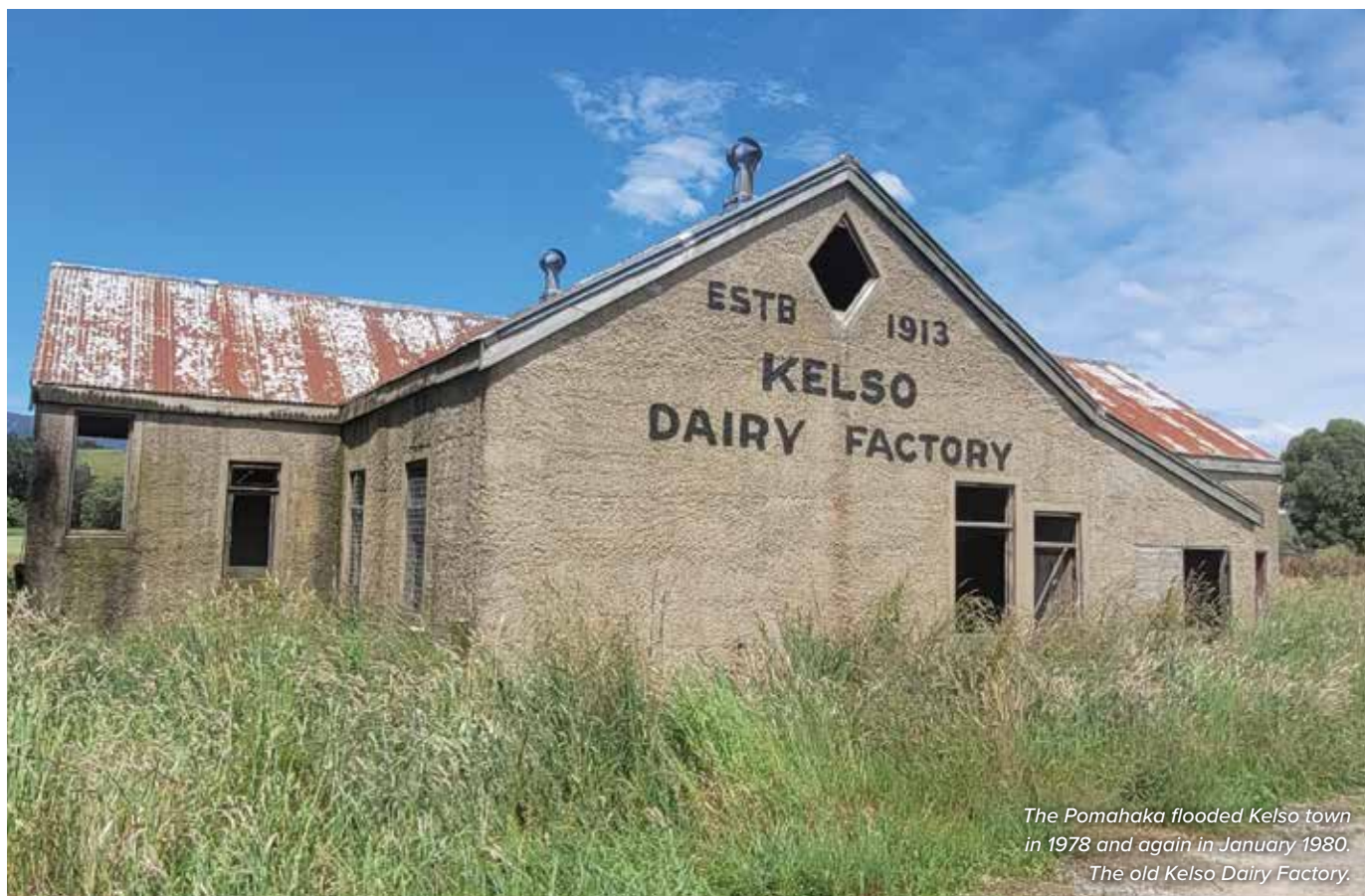
Complementing this planting, the couple are members of the local Pomahaka Water Care Group, fencing creeks and planting natives as part of a community project to improve the health of the Pomahaka River catchment.

Leithen Downs runs from 150m to 500m at the top cattle yards – spanning a length of about 10km from the family's homestead at Kelso over to the McKenzie family's original homestead at Greenvale.

In spring the property runs 5000 ewes and 365 cows, including 60 first calvers, 1300 hoggets lambing, 140 yearling bulls and 80 rams. Six hundred dry hoggets go out on grazing and 60 yearling heifers go to Greenbank.

The spring growth curve is often very slow, with stock on top of the feed. Growth normally kicks in by November. Ewes are weaned in the second week of December and then the feed really takes off, coinciding with the Angus bulls going out so the cows are able to be flushed up.

"We do have some early warm country in Greenvale so we like to lamb early, shear early



The Pomahaka flooded Kelso town in 1978 and again in January 1980. The old Kelso Dairy Factory.

IN SPRING THE PROPERTY RUNS 5000 EWES AND 365 COWS, INCLUDING 60 FIRST CALVERS, 1300 HOGGETS LAMBING, 140 YEARLING BULLS AND 80 RAMS. SIX HUNDRED DRY HOGGETS GO OUT ON GRAZING AND 60 YEARLING HEIFERS GO TO GREENBANK.

and get things rolling early,” Matt says.

The last couple of summers on the place have been particularly dry, followed by little to no autumn growth – a green drought, essentially. Flushing ewes has been almost impossible but, using grain now grown for the ewes, the McKenzies have been able to keep them healthy and lambing has been surprisingly good, with 7400 lambs from the 5000 ewes.

As for the cattle, the Angus are “massive in summer” for maintaining quality pasture for the lambs to fatten up on.

“It’s probably the main reason the lambs do well and are strong and healthy,” Matt says.

The cows fit perfectly rotating around, followed by lambs on fresh re-growth to fatten on.

“Just closing gates where the cows are works well; when our lambs are weaned the grass really starts to grow and the bulls have just gone out [around December 10], so we get a flushing effect and the cows respond well.”

The bulls go out a couple of weeks later than the rest of the district but that’s to coincide mating with weaning ewes, lambs and grass growth. The cows quickly regain condition lost during set stocking and competing with the ewes on short pasture for the past three months. Leithen Downs normally gets good summer growth into April and even May at times. By June, the cold is starting to bite and there will be no growth for the next 90 days or so. At this time cows are set-stocked on hill blocks tidying any standing hay-type grass on the hills till mid-July. Half of those cows then go to feed on chow, hay and straw, while the remainder go on self-feed silage.

Angus are pure enjoyment, Matt says.

“I just really enjoy the cow thing; everything with Angus, really. It’s quite exciting isn’t it? They’re a great breed to be in. I’ve been in sheep, too, for a number of years and they run



Rachael and Matt McKenzie.

THE TOWN IS GONE BUT KELSO FARMING STAYS STRONG

Matt McKenzie is the third generation of McKenzies to farm at Kelso in West Otago, north-west of Gore, near the provincial border with Southland.

In the early 1920s, Matt’s grandfather, Kenneth, a butcher in Tapanui, bought the rump of the property, known as Stevens run. Later Kenneth added the Norrish block which was later named Leithen Downs by Matt’s grandmother, Susan.

Matt has just kept on adding to it, gradually buying out his brother, Nick, who also leases some property to his sibling.

Matt would like to buy that lease block, too, one day. He’s recently invested in Greenbank, a sheep and beef equity partnership just 12 minutes’ drive from home.

“I’m just trying to do better and expand. I always wanted a really nice cow block, actually. I was looking for years for a place to run 500 cows and just couldn’t find anything that was going to work. Then this [equity partnership block] came up as an opportunity so I thought I’d better take it.”

Rachael is from a local family, too. A Chittock, she grew up only five minutes away but met Matt later.

“We weren’t childhood sweethearts or anything like that,” she laughs.

The surrounding Kelso district is a bit different from Rachael’s childhood. In October 1978, a massive flood poured across the Kelso flats, breaking across a bend in the Pomahaka River. In January 1980, the Pomahaka flooded again, virtually wiping out the Kelso settlement.

The Government and local catchment boards put a stop to any further building in the flood-prone area. Kelso is thought to have had a population of about 200 through the 1960s and 1970s. At its peak, the settlement had a three-teacher primary school, a service station garage, shops, hotels and a rail yard.

Now, one of the few buildings left standing is the old Kelso dairy factory. Rachael was at Kelso school when it closed and remembers the area as “an awesome place but it just never should have been built there”.

Still, Matt and Rachael have built a home of their own in the district, and are parents to four children, Angus, Harry, Charlotte and Molly.



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EBV	+9.2	+2.1	-7.1	+1.8	+44	+89	+124	+108	+18	+3.6	-3.5	+60	+4.1	+0.4	+1.5	-0.4	+2.7	+19

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pretty consistently. I just try to do the same with the cattle – breed a good herd that’s sound and with good growth; everything that you’d want in a good Angus herd.”

He particularly enjoys the breeding options available to commercial farmers like himself. There’s plenty of choice when it comes to buying sires and all the breeders are passionate about the quality of their stock and helping clients to get the most out of their herd.

For Matt, a head-turning Angus has a balanced frame: square and deep, thick through the flank with a meaty big rump and strong across the top. Just like he does with the sheep, he looks for a good constitution, nothing too big. Ideally the bulls will also have a tidy shoulder and a slightly wedge-shaped, strong head, while below they’ll have sound feet and move freely. In terms of EBVs, he looks for good balance – moderate birth weight under +6kgs if possible and good growth figures.

“I buy sires and enjoy looking at bulls, especially if it relates to what I do. Most of the bulls I breed go to dairy, just done through agents, and I sell 35 yearlings to beef breeders who’ll use them over their heifers. And they seem to be keeping them and growing them out, for those they like.”

In the near future, Matt’s looking forward to using a Zoetis genetics tool to understand the strengths and weaknesses of his cow herd. The 19 performance measures include birth weight, weaning weight, yearling weight, milk, fertility and intramuscular fat.

Until now, Matt would pick out his top 100 heifer calves by eye, usually selecting them from the best milking cows. Now he’s set to pick his top 100 heifer calves at six months of age for DNA testing in March and to get the results back 4-6 weeks later.

“This is all quite new: not that I’ll go away from what I do but it will just help me to go another step...just to see how I’m actually going. Hopefully it confirms that I’m doing a job of things reasonably okay, but I might find some weaknesses. So, I need to have a look at some of these bulls to help my weaknesses.”

Leithen Downs sources its rams from the Wairarapa Improvement Group and Pahiwi in Central Hawke’s Bay, while bulls are sourced from Stern and Meadowslea in South Canterbury.

Matt jokes that when it comes to lining up prospective bulls from a sale catalogue, he’s



“very good at picking bulls I can’t afford”.

The McKenzies’ biggest on-farm challenge in recent years has been the struggle to kill lambs when ready, mainly due to the impact of Covid-19 on staffing at processing plants.

“It makes the season tough going when the farm’s becoming dry and you’re trying to hold lambs. We always shear lambs before Christmas as that gives us heaps of scope in the New Year to kill them as fast as possible, because by then we don’t have any real quality fattening feed.”

As a precaution, Matt and Rachael grow 20ha of Rape so they don’t have to sell any store stock. When AngusNZ visited in late December, Matt was eyeing interest rates, as fixed-term lending rolls off. The property had “borrowed plenty” in recent years buying small pieces of neighbouring land and recently buying into the Greenbank equity partnership, which is running about 4000 ewes.

“Combine this with falling lamb and ewe schedules and increased running costs it will make for a pretty tough year,” he says. ■



Angus, Molly, Charlotte and Harry McKenzie.

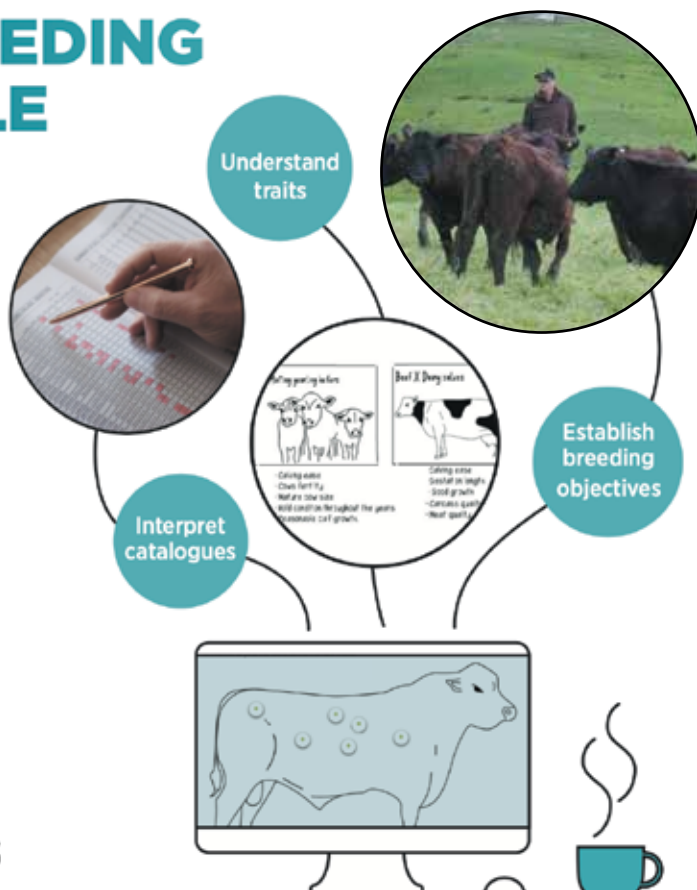
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CW	EMA	RIB	RUMP	RBY	IMF	DOC	INDEXES (\$)
+61	+7.1	-0.0	+0.6	+1.1	+0.9	+43	SR +\$114 · AP +\$134 · HDT +\$128



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THE VALUE OF THE DAIRY BEEF PROGENY TEST

When used across dairy cows, superior beef genetics can improve gross margins for finishers and improve feed conversion efficiency.

This was one of the conclusions in a report summarising the findings of the Beef + Lamb New Zealand Genetics' Dairy Beef Progeny Test.

Written by farm consultant Bob Thomson, the report summarises the findings of a whole-farm modelling process, where the progeny of the highest-ranked beef bulls from the Dairy Beef Progeny Test (DBPT) were compared with the progeny of average bulls.

These showed a 15 per cent growth advantage at 400 and 600-days compared to the average bulls. This would improve gross margin returns by between \$211 and \$261/ha and improve feed conversion efficiency

by up to 9 per cent. This in turn would reduce greenhouse gas emissions.

The modelling demonstrated that when the top 10-15 per cent of DBPT bulls for marbling (intramuscular fat) were compared with the average DBPT bulls, there was a 27 per cent improvement. This correlated with an increase in the strike rate with beef quality supply programmes.

The modelling also compared one- and two-winter finishing policies and highlighted clear advantages and disadvantages to both. The ranking of DBPT bulls did not change between the two policies.

Compared to the two-winter, the one-winter system occupied one-third less land area with 15 per cent more feed conversion efficiencies. The disadvantage was in lighter carcass weights.

CLEARER COMMUNICATION NEEDED BY DAIRY FARMERS

Dairy farmers could be faced with a 'no bobby calf kill' policy in the future, and if that were to happen, they would either have to produce calves that have value as a beef finishing animal or reduce cow numbers to accommodate the rearing of surplus calves.

"Either way, the value of the surplus calves can be raised significantly by dairy farmers utilising high genetic merit beef bulls over the dairy cows which are not required to generate their dairy replacements," says Mr Thomson.

Dr Jason Archer, Informing New Zealand Beef programme (INZB) science lead, says one of the challenges for the industry is to ensure the information dairy farmers need when selecting recorded, high genetic worth bulls is presented simply and its relevance to the beef

x dairy system is clear.

At a recent field day, dairy farmers said some of the terminology used in the beef industry did not translate directly to that used in the dairy industry.

BW, for example, means birthweight to beef farmers and Breeding Worth to dairy farmers.

He says out of the 20-25 numbers presented in bull catalogues, there are four that are of greatest relevance to dairy farmers, and these are calving ease, gestation length, carcass weight and IMF (intramuscular fat). Of these, calving ease and gestation length are important to the dairy operation, while carcass weight and IMF are important to the finisher of the calves.

Dr Archer encourages suppliers to make the message clearer to ensure dairy farmers get the information they need when selecting recorded bulls.

"Revenue from surplus calves is only a very small part of a dairy business and this reinforces the need to communicate clearly and simply to ensure they get the information they need and it's not lost in the complexity of an excessive amount of estimated breeding values. These other traits are important for beef farmers generating replacement beef heifers, but are much less important when choosing bulls to mate dairy cows."



He says dairy farmers do see value in using recorded bulls as it gives them the ability to present lines of even, well-marked calves to rearers and/or finishers.

DAIRY BEEF PROGENY TEST

The purpose of the DBPT, which began in 2015, was to identify high genetic merit beef bulls that would benefit both dairy and beef farmers. Over the course of the programme, detailed and comprehensive phenotypic data has and continues to be collected, analysed and reported for a range of traits including gestation length, calving ease, growth rates, carcass weight and carcass quality.

The trial includes a number of beef breeds

with around 20 new bulls being progeny tested every year.

All of the cattle in the progeny test are born on Pāmu's Renown farm at Wairakei Estate and reared and finished under commercial conditions at Pāmu's Orakonui farm, also at Wairakei Estate.

You can read the full farm modelling report by visiting beeflambnz.com/knowledge-hub and searching "dairy beef progeny test". ■





11 am, 1st of June 2023 - Meads Road, Taumarunui



Lot 1 of 2022



40 Two Year Old Bulls

Bulls sired by: Turiroa Complete P250, Kaharau Mac P394, Oregon Smokin Gun P51, Matauri Ranger L362, Waiterenui Klooney P011, Taimate Mako L26

BVD, Lepto, 10 in 1 Vaccinated & Semen Evaluated

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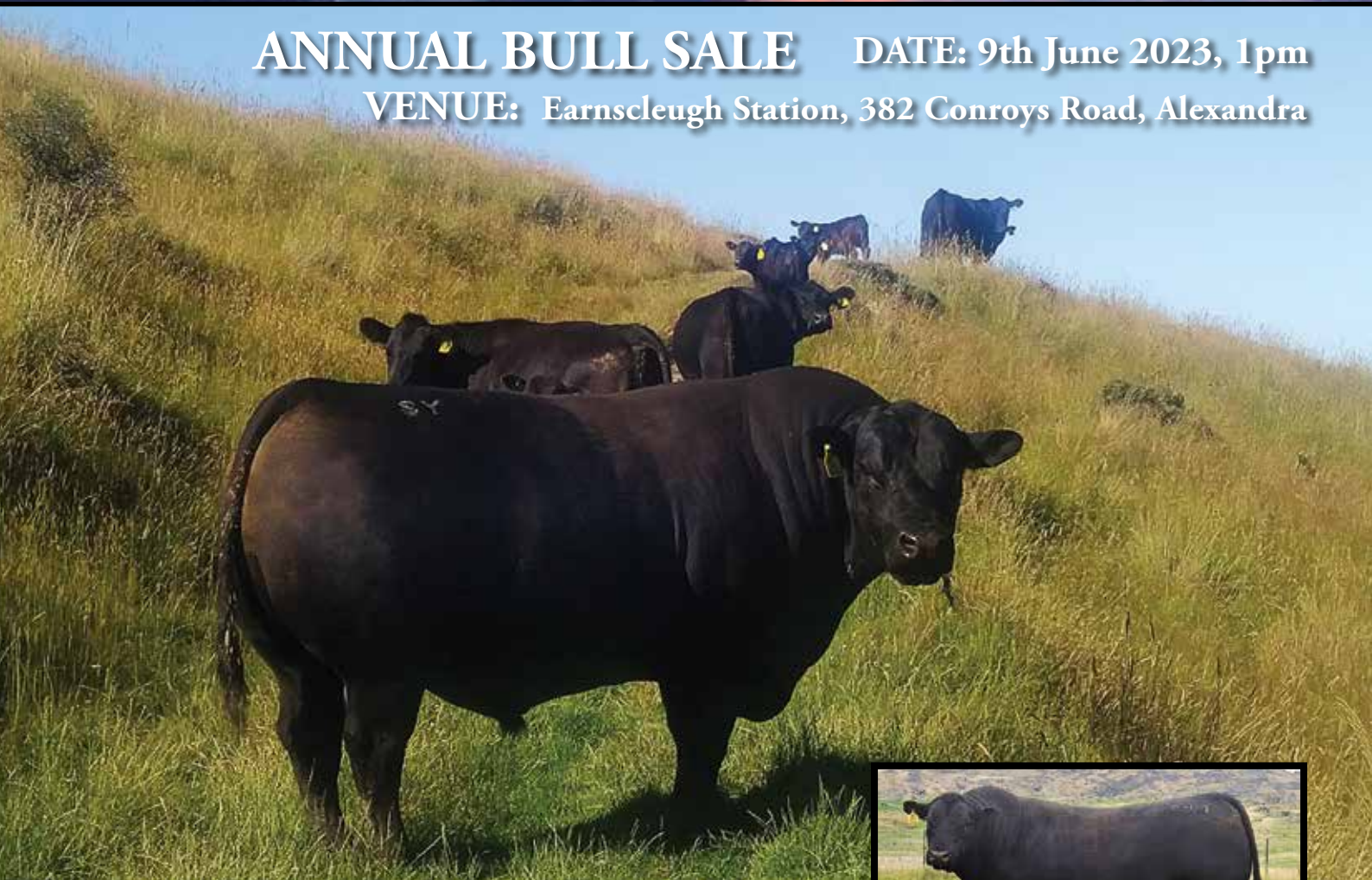
Earnscleugh

HIGH COUNTRY GENETICS

ANGUS, POLLED
HEREFORD &
ECC COMPOSITES

ANNUAL BULL SALE DATE: 9th June 2023, 1pm

VENUE: Earnscleugh Station, 382 Conroys Road, Alexandra



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His daughters are bound to form a large part of our herd going forward.

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SUDELEY VIKING 18101

SAV RAINFALL 6846

DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+5.2	+2.4	-6.6	+3.1	+18	+60	+109	+129	+1.9	-4.2
CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX \$	AP INDEX \$	HDT INDEX \$	
+70	+6.8	-0.4	-0.8	+0.3	+1.1	+\$151	+\$179	+\$133	

SUDELEY VIKING 18101 (SV)

DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+2.9	+4.7	-1.4	+5.7	+11	+45	+82	+102	+4.4	-5.0
CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX \$	AP INDEX \$	HDT INDEX \$	
+47	+5.2	+4.1	+4.9	-0.9	+3.4	+\$151	+\$177	+\$110	

KG JUSTIFIED 3023

DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+10.6	+8.1	-7.8	+0.5	+21	+53	+94	+111	+3.4	-5.2
CW	EMA	RIB	RUMP	RBY	IMF	SR INDEX \$	AP INDEX \$	HDT INDEX \$	
+62	+3.4	+0.3	+0.1	-0.4	+2.8	+\$155	+\$193	+\$146	



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P: 03 426 2455 or

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ALISTAIR CAMPBELL

P: 03 449 2031 or

M: 0274 892 820

email: ecgenetics@farmside.co.nz



**SIRES OF 2023
SALE BULLS INCLUDE:**

**BASIN RAINMAKER 4404
MUSGRAVE BLACKLOCH
MATAURI CRIKEY
TANGIHAU MAXIMUS
KAHARAU 610**

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HAWKESBAY**

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B+LNZ Genetics' INZB team (from left): Anna Boyd, Gemma Jenkins and Jason Archer.

Beef + Lamb New Zealand Genetics **INFORMING NEW ZEALAND BEEF PROGRAMME'S TOP TRAITS DECIDED**

The seven-year Informing New Zealand Beef (INZB) programme is at full-throttle as it enters its halfway mark.

The programme, which is led by Beef + Lamb New Zealand (B+LNZ) Genetics, is well underway to develop a beef genetic evaluation system that includes traits that are important to New Zealand's beef farmers. To determine what these traits will be, the team sought input from INZB's Industry Advisory Group (IAG) and had AbacusBio conduct an international review of traits in beef genetic evaluations and survey beef farmers on their trait priorities.

Fertility, functionality and feed efficiency were amongst the traits 720 beef farmers (breeders and finishers) stud breeders, dairy farmers and rural professionals identified as being of highest priority in the survey.

Other priority traits identified were calving ease, growth and weight traits (including carcass) and Body Condition Score (BCS).

Of these, feed efficiency/intake, mature cow BCS, fertility and cow functionality traits align with the traits identified as a priority for further development within the programme by AbacusBio's independent trait assessment and the IAG.

These results will help direct what traits will be carried forward in the INZB programme and will influence the future of New Zealand's beef industry.

SECOND SITE SELECTED IN BEEF PROGENY TEST

Last year, Lochinver Station near Taupo joined Pāmu's Kepler Farm in Southland as hosts of the across-breed Beef Progeny Test (BPT) which is a critical part of the INZB programme.

The addition of Lochinver has enabled Simmental genetics to be included in the



Test alongside Angus and Hereford genetics. Kepler Farm will continue focusing on testing Angus and Hereford genetics.

A total of 42 bulls were nominated for the 2022/23 breeding programme and 19 were selected – seven Angus (including one international link sire), seven Hereford and five Simmental.

Artificial insemination took place at Kepler in December and Lochinver in January.

The second cohort of calves were born last spring and measurements carried out at Kepler Farm at pre-calving/post-winter, calf marking, mating, pregnancy scanning and weaning. The AI-sired heifers from the first cohort will calve to natural-mate bulls and the steers will be processed for carcase and meat quality data, in 2023.

The next round of bull nominations for both the Beef Progeny Test and the Dairy Beef Progeny Test opens in June and breeders are encouraged to nominate their bulls into one or both of these Tests.

COMMERCIAL FARMERS INCLUDED

Last year, 10 commercial beef farmers were selected to take part in the INZB programme as a pilot and B+LNZ Genetics will be looking for another 10 this year.

The commercial farms are an important part of the programme and contribute to the accuracy of breeding values of stud bulls.

Those selected will provide accurate pedigree recording, assess performance of their stud bulls on farm, ensuring accurate information for heifer replacement selection and have the option to work with their bull breeders to make more rapid genetic progress. Farmers will also be able to benchmark their herd against others involved in the programme.

B+LNZ Genetics work alongside these

farmers to develop operational plans for data recording.

The plans are farm-specific and include information such as current recording practices, whether they would like to use AI as part of the programme, level of interest in DNA sampling and genotyping, what traits they would like to record as part of the programme and what assistance and/or training is required.

Angus stud breeders are encouraged to talk to any of their commercial clients who they believe would be willing to participate in and benefit from inclusion in the programme. Interested farmers need to submit an expression of interest and go through an appropriate selection process.

GENETICS LEARNING MODULE AVAILABLE ONLINE

A Better Beef Breeding online learning module has been made available on B+LNZ's Knowledge Hub. Based on the popular

workshops, these modules allow farmers and their team to upskill on breeding better cattle whilst at home and in their own time.

OTHER INZB OBJECTIVES

Other objectives of INZB are to create easy-to-use data collection and management tools and create a new approach to extension design with the goal of increasing farmer engagement across the beef industry.

The seven-year INZB partnership, supported by B+LNZ and the Ministry for Primary Industries' Sustainable Food and Fibre Futures fund, aims to boost the industry's profits by \$460m over the next 25 years. ■

For more information about the programme visit: blnzgenetics.com/informing-nz-beef.



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Selling at the Hauroko Valley Bull Sale,
Wednesday 31st May 2023, 2.30pm
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Sires of Sale Bulls



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MEAT PRODUCERS' CARBON FOOTPRINT

Low According to Study

Tim Fulton

A new study on greenhouse gas emissions suggests New Zealand is one of the lowest polluters among meat producers in the world, despite our distance from markets.

New Zealand is the world's largest exporter of sheep meat and an important exporter of beef.

The study by AgResearch scientists took a longer view and calculated the cradle-to-grave carbon footprint of beef and sheep meat produced in New Zealand and exported to different markets.

The researchers used sensitivity analyses to evaluate the effect of different Global Warming Potential (GWP) metrics, carbon sequestration by trees on farms and different allocation

methods at the processing stage.

Their research, published in Environmental Impact Assessment Review in January 2023, found the carbon footprint for the cradle-to-farm gate represented 90–95 per cent of the cradle-to-grave for both beef and sheep.

At the farm gate (not accounting for the sensitivity analysis studied), the beef results were influenced by the contribution of dairy beef, which showed a 34 per cent lower footprint than traditional beef.

Sheep meat had lower emissions than beef for the on-farm stage.

For GWP*, the estimated footprint values were much lower, especially for sheep, where the national flock decreased over the last 20 years. National data on net carbon

sequestration by trees within farms was significant and equated to 29 per cent of the total on-farm GHG emissions.

The meat processing stage contributed 2–4 per cent of the carbon footprint, while post-processing was 2–6 per cent. Despite the long shipping distances involved, New Zealand beef and sheep meat supplied to international markets had a full life-cycle carbon footprint at the lower end of other published estimates.

The researchers, Andre M. Mazzetto, Shelley Falconer and Stewart Ledgard, noted New Zealand is the world's largest exporter of sheep meat products globally and the sixth-largest beef exporter.

There are few specialised beef or sheep farms in New Zealand and usually, farms

DUE TO THE RECENT INCREASE IN DAIRY COW NUMBERS IN NEW ZEALAND, THE AMOUNT OF “DAIRY BEEF” SIGNIFICANTLY INFLUENCES THE FINAL PRODUCTION OF BEEF IN THE COUNTRY.

HIGHLIGHTS

- Cradle-to-farm gate represented 90–95% of emission from the cradle-to-grave boundary.
- The meat processing stage contributed to 2–4%, while post-processing was 2–6%.
- Different metrics for the short life of methane strongly influenced the final footprint.
- Carbon sequestration by trees within farms represented 29% of the total on-farm GHG emissions.
- Despite the long shipping distances, NZ beef and sheep meat have a low carbon footprint.

have both animal types, with grazed pasture providing over 95 per cent of the diet.

Due to the recent increase in dairy cow numbers in New Zealand, the amount of “dairy beef” (i.e. beef from culled cows, dairy calves and heifers) significantly influences the final production of beef in the country. Additionally, because New Zealand is isolated from many of its markets, it relies on shipping products worldwide, sometimes over considerable distances (e.g. up to about 20,000 km). Therefore, the researchers say, it’s important to understand the extent of GHG emissions throughout the various stages of the life cycle of New Zealand meat products, how it compares with emissions from other international producers, and the ability to reduce emissions.

Life cycle assessment (LCA) is a key methodology to account for product life cycle emissions (ISO, 2006). LCA is performed following systematic guidelines (ISO 14040 and 14044) and a set of established rules.

As science is constantly evolving and changing, new methods are being proposed to

account for specific life cycle stages.

Some of those new metrics and approaches are especially important for the livestock sector, such as allocation methods for meat and coproducts at the processing stage, accounting for the carbon sequestration in soil and trees on farms and the different metrics for Global Warming Potential (GWP) of methane (CH₄), given its short-life in the atmosphere when compared with other GHGs. ■

READ THE PUBLISHED RESEARCH HERE:

<https://bit.ly/3xoLoQY>

This research was jointly funded by the Ministry for Primary Industries, Beef + Lamb New Zealand and the Meat Industry Association of New Zealand; and the Beef + Lamb New Zealand statement on the research – which also features the use of GWP as an alternative metric for methane – is here: <https://bit.ly/3S1k04P>

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Ease of Calving
and Heifer mating**

THE TE ATARANGI ADVANTAGE

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- ✓ All our best bulls offered at our annual yearling sale
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- ✓ Our complete program (all 300 cows) is focused on ease of calving and heifer mating
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**120 Yearling Angus bulls at our Annual
On Farm Sale and Hybrid bidr Auction**

5th Sept 2023, 12.30pm






FARMERS FEELING SWELL WITH

Learn-to-surf Programme

Tim Fulton

There are a lot of excellent programmes helping farmers to stay physically and mentally fit.

One of the most successful of them gets farmers, family and friends off the earth completely.

Surfing for Farmers, born on the famous surf beaches of Gisborne, is now a fixture in 28 locations across 16 regions. Thousands of farmers around the country have taken part in the initiative since it began five years ago.

The programme runs for approximately 13

weeks, starting in December through to late March. Each meetup consists of a laid back surf lesson and surf session, followed by a yarn and a BBQ.

The programme is free and funds from sponsors help pay for all the wetsuits, boards, surfing tutors and BBQs.

Amanda Cave, a sheep and beef farmer at Ngatapa, near Gisborne, says there's a kind of transformation that comes from being in saltwater.

"When one goes surfing, whatever your

ability, a touch of alchemy happens. After encouraging the rest of our family to surf, I have finally put into practice what I preached."

Amanda says the professional coaching and fun environment to learn in that was offered by Surfing for Farmers continues to be a "game changer" in her life.

A bit wary of the pounding Gisborne surf initially, Amanda braced herself to feel the fear and pushed through it.

"To start off with it was that feeling of, 'Am I going to survive?' Now going out on the days

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DTC	CW	EMA	RIB	RUMP	RBV	IMF	SR	AP	HDT
-2.6	+83	+12.7	-0.1	-0.1	+0.1	+2.9	+\$154	+\$216	+\$143

20 SONS OF GOALKEEPER AVAILABLE THIS YEAR

OTHER SALE BULLS BY

Baldrige Beast Mode
Ben Nevis Metamorphic M51
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Totaranui Archie 15154
Merchiston bred yearling bulls

SALE DATE

7th June 2023
at 2.30pm
on Farm at Rata
and on BIDR

- 40 BULLS AVAILABLE FOR SALE -

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SEE CATALOGUE ONLINE - **www.merchistonangus.com**



Amanda Cave, Gisborne farmer and Surfing for Farmers participant.



Stephen Thomson, Surfing for Farmers founder and Gisborne rural real estate agent.

I feel comfortable and just enjoying being out there.”

Surfing’s hard to beat as a break off the farm, she says.

“It’s a great release; it’s transformational really, once you get in that water. It’s saltwater therapy. Even if you just paddle out the back and sit there, cleansing that mind space.”

Surfing for Farmers was launched in 2018 by Bayleys rural real estate agent Stephen Thomson and is now run by fellow board members Geoff Waite and Sarah Hickey.

The board recently appointed national

coordinator Sarah Shanks and has the help of many volunteers who give up their time to lead their local regions.

Stephen Thomson says it’s fantastic how Surfing for Farmers has grown.

“The satisfaction of seeing farmers grinning from ear to ear as they come in from surfing is our driver to do it all again, bigger and better,” he says.

Surfing for Farmers is supported by premium sponsors Ballance Agri-Nutrients, Bayleys, Beef + Lamb NZ, Jarden and Rabobank. ■

A BIT WARY OF THE POUNDING GISBORNE SURF INITIALLY, AMANDA BRACED HERSELF TO FEEL THE FEAR AND PUSHED THROUGH IT.





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COLLABORATIVE BUSINESS MODEL

Means PBB Success is Shared

Supplied by PBB

For more than 25 years Performance Beef Breeders (PBB) has been committed to providing leading solutions for the agricultural sector.

PBB was formed when AngusNZ and NZ Herefords joined forces, after both societies recognised the different beef breeds weren't necessarily in opposition and that both lacked much needed administrative and technological services.

After two years of development, PBB was established to create a unified voice and a one-stop-shop for the beef industry in 1996. Since then, powered by a passionate team of 17, PBB has grown to include 11 cattle breed societies, seven of which are shareholders.

PBB provides genomic testing, tags, design, accounting, and administrative services around New Zealand. A recent partnership formed with neXtgen Agri also sees PBB's

Sheep Improvement Limited bureau increase in capacity.

PBB's unique business model built on the ground-breaking collaboration between the breeds means that PBB success is shared.

National territory manager Ella Holland explains that every sale funnels back to the breed societies and is improving products and services for farmers.

"By supporting PBB you are helping

FOR PBB, 2023 IS THE YEAR OF OPPORTUNITIES. THROUGH NEW INDUSTRY PARTNERSHIPS IT AIMS TO CONTINUE TO PROVIDE NEW PRODUCTS THAT WILL ADD VALUE TO SHEEP AND BEEF OPERATIONS.

to support the future of farming. We are constantly looking for new products that can be solutions to your problems.”

Last year PBB worked with genomic partners Neogen to bring DNA testing portfolio Igenity to New Zealand commercial farmers.

Ella says it's going to be a game changer. It is an easy-to-use system that uses the power of genomics to rank cattle top to bottom on performance and profitability across 17 maternal, performance and carcass traits.

“Igenity helps remove the guess work out of replacement selection – giving commercial beef farmers more confidence in the genetic decisions they’re making.”

Igenity is designed for straight and cross-bred cattle of the following breeds: Angus, Red Angus, Hereford, Limousin, Shorthorn, Simmental and Gelbvieh.

All Igenity users are assigned their own dashboard where their herd can be sorted, comparisons made within herd and benchmarked against other herds in the

database undertaken. The dashboard also features a custom index builder and three pre-made indexes – maternal, performance and terminal.

Neogen’s manager of business development, Dr Pieter van As, says the custom index builder makes selection easy. It allows for selection pressure on multiple traits at the same time, depending on a producer’s breeding objectives.

“The Igenity profiles provide beef farmers with greater insight into a female’s potential fertility and performance without having to have a calf on the ground. This helps optimise selection decisions on-farm and can help pinpoint any weaknesses and strengths within a herd, leading to greater genetic gain and return on investment.”

He says the system also indirectly benefits stud farmers as commercial farmers can get better results from the bulls they have purchased. Knowing a female’s genetic merit can help a commercial farmer select a bull with complementary breeding values, resulting in calves with greater genetic merit.

For PBB, 2023 is the year of opportunities. Through new industry partnerships it aims to continue to provide new products that will add value to sheep and beef operations. ■

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over 60 years of breeding

WHAT CAN WE DO FOR YOUR BEEF BREEDING PROGRAMME?

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16

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Our Goals are to produce cattle that have:

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- Good Temperament
- Are Sound and Efficient producers of beef
- A good balance of EBVs

Yearling Bull Sale Friday 13th October 2023

For more information contact:
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BARBECUED STEAKS WITH BABA GHANOUSH & TOMATO SALAD



THE PERFECT RECIPE FOR A BBQ WITH FRIENDS AND FAMILY. SIMPLY COOK THE STEAKS, PREP ALL THE ELEMENTS AND ALLOW EVERYONE TO ASSEMBLE THEMSELVES. WAIT UNTIL YOU TRY THE SMOKY BABA GHANOUSH ... A DEFINITE WINNER!

INGREDIENTS

4 Quality Mark beef scotch fillet

Baba ghanoush

1 eggplant
1 garlic clove - *crushed*
2 tbsp finely chopped parsley
2 tbsp tahini
A pinch of ground cumin
2 tbsp lemon juice
2 tbsp olive oil

To serve

200g cherry tomatoes - *halved*
1 cup chopped mint leaves
1 tbsp white wine vinegar
3 tbsp olive oil
4 pita bread
¼ cup basil pesto
lettuce
a few mint leaves - *to garnish*

TO MAKE BABA GHANOUSH

1. Preheat barbecue grill.
2. Roast eggplant over barbecue grill or open flame, turning regularly, until it starts to collapse and the skin is quite black, about 15 minutes.
3. Set aside to cool.
4. Remove every bit of skin and discard, then very quickly rinse eggplant under cold water.
5. Press flesh with the back of a spoon or potato masher to remove excess liquid, or place in a colander to drain.
6. Chop flesh and place in a bowl with garlic, parsley, tahini and cumin and stir to combine.
7. Stir in lemon juice and oil.

TO MAKE BEEF

1. Heat a barbecue until hot.
2. Rub beef steaks with a little oil, season and place on the barbecue with a space between each.
3. Barbecue for 3 minutes on each side for medium-rare steaks.
4. Remove steaks to a warm plate and cover loosely with foil and leave to rest for 5 minutes.
5. Season as required.

TO SERVE

1. In a bowl, combine tomatoes and mint.
2. Drizzle over vinegar and oil and season to taste.
3. Plate steaks with pita bread, baba ghanoush, cos lettuce leaves and tomato salad.
4. Top with a little basil pesto.



Dave Emmerson, Bridget Meads, Anna Emmerson and Sharron Bennett



Scott Wright, Jane Allan, John Cochrane, Kendall Langston, Erica Halliday and Nancy Crawshaw.



Shian Bull sale.



Mike Smith, Neil Kjestrup and Andrew Powdrell



John Hammond, Ruaview Angus and Megan Ellett, PBB



Timperlea Stud



Angela Williams



Jane Allan and Lindsay Johnstone



Tieke Runga, Jake Pont and Elsie Law



Robbie Kirkpatrick, Kath and Phil McCallum



Woodbank Stud



OUT AND ABOUT WITH ANGUS



Charles Yule at Hallmark sale



McKenzie Sherson



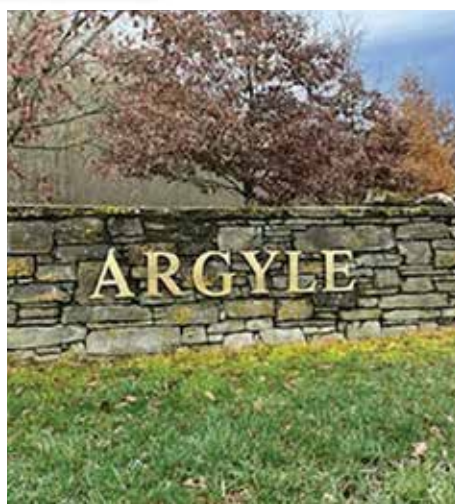
Kevin Friel



Mike Smith at Millah Murrah Angus



Kate Pont



Mike Smith, David Dodge,
and John Cochrane.



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MARLBOROUGH • NEW ZEALAND

ON-FARM BULL SALE

MONDAY 19TH JUNE 2023



PLEASE REGISTER YOUR INTEREST TO ATTEND

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From Deadly Clostridial Diseases

Bridget Sparks,
MSD Animal Health New Zealand

Cattle are no different from sheep in that young fast-growing cattle are at risk of death from clostridial diseases which are common and widespread in the environment.

Surprisingly, while vaccination with a clostridial vaccine is well embraced by New Zealand sheep farmers, vaccination of cattle is something that is less well adopted. Unfortunately, as a result of less farmers understanding the need for clostridial vaccination of cattle, we are hearing more and more of the unnecessary and costly loss of these high-value animals.

A recent example was the loss of 16 R1 Speckle Park beef bulls and steers on a Rangitikei farm. The cattle died suddenly over a 24-hour period five days after being yarded for drenching and castration. The cattle had been bought from the South Island five months earlier for finishing and no proof of clostridial vaccination existed. The dead animals

included both castrated and uncastrated cattle.

From post-mortem examination, Blackleg was suspected. While New Zealand lab cultures failed to isolate any *Clostridia* due to testing limitations, immunohistochemistry (IHC) testing in the United States showed one bull died due to Malignant Oedema and the other due to Malignant Oedema and Blackleg.

This is just one example of the devastating effects of clostridial disease. For another insight, read about Lumsden farmer Paul Waller's experience of clostridial disease when he lost nearly 30 young beef cattle out of 300 in one season – www.sheepvax.co.nz/covexin-10-farmer-testimonial.

SO WHY ARE WE SEEING MORE CLOSTRIDIAL DEATHS?

Better genetics are leading to increased livestock growth rates. We are also using different feeding regimes from historical ones, with more high energy diets. Fast growing/high

producing stock grazing new pastures, crops or supplementary feed are more vulnerable to clostridial disease and sudden death.^{1,2}

WHAT CAN BE DONE ABOUT IT?

Clostridial diseases strike rapidly and are almost always fatal. Vaccinating stock with a clostridial vaccine is best practice to avoid unnecessary losses due to clostridial diseases. It is important to remember that you must ensure a full vaccination course is completed as per label instructions (ensure two shots (sensitiser and booster), 4-6 weeks apart).

Made in New Zealand Multine®, New Zealand's leading five-in-one clostridial vaccine³ provides protection against the five most common clostridial diseases seen in New Zealand and is likely to provide the necessary protection for the vast majority of clostridial issues experienced on New Zealand farms.

However, if you are still seeing unexplained deaths following completion of a full five-

	<i>C. tetani</i>	<i>C. chauvoei</i>	<i>C. novyi type B</i>	<i>C. septicum</i>	<i>C. perfringens type D</i>	<i>C. perfringens type C</i>	<i>C. perfringens type B</i>	<i>C. perfringens type A</i>	<i>C. sordelli</i>	<i>C. haemolyticum</i>
Disease	Tetanus	Black Leg, Malignant Oedema	Black Disease, Malignant Oedema	Malignant Oedema, Enterotoxemia	Pulpy Kidney, Enterotoxemia	Enterotoxemia	Lamb Dysentery, Enterotoxemia	Enterotoxemia, Sudden death	Enterotoxemia, Malignant Oedema, Sudden Death	Red Water
Bacteria found in NZ	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Incidence of disease in NZ	Common	Common	Common	Common	Common	Not seen	Rare	Some	Some	Some
Multine	✓	✓	✓	✓	✓	X	X	X	X	X
Ultravac 5 in 1	✓	✓	✓	✓	✓	X	X	X	X	X
Ultravac 6	✓	✓	✓	✓	✓	X	X	X	✓	X
Ultravac 7	✓	✓	✓	✓	✓	X	X	X	X	X
Coglavax 8	✓	✓	✓	✓	✓	✓	✓	✓	X	X
Covexin 10	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

ACVM No's: A934, A11311, A9028. Schering-Plough Animal Health Ltd. Ph: 0800 800 543. www.msd-animal-health.co.nz
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THERE ARE A NUMBER OF CLOSTRIDIAL VACCINE OPTION, AND IT IS IMPORTANT TO UNDERSTAND THE DIFFERENCES BETWEEN THEM

in-one vaccination programme, talk to your animal health adviser about additional clostridial protection. Covexin® 10 is a 10-in-1 clostridial vaccine made in New Zealand and offers the most comprehensive clostridial protection available on the market today.
There are a number of clostridial vaccine options, and it is important to understand the

differences between them and the protection they offer. In the case of clostridial vaccines, more clostridial antigens (e.g., 5-in-1 vs 6-in-1, 7-in-1, 8-in-1, 10-in-1 etc.) is not always better. Choose a vaccine that has everything you need and nothing you don't and which has been made specifically for New Zealand conditions. ■

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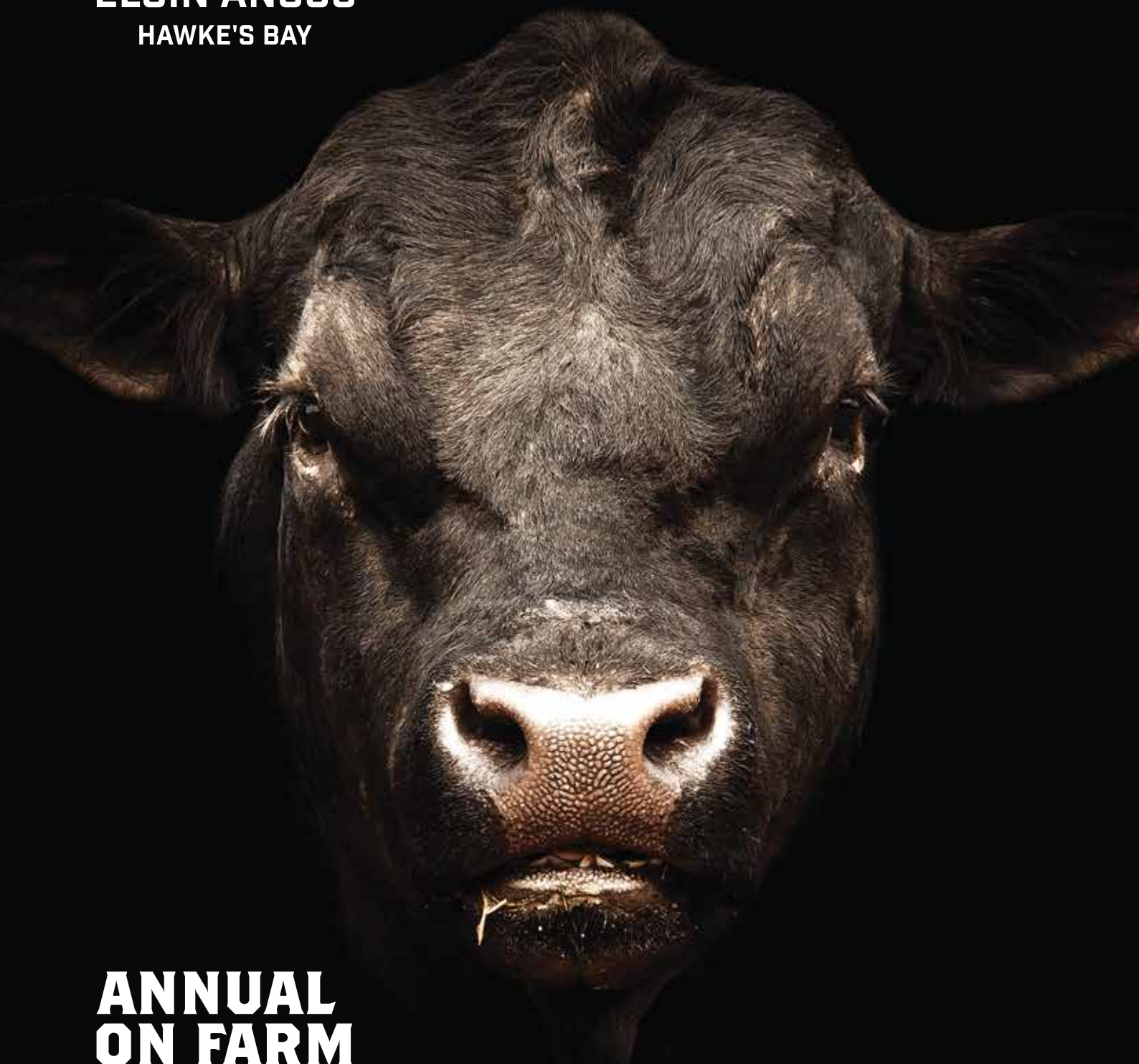
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Bill and Judy Austin.

ALL IN THE GENES FOR ULTRASOUND TECHNICIANS

Tim Fulton

For Bill Austin “it’s what is under the skin that matters”.

Bill’s farming career was nearly up-ended by Rogernomics in the 1980s. He and his wife Judy made it through the searing time and are now contemplating life after 37 years farming followed by 16 years of running a successful scanning business.

Bill and Judy started their farming career together in 1974 when they married and

bought five traditional Scottish-influenced Shorthorn cows. As the cow numbers increased, they started bringing in live bulls from Australia. Later they introduced American and Canadian bloodlines by AI.

When BREEDPLAN became available from Armidale University, the Austins had already been recording data through Massey University’s Beefplan programme. Staff at Armidale manually entered the seven years of

historical data onto the BREEDPLAN database. This meant Bill and Judy had higher EBV accuracies when the breed societies later adopted BREEDPLAN.

As soon as scanning became available in the 1980s, they adopted it. This meant with visual phenotype and accurate growth and carcass data the Shorthorn herd made real financial progress.

The couple exported semen to South Africa,

**UNTIL LATE LAST YEAR,
BILL AND JUDY OWNED
AND OPERATED AUSTINS
ULTRASOUND, ACCREDITED
TO ABRI AS A SCANNER AND
STRUCTURAL ASSESSOR.**

Brazil, Canada, Scotland and introduced the Polled Shorthorn gene into the Irish Shorthorn herd. Later embryos were sold to Scotland and Ireland.

Bill and Judy always enjoyed showing cattle at Christchurch Show: they say it was a great way to catch up with fellow breeders and have a break from the farm after lambing and calving. Bill has also enjoyed many judging appointments around New Zealand, Australia (South Australia Royal Show Adelaide, Victoria Royal Show Melbourne, and Queensland Royal Show Brisbane), Canada (Calgary Stampede and Red Deer), and Ireland (Royal Show Limavady).

Bill and Judy have both served considerable time on the New Zealand Shorthorn Council and have both been presidents at different times. Judy also served on the New Zealand Beef Expo Committee with a term as chairperson. Judy was also president of the Mackenzie A & P.

Until late last year, Bill and Judy owned and operated Austins Ultrasound, accredited to ABRI as a Scanner and Structural Assessor.

Structural soundness is a recently introduced trait for AngusNZ, taking into account the correctness and visual appraisal of an animal's feet, legs, sheath, and docility.

Ultrasound scanning has been quite a ride for the Austins, who took it up after farming in South Canterbury and making room for their children to enter the farming industry on their own accounts.

"Roger Douglas kicked us in the guts in 1984 along with the rest of our generation," Bill says.

Everything changed financially after the Labour government slashed subsidies. Loan terms fixed at 14.5 percent ran out after 18 months, and then catapulted to 21.5 percent.

"The overdraft went to 32 percent – and there was a lot of money on the overdraft as well as the mortgage."

Farming at Albury, Bill and Judy managed 4000 breeding ewes and 130 stud Shorthorn breeding cows plus replacements and other finishing cattle. They were soon forced to lay off staff and pare down to a husband-and-wife operation along with a young man.



Bill and Judy Austin at Addington Show Grounds with Broome Quality and the Meat and Wool Cup 1989.

“They were tough times. We couldn’t afford to pay shearers to do the ring and belly crutching so we did it ourselves,” Bill says.

The farm was summer dry and winter cold: 6 – 8 weeks of ice skating outdoors was the norm in the 1950s to the late 1970s.

Bill and Judy had to grow a lot of winter and summer feed to manage the short growing seasons. To help with the summer dry, the couple were the first to trial the growing of Tall Fescue. This change gave the farm a huge lift in dry matter production by extending the grass growing seasons. The other huge benefit of growing Tall Fescue was the elimination of grass staggers, a major problem in those days.

By the early 2000s, the Austins were looking at succession options as family members started to come home. By this time Bill and Judy had bought another property the same size, after buying and selling “bits of ground and taking a capital gain”. It meant there was now room for two families to farm; daughter, Susan, taking over one farm and son, James, taking over the other.

Looking for work of his own, Bill took a job at a seed cleaning plant for three months, until a day spent assisting Wayne McLaren, a pioneer of ultrasound scanning in New Zealand.

“We had used his services for years and I had the day off to help with the scanning of the Shorthorns that our son had taken over.”

Wayne suggested that staying in a seed cleaning plant would not be fulfilling for Bill and perhaps scanning would be a better option. Three months later Wayne gave Bill the opportunity to learn the scanning business.

“Wayne came down to Albury and showed me how to scan, I got up to speed, went across to Armidale and did the exam and the rest is history really,” Bill says.

Wayne mainly scanned for his South Island clients and employed Stuart Robertson to cover the North Island. For the first year Bill sub-contracted to Wayne, using his gear, but Wayne then signalled he wanted to retire, so Bill and Judy bought the business. Stuart stayed on for another year, covering the North Island clients during the peak season. Considering their options, with Stuart weighing up life with his partner in Australia, Bill and Judy decided they “liked being busy” so took up the North Island work themselves the following season.

The business grew rapidly as ultrasound scanning became routine and it was only five



*Bill and Judy Austin scanning Angus heifers with Blair Smith
Fossil Creek Angus.*

BILL HAS ALWAYS ENJOYED DISCUSSIONS ABOUT BREEDING AND THE VARIOUS OPINIONS THAT FLOW FROM THOSE CONVERSATIONS.

years ago that the Austins sold their North Island business. Bill says one of the biggest changes in his 16 years of scanning was the number of commercial clients using ultrasound to select for top-end carcass production – “scanning their replacement heifers and culling them – in or out, on the scanner”.

Bill’s a great believer in science and the value of EBVs and says the market is “rewarding those who use them well”.

“In the market today we’ve now got premiums being paid for quality beef and if you’re in that quality beef end of the market there are very big financial incentives in the meat industry. And it is consumer-driven.”

Bill has always enjoyed discussions about breeding and the various opinions that flow from those conversations. Yet, for all the

conversations he’s had over the years, he stands by the adage that “Everyone is entitled to an opinion, but science is not an opinion. Science is an observable and replicable fact”.

When it comes to cattle, he says a stud breeder is no longer in the position to decide what an animal should look like, for the meat industry to then process and market with no input.

“Now, the consumer says I will pay twice as much for a highly marbled steak. And if the stud breeder doesn’t understand that, then he’s on a short time-fuse of staying viable.”

This is not a criticism of stud breeding per se – it’s a reflection of what the market is willing to pay, he says.

“As one example, a client was killing cattle on the Silver Fern EQ grade, when there was



Judy and Bill Austin, at home in Rolleston, central Canterbury.

a 30 cent premium. They were averaging between 15 and 20 per cent hit-rate with a truckload of cattle. We scanned their bulls and chucked out those that didn't have suitable EBVs for that market, got them on to buying bulls with suitable EBVs, then we started scanning their heifers. The heifers had a cut-off point for IMF and rib fat, to be in or out of the herd.

"Now, in the last three years, they have been achieving a 95 per cent-plus hit rate. So, I firmly believe it works – and it's not just this one client."

The opportunity is there for anyone, from a small, family operation to a massive operation like Mount Linton, where Bill could scan between 1000 to 1300 heifers a year.

"Probably 20 to 30 per cent of our scanning business was commercial people who understand EBVs. And they don't buy bulls just on looks," Bill says.

Highly respected Dr Roger Hunsley, former animal science professor at Purdue University

USA, former CEO of the American Shorthorn Association and a visiting Lecturer at Armidale University in the 1980s, was a respected mentor of Bill. Bill spent time with Roger when he was negotiating to take BREEDPLAN to America. Roger's comment to Bill was, "In 20 years' time we might not like the look of the most productive and profitable cattle in our herds."

A farming career of breeding cattle immersed in genetics, followed by 16 years involved with the scanning of breeding cattle the length of New Zealand "has fulfilled our passion for genetics," Bill says.

Judy agrees.

"Great cattle and great people have made our lives in the beef industry truly memorable," she says. "It has been an honour and a privilege to work on client's properties with them and their breeding cattle. Meeting our clients and listening to their various breeding philosophies has been greatly appreciated and enjoyed." ■

Observations that Bill and Judy often talked about while driving:

"Tradition can be a powerful handbrake."

"Perfection is unobtainable but increased performance and profitability is achievable."

Some advice given to Bill and Judy when they first started on the road:

Heading to Bruce Bay, South Westland, was to make sure we had plenty of insect repellent: "The mozzies were as big as flies!"

Memories:

Murphy's Law. New cattle yards at a few places as soon as we sold the North Island business. Following the grader removing snow off the road from Winton to Mount Linton: "Arriving at the yards, snow was windblown and piled up against the side of the yards. Our lives were saved by some great friends in Winton who let us use their spa bath that night that helped get some warmth back into our bodies."



Bill Austin Structural Assessing Bulls at Neil and Rose Sanderson's Fossil Creek Angus.

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BEEF SHIN RAGU



THE ITALIAN WORD 'RAGÙ' MORE OR LESS MEANS A MEATY SAUCE FOR PASTA (BOLOGNESE IS A TYPE OF RAGÙ). THIS BEEF SHIN VERSION IS A LOVELY WAY TO MAKE A RICH, FLAVOURSOME SAUCE USING A VERY ECONOMICAL CUT. I LIKE THE WAY THE MELTINGLY TENDER CHUNKS OF MEAT ADD A GREAT TEXTURE TO THE SAUCE TOO. THE SAUCE FREEZES WELL SO IT'S EASY TO WHIP UP A QUICK MEAL ON A WEEK NIGHT, OR YOU CAN USE THE SLOW COOKER FOR THE RAGÙ DURING THE DAY AND COOK THE PASTA WHEN YOU GET HOME.

BEEF

800g Quality Mark beef shin
 2 tbsp butter
 1 onion - *finely chopped*
 3 garlic cloves - *crushed*
 2 celery stalks - *finely chopped*
 2 carrots - *finely chopped*
 2 tbsp oregano - *finely chopped*
 3 tbsp tomato paste
 2 anchovy fillets - *chopped*
 1 cup red wine
 2 cups beef stock
 1 bay leaf

TO SERVE

pappardelle
cook according to packet instructions
 Parmesan cheese - *shaved*

TO MAKE RAGÙ

1. Preheat the oven to 150°C.
2. Season the beef with a little salt and pepper. Heat a dash of oil in a large frying pan over a very high heat and sear the beef to brown all over (you may need to do this in two batches). Set the beef aside.
3. Reduce the heat to medium, add the butter and another dash of oil to the pan and cook the onion, garlic, celery, carrot and oregano for about 7-10 minutes until the vegetables are soft.
4. Add the tomato paste and anchovies and cook for another few minutes. Add the wine, turn up the heat and let it bubble for 30 seconds. Add the stock and the bay leaf.
5. If your pan is ovenproof, add the beef and its juices back to the pan and cover with the lid or, transfer everything to a covered casserole dish.
6. Bake in the oven for 3 hours, stirring a couple of times to ensure the beef stays mostly covered with liquid.

TO SERVE

1. Remove the meat with tongs and place on a clean board. Remove and discard the bones and pull the beef into chunks with two forks. If necessary, at this point you can simmer the sauce in a saucepan on the stovetop to reduce and thicken it.
2. Add the meat back into the sauce, taste and season as required. Spoon the meat sauce onto the hot pasta and sprinkle with grated Parmesan and chopped parsley.
3. Serve with a side of green salad.

TO SLOW COOK

Slow cooker option:

At the point when you have added the cooked beef and its juices back into the pan, transfer everything to a slow cooker and cook on high for 3-4 hours or low for 6-8 hours.

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Photo: Cattle Yards at Stokman Angus, Rotorua



Mark Stokman



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INFORMATION FLOWING THROUGH NEW CHANNEL



KATE PONT

It was almost 12 months ago when the AngusNZ Board decided to survey its members and get their feedback on how we could serve our membership better.

A really key and resounding message from that survey was people wanting more information. Both old and new members wanted an easier way to access the huge number of different things that help us in our quest to breed that perfect cattle beast. And before I go any further, we owe a huge thank you to our members who took the time to contribute – it would be a challenge to grow anything without this. From the feedback, an idea was born.

After much research and many discussions around social media and how people best like to receive information, we decided to start videoing everything we do on farm and in the office. Our first attempt was to film an embryo transplant programme as it happened – the what, the why and most importantly the how much money!

Now, in my normal life I am usually the annoying guy asking a million questions, so it was so much fun for me to be able to do that with free rein. It was a really great day and it got everyone excited about how far we can take this project.

In early February we teamed up with Gallagher to see how their technology can help us on farm to save time, labour – and again that all-important money.

As I write this, we have plans to video calf tagging and weighing at birth, the ins and outs of DNA and SNP testing, how to collect and record data easily and accurately, how to then send that information to registry in a way that is both simple for us to send and for them to receive.

I can also see this spreading throughout breeders, talking to old and new on different challenges they've faced and how they have overcome them and how they hope to leave their stamp on the beef industry.

As an offshoot of all of these things we hope to create healthy, respectful and varied discussions and build a culture of sharing and growing together. First and foremost, it's about education – for the learner and teacher.

We have so many more ideas on where this new path might take us, and we would love to hear from anyone who is willing to share their thoughts on what we could look at next. We have amazing people within this industry with so much knowledge that we can readily tap into, so I'm really looking forward to getting that out and sharing with everyone so together we can be world leaders in the beef industry. ■

✉ kate@angusnz.com

📷 [instagram.com/generationangus](https://www.instagram.com/generationangus)



Kate working with the Gimbal.



BULL SALE

THURSDAY JUNE 1ST 2023 AT 4.30PM

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32

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With Fertility Testing

A growing number of commercial farmers are testing sire fertility before mating, according to the South Island's largest reproductive service company.

Based near Rangiora in North Canterbury, Xcell Breeding Services specialises in cattle, sheep, deer, and goats.

It is the largest provider of sheep and beef AI and reproductive services in the South Island, and provides customised services for semen and embryo collection.

Semen evaluation and fertility testing can eliminate sires with less-than-satisfactory breeding potential.

"It's something we've always encouraged as a responsible service," says Xcell Breeding Services managing director Greg McKay. "People can identify bulls that are of concern prior to mating, picking up any problems before they occur."

It's no longer just studs doing that testing. Commercial beef farmers' use of AI services is increasing across the board as farmers seek out top-quality genetics.

The cost of buying bulls has potentially

been a factor and many commercial farmers are looking at their options, McKay says.

"They're looking at an alternative and that alternative is AI: they can utilise an AI programme pretty effectively for a large number of cows – and access bulls they normally wouldn't be able to have access to. That's been quite a growth area in our business and it's easily accessible for them."

Semen collection and evaluation using electroejaculation is used worldwide for obtaining a semen sample and is part of Xcell's procedure to demonstrate normal reproductive ability.

THE EVALUATION CONSISTS OF:

- Palpation and examination of the testicles; the testis should be firm, equal in size with no palpable abnormality and have scrotal diameter in keeping with industry standards.
- Examination of the penis and sheath for any apparent abnormality, e.g. sores, lacerations, abscesses, hair rings, warts, corkscrew, penile frenulum, scar tissue,

or signs of damage. During stimulation the penis must extend from the sheath, straight in the midline of the bull.

- Microscopic evaluation of a semen sample for motility (the percentage of live sperm within the sample), and morphology (the percentage of normal vs. abnormal sperm within the sample).

All the above information is considered and where there is any departure from normal, the sire is either failed outright or re-evaluated at a later date.

Established in 1996, Xcell's purpose-built facility at Woodend has bull, ram and buck export qualified housing. The laboratory, semen and embryo storage and despatch is all on site.



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Environmental

We know that environmental law and regulations are changing rapidly. We are up to speed and understand the implications for the rural sector. We'll help you navigate the planning framework and resource consent requirements of day-to-day operations – water, nutrients, discharge, land use and earthworks – as well as large scale issues such as expansion and climate change considerations.



Succession

Our deep understanding of your business and empathy for your family's specific needs means we can support you with robust succession planning, and ensure a smooth transition of your business to the next generation.



FARMERS THRIVING DURING TIMES OF CHANGE

—Key Things You Need to Know



JAMIE ROBINSON
SENIOR ASSOCIATE,
DUNCAN COTTERILL

Environmental rules and regulations are changing rapidly, and it's easy to feel 'legislation fatigue' as rural operators diligently keep on top of all the developments.

As a spotlight continues to shine on the environmental compliance of rural communities, it's worthwhile for farmers to take a moment to assess their own compliance with the most recent changes, and to ensure that they're aware of upcoming legislation that may affect them.

FRESHWATER REFORMS

As many operators will be aware, the wider provisions associated with the freshwater reforms (including National Policy Statement for Freshwater Management 2020, National Environmental Standards for Freshwater 2020 and the Resource Management (Stock Exclusion) Regulations 2020) came into force in September 2020. In particular, those reforms introduced controls on intensification or conversion of land use (i.e. increasing irrigation area, changing to dairy support), upper limits on synthetic nitrogen, and increased restrictions on stock access to wetlands and streams.

In December 2022, changes to the Essential Freshwater 2020 were introduced, all of which have effect from 5 January 2023.

The key changes for you to be aware of are as follows:

DEFINITION OF 'WETLANDS' CLEAR AS MUD

The definition of "natural wetland" has been replaced with a new definition "natural inland wetland". The earlier definition had been subject to several Environment Court decisions, with uncertainty over its implementation. The replacement definition means that a "natural inland wetland" is essentially the broad Resource Management Act (RMA) definition of a "wetland", but with a clear list of exclusions. Under the National Environmental Standards – Freshwater (NES-F) an area of land, which may exhibit wetland characteristics, is not considered a natural inland wetland if it:

1. Is within an area of pasture used for grazing; and
2. It has vegetation cover of more than 50 per cent exotic pasture species (as specified on the list included in the NES-F)

Unless the wetland is a location of a threatened species.

Where the above exclusions don't apply, or the wetland is home to threatened species, then the NES-F rules apply. These are onerous and may

WE STRONGLY RECOMMEND RURAL OPERATORS CHECK THEIR PROPERTY ON THE MAPPING TOOLS, TO UNDERSTAND WHAT AREAS ARE AND ARE NOT CAPTURED BY THE REGULATIONS. IF THERE ARE ERRORS, THE MINISTRY FOR THE ENVIRONMENT IS LOOKING TO EXPLORE FURTHER REFINEMENT IN 2023.

impose requirements for landowners to obtain resource consent.

Whether these amendments make it any easier for farmers to identify what is and isn't a "natural inland wetland", preferably without the need to obtain expert ecological advice, under the NES-F remains to be seen. What this means in practice is a need to be aware of wet areas on farm—including from springs, near rivers or landform depressions which capture overland flows. If those areas are predominantly introduced pasture, the rules generally will not apply. However, where those areas have native plants present, it will be important to take a closer look. Wetland protection is a hot topic, and one to watch very carefully to ensure you are meeting your obligations.

STOCK EXCLUSION REGULATIONS AND ACCURATE MAPPING OF LAND

The Stock Exclusion Regulations (Regulations) use a mapping tool to identify areas where beef cattle and deer must be excluded from water bodies, starting from 1 July 2025. Concerns had been raised by many landowners that the mapping tool was incorrectly capturing some land, and the amendments are intended to address this.

We strongly recommend rural operators check their property on the mapping tools, to understand what areas are and are not captured by the regulations. If there are errors, the Ministry for the Environment is looking to explore further refinement in 2023.

INTENSIVE WINTER GRAZING COMING NEXT WINTER

The delay in the introduction of the Intensive Winter Grazing (IWG) provisions means that these are just starting to bite. Having come into force on 1 November 2022, the upcoming winter are the first governed by these national standards. To prepare, rural operators should ensure they have assessed their operation against the permitted activity rules (Beef+Lamb New Zealand have a helpful checklist). Be mindful of the 1 May 2023 deadline to have applications for resource consent (where compliance with permitted activity rules is not possible) lodged with the relevant regional council if necessary.

REPLACEMENT OF THE RMA

The government has announced its intention to replace the Resource Management Act with three

new pieces of legislation, one of which is the Natural and Built Environment Act (NBE), currently in Bill form.

This proposed legislation is still someway off coming into force, but key proposed changes to be aware of at this stage include:

- The introduction of environmental bottom lines, which act as outcomes and limits to inform decision making. It's a shift in focus from "managing adverse effects", to "promoting positive outcomes".
- Reduced planning documents, with a single NBE plan for each region.
- Removal of existing use rights (EUR), which may be particularly relevant to operators that are relying on EUR for spraying and cultivation in areas of indigenous vegetation.
- Stronger compliance and enforcement provisions, including a prohibition on insurance to cover court-imposed fines, increased financial penalties, and the ability to have a resource consent revoked.

There were many legislative changes throughout 2022 which the rural community has had to navigate while keeping the economies on-farm in the black. This year is going to be no different, with various rules and regulations coming into force over the coming months.

SO WHAT CAN FARMERS DO TO PREPARE NOW?

- Consider potential wetlands. Are they fenced? Are they predominantly exotic pasture, or is there a fair bit of native vegetation present?
- If waterways on farm aren't already fenced, check the mapping tool to understand where the regulations will apply (see <https://bit.ly/3ZV2eUJ>)
- Be surrounded by knowledgeable people. Is the farm adviser or environmental lawyer across these changes, and understand the local and regional variances? Has good advice been obtained about the upcoming winter grazing season, and whether resource consent is or isn't required?
- Have great systems. Know where the potential compliance issues are (waterways, wetlands, feed pads, winter grazing) and ensure the entire team is aware of how to manage these risks.
- Invest in upskilling managers and staff. An educated team (and regular infrastructure maintenance) is the best protection against future non-compliance.

The changes set out in this article illustrate that environmental compliance and on-farm risk management is more important than ever, therefore contacting a farm advisor or environmental lawyer is crucial to eliminating unwanted surprises and keeping rural operators focused on what's important—a thriving business. ■



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Waikanae beach Gisborne, 10 days after Cyclone Hale in mid January 2023.

Lessons Need to Be Learned From Fragile **EAST COAST'S DOUBLE DISASTER**

Tim Fulton

Visiting the East Coast in the middle of January, my 15-year-old son Alex and I lapped up the change of scenery from home in North Canterbury.

We did the coastal State Highway 35 in the second half of January and loved the experience.

After an enjoyable stop at Wi Pere Trust farms near Gisborne, a local Surfing for Farmers group took Alex for a surf. I was truly happy to watch.

Next day the boy then shot his first deer, courtesy of Sean and Jodi Brosnahan from Resurgam Angus, who hosted at their Waikura

Valley property, far from anywhere up near East Cape.

I managed some journalistic advocacy on this trip too, visiting ex-All Black Andy Jefferd, who is leading a call for the rebuilding of the Tokomaru Bay wharf. Andy is pleading for regional investment, as a trigger for tourism and stronger communities across the Coast.

We arrived in the area not long after Cyclone Hale swept through and the region was beaten up: slumping roads, paddocks smothered by silt and forestry slash.

But if Hale was brutal, Gabrielle a couple of weeks later was cataclysmic.

Writing now, as the aftermath of Gabrielle unfolds across the North Island, it's hard to imagine how people can stomach so much repeated devastation.

But people do get up again. In time, something productive will emerge from the despair of this disaster. And that unexpected windfall could be stronger infrastructure for regional New Zealand as climate change takes hold.

Regional roads, communications and government services have decayed for ages, leaving us with a country literally clinging to rooftops as the water rises.



Alex Fulton visiting Waikura Valley.

IT'S TEMPTING TO SLAP FORESTRY WHENEVER SLASH GOES TUMBLING, BUT EASTLAND WOOD COUNCIL MADE A FAIR POINT WHEN IT NOTED THAT PREVIOUS GOVERNMENT REVIEWS OF STORM DAMAGE ON THE EAST COAST RECOMMENDED TREE-PLANTING TO STOP EROSION.

As a first-term district councillor in the Waimakariri district in North Canterbury, I'm starting to appreciate the work that goes into maintaining infrastructure.

I'm also seeing the confidence that comes from managing a disaster rebuild (the 2010-11 Canterbury quakes) and laying the groundwork for the next big rumble.

It's easy now to say that a community in crisis took an opportunity but eventually, cries of individual hurt turned into a co-ordinated response.

On the East Coast, including Hawke's Bay, perhaps now the arms of industry and government will take serious action to protect communities against the ravages of reckless enterprise, like misplaced and mis-managed forestry.

After Cyclone Hale, Federated Farmers told emergency management authorities and government ministers that slash contributed significantly to the damage and would need to be part of the brief provided to an inquiry team.

Echoing this, an Anaura Bay resident started a petition, calling for local and central government to do more to reduce erosion, sediment and forestry slash from entering waterways.

It's tempting to slap forestry whenever slash goes tumbling, but Eastland Wood Council made a fair point when it noted that previous government reviews of storm damage on the East Coast recommended tree-planting to stop erosion.

"Planting trees was a good decision that prevented a much worse outcome," Eastland Wood Council chief executive Philip Hope said. "Today, however, we know that with the weather, we are going to have some land that is unstable and the best solution there is permanent native cover."

That conclusion felt a little narrow, considering the number of possible land uses for this vast tract of country.

By early February, sector groups and government entities had met in Gisborne. A working party would draft terms of reference for a review, including scope, timeframe and reporting expectations to the Tairāwhiti community.

Federated Farmers national board member and Meat and Wool board chair Toby Williams said farmers were also looking at improving their own practices and were already implementing improvements.

Rau Tipu Rau Ora co-chair Selwyn Parata, who is also chair of Te Rūnanganui o Ngāti Porou, said the iwi also supported the independent review.

"It needs to be one that is focused on learning from the past, using the best

expertise, knowledge and skills we collectively have to identify the most appropriate land use options going forward, that support the wellbeing and prosperity of our people, our whenua and Taiao," he said.

Mayor Rehette Stoltz, the co-chair of Rau Tipu Rau Ora, said ultimately council was the regulator and had to make sure a fine balance was struck.

East Coast MP Kiritapu Allan said it was encouraging that organisations were cooperating towards a solution.

"[It's] great that the various interest groups and stakeholders can sit together, not point the finger at each other, and focus on a way forward to meet the needs of the people and communities of Tairāwhiti."

Allan called for an immediate call to action to plan for the next inevitable severe weather event, identifying at-risk land blocks, forestry blocks, waterways, and roads at risk, and to all work together to mitigate and minimise the region's risk exposure.

Stuart Nash, the minister for forestry and economic development, felt a big challenge facing the industry was building trust and confidence from communities.

"Since 2018 the industry has done a lot of work to improve its practices, liaise with stakeholder communities, and contribute to the clean-up of slash," he said. "The problem is that nobody outside of the industry and the people in this hui, know about it."

Minister Nash may be right about improvements by the forestry industry but people generally believe what they see. To that extent, the carnage of woody debris after Cyclone Hale will have done little to convince people that the industry is doing enough to protect the community.

Toby Williams at Federated Farmers was one who challenged the idea that the industry is learning lessons. He told the Gisborne Herald it was not always anyone's fault when slopes fail.

"But if skid failure, temporary trails in logging areas...then we have to ask questions about the practices that were supposed to have changed after the devastation of the 2018 storm."

Forestry must prove itself to be a willing participant and partner in this latest inquiry into sustainable East Coast industry – and the same goes for government and other primary industry. With the East Coast already so fragile, the heart and soul of the region is at stake. ■

Footnote: The government is now mounting a ministerial inquiry into East Coast forestry.

WEALTH OF EXPERTISE IN FLOOD RESPONSE

Supplied by FMG

The impact of the recent flooding on the East Coast has been devastating for many and the Insurance Council of New Zealand is calling it “Aotearoa New Zealand’s largest climate event”. Such times are what FMG was created for 118 years ago – responding in challenging times to help our members and clients get back on their feet.

In those initial stages the safety and wellbeing of our people is our number one priority, FMG’s Head of Client Strategy & Advice Services Stephen Cantwell says. “It’s about helping the worst affected, those left homeless for example to get into accommodation and closely monitoring the most vulnerable and helping where we can,” he says.

FMG is only a phone call away and along with FMG Connect our online offering, claims can get underway quickly. When it’s safe to do so, our assessors are on the ground helping to organise repairs.

“We’ve got 118 years of experience dealing with these types of events and know what is required.

“This knowledge feeds into our being an advice-led insurer which sets us apart from the rest. We understand that preparing for any disaster situation can help build resilience and

help avoid the most severe impacts.”

Having a good at home preparedness pack is important – see getready.govt.nz for details on this. Having food, drinking water, warm dry clothing and some form of communication is critical in those initial stages.

On-farm there are some critical things to remember that can lessen the impact of these types of events.

Clear fences and paddocks of debris regularly.

- Ensure waterways are kept clear (check regulations on what, how, when to do this) especially near culverts and bridges.
- Get a generator on-farm and make sure the sheds and home are wired to be able to use it (also good to test run it regularly) this will prevent losses to stock water that relies on pumps as well as protect the meat in the freezer and keep the showers hot!
- Make sure feed and vehicles are stored out of flood prone paddocks.
- When buildings are nearing end of life, consider rebuilding out of flood prone areas.

“Preparing for the worst puts you in a good place to bounce back quickly when the worst

happens. That’s where our advice can have a positive impact. FMG is here to help you manage the risks you face so you can get on with life and have peace of mind that you’re covered should anything go wrong.”

Stephen says, as New Zealand’s oldest and largest rural insurer, FMG understand rural risks better than most with access to a unique set of data and insights. “This provides us with a wealth of knowledge that we share with you to assist you with building more resilience,” he says.

“Advice is an integral part of what we do as a mutual focused on being here for the good of the country. Being New Zealand-owned and operated ensures that we make decisions based on what’s good for rural New Zealand. Our goal is to reduce disruption for our clients and in doing so, assist you in achieving your goals and aspirations.” ■

This article was supplied after Cyclone Hale and before Cyclone Gabrielle.

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Andy and Sally Jefferd are at home in Wainui, Gisborne, with a gift from sculpture Johnny Turner. The piece is to be installed at Tokomaru Wharf once it's rebuilt.

HISTORIC WHARF RESTORATION

Buoyed by Ex-All Black

Tim Fulton

Finding \$7m to rebuild Tokomaru Bay wharf is much more than a heritage project for Andy Jefferd.

It's a re-connection to his farming ties to the district.

He and his wife Sally moved out of Tokomaru Bay in the mid '90s when they sold up and went farming at Ngatapa, closer to Gisborne.

While they're now out of farming completely, enjoying Gisborne's beach lifestyle at Wainui, Andy's heart is firmly in Tokomaru Bay where he grew up and became an All Black in the late '70s and early '80s.

He still has a brother farming at Tolaga Bay and a fair number of old mates up that way from his rugby days, when he wore the black

jersey while representing East Coast. The wharf, while even then past its heyday, was a symbol of a strong community in and around Tokomaru Bay.

The wharf is listed Category 1 with Heritage New Zealand and was critical to life in and around Tokomaru Bay.

"It was a town of 5000 people at one stage, with the freezing works and the wool store," Andy says. "Meat and wool was exported direct from Tokomaru Bay, straight out to the ship waiting out there. It's a real treasure of this district; a real taonga for New Zealand. And in New Zealand we're not very good at retaining beautiful old buildings and infrastructure."

Heritage New Zealand says the wharf is

believed to be the longest reinforced concrete wharf and jetty in an open roadstead in the Southern Hemisphere. When it was built it was considered "daring to have attempted such a structure in an open dynamic marine situation rather than within a protected harbour".

Several technical and design details ensured the structure was sufficiently stable and strong enough to withstand storms and large swells.

"The wharf served the rural community for nearly 40 years as the main route for incoming supplies, machinery, fuel, fertiliser and grain seed and for export of produce such as fattened and store livestock, maize and butter."

Andy counts himself lucky to be involved with fundraising for the wharf. He got involved



Usual work fixing up the wharf.



Andy Jefferd, wearing a tie, home from boarding school lining up for a running race.

RESTORING TOKOMARU WHARF WOULD GIVE EAST COAST TOURISTS A REASON TO STOP IN THE BAY, GENERATING INCOME AND SUSTAINABLE JOBS IN THE AREA.

after offering to help organise a fundraising concert and auction for the area. Once he pulled off that job he was quickly roped onto the Tokomaru Bay Heritage Trust, which has been fundraising for the wharf for the past 10 years.

A group of trustees, most of whom still live in the bay, have been working away steadily on the project for all this time.

"It's one of the luckiest things that's happened to me because it's given me a real connection back to the coast...But aside from that, I wouldn't be doing it if I didn't have belief in it."

Engineering firm McConnell Dowell, which is upgrading Gisborne port, has estimated the

wharf restoration cost at \$7m.

A local farming family trust has committed to donate \$400,000 if the trust is able to meet the balance of the costs and the Lotteries Commission indicated it would give \$250,000 if other funders meet the shortfall.

The wharf-owner, Gisborne District Council, has indicated it doesn't have the money for the repair, while the Provincial Growth Fund turned down the trust's application.

Encouragingly, Trust Tairāwhiti recently gave the trust \$25,000 to appoint a professional fundraiser.

It could all come down to whether central government will make a major contribution, Andy says.

"You look at the books that Grant Robertson comes out with; there's been a lot of money there. I know there's been the pandemic and that tourism's come down a lot but it just doesn't stack up to say the money's not there."

Restoring the wharf would give East Coast tourists a reason to stop in the bay, generating income and sustainable jobs in the area. This could then trigger investment in other East Coast projects.

"We need jobs up the whole of the East Coast and that would solve a lot of problems. If we could get just 10 jobs in each of the

townships up there...it would make a huge difference."

If anyone needs proof of the value of repairing an old wharf, just look at the benefit to Tolaga Bay, Andy says.

"It's a real drawcard, there's no question. It brings wages in, the local food outlets benefit – it just creates a whole lot. It's a huge investment in the whole of Tairāwhiti."

Andy has no doubt that the hundreds of coastal kilometres from Gisborne to Ōpōtiki is a great New Zealand road-trip in the making.

"In 2050 it's going to be an absolute iconic journey. Now, I know that's quite a long way ahead but I think government and local authorities need to be planning more, to have the vision for the future."

At the very least, the existing Tokomaru Bay wharf needs attention, if only to prevent the structure from falling into the sea and becoming an environmental disaster.

"I think they won't be able to leave the broken piles and the broken concrete in the sea because the local iwi will say, 'No, it's impacting on our kaimoana (seafood) and it's not the right thing to do.'"

But getting the wharf properly done up will do a lot for the physical and mental wellbeing of the people of the East Coast, Andy says. ■



Tokomaru Wharf 2022.

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Wairarapa National Angus New Zealand Conference and Ward Tour

BREEDER PROFILES

1 GLANWORTH ANGUS STUD

Shaun & Fi and Joe & Lea Fouhy

Glanworth was founded by the late Thomas Fouhy in 1892 and developed out of large standing native bush. Four generations on it's now run by Shaun, Fiona and their three children, Thomas (7), Isla (5) and Harris (3).

The property now covers 1000 hectares and ranges in contour from flat to steep hill and is run primarily as breeding and finishing farm. Along with the cow herd, the property also runs a Romney ewe flock and incorporates a trading component.

Glanworth Angus stud was founded by Shaun's late grandfather, Pat, in 1952. Performance recording began in 1962. In 1967 Waigroup Angus was formed in conjunction with the Pinebank and Shalom herds. The initial breeding focus was around fertility, low/moderate birth weight, early growth, soundness and temperament. In later years an increased emphasis has gone on growth and carcass quality to ensure the cattle are delivering what the market requires. Sires were initially sourced from within Waigroup herds but more recently outside bloodlines have been used mainly through AI, this has helped benchmark the Glanworth cattle's performance.

Glanworth now calves 280 cows including 2YO heifers. The herd is run as commercially as possible and are expected to groom pasture to optimise sheep performance and production.

Shaun & Fi Fouhy: P 06 376 8869
E glanworthfarm@gmail.com
Joe & Lea: P 06 376 7324



Fouhy family.

2 TAPIRI ANGUS STUD

Rob & Lucy Thorneycroft

Rob and Lucy Thorneycroft welcome you all to Rangitumau and look forward to hosting everyone on the Wairarapa Angus Ward Tour.

Our stud was founded by Stuart and Ross McLachlan (Lucy's grandfather and father) in 1961 from females purchased when Mr F.D. Shaw dispersed his Rawaka Stud. We run 120 Angus females – heifers are mated as yearlings. We aim to produce efficient, productive, structurally sound, quiet Angus cattle. Bulls are sold at our on-farm auction in June. Current sires include: Kaharau Olympic Q327 and Tapiri 118, son of Braveheart of Stern. AI sires in the last few years include Braveheart of Stern, Matauri Reality 839, Kaharau George 589, Whenuapapa Crumble and Kaharau Prince P333.

Alongside the Angus stud, we also have a Southdown Stud, and run a commercial Romney/Coopworth flock of 1000 ewes. In addition, our North Wairarapa property, Benmore, is a breeding/finishing farm and has a base of 2,500 breeding ewes and 100 commercial Angus cows. The two properties complement each other, totalling a 7,000 su operation.

In 2015, we were pleased to win the Wairarapa Sheep & Beef Farm Business of the Year competition and continue to be involved in this to develop and celebrate farming excellence in our industry.

Thank you for visiting us, we hope you have a fun and enjoyable Wairarapa Tour.

P 06 372 5701 M 027 203 5921
robandlucy@tapiriangus.co.nz



Thorneycroft family.

3 KAYJAY ANGUS STUD

Neil, Joan, Roddy & Sam Kjestrup

Welcome to KayJay Angus celebrating 65 years of breeding. KayJay Angus was established in 1958 by brothers Terry and Graeme Kjestrup. Cows were sourced from several studs including Cricklewood, Elgin and Waiterenui.

Neil and Joan purchased and have been farming the KayJay Angus business since 1993 also buying an adjoining property to enable them to build up the stud cattle and sheep numbers. More recently with the purchase of a neighbouring property Tyneside in 2019, Roddy and Sam bought into that property and the farming business with Neil and Joan.

Today the farming operation consists of 590ha with the majority being medium to easy rolling hill country. This year we have mated 190 stud females including 45 r2 heifers, with heifers being mated for the last 40 years. The sheep side of our business consists of 2,300 ewes and 500 hoggets mated annually with all lambs finished on farm. Over the years the KJ brand has become renowned for producing powerful cattle that carry huge amounts of flesh. We place huge emphasis on the efficiency of the breeding cow, temperament and the ability of that cow to breed an animal that will add value into the beef industry at every critical stage. The KJ premium is realised all over New Zealand and we are proud to offer these industry leading genetics. We hope you all enjoy the 2023 National Angus Conference and Ward Tour in the Wairarapa.

Rod & Sam P 06 372 7533
kayjaycattleco@outlook.com
Neil & Joan P 06 372 2838
neilandjoankj@xtra.co.nz



Neil, Joan, Sam and Zara, Roddy and Sully.

4 OREGON ANGUS STUD

Keith & Gae Higgins

Oregon Angus Stud was established in 1997 in Wairau Valley, Marlborough. Twelve years later, we moved to Wairarapa. Morland consists of 567ha, 540ha effective. We run just on 5000su, consisting of 60% sheep and 40% Angus Stud cattle. Since 2009, we have extensively developed the farm with drainage, fencing, and pasture renewal on the property which has put Morland in great heart. Also maintenance and up-keep of all the buildings including our 102 year old Homestead.

We've built our stud cow herd numbers to 200 for mating, including 55 yearling heifers. This enables us to put up a good line of 35 bulls every year at our on farm sale. Some of our most influential sires in the last 25 years have been: Brackenfield Timber Top, Waiwera 042, Oregon Junior 637, Oregon Dynamite 15, and the mighty Matauri Smokin' Joe K286 who has put the Oregon Angus Stud where it is today.

Keith and Gae are looking forward to seeing you at the Hoedown at Morland on April 3rd and we hope you all enjoy your Tour.

P 06 372 2782
oregonangusstud@gmail.com



Gae and Keith Higgins.

5 PINEBANK ANGUS STUD

Willie & Ang Falloon

Pinebank was founded in 1919 by the late Henry Falloon, with his son Gavin taking over in 1946 and running it for the next 47 years. Gavin was awarded the jubilee bronze medal from the New Zealand Society of Animal Production for Services to Animal Breeding. Willie is the third generation of the Falloon family to administer the Pinebank stud. The cow herd is based upon pure Scottish and New Zealand bloodlines. The Pinebank stud is totally commercially run and the cattle are bred for the environment for which they run under. Pinebank is mating around 400 cows annually and sells around 70 R1 bulls and 40 R2 bulls each year to the beef industry. We are very pleased to have a great working relationship with the Fouhy family that has lasted three generations and we look forward to continuing to work with them in the future. Willie and his wife Angela were recognised by their peers in 2017 winning the Wairarapa Sheep and Beef Farm Business of the year award. The farm business has performed in the top 1% of its land class for the past 10 years with an average lambing percentage of 157% and calving of 96%. We hope you all enjoy what the wonderful Wairarapa has to offer.

P 06 372 7041
falloon.waigroup@xtra.co.nz



Willie, Angela and family.



6 PUKEATUA STATION

Bruce & Vicki Didsbury

We look forward to welcoming the Wairarapa National Angus Conference and Ward Tour Group to Pukeatua Station in April 2023. Pukeatua Station was originally subdivided from Lagoon Hills Station. It was purchased by the Didsbury family in 1999. In 2009, a neighbouring property, Harakeke, was added to the station. It is a 2,600ha hill country property located 20 minutes east of Martinborough. Currently we are running 7,000 ewes, 500 cows and their replacements. We hope you enjoy your time at the station and wish you all the very best for the Wairarapa National Angus Conference and Tour.

P 06 308 8854
Cannock Road, Martinborough, Featherston



Jackson, Bruce, Vicki, Summer, Holly and Manu.

7 MCFADZEAN CATTLE CO.**Johnie & Laura McFadzean**

McFadzean Cattle Company was founded in 2018 after 45 years of breeding high performing hill country cattle. After 5 years of successful sales and recent expansion of our commercial business, an opportunity came up to purchase a specialist low birth weight easy calving Angus herd. We purchased 20 stud females from Meadowslea and a further 100 females from Puketi Angus which are now farmed alongside our Super Angus and Meat Maker herd at Glenbrae Station. The McFadzean families commercial operation farms 18,000 ewes and a total of 1500 in calve females which includes 400+ yearling heifers which are mated annually. From a commercial farming aspect we fully appreciated the necessity for specialist heifer mating bulls.

Our breeding objectives are to produce low birth weight, high growth rate bulls without compromising on constitution or temperament. Our first year of selling McFadzean Cruizy Calve bulls was a real success with bulls going all over the country, with $\frac{2}{3}$ going into beef herds and $\frac{1}{3}$ going into the dairy industry. This year's calves feature the sire Stokman Real Deal with a Calving ease DIR of 13.2.

P 06 379 7401

johnie.mcfadzean@gmail.com

*McFadzean family.***8 DANDALOO ANGUS STUD****Angus & Trish Thomson**

Welcome to the highest point of the tour. Dandaloo Angus Stud is 560 meters above sea level, 496 hectares nestled in the Maungaraki Range. Stock is accustomed to all climatic conditions where every season is felt from snow to heatwave.

We are currently stocking around 200 cows and 1500 ewes. All lambs are fattened along with culled cattle.

David and Barbara still have a keen interest in the stud and farm with a wealth of information to share.

This year in the sale will be the first sons of Rangatira 648 which is a grandson of Turihau Crump E5, he has bred very well, and the genetic line up here is looking impressive.

We wish to acknowledge our many long-standing valued clients from the Wairarapa area, whom we have worked alongside with for over 30 years. A special mention of our long relationship with the MacDonald family of 50 years, and Gard'ner family of 40 years.

As we say at Dandaloo: "Coming together is the beginning. Keeping together is progress. Working together is success".

– Quoting; Henry Ford.

P 027 211 8477

Dandalooostud@outlook.com

Facebook: Dandaloo Angus Stud

*Thomson family.***9 TE WHANGA ANGUS STUD****Paddy, Sarah & Robin Borthwick**

The history behind Te Whanga Angus goes back to P.J. Borthwick, who initially bought cattle from Waiterenui and Pharazyn Studs in the Hawke's Bay. Those first animals had at least a week's journey by foot and rail from the Hawke's Bay before reaching their new home at Te Whanga in 1936.

Te Whanga is a 1700 ha property. We winter 14000 stock units with a 65:35 sheep to cattle ratio. We believe Te Whanga is the perfect testing ground for Angus cattle. The stud cattle are run in a completely commercial environment on summer dry East Coast country that is lucky to see 800ml of rainfall a year and only grows five and a half ton of dry matter over the course of a year. The stud is only 15% of the total stock units and must fit into the larger commercial operation. The Breeding philosophy at Te Whanga has always been a simple one, breeding quality Angus cattle that are fertile, structurally sound with impeccable temperament that will shift well into any commercial property around the country.

Jason Coffey P 06 372 7720 or 0274 570 526

Paddy: M 027 467 3478

te_whanga@borthwick.co.nz

*Paddy and Sarah Borthwick.*



AGRICULTURE

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LEAD THE WAY

From the Boardroom
Kendall Langston, Independent Director

I think everyone was ready for a break at the end of 2022. While the summer has had some interesting weather across the board, those of us lucky enough to reside in the south have basked in the heat.

Last year was a chance to re-engage right across AngusNZ and in person as the Covid-19 restrictions eased. The bull sale and yearling prices continued to surpass expectations and some of the successes of our members were amazing.

As a board we have focused on engaging widely with our members. We attended ward meetings, as many sales as possible, conducted governance training for current and emerging directors, engaged a second independent director, brought on new sponsors, and met with the Angus Australia Board and Management on three occasions (including a visit to Armidale, NSW). We also surveyed our entire membership, capturing their thoughts, concerns, needs and aspirations for the organisation of the future.

We have also reviewed our investment policy and are actively looking to create new

revenue streams for the association that allow for further member education, innovation and services. These are revenue streams not sourced from our members.

So, strap in for 2023: it is going to be an interesting year economically, geopolitically and in terms of our own parliamentary elections. Environmental and climate issues continue to hot up (literally) and the impact of forestry, changing weather patterns, Three Waters and compliance continue to challenge our farming and wider business industries. A shortage of suitable staff continues to be the number one issue across nearly every industry, including agribusiness. Among the challenges there will also be numerous opportunities if we can remain agile and open to new ways of doing things.

As an association we look forward to our first in-person AGM and National Ward tour in the Wairarapa which will allow us all to reconnect and spend some time together.

As we head into this we are actively seeking new board members to govern the organisation as the board rotates. We

are seeking members with the energy, commitment and leadership skills to contribute to the governance of AngusNZ and I encourage anyone considering it to reach out for a discussion.

Any vibrant and diverse organisation needs succession and rotation of directors and ongoing professional development. We need to ensure that we have a good balance of members and independents plus a range of experience, skills and thinking to allow the workload to be manageable, compliant, strategic and shared. It is important that the important things actually get done!

I know one thing for certain about 2023. Regardless of what happens in our economy (or who wins the Rugby World Cup!), the strength of our farming businesses and the wider agricultural sector will steady the ship and provide certainty and confidence for all New Zealanders.

Remember to take time to connect with family and friends, to support others and to have fun. I also know our black cattle will continue to lead the way! ■

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Andy Transom PGG Wrightson Ltd
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Bruce Orr Mobile: 0274 922 122



HANDY TIPS TO MARKET YOUR BULLS

Anna Emmerson,
Fluid Design and Marketing

So bull season is upon you. The phone starts ringing from the various media channels asking if you want to place an ad. Half the time you say yes because it's easy, and the other half of the time just to make them go away! You are not alone and this is why AngusNZ has asked me to give you some tips and tricks on marketing your bulls this season.

1. KNOW YOUR AUDIENCE

It costs more to target a wide audience than a narrow one. Start by defining your audience. They are more than just 'sheep and beef farmers'. What region are they from? What type of farm do they have? What is their age range? What interests do they hold? Use this information to consider the best way to reach this smaller audience and to start growing a database of current and potential clients.

2. THE 80/20 RULE

The Pareto Principle states that 80% of your business will come from 20% of your clientele. This tends to apply to many sectors, farming included. Like any type of relationship, communication needs to be two-way for maximum effect. This means not just sending them a catalogue each year in the post, but also considering:

- touching base or visiting them during the year to see how their bulls are performing or to discuss their breeding plan.
- keeping them informed via a social channel, or with digital newsletters using Campaign Monitor/ Mail Chimp throughout the year.
- having an on-farm Open Day, or getting involved in a local farm discussion group or field day.

3. CATALOGUE

A catalogue is a vital tool to assist your clients with their bull selection as well as an opportunity to market your stud.

It needs to inform the reader about what makes your stud unique, what is your focus as a breeder and what genetic advantage your bulls offer. Keep your information short and to the point, and your data easy to understand. Include a section explaining EBVs and Indexes in relation to a commercial farmer's farming operation. AngusNZ can provide this on request.

While words play an important part so do images. When photographing your bulls, either for the cover, lots or an online auction, high quality images are vital. You can either hire a professional or take your own on a high resolution camera. Don't photograph the bull

too close up, or on a really bright day. A little bit of cloud cover helps reduce the contrast and ensure the subtle shades of black can be more easily seen. Keep the background simple, preferably in a paddock rather than in the yards and show the bull moving if shooting videos.

Through AngusNZ you also have access to an easy-to-use catalogue design service that is available through the Member Resources section of the AngusNZ website. If you have any queries about this, contact Adele at Pivot Design to discuss – tel. 06 323 0740.

4. TRADITIONAL VS DIGITAL ADVERTISING

When you run a print or radio advertisement it goes out to a large audience for good brand recognition but it can be difficult to track performance. Alternatively, digital enables you to more closely target your audience, define your spend and track the result.

5. DIGITAL MARKETING

Digital can seem daunting. If you are starting out you need to consider:

- Facebook posts – done through your own social media page at least once a fortnight through the year and weekly two months prior to your sale. You can 'boost' specific

posts to a relatively targeted audience for a one-off cost. This can be perfect for maximising your current followers.

- Facebook adverts – needs to be done through a Facebook business account (Meta Business) and enables you to advertise to a more refined audience in a specific location, age bracket and interest group. I recommend adverts be run for at least 2-3 weeks prior to your event at a minimum spend of \$5/day. This is the best strategy for reaching a wider audience and new audiences.
- Google Search – these are the ads you see in Google that come at the top or at the side of a search result – ie., if someone is searching for Angus bulls. The aim is to push people to your website. You set your monthly budget and search terms. I recommend a minimum of a month spend at \$6 – \$10/day.
- Display ads – offered through a number of channels – for example, Google, Farmers Weekly, Rural News, Metservice, Trade Me, etc. The cost depends on the channel and also the length of time. This can offer

good exposure depending on the channel selected. You would need to book space with specific channels in advance.

Please note – AngusNZ has developed a range of digital marketing packages that use its existing digital channels as well as incorporating some additional options (see below).

OVERVIEW:

As mentioned, specific targeting helps to reduce cost and maximise returns. Over the last four years AngusNZ has been working hard to grow its database, social media channels, newsletter and magazine subscription for the benefit of its breeders.

I would highly recommend you take advantage of this as it offers you a direct connection to an audience that already has a specific interest in the Angus breed.

One final point to make is that there is no magic marketing package that will ensure your auction room is full to bursting on the day.

THE KEY POINTS TO REMEMBER ARE:

- Start with what you know best – producing quality stock with good genetics supported with well-respected data.
- Tell your story to a specific audience that needs to hear it, in a way that is simple to understand and focused on their needs, not yours.
- Invest in good imagery to showcase your stock.
- Be realistic with your marketing budget – consider at least a spend of 2-5% of past sale turnover.
- Be prepared and don't leave it to the last minute.

Good marketing is the key to selling your bulls. The ideal first port of call is a marketing and design firm that has experience in the rural sector.

Not only will this ensure they understand the audience you are wanting to target but also the difference between an Angus and a Hereford! ■

As your governing body, AngusNZ has developed a range of bull sale marketing options to enable our members to take advantage of our growing database as well as some of the recommendations included above. These packages have a starting price as there are a number of variables involved that can impact on cost.

We are also in the process of pulling together a database of experienced rural photographers and videographers throughout the country that you can utilise. If you have a specific photographer you can recommend, please contact us to add them into the database.



	BRONZE from \$1155	SILVER from \$1660	GOLD from \$3340	PLATINUM from \$5090
Half page ad – Angus New Zealand Magazine (Autumn) (1)	■	■	■	■
5x shared posts on AngusNZ Facebook and Instagram (2)	■	■	■	■
Design and implementation of a targeted Facebook ad (3)		■	■	■
Set up of Facebook event post on AngusNZ Facebook page		■	■	■
Google Search ad set up and implemented (4)			■	■
Catalogue design based on 12hr design (5)			■	■
Google Display ad design and placed – space limited (6)				■
Website review with one page report on recommended edits (7)				■
Facilitate photographer/videographer only to come to your property (8)				■

1. Includes ad design based on image, logo and content supplied. Full page option = \$1680.
2. Based on you doing a weekly post one month in lead up to sale and two on week prior.
3. Includes ad spend of \$105 (21 days @\$5/day).

4. Includes ad spend of \$180 (30 days @ \$6/day).
5. This is through the online catalogue design system - www.cataloguebuilder.co.nz. Excludes printing.
6. The placement/cost will be determined on your target audience and budget.

7. Does not include doing the site edits.
8. Exclude cost of photography as subject to location and number of animals.

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ANNUAL ON FARM SALE 20TH JUNE 2023



2022 top priced bull Woodbank 20021 purchased by Stern Angus for \$65000

Sales bulls sires include Woodbank Investor 8106, Woodbank Kingdom 8023, Turiroa Complete, Sitz Stellar, Woodbank Equator 9174

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E carolineandben@xtra.co.nz

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Ben 027 449 4409
John 03 319 4302

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Matariki Herefords
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CONTACT

Mike Smith 021 975 269
mike@kcangus.co.nz

PGG Wrightson: Craig Knight 027 590 1331
Rural Livestock: Paul Mavor 027 473 0100
Keach Livestock/Genetics: Roger Keach 027 417 8641
PGG Wrightson: Callum McDonald 027 433 6443
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On farm auction
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Bidr online
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2023

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years

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robandlucy@tapiriangus.co.nz | 027 538 1842



*Inspection and enquiries welcome anytime. All bulls sire verified, semen and soundness tested, BVD tested and vaccinated.

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Board members striving to be **AMBITIOUS, BOLD AND RESPECTFUL**



ANGELA TAYLOR
ANGUS NEW ZEALAND
INDEPENDENT
DIRECTOR

As a future-focused high-performance organisation, more than 100 years old, AngusNZ could be expected to have a dichotomous culture. However, after nearly a year on the board, I'm finding nothing of the sort. The wisdom and wealth of knowledge that has been ingrained in the association is complemented, rather than contrasted, by the relentless pursuit to be ambitious, bold, and respectful on behalf of our members.

Our commitment to being ambitious for our members shows up in each interaction. There's challenging collegiality – a term I've coined especially for the AngusNZ board.

Challenging collegiality can be found when there's cooperation between colleagues who share responsibility but also demand more from each other. We test the argument and respect the answers. Collegial challenge allows you to do things a little differently, but not discard what's already been achieved.

It is the people, as well as the modernised structure, that has enabled this. Having the ability to appoint independent directors (as I am) and co-opt others as required, alongside our member elected directors gives us the diverse skills and perspectives necessary for future relevance and success. Our ward chairs joined the October board meeting which, as I understand, was extremely valuable

to have their varied voices in the room and the discussion. Alongside our member elected directors, they keep us all connected to the membership and the needs of the commercial farmers, and we give them insight to the governance of the association and the business.

As you may know, I'm not a farmer by blood but by marriage. And while I have learnt a thing or two about sheep and we've done one spring heifer trade, I'm a complete novice when it comes to cattle. However, I have spent over a decade understanding what farmers need to keep doing what they love, and how organisations can support (rather than hinder) their success.

It was a stressful time last year when the He Waka Eke Noa and government agricultural emissions pricing proposals were announced, with our world-class low emissions sheep and beef farming put at risk through government policy. A relatively bold step for AngusNZ was to formally submit on the proposals, demonstrating our commitment to advocacy for the future of Angus beef and supporting your individual submissions. You can be confident that we will keep showing up to support our members and the on-going integrity of the Angus breed, just as you can be confident that we will remain ambitious, bold, and respectful in our challenging collegiality. ■



BULL SALE DATE

23 MAY 2023, 2:30PM

– 30 ANGUS BULLS –

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Jono Cochrane • 027 466 7723

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Oregon Angus & Romneys



Turihau Tender N63



Tangihau Dino N438

Sires of this years sale Bulls.

ANGUS NEW ZEALAND BOARD MEMBERS



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Mike Smith



Alan Donaldson



Andrew Stewart



Megan Friel



Kendall Langston



Angela Taylor



Jane Allan

PRESIDENT

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11 Willowburn Road, RD 1,
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w: www.kcangus.co.nz

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Jane Allan AngusNZ, PO Box 503, Feilding 4740

p: 027 593 0377 e: office@angusnz.com w: angusnz.com

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Yearling Bull Sale Results 2022

AUGUST

Date	Stud Name	offered / sold	Ave \$	Top \$
30	Argyle Angus	24 / 20	3700	5500

SEPTEMBER

Date	Stud Name	offered / sold	Ave \$	Top \$
6	Te Atarangi Angus	115 / 112	3884	10100
8	McFadzean Cattle Co.	31 / 30	2753	6500
8	Maranui Angus	11 / 11	2686	4100
9	Heather Dell Angus	23 / 23	3204	8000
12	Te Whanga Angus	47 / 47	3200	5000
15	Mangaotea Farm (1YR)		2679	3200
15	Mangaotea Farm (2YR)		2995	3500
16	Resurgam Angus (1YR)		1957	3000
16	Resurgam Angus (2YR)	16 / 16	2425	3000
19	Mt Mable Angus	25 / 18	3341	8400
20	Turihaua Angus (1YR)	27 / 25	6388	14000
20	Turihaua Angus (2YR)	9 / 8	6562	
23	Hallmark/Waiterenui	45 / 45	4360	14000
26	Black Ridge Angus	34 / 26	3026	6000
26	Puke-Nui Angus	26 / 24	2341	3500



SEPTEMBER

Date	Stud Name	offered / sold	Ave \$	Top \$
27	Motere Angus		2829	6000
28	Merchiston Angus	20 / 20	3880	7200
29	Timperlea Angus	22 / 22	3590	10000

OCTOBER


Date	Stud Name	offered / sold	Ave \$	Top \$
3	Glen R Angus		5823	8500
3	Matauri Angus	16 / 16	3537	5000
4	Woodbank Angus	37 / 36	3594	5500
6	Glanworth Angus	38 / 30	3286	5200
7	Meadowslea Angus 1yr		3600	
7	Meadowslea Angus 2yr	94 / 93	4600	10500
12	Stern	40 / 40	4500	10000
13	Sudeley Angus - Bulls	32/32	4081	8500
	Sudeley Angus - Heifers	30/30	1570	1650
19	Rockley	32/37	6195	24000
	Piquet Hill Farms	19 / 19	2557	4700
PT*	Pinebank	32 / 32	7250	10000 x2

*PT Private Treaty

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SIRE BULLS: Black Ridge Hero Q004, Tangihau Maximus N458,
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 Stokman South Dakota N226, Murchison PowerHouse N282



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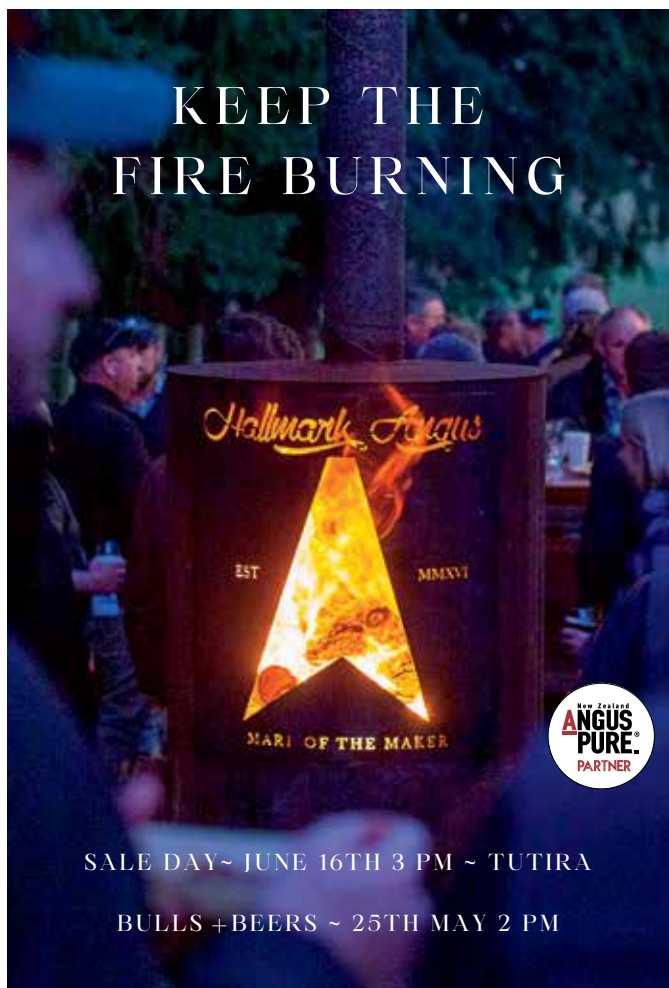
2023 Sales



MAY

2nd	J Fraser	Stern Angus Female & Incalf Heifer Sale, 1.00pm	Totara Valley
3rd	D Giddings	Meadowslea Angus Female Sale, 12.00pm	Fairlie
8th-9th	East Coast Angus Bull Walk.....		East Coast
12th	D Marshall	Benatrade Angus Paddock Bull Sale, 1.00pm.....	Invercargill
13th - 14th	Future Beef	Hawke's Bay Showgrounds.....	Hastings
15th	King Country Bull Breeders Open Day.....		King Country
15th	D & G Stringer	Kowai Angus Bull Sale, Private Treaty.....	Wendon Valley
16th	Taumarunui Angus Open Day.....		Taumarunui
18th	Central Wairarapa Angus Bull Walk.....		Wairarapa
18th	J & H Hammond	Ruaview Angus Bull Sale, 12.00pm.....	Ohakune
18th	WJ & JR Howie.....	Glenwood Angus Bull Sale, 2.00pm.....	Lawrence
19th	Duncan Family.....	Penvose Angus Bull Sale, 2.00pm.....	Wedderburn
18th	K Hagen	Puketoi Angus Bull Sale, 2.00pm.....	Patearoa
23rd	J & T Cochrane	Delmont Angus, 2.30pm.....	Clinton
23rd	Mid South Canterbury Bull Walk.....		M/S Canterbury
24th	M Smith	Kincardine Angus On Farm Auction & Bidr sale, 3.30pm	Queenstown
24th	Central Canterbury Bull Walk		Canterbury
25th	North Canterbury Bull Walk		Nth Canterbury
25th-26th	Central Hawke's Bay Angus Bull Walk.....		Hawkes Bay
26th	A Stewart	Whenuapapa Angus, Private Treaty	Hastings
26th	L Carruthers	Nethertown Angus Bull Sale, 11.00am.....	Middlemarch
26th	A Denham	Stoneburn Angus Bull Sale, 2.00pm	Palmerston
26th	Marlborough Bull Walk.....		Marlborough
26th	Nelson Bull Walk.....		Nelson
27th	D Scott.....	Bannock Burn Angus Bull Sale, 1.00pm	South Westland
29th	J & S Gunton.....	Umbrella Range Angus Bull Sale, 1.00pm.....	Waikaia
30th	AT & KA Peters.....	Peters Angus Bull Sale, 11.00am.....	Clutha Downs
30th	R & N Purdie	Tarangower Angus Bull Sale, 11.30am.....	Mahoenui
30th	A & V Park	Colvend Angus Bull Sale, 3.30pm	Ongarue
31st	TD & RFR Jolly Ltd.....	Hingaia Angus Bull Sale, 4.00pm.....	Te Awamutu
31st	A & I Devery.....	Pikoburn Angus Bull Sale- Hauroko Valley Sale, 2.30pm.....	Otautau
31st	R & R Borthwick, J Coffey.....	Te Whanga Angus Bull Sale, 3.00pm.....	Masterton

KEEP THE FIRE BURNING



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BULLS + BEERS ~ 25TH MAY 2 PM

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or
Michael Cook: 021 471 322

EST. 1944

HAWKE'S BAY BULL WEEK

12-16 JUNE 2023



Give one of your registered Hawke's Bay Breeders a call!

ALL SALES ON FARM

Farm	Date	Time	Contact	Phone
MT MABLE	2yr 12th June	2.30pm	K & M Friel	06 376 4543
1yr 18th Sept	12.00pm			
BROOKWOOD	13th June	12.30pm	J & M King	06 855 8288
DANDALEITH	13th June	9.30am	W Philip	06 374 8857
G Philip				06 374 2861
ELGIN	13th June	3.30pm	S & S Duncan	06 858 4904
HALLMARK	16th June	3.00pm	M Tweedie	027 404 5205

SALES BY PRIVATE TREATY STARTING ON 12 JUNE:

Farm	Contact	Phone
WHENUAPAPA	A Stewart	027 443 5748
MOANAROA	H & K Ramsden	06 374 3552
WAIWHERO	C Pattison	06 858 8863
SHAMROCK	H & R O'Grady	027 486 3901

JUNE

1st	R & L Thorncroft	Tapiri Angus Bull Sale, 10.00am.....	Masterton
1st	B & S Sherson	Shian Angus Bull Sale, 11.00am	Taumarunui
1st	A & T Thomson	Dandaloo Angus Bull Sale, 1.00pm.....	Masterton
1st	D & T Sherson	Black Ridge Angus Bull Sale, 2.00pm.....	Taumarunui
1st	T & S Law.....	Waimara Angus Bull Sale, 2.00pm.....	Eastern Bush
1st	A & C Donaldson.....	Puke-Nui Angus Bull Sale, 4.30pm.....	Taumarunui
2nd	K & G Higgins	Oregon Angus Bull Sale, 11.00am	Masterton
2nd	N&J and R&S Kjestrup.....	KayJay Angus Bull Sale, 2.00pm.....	Masterton
7th	R Rowe	Merchiston Angus Bull Sale, 2.30pm	Rata
8th	S Herries	Alpine Angus Private Treaty	Kawakawa
8th	E Sherriff	Pine Park Angus Bull Sale, 11.30am	Marton
8th	C & A Jeffries.....	Riverlands J Angus Bull Sale, 2.30pm	Cheviot
8th	H & J Klisser	Haldon Station Angus Bull Sale.....	MacKenzie
9th	J Harrington	Rolling Rock Angus Bull Sale, 10.00am.....	Te Akau
9th	A Campbell	Earnsclough Bull Sale, 1.00pm	Alexandra
12th	A & C Dalziell.....	Atahua Angus Bull Sale, 11.00am	Kiwitea
12th	D & L Whyte, R & S Hussey.....	Mt Possession Angus Sale, 12.30pm.....	Ashburton Lakes
12th	R Martin	Martin Farming Bull Sale, 1.00pm.....	Wakefield
12th	K & M Friel	Mt Mable Angus Bull Sale, 2.30pm.....	Dannevirke
13th	W Philip	Dandaleith Angus Bull Sale, 9.30am.....	Dannevirke
13th	P & H Heddell.....	Glen R Angus Bull Sale, 10.30am	Sheffield
13th	J & M King	Brookwood Angus Bull Sale, 12.30pm.....	Takapau
13th	M & F Curtis	Riverlee Angus Bull Sale, 1.00pm.....	Rangiwahia
13th	A & A Laing	Sudeley Angus Bull Sale, 2.00pm.....	Irwell
13th	S Duncan	Elgin Angus Bull Sale, 3.30pm	Elsthorpe
14th	.....	Aywon & Te Kupe Combined Angus Sale, 12.30pm.	
	.....	P & A Bishop (Aywon), P & J Martin (Te Kupe).....	Stratford
15th	B Johns	Kaiwara Angus Bull Sale, 11:00am.....	Culverden
15th	P & S Revell.....	Okaka Angus Bull Sale, 1.00pm.....	Taihape
15th	BG & JB Smith, N & R Sanderson.....	Fossil Creek Angus Bull Sale, 2.00pm.....	Five Forks
16th	H & R O'Grady	Shamrock Angus Private Treaty	Hastings
16th	T Pymm and J Parsons.....	Matauri Angus Bull Sale, 12.30pm.....	Dargaville
16th	R & D Orr.....	Red Oak Angus Bull Sale, 2.00pm.....	Weka Pass
16th	M & L Tweedie.....	Hallmark & Waiterenui Angus 2YR Bull Sale, 3.00pm.	Tutira
19th	.....	Blenheim Angus Bull Sale, 9.30am.	
	.....	B & N Maisey (Blacknight), G Crombie (Leeffield Station).	Waihope Valley
19th	P & J Hickman	Taimate Angus Bull Sale, 1.00pm	Ward
20th	B & C Murray.....	Woodbank Angus Bull Sale, 1.00pm.....	Clarence Bridge
22nd	J Fraser	Stern Angus Bull Sale, 2.00pm	Totara Valley
23rd	D Giddings	Meadowslea Angus Bull Sale, 1.00pm	Fairlie
23rd	M & N Story	Ratanui Angus Bull Sale, 3.00pm	Tolaga Bay
26th	B & K Johnson	Orere Angus Bull Sale, 9.00am.	Gisborne
26th	D McHardy	Tangihau Angus Bull Sale, 12.00pm.	Gisborne
26th	M McMillan	Cricklewood Angus Private Treaty.....	Gisborne
26th	P & P Hoogerbrug	Kaharau Angus Bull Sale, 4.00pm.....	Gisborne
27th	B & P Crawshaw	Tawa Hills Angus Sale, 9.30am.....	Matawhero
27th	H & A Williams & Family.....	Turihaua Angus Bull Sale, 3.30pm	Gisborne
28th	G & S Crawshaw & Family.....	Kenhardt Angus Bull Sale, 10.30am.....	Nuhaka
28th	AR & TA Powdrell	Turiroa Angus Bull Sale, 2.00pm	Wairoa
29th	S, J & L Fouhy.....	Glanworth Angus Bull Sale, 2.30pm.....	Pahiatua

VIEW www.angusnz.com FOR MORE INFORMATION

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BREEDING BULLS SINCE 1949

Tangihau Angus Annual Bull Sale

Please note the change of sale time below.

Studmaster Dean McHardy | +64 27 242 5321 | tangihau.station@xtra.co.nz

June 26, 2023 | 12 PM | Paddock viewing available from 10 AM
Tangihau Angus Bull Complex, 119 Taumata Road, Rere, Gisborne



Spring Sales

AUGUST

29th	RJ Quinn	Argyle Angus Bull Sale, 12.00pm	Kaikohe
31st	W Jackson & N Bradstreet	Piquet Hills Farm Angus Yearling Bull Sale, 12.30pm	Cambridge

SEPTEMBER

5th	S Coldicutt	Matai Mara Angus Yearling Bull Sale on Bidr	Cambridge
5th	C & K Biddles	Te Atarangi Angus Yearling Bull Sale, 12.30pm	Dargaville
7th	G & R Brown	Maranui Angus Yearling Bull Sale, 12.30pm	Waihi
8th	N Heather, J & N Evans	Heather Dell Angus Yearling Bull Sale, 11.00am	Rotorua
11th	R & R Borthwick, J Coffey	Te Whanga Angus Yearling Bull Sale, 10.00am	Masterton
11th	N&J and R&S Kjestrup	KayJay Yearling Bull & Heifer Sale, 12.00pm	Masterton
13th	R & S Johal	Johalz Angus Private Treaty	Dunsandel
14th	R & J Blackwell	Mangaotea Bull Sale, 12.00pm	Tariki
14th	J & L McFadzean	McFadzean Cruizy Calve Angus Yearling Bull Sale, 1.00pm	Carterton
18th	M & F Crawford	Hillcroft Angus 2yr & Yearling Sale, 11.30am	Huntly
18th	K & M Friel	Mt Mable Angus Yearling Bull Sale, 12.00pm	Dannevirke
19th	T Pymm and J Parsons	Matauri Angus Yearling Bull Sale, 12.30pm	Dargaville
19th	P & S, H & A Williams	Turihaua Angus Yearling Bull Sale, 1.00pm	Gisborne
22nd	M & L Tweedie	Hallmark Angus Yearling Bull Sale, 10.00am	Tutira
22nd	K & J Davenport	Black Bear Angus Yearling Bull Sale, 1.00pm	Rotorua
25th	D & T Sherson	Black Ridge Angus Yearling Bull Sale, 11.00am	Taumarunui
25th	A & C Donaldson	Puke-Nui Angus Yearling Bull Sale, 4.30pm	Taumarunui
26th	I Pharazyn	Motere Yearling Angus Bull Sale, 12.00pm	Waipukurau
27th	TD & RFR Jolly Ltd	Hingaia Angus Yearling Bull Sale, 12.00pm	Te Awamutu
27th	R Rowe	Merchiston Angus Yearling Bull Sale, 2.00pm	Rata
28th	C & L Timperley	Timperlea Angus Bull Sale, 1.00pm	Oxford

OCTOBER

2nd	P & H Heddell	Glen R Angus Bull Sale, 1.30pm	Sheffield
3rd	B & C Murray	Woodbank Angus Bull Sale, 3.00pm	Clarence Bridge
5th	S, J & L Fouhy	Glanworth Angus Yearling Bull Sale, 12.00pm	Pahiatua
6th	D Giddings	Meadowslea Angus 2yr & Yearling Bull Sale, 1.00pm	Fairlie
9th	D Marshall	Benatrade Angus Private Treaty	Invercargill
11th	J Fraser	Stern Angus Yearling Bull Sale, 1.00pm	Totara Valley
12th	P, R & MA Kane	Kane Farms Angus Bull Sale, 12.00pm	Tapanui
12th	A & A Laing	Sudeley Angus Yearling Bull Sale, 1.00pm	Irwell
13th	P & K McCallum	Rockley Angus Yearling Bull Sale, 2.30pm	Balfour

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Monday 18th September 2023
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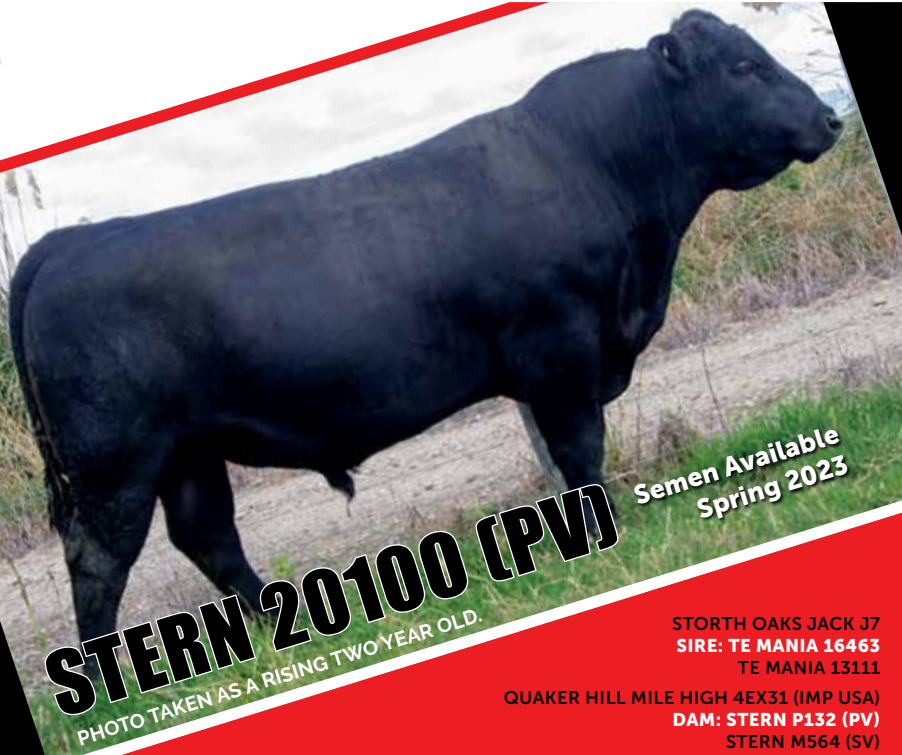
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DAM: STERN P132 (PV)
STERN M564 (SV)

February 2023 TransTasman Angus Cattle Evaluation (TACE) EBVs

EBV	DIR	DTRS	GL	BWT	200	400	600	MWT	MILK	SS	DTC
BULL	+1.3	+4.7	-7.8	+4.4	+62	+107	+132	+101	+17	+3.5	-4.5
B Avg	+1.8	+1.0	-4.2	+4.4	+41	+76	+99	+88	+14	+1.9	-3.9

EBV	CWT	EMA	RIB	RUMP	RBV	IMF
BULL	+73	+8.8	+1.2	+0.4	-0.1	+1.9
B Avg	+48	+3.1	+1.1	+1.1	+0.4	+0.8

INDEXES (\$)		
SR	+\$153	AP
HDT	+\$118	+\$193

Breeder List 2023



WARD 1

Northland

CHAIR:

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
TE ATARANGI	CH Biddles	Te Kopuru	09 439 1589
TE HUIA	P Cook	Whangarei	09 437 3797

WARD 2

Auckland / Waikato / BOP

CHAIR:

John Harrington, Rolling Rock, 885 Mangiti Rd, RD1, Ngaruawahia 3793

BLACK BEAR	K & J 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
HKT	EK Mitchell & TM Price	Waimana	07 312 3315
KAIANGAPAI	WMG & CA Koberstein	Mangakino	07 882 8532
KAUERE	DA Saunders	Hamilton	07 849 2686
MANGAWHEA	R Usmar	Matamata	027 309 5678
MARANUI	G Brown	Waihi	07 863 1301
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
WHAKATUPU	B & V Downing	Taupiri	07 824 6638

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WARD 3

King Country / Taranaki

CHAIR:

Andrew Jolly, Hingaia Angus, 147 Hingaia Rd, RD 4, Te Awamutu 3874

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
FINNIS FARM	J & O Ladd	Stratford	027 222 2696
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
SHIAN	BD&SJ & RL&TT Sherson	Taumarunui	07 895 7686
TARANGOWER	R & N Purdie	Mahoenui	07 877 8935
TE KUPE	P & JL Martin	Stratford	06 765 8002

WARD 5

Hawke's Bay

CHAIR:

Justin King, Brookwood Station Ltd, 34 Paulsen Rd, RD 2, Takapau 4287

ABBOTSFORD	C & J Harvey	Waipukurau	06 857 8363
BLUE DUCK	B Pickering	Pahiatua	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	06 839 7380
HOLLOWTOP	D Warburton	Havelock Nth	021 467 607
KIWIKAWA	M Fraser	Hastings	06 874 3874
MOANAROA	HD & K Ramsden	Pongaroa	06 374 3552
MOTERE	I Pharazyn	Waipawa	06 857 3828
MT MABLE	KA & MJ Friel	Woodville	06 376 4543
SHAMROCK	H & R O'Grady	Hastings	027 486 3901
TAPAHIA	J & K Cullwick	Waipukurau	06 855 4799
THE DOME	H Giblin	Waipukurau	06 858 6018
WAITERENUI	WA & VP MacFarlane	Hastings	06 874 8762
WALLINGFORD	G Dunkerley	Waipukurau	021 223 3895
WHENUAPAPA	A Stewart	Hastings	06 876 6015

WARD 4

East Coast

CHAIR:

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
ORERE	B & K Johnson	Gisborne	06 867 8089
RANGATIRA	C & S Dowding	Te Karaka	06 862 3876
RATANUI	MJ & NK Story	Wairoa	022 130 7125
RESURGAM	SA & J Brosnahan	Ohope	06 864 4468
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	06 863 2012

WARD 6

Wairarapa

CHAIR:

Willie Falloon, Glanworth, 50 Riddels Road, RD 4, Masterton 5884

ALBERT HILL	T&N Brown & H&K Williams	Tinui	06 372 6966
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 Thorncroft	Masterton	06 372 5701
TE WHANGA	R & R Borthwick	Masterton	06 370 3368
TORNDAL	J, I & M Wilson	Eketahuna	06 375 0590

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WARD 7

Whanganui / Rangitikei / Manawatū

CHAIR:

Paul Revell, Okaka, 361 Okaka Rd, RD 1, Taihape 4791

ATAHUA	A & M Dalziell	Feilding	06 328 9784
HILL VIEW	J McAlley	Huntermville	027 437 6302
KORORA	GD Watson	Palmerston Nth	027 470 2688
MERCHISTON	RL Rowe	Marton	06 322 8608
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RUAVIEW	JD & HD Hammond	Ohakune	06 385 8040
TAHU RUANUI	A Carpenter	Taihape	06 388 7712
TOA TOA	HT Donald	Whanganui	06 342 8571

WARD 8

Marlborough / Nelson

CHAIR:

Richard Martin, MF, 385 Church Valley Rd, RD 1, Wakefield 7095

BLACKNIGHT	BC & NS Maisey	Rai Valley	03 571 6271
BRACKENFIELD	AC Peter	Blenheim	03 575 7514
LEEFIELD	B & R Marris	Marlborough	027 551 1011
MF	RD Martin	Wakefield	03 541 8559
OKIWI	RG Barnes-MacPherson	Picton	03 574 1009
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WARD 9

Canterbury / Westland

CHAIR:

George Johns, Kaiwara, 165 Kaiwara Homestead Rd, 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	021 0295 1597
FLORIDALE	JE Jenkins	Darfield	03 317 8195
GLEN R	PG, HM & SH Heddell	Darfield	027 4361 389
GLENLAKE	J Burrows & K Marshall	Amberley	03 314 6720
JOHALZ	R Johal	Leeston	027 756 4259
KAIWARA	BJ Johns	Culverden	03 315 8334
KARAKA	AA Reader	Kaikoura	027 310 8267
LAWSONS	J Gordon	Christchurch	027 230 6660
MCLACHLAN	L & G McLachlan	Reefton	03 314 5993
MCMASTER	R & T Coles	Pleasant Point	03 614 7454
MEADOWSLEA	DS & CJ Giddings	Fairlie	03 685 8027
MT POSSESSION	D Whyte	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
SPRINGVALE	AP & AE Laing	Little River	03 329 1709
STERN	JH Fraser	Pleasant Point	03 614 7080
TIMPERLEA	CR & LJM Timperley & M M Fitzpatrick	Oxford	027 338 1658
WILLOWSTONE	M Jordan	Geraldine	027 235 9298
WOLDS	B Murray	Lake Tekapo	027 294 1442

WARD 10

Southern

CHAIR:

Jeremy Gunton, Umbrella Range, 66 Argyle Rd, RD 1,
Waikaia 9778

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
FOSSIL CREEK	B & J Smith	Oamaru	03 432 4154
GLENWOOD	WJ & JR Howie	Lawrence	03 485 9547
GOWANS	K H Hutchison	Middlemarch	03 464 3133
HELMSDALE	H & G Grimm	Riversdale	03 202 5995
KINCARDINE	M & G Smith	Queenstown	021 975 269
KNOWSLEY PARK	J & T Mitchell	Gore	027 430 6982
KOWAI	DC & DG Stringer	Gore	03 207 2895
LILLIESLEAF	RW Hall	Gore	03 207 3706
LINNBURN	P Barrett	Ranfurly	03 444 7702
NETHERTOWN	LW & CJ Carruthers	Middlemarch	03 464 3885
PENVOSE	GL Duncan	Wedderburn	03 444 9124
PETERS	AT & KA Peters	Roxburgh	03 446 6030
PICTON PARK	B Catto	Clinton	027 452 7041
PIKOBURN	AJA & IM Devery	Tuatapere	03 226 6822
PUKETOI	KJ Hagen	Ranfurly	021 175 7746
RANNOCH	JR Minty	Otautau	03 225 4631
ROCKLEY	P & K McCallum	Balfour	03 201 6033
SOUTHERN STONE	J & K Drain	Invercargill	03 214 2070
STONEBURN	AE Denham	Palmerston	03 465 0605
SUTHERLAND	RG Sutherland	Balclutha	03 415 9500
UMBRELLA RANGE	J & S Gunton	Waikaia	03 202 7735
WAIMARA	T&S Law & C&K Pont	Otautau	03 465 1805
WAINEUK	J & S Ross	Oamaru	027 431 1823
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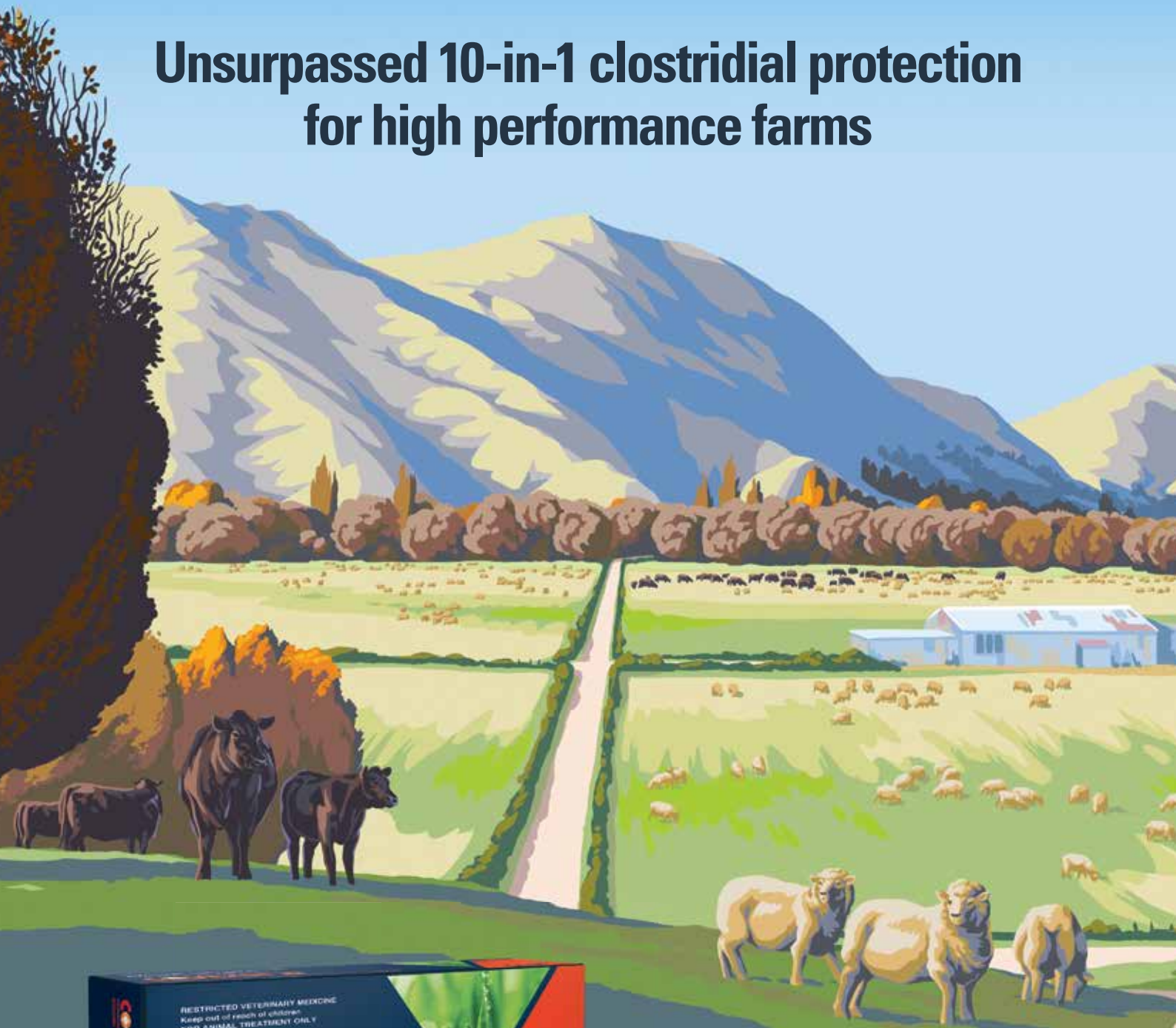
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