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PRESIDENT'S MESSAGE

Embracing the challenges ahead

Welcome to the new decade and the challenges that are in front us if we are to retain and maintain our integrity in the food production business.

What we have achieved in the past will no longer be good enough to hold our position in the future. With ever-increasing pressure being applied from the environmental sectors, alternative proteins, and the story that these producers and their marketers are placing in the marketplace - sometimes with misplaced truths - agriculture leaders will need to make sure this pressure is kept at bay.

With global population increasing, along with their education and wealth, there is an opportunity for the agricultural sector to show the consumer we can produce a product that meets their requirements for reduced environmental impact while also preserving natural resources for future generations. Agriculture, and the farmers who are the caretakers of the land, do recognise that implementing the wrong practices can have significant effects on the environment.

As a breed society, we have to ensure we make available the best possible science-based tools to our members so we can achieve the outcomes modern-day consumers demand. In particular, the use and management of DNA samples can give producers an edge over previously strictly based objective measurement. Genetic improvement is a massive field of potential opportunity for improved calving ease, growth and taste. All of this produces better-yielding animals, finishing in shorter time frames with less environmental footprint. Working with collaborative partners in the field in the use and management of nutrients, pesticides, energy and water is another area of note. As a breed society our ability to learn and translate these learnings into action and relay that to our members is the ultimate advantage. Embracing these challenges, and the changes that may be required, will ensure that farming has a future, a future we can all be proud to be actively part of.

The Board this year has also been engaging with its members and reviewing its constitution to bring it into line with what is expected of the new "Incorporated Society Act" currently being drafted before Parliament. This will be the first review of the Incorporated Society Act since 1908. The annual Ward Tour made a return this year with the King Country/ Taranaki wards hosting the event, held from March 29 to April 1. The conference is always a great opportunity to get alongside fellow breeders, where you can share in their stories of success and go home with some renewed enthusiasm for the future.

The Angus National Sale will this year be celebrating 100 years since its first public offering and the Board has put in place an event fitting of the occasion, to be held in Palmerston North on May 13.

Kind regards John Cochrane, Angus NZ President





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Defending meat production in the modern age





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Over the past twelve months I have pondered the importance of the cow within the Angus beef farming operation. Obviously she's crucial, as without her you have no calves on the ground, no weaners to sell, no steers or heifers to finish, no replacement heifers and no stud bulls to sell to the commercial farmers.

What is it that makes a top notch cow? Well I guess that aside from her being uber fertile, you ideally want her to produce a calf that grows like stink, yet you don't want her to be so big that she eats you off the farm...

It's all about efficiency and basic economics behind the farm gate. In this edition of the Angus Magazine we hear from a number of experts that discuss the importance of the maternal beef cow, heifer fertility and how to bring the right cows into your Angus beef production system.

Everyone likes to make as much money as possible, that's why we're doing this right? Perhaps a little more focus on your girls, matched of course with the right stud bulls, will get both you and those further down chain, further out of the red...

I hope there's something in here that challenges the thoughts of each and every one of you. Enjoy the read.

Sarah Horrocks Editor



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On the cover: Cover artwork by Sarah Ivey Photographer

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Angus New Zealand 2020

Economics rule at STOKMAN ANGUS FARM

STORY AND PHOTOS BY SARAH IVEY

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ON FARM WITH ANGUS



Yearling bulls fill the pastures at Stokman Angus Farm and you don't have to spend long chatting to owners Mark and Sherrie Stokman to find out why.

"If you grow them well they're a very profitable and valuable tool for the commercial beef farmer," says Mark.

The Stokmans' philosophy revolves around basic economic principles: low birthweight with calving ease, combined with above-average growth and carcass.

"These traits are increasing profit margins for our commercial farmers," says Sherrie.

Sherrie is an American and has Angus cattle running through her bloodlines - her family has owned Sitz Angus in the Rocky Mountains of Montana for over 90 years.

In 1989 Sherrie's father, Bob Sitz Sr., was tragically killed in a tractor accident. At the time, Sherrie was engaged to Mark and was due to move to New Zealand, however Sitz was an intensive operation and Sherrie's brothers were only in their early twenties so it was decided that Mark would move to Montana. They stayed for seven years holding the fort and, as Mark puts it, "developing a real passion and love for the Angus breed."

They moved back to New Zealand in 1997 and purchased a dairy farm in the Waikite Valley, between Rotorua and Taupo, as Mark knew at the time that dairy farming was more financially secure than a new Angus stud.

"My passion for Angus wasn't lost, though, and one of Sherrie's conditions when we moved back here was that we had to bring back some embryos from a few cows she had at Sitz," says Mark.

They flushed three of Sherrie's cows and brought 30 embryos back. These were implanted into recipient cows in 1998.



"From these we didn't really kick off the herd we'd planned as we got 17 bull calves and only three heifers," says Mark.

They did however, track down and purchase five cows at the Standen dispersal sale that went back to QAS Traveler 23-4, owned by Sitz in the USA, and Bando 598. Both bulls were well known for producing good females.

Mark and Sherrie have now built their herd up to 280 registered cows, 100 registered R1 heifers and 80 commercial cows, which are calved in the autumn.

With the dairy farm making the beef cows 'land poor' due to their lower profitability, Mark and Sherrie made the decision early on to sell all their bulls as yearlings rather than as two year olds.

"Selling the bulls as yearlings gave us more space to grow the beef cow numbers and one thing we learned while in America is that the yearling bulls have a real place in the market. As well as being more reasonably priced, you can use them on either cows or heifers, they're easier to handle and they give you an extra year of longevity," says Mark.

When breeding bulls, the Stokmans use every technology tool available to them.

"We HD50K everything at birth and carcass scan everything too, even the culls. We want to have as much information as possible on every animal on the property," says Mark.

"To be honest, we probably know more about our cattle than we know about our kids," jokes Sherrie.

The top 180 MA cows and the top 70 R1 heifers are all artificially inseminated to a mix of American, Australian and New Zealand sires.

"We hunt down the curve benders with moderate birth weights

ON FARM WITH ANGUS





and excellent growth. We also research the dam lines to make sure the udders are good and the bulls are from strong cow lines. Obviously, they also need good milk to grow a calf," says Sherrie.

Raven Powerball from the USA was used over some of the heifers and cows in 2019 and Mark and Sherrie are excited by the progeny the bull already has on the ground in America. He is one of the top in the Angus breed for heifer fertility, as well and being very good in docility, calving ease and IMF. Te Mania Matrix and Te Mania Tussock were also used in the AI programme, as well as both being put out with the heifers for two cycles as follow-up bulls.

"We've always mated the yearling heifers to ensure fertility and it's also important from an economic perspective. Angus are extremely fertile and we have known calves as young as five months old getting in calf," adds Sherrie.

The younger and lower indexing registered heifers are sold by auction on bull sale day in September.

"We've sold 30 on sale day for the last three years now. They sell without transfer and they've sold exceptionally well to date. They averaged \$2,021 per head in 2019, and we've had repeat buyers, which hopefully means they're doing a good job," says Sherrie.

When selecting herd sires they must be above average in every trait and they must be physically appealing, quiet and sound.

"We've also got to be able to afford them," laughs Sherrie.

Of the seven natural mating sires the Stokmans used over their females in 2019, one is in the top 5 per cent of the breed for both the AngusPure Index and Self Replacing Index. Another four were in the top 1 per cent of the breed for both indexes.

The Stokmans also work hard to keep mature cow weights

down and the EBV for this shows they are currently 15kg below breed average.

"With this, and keeping our 400 and 600-day growth EBVs on breed average, we're generating really efficient cattle," says Mark.

Sherrie was a bit slower than Mark to get on board with bringing in carcass traits as she was skeptical about not being financially rewarded for quality beef over quantity. This all changed five years ago and they now focus hard on IMF.

"We can see that marbling and grass fed beef is a very marketable commodity, both here in New Zealand and in the export market," says Mark.

Mark and Sherrie are very proud to be named as one of the 89 AngusPure Partner studs.

"Registered breeders need to get behind AngusPure and realise that under the AngusPure umbrella, Guy Sargent and Tim Brittain have been increasing the demand for Angus bulls, for every breeder in the country. We are the envy of other breeds," says Mark.

"Without doubt, AngusPure have increased the overall Angus beef profile and the consumers now see Angus as a premium product. That's all thanks to AngusPure, and whether or not you process into the AngusPure programme. It's benefiting everyone farming Angus cattle," says Sherrie.

Joining as an AngusPure Partner in 2019 came a year after their first on-farm sale at Waikite. Having previously been part of the Waikato breeders' group selling at Frankton Saleyards, and then at Taupo Saleyards for seven years, biosecurity was one of the main reasons for keeping the bulls at home.

A multi-purpose sale venue was built in 2018 in a spectacular

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"ONE OF THE MOST ENJOYABLE PARTS OF SALE DAY IS CATCHING UP WITH OUR CLIENTS AND IT'S REALLY REWARDING TO SEE REPEAT BUYERS COMING BACK TO BID ON OUR TOP BULLS," SAYS MARK.

position beside Lake Ohakuri, on the Waikato River. The first sale was a huge success with over 250 guests in attendance.

"There was a lot of curiosity and intrigue from both the locals and other Angus breeders," says Sherrie.

In 2019 they followed up with 150 attendees, 90 of whom were registered buyers and a lot were repeat customers.

"One of the most enjoyable parts of sale day is catching up with our clients and it's really rewarding to see repeat buyers coming back to bid on our top bulls," says Mark.

The 85 yearling bulls sold at the 2019 sale averaged \$5,300. Buyers know there's only one chance to buy a Stokman bull as nothing is held back to sell as a two year old.

"We sold nine bulls to stud transfer in 2019, which is really exciting, but our bread and butter are the commercial farmers. We're looking forward to seeing them tested in other herds and environmental conditions and so far they seem to be proving themselves, which is great," says Sherrie.

Beef farmers make up 95 per cent of the sale clients; the remainder are dairy farmers. The younger and lower EBV bulls are also sold to dairy farmers, but by private treaty.

In the lead up to the sale the bulls spend six weeks on saved grass pasture after being wintered in two mobs on kale and swedes.

The cows are also wintered for eight weeks on crops to allow pasture covers to increase on the hills. They're taken out just prior to calving, which is done behind a wire for ease of management with tagging and weighing the calves.

The pumice soils dry out quickly so frequent rain is needed over the summer months, but there's usually enough roughage to get the cows through the summer.

"Angus cows are bred tough. After we wean the calves, they can be put on rough pasture and they'll burn a bale of silage off their backs," says Sherrie.

Since the dairy farm was sold four years ago, they've been left with 30 ha on the original home block (where Mark and Sherrie live) and 400 ha on the lower farm that borders Lake Ohakuri and is home to the sale barn.

Their two sons, Cameron (civil engineer) and Jake (recently completed an AgCom degree at Lincoln University) are keen to get

involved in the operation down the track, but not until they've had a go at doing their own thing first.

Diversification is a key part of future plans. Hosting pheasant hunters is among these plans - 2,000 pheasants have been released and the Stokman property is the latest to become a pheasant reserve. The pheasants are also currently assisting in the biological control of pests in the crop paddocks.

"Pheasants eating the caterpillars and white butterfly was an unexpected bonus," says Mark.

With the sale barn nestled beside the river, the opportunity for tourism diversification is obvious. RiverJet, New Zealand's largest jet boat operator, runs trips on the river past the sale barn daily and Sherrie hosted some customers for lunches over the 2019/2020 summer months.

AngusPure beef was served up to boatloads of international visitors, which was excellent exposure for the brand.

"Perhaps our kids may look to further develop the potential at the sale barn when they're back home. There's opportunities for corporate functions and it could also be used as a wedding venue," says Sherrie.

The Stokmans are also finishing cattle, with 250 Angus steers run on the property alongside the stud operation. One hundred head are brought in annually as R1s from David and Sky Shields in Dannevirke, one of their long time bull clients. They are kept on farm until they reach carcass weights of more than 300kg at 17-24 months of age.

There are no sitting ducks at Stokman Angus Farm. If cattle aren't progressing and moving forward, they're down the road.

"New Zealand has a diversity within the Angus breed, which is good. But if we as breeders don't progress and keep improving the economically important traits, we are at risk of being replaced by breeders selling crossbred bulls," says Mark.

Mark and Sherrie feel they have a duty to provide the beef sector with cattle that are improving year on year, with the help of modern genetics. The improving genetic gains within their herd, combined with the premiums that are becoming readily available for qualifying Angus cattle, make Stokman cattle more appealing for the commercial farmer.

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Sires of this year's sale bulls

Quest for BEST MATERNAL TRAITS CONTINUES



BY JASON ARCHER, ABACUSBIO

What is a maternal beef cow? It is a question that probably has many answers, if you talked to a range of cattle breeders. I was recently asked this question by a well-respected and highly successful Angus breeder in the United States. And he was making a good point. Is there a single type of cow that will produce the best maternal outcome in all situations? Will she also produce calves that will suit the markets? And how important is size in the equation of maternal performance?

Over the past two years AbacusBio has been working with American Angus Association, Canadian Angus Association and Red Angus Association of America to develop and upgrade their respective breeding indexes. Although North American beef systems are substantially different to New Zealand systems, there are still strong similarities in the cow-calf sector and in breeder views. The cow-calf sector is still based on cows at pasture, and in some instances also eating low quality crop residue during winter. And they live in some tough environments. Last February while visiting North America I flew from Kansas City to Seattle then on to Edmonton in Canada - two thirds of the way across the North-Western part of the continent, and over a good chunk of where the cow-calf sector is. The country was blanketed in deep snow the entire way, lower parts as well as mountains, and there wasn't a blade of grass visible. Full respect for any cow earning her keep in that environment, while also avoiding the occasional mountain lion as an occupational hazard!

As part of the work we are doing in North America we have surveyed breeders and commercial cow-calf producers as to what traits they prioritise for their systems. When we analyse the survey data we find a similar range of views to those I hear expressed by New Zealand breeders and farmers.

Firstly, the traits that come to the top of the list are mostly associated with the ability of the cow to stay in the herd and produce a calf year on year. Traits such as stayability (number of daughters remaining in the herd at a given age), fertility, foot scores, docility, and teat and udder suspension come out as top priorities. The message is pretty strong – there is a strong preference to breed a maternally oriented bull whose daughters stick around in the herd, and do not need to be culled for being empty, having a bad attitude, having feet which make her unable to walk and forage, and not being able to suckle a calf without intervention. This comes on top of a virtually universal ranking of structure being an absolute priority (5 on a 1-5 scale) when selecting a bull.

Within the mix of trait preferences, we can also see some interesting differences of opinion. Firstly we compared the views of bull breeders vs commercial cow-calf weaner producers vs commercial cow-calf operators that retained ownership through the feedlot (a relatively small proportion in USA, and even smaller in Canada). While overall there is a strong similarity between these three groups – for example in our American Angus survey cow survival (stayability) ranked as the highest trait for all three groups – bull breeders placed higher emphasis on feet and heifer pregnancy than commercial operators, while commercial cow-calf producers placed higher emphasis on moderating cow size and calving ease than either breeders or commercial producers retaining ownership.







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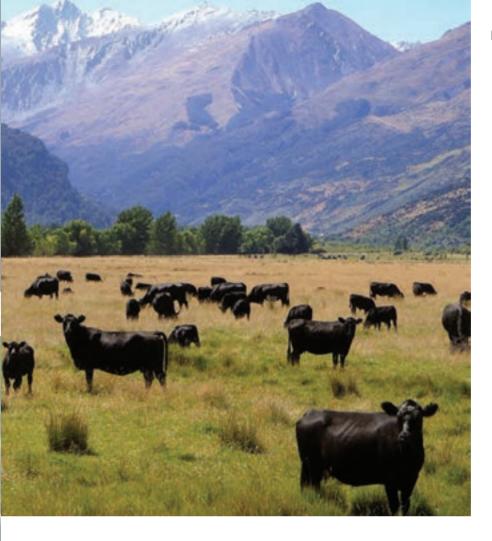


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SO WHAT CAN WE LEARN FROM ALL THIS IN NEW ZEALAND? WHILE THIS IS NOT ABOUT PUTTING BREEDERS INTO BOXES, WE COULD FIND BREEDERS IN NEW ZEALAND WHOSE VIEWS AND CATTLE ALIGN WITH EACH OF THESE DIFFERENT GROUPINGS.

Not surprisingly, those retaining ownership through the feedlot had a significantly higher preference for feedlot gain than the other groups. The retained owner group also placed marbling high in their rankings, while the bull breeding and commercial cow-calf respondents have much more divergent views on marbling – some rank it highly, others not so much.

When we look within the bull breeding sector (63 per cent of our respondents), we can cluster breeders into essentially three different groups (using statistical tools). One of these groups is more focused on post-weaning performance and carcass quality traits than the other two groups. However, even this group still has cow survival as their second ranked trait - behind marbling. And this group still rank most maternal traits such as heifer pregnancy, feet, docility, and weaning weight above feedlot performance and carcass yield traits – it is just that the difference between maternal and post-weaning trait preferences are not as large as found in the other groups. So a key point is that even those breeders who tend to be more carcass-oriented still put a high value on maternal traits.

The second group of breeders are more about maternal performance and less about post-weaning performance than the first group. They tend to put heavier emphasis on the maternal traits compared to the "post-weaning performance breeders", with the big differentiators between the two groups being a much lower emphasis on marbling and a much higher emphasis on calving ease. Also the difference between maternal traits and post-weaning traits was larger in this group – post-weaning traits received lower priority compared to the first group. But this group has a similarly low emphasis on traits that reduce cow feed requirements (in this survey these were cow weight, cow frame score and cow body condition score) as the post-weaning performance group. The third group were similar to the maternal performance group in many respects, but had a much stronger emphasis on reducing cow feed requirements. This can be seen in a stronger preference to reduce cow weight and for cows which maintain body condition. This group was also less interested in milk production and weaning weight, which fits the feed requirements story. On post-weaning performance and marbling they tended to sit between the other two groups, but generally closer to the maternal performance group.

So how much of these breeder preferences were dictated by the environment they operate in? We looked at a classification map of US climatic conditions, and while there were trends (e.g. more extensive areas have a greater proportion of breeders focused on cow feed requirements), the most striking thing is that breeders of all three groups are represented in significant proportions in every environment within the US. So we conclude that a breeder's choice of trait priorities is only partly influenced by environment, and that their individual beliefs and management style probably have more influence on their breeding goals than their climatic environment. We have observed similar outcomes in other work, including dairy cattle breeding in Australia.

So what can we learn from all this in New Zealand? While this is not about putting breeders into boxes, we could find breeders in New Zealand whose views and cattle align with each of these different groupings. However, in general New Zealand's Angus cattle are more moderate than the top end of the range you can find in North America. Within Angus cattle we can find a huge range of genetics, and it would be possible to run an effective "cross-breeding" programme using a high growth, high carcass merit Angus bull in a terminal role over a moderate sized Angus cow (you would forgo some of the hybrid vigour benefits of using

RESEARCH AND DEVELOPMENT: UNDER THE SKIN

a different breed, but hybrid vigour generally has greater impact on traits of the cow herd than finishing traits anyway).

Is this a problem for the breed? I don't believe it is, so long as breeders and commercial cattle producers are clear about what they are looking for in the bull they are breeding or buying – do you want to breed replacement heifers from this bull, and if yes then what are you looking for in your cow herd? There is a very old adage in animal breeding that there is as much variation within a breed as there is between breeds – this has been true for a long time, which shows that it has always been important to consider the bull as an individual rather than simply buy any bull of your chosen breed. And we now have a greater range of tools to describe the genetics of the bull that we are looking at than we ever have had before, so can do a better job of assessing the bull against our personal breeding preferences. And having choice in the market place is generally a positive thing.

So what answer should I have given when I was asked, "what is a maternal beef cow?" Well, part of the answer should be that there is no single answer to that question – different cows will suit different management styles. But some key points I could have made include:

- A cow who I can choose when to cull, rather than have the decision forced on me because she is empty, angry or unable to walk or feed her calf.
- A cow who is not at either extreme of the breed in terms of mature weight not too small, because her progeny need to have some growth potential, and not so large that I can't find a terminal sire who will add some growth to her calf relative to her size.
- Within the middle range of weights, I am less concerned with her weight in absolute terms. Being larger or smaller doesn't directly impact on her inherent biological efficiency in itself (there is good evidence to support this). However, she needs to be able to wean a good calf relative to her weight. And I do need to be able to feed her according to her requirements so that she will wean a good calf and recover sufficient body condition to have a good chance of conceiving in the first cycle. If I am consistently struggling to have her in condition score 6 to 7 at mating, I probably need to lower effective stocking rates either by reducing her size (change genetics) or running slightly fewer cows (change management). In other words, she needs to fit with the farm system and management style.
- 75 per cent of her calves will end up being finished for slaughter (all her steer calves and half of the heifer calves not kept as replacements), so she does need to bring some post-weaning performance and carcass quality with the package. We can use a terminal sire to boost those traits, but this will only be half of the package for half of the calves (assuming 50 per cent of cows mated to terminal sires), so some of this package needs to come from the dam.

There are probably other attributes that could be added to that list, and everyone will have different opinions as to how to best balance the different attributes required in a cow – it is a subject that evokes a lot of passion in cattle enthusiasts. This is healthy – not everyone needs to breed the same cattle, and there is room in the market place for differences of opinion. We can, and should, continue to debate based on science, evidence and economics, and keep looking to breed cattle which are suited to different roles in our cattle production system.







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Unconventional expansion boosts BULL NUMBERS AT KAKAHU

STORY AND PHOTOS BY SARAH IVEY

I



Tom Hargreaves is the fourth generation to be farming at Kakahu, just west of Geraldine in South Canterbury. Nothing much about what he does is conventional and that's the way he likes it.

When Tom saw the 2019 bull sale figures he knew he had to do something about it.

"I know that \$10,700 is getting very expensive for a bull. I'd like to get this figure down so my clients can go away from the sale feeling they've bought a good bull for a reasonable price. That's a more sustainable model for both us, and our clients," says Tom.

In order to achieve this, Tom and his father Gerald Hargreaves took an innovative approach.

"We're at capacity with 600 Angus cows on farm here and another 120 at our satellite farm in Southland, so basically we've tried to find a way of increasing our calf numbers without having to graze more cows."

The answer to this was purchasing the 200 ha dairy farm that neighboured Kakahu. The dairy cows (all sourced from Mycoplasma bovis clear areas and tested as negative) would be used as recipient cows for an embryo transplant (ET) programme.

"The cows still get milked once a day but the calves stay on them and their parentage is of top Angus genetics. The dams will be the top 30 per cent of our cow herd, better utilising those genetics, and the sires will be high indexing bulls."

Within the dairy herd, the top 100 cows will be artificially inseminated with sexed semen to use as dairy replacements and the other 300 will carry ET calves.

Kakahu currently sell 200 bulls as two year olds and around 60 as yearlings.

"We see this number as creating a price problem in the market, so we plan to sell more yearling bulls, with a greater selection, as we try to bring the price down for our clients. We are especially mindful of our smaller, long-term clients and ensuring they aren't priced out by the larger operators."

As well as bringing bull prices down, the ET programme would complete the breeding programme as it would allow Kakahu to be an entirely closed herd. It's all forward thinking for Tom, who moved back to the family farm from Melbourne in 2009, where he and his wife Anna were both working in architectural firms. Anna followed Tom in 2010.

"Dad told me I wasn't to come back to the farm until I was 30. I had to go and have some fun first."

Tom's farming experience was limited to school and university holidays working on the farm, as well as spending a year at Glens of Tekoa Station, so he leant on Gerald and the farm managers as much as possible for knowledge, support and inspiration.

As staff moved on, Tom took on more and more responsibilities until Gerald saw the natural progression was for he and wife Sue to hand over the reins.

"We've surrounded ourselves with great staff and Dad still has a lot to do with the stud. He mates all the cows and Mum is that cog that keeps everything running, deciphering Dad's scribbles on scraps of paper and turning them into legible data."

There are three block managers on farm: stud block manager Dale Boat, agriculture manager Jeremy Winchester and commercial block manager Shaun Calvert. Each plays an important role in the overall success of the operation. There is also general shepherd Emma Hollard, and Sani Hansen works as a farm hand.

The 600 Angus cows are run alongside 100 Charolais (also a stud), 2,500 composite Romney ewes, 350 commercial Angus heifers and the 260 Angus sale bulls. All lambs are finished on farm, with the total operation running 15,000 SU.

The 350 commercial heifers are all either home bred (from the stud or dairy ET programme) or bought in as weaners from clients using Kakahu bulls that Tom is seeking.

"They're all pre-sold to clients wanting to lift numbers or improve their herd qualities more quickly. The main reason for selling them is to get more people into Kakahu cattle."

For this reason they are sold at an affordable price of \$1,600-\$2,000 per head, depending on the scanning results for both eye muscle area and intramuscular fat.

Carcass qualities are a part of the animals that both Tom and Gerald have had a huge focus on.





"Without carcass qualities, growth is wasted. People will buy the beef once but if it doesn't taste any good, they'll never buy it again. Quality is more important than it ever has been before, especially with the challenges we face globally. The younger generation are growing up with plant-based protein in their faces and their expectations are very high. Selling something as just, 'New Zealand grass fed', isn't good enough anymore."

Tom says grass fed beef does not naturally have consistent marbling; you have to breed intramuscular fat (IMF) into the genetics in order to produce it.

"We're very focused on what our cattle are doing for the commercial farmers. We want them to produce as much quality beef per hectare as possible."

Cows that have a high calving percentage and produce calves that go on to grow well, with good carcass attributes and a high yield of 58-60 per cent are very profitable.

"All of a sudden you can cut your cow numbers slightly, while still producing the same overall beef yield per hectare. It's more economical and it's better for the environment, which is very important nowadays."

Mature cow weights are kept low as Kakahu's clients are mostly in the hill country and the cows have to be able to get around.

Kakahu used to be a fully New Zealand-influenced herd until 30 years ago, when Gerald first visited the United States on a bull-scouting trip.

"The herd shifted across to American sires virtually overnight. Although big, rangy American cattle hadn't done well for other breeders previously, Dad saw that America is like a mega-store for Angus cattle. You can get anything you want with the massive array of phenotypes and genotypes." "WITHOUT CARCASS QUALITIES, GROWTH IS WASTED. PEOPLE WILL BUY THE BEEF ONCE BUT IF IT DOESN'T TASTE ANY GOOD, THEY'LL NEVER BUY IT AGAIN. QUALITY IS MORE IMPORTANT THAN IT EVER HAS BEEN BEFORE, ESPECIALLY WITH THE CHALLENGES WE FACE GLOBALLY.

Tom admits you have to be careful with feet and other attributes, just as you do with any bull you are considering using.

"You have to have a good look at the bull in person, and also at large groups of his offspring to ensure you like the type he throws. If you don't do your research, you might as well throw your stud business away."

Tom went on his first bull-buying trip to the United States in 2019. He was joined by Gerald, as well as Damien Reynolds and John Jackson from Totaranui Stud, Robbie Kirkpatrick from Whangara Angus and Guy Sargent of AngusPure NZ.

Bulls found on this trip and used over the herd in 2019 were Lotto, Inertia, Enhance and Wall Street. Australian bull Dusty was also well used.

"With low mature cow weights we have to find bulls that will maintain this size, while having antagonistic high growth and excellent carcass qualities."

Everything is mated by AI for two cycles, with follow-up bulls going out for the third cycle. All follow-up bulls are Kakahu bred sires and the conception rate across both the MA cows and heifers is 85 per cent for AI and a 95 per cent total take.

"We're not seeing any correlation between IMF and infertility. Our IMF is getting higher every year compared with the rest of New Zealand's Angus cow herds and we've not seen any drop in fertility at all. If anything, it's risen."

Although Tom notes raw data can be misleading, he says the latest IMF scanning results from 155 heifers was an average of 7 as a percentage, with the highest being 14.6 (measured in the United States in the CUP system), which was very encouraging.

Tom says if you teach your clients about what EBVs can do, they'll figure it out for themselves and most Kakahu clients are very aware



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of what modern technology can do for them.

One of the main reasons for using AI over the full herd is to maximise the use of genetic advancements and to make use of the latest and best bulls available to them each year.

Tom says he has not yet found a typical New Zealand 'type' bull that has the high performance he's looking for, but he'd be open to using one if he found it, as the phenotype is good.

"We've not found a sire in New Zealand that ticks all our boxes yet, so why buy a herd sire that's not perfect and get stuck using him for 4-6 years when you can instead be using the latest genetics?"

Increasing efficiencies within a cow herd is a top priority and using every tool available gets you to this goal faster, he says. Everything is scanned for eye muscle area, intramuscular fat, and rib and rump fats, even the culls. Tom is very aware the more information you have, the better choices you can make to improve your herd. Genomic testing is also vital to progression.

Kakahu has a high emphasis on calving ease for all yearling and two-year-old bulls sold, however the bulls sold at the yearling sale are specifically selected for calving ease and low birth weights.

"Historically we were leasing our yearling bulls for \$800 each, which covered our costs. But when Mycoplasma bovis came along this had to stop immediately for obvious biosecurity reasons. The clients who were leasing bulls now had to come and buy them in our sale, which was quite a financial hit for the guys needing eight to ten bulls. This is where we see the ET programme bringing such added value, with so many more high performance yearlings to put to the market."

The Kakahu cattle are all fed well on crops over the winter months to allow pastures to recover in time for calving. Bulls are fed kale and fodder beet simultaneously in adjoining paddocks, a relatively new initiative.

"We were losing quite a few bulls on beet so we had to find a

ON FARM WITH ANGUS

better diet solution for them. To have a good mix of carbohydrates and protein, we decided that a kale and fodder beet mix could be the answer."

A trial was done in 2018 and it was very successful. Breaks were shifted at the same time on both feed sources and Tom noticed that after an hour or two on the fodder beet in the morning, the bulls would all drift back through the gate and onto the kale.

"We went from losing ten bulls each year, to losing none."

The heifers are also fed this feed combination in winter. Mixed age cows are on the hills until June and then have 60 days on swedes. They're all

gestation scanned and taken off the swedes ten days prior to calving.

Once the calves are tagged and weighed, at 2-3 days old they're moved out onto saved hill pastures. Tom sees the cows as not just a tool, but as a high value animal that produces a very high value calf.

Irrigation covers 260 ha of the home farm, as well as 100 ha of the dairy farm. A fertiliser consultant is employed to source the best products from various companies and Tom believes this has turned the pasture around in the last four years.

"My philosophy on people working here is to invest in competent contractors who want to invest themselves in our property. They learn to understand it well and they make the right decisions."

A lot of Tom's time is now taken up by compliance and administration but he works on the farm where possible, alongside his three managers.

He also still works as an architect in a freelance capacity. He and Anna work as a team on private contract projects, with Anna doing the interiors. Clients are all by word of mouth and the pair appreciate the balance of having that transition to off-farm work from time to time.

Anna also runs all the marketing for Kakahu, which includes completing the sale catalogues and running the social media, which has been stepped up to match the moving trends of online advertising.

Overall, science, progeny testing and good stockmanship are the key drivers for success at Kakahu, but family is also in the mix for Tom and Anna. Four-year-old Francesca adores going out on the farm with her Dad, and Louie, who turns one in May, will be hot on her heels at the first opportunity. It's just all part of the optimal balance at Kakahu. For over 80yrs Hingaia bulls have been standing up to the demands of the industry



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The Beef Progeny Test confirms qualities of **ANGUS**



BY MAX TWEEDIE

If you can't finish this line then you probably aren't a cattle breeder: 'There's as much variation within a breed...'

It's a classic and gets thrown around a fair bit when it comes to breeders squaring off on the qualities of their favourite cattle. In case you aren't a cattle breeder, it finishes... 'as there is between breeds'.

The B+LNZ Genetics Beef Progeny Test (BPT) has always been about individuals – a test of bulls rather than a test of breeds. It is still most important to choose the bull for your objective rather than simply choosing your breed and hoping for the best. We are lucky that there is huge variation in the Angus breed, which allows for faster genetic gain, but also so that breeders can accelerate the traits that they choose to push – regardless of indexes or national breeding objectives.

Though in saying this, there hasn't ever been an opportunity to size up the breeds of our fine beef producing nation – so it must be done! Prior to the BPT it wasn't possible to make a fair comparison in New Zealand systems as the research simply hadn't been carried out. The BPT, in its first two cohorts, has shed some light on our major breeds.

Two different metrics have been used to compare the breeds. The first is 'Average rank of sires', which is the average rank across cohorts 1 and 2 (52 sires in each cohort) of the three breeds that have been chosen to have a look at. This number will tell you where (relative to the total 52 sires) the Angus bulls are ranking on average – it's not influenced by number of sires and a lower number is more preferable.

The other is 'Average number of sires in Top 20' which is the average number of top 20 ranked sires across cohorts 1 and 2 (52 sires in each cohort). This is influenced by number of sires (Angus - 25, Hereford - 12, Simmental - 9) but gives us an idea as to the performance of the spread of the top of the bulls, i.e. whether the best Angus bulls are competing with the best of the other breeds.

It should be noted that a \$ Index is still the best way to asses multitrait excellence on individual sires and their breeds. It incorporates market information and the relative \$ value of improvement in one trait against another. You would expect a BPT index is still the goal for B+LNZ Genetics and assumedly awaits maternal data collection and analysis, to allow a full systems perspective. Ideally a \$ Index would be used to square off the bulls and their breeds against each other. But for now these metrics will have to do.
 Table 1: Beef Progeny Test breed performance on Rank

 across Cohort 1 & 2

		Average rank of sires	Av. number of sires in Top 20
IMF	Angus	17.5	13
	Simmental	38.0	1
	Hereford	29.5	3
Beef EQ %	Angus	26.0	8
	Simmental	25.0	5
	Hereford	28.5	5
Weaning Weight	Angus	26.0	9
	Simmental	23.5	4
	Hereford	29.5	4
Growth Overall	Angus	28.5	7
	Simmental	19.6	5
	Hereford	30.0	3

Source: B+LNZ Genetics Beef Progeny Test, 2019.

All of the nominated Simmental sires, bar 1, are in the top 50 per cent of the breed for weaning weight – based on their 200-day weight EBVs. This contrasts with the Angus sires in Cohort 1, where 12 of the sires selected were below breed average (for their 200-day weight EBV). This makes an interesting point. The Cohort of Simmental sires were at the top of their breed for growth, whereas half of the Angus bulls were at the bottom of theirs.

Yet across the 2 cohorts, the Angus breed still managed to produce nine of the Top 20 sires for weaning weight and an average rank of 26 from 52 sires – close behind Simmentals at 23.5. The Angus bulls represented the true spread of the breeds' performance for weaning weight (top 1 per cent to bottom 1 per cent) but Simmental were only just able to pip the Angus sires.

Across all growth traits – the 'growth overall' metric in the table averaged weaning, yearling and 18 month weight – seven of the 25 Angus sires ranked in the Top 20. This reinforces the 'variationwithin-the-breed' idea. The top Angus sires are up there with their terminal counterparts. If you want high growth, you can have it in

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VIEWPOINT

an Angus package, just make sure you choose the right bull.

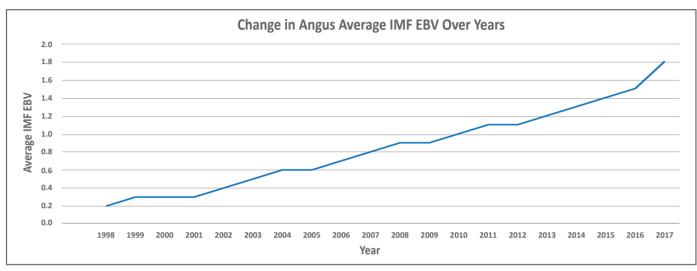
For premium programmes, look no further. Angus rounded out cohort 1 with 14 of the top 20 sires for IMF (marbling) and 12/20 for cohort 2. This is impressive and emphasises the gain the breed has made for marbling over the last 20 years with or without premium programme incentives. The other breeds noted in Table 1 where a mile off with 1 and 3 sires in the top 20 and average ranks of 38 and 29.5 – far from the Angus sires that in-fact averaged within the top 20 for IMF (17). This is very encouraging for Angus fans and cements its spot as the premium beef leader.

Programmes like AngusPure and Silver Fern Farms Beef EQ continue to communicate to farmers that their biggest single fallout attribute is marbling. With the introduction of CUP ultrasound scanning technology, we have seen a lift in the heritability of IMF

to 0.65 (Angus Australia, 2017) when using this recording method for inputting data into EBVs. This would indicate 65 per cent of what we see with marbling can be explained by genetics. Therefore, our biggest tool, aside from feeding, is choosing the right sires. This gives us more traction for genetic gain as breeders, but most importantly points to the fact – if you want eating quality, you want Angus.

Reproduction and maternal trait assessment is still in early stages. Repeat pregnancies and calf performance (from females born in the programme) is gradually being collected and awaits analysis.

For full sire rankings hop onto to the B+LNZ Genetics website. You pay your levies, so why not hop on and check out the results? Here's hoping your bull breeder features!



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KAHARAU ANGUS

THE NATIONAL SALE MARKS

100 years for Angus

BY BRUCE ORR

With our Angus Association now moving into its second century it is interesting to look back on what we now loosely refer to as our 'National Sale', its origins and how and why it has evolved into the format we have today.

The New Zealand Angus Association was founded and held its first general meeting in October 1917. It was not long before a National Sale was mooted and arranged.

The first multi-vendor auction sale of registered pedigree Angus was held in July 1919 (said to be far too early), and was conducted by Williams & Kettle at Stortford Lodge sale yards in Hastings. The sale was deemed a success, but was most noteworthy for the appeal and demand for the consignment of the "Gwavas" bulls of the Carlyon Estate that averaged 209 guineas. Probably the greatest significance of this entry was that a very young Donald Grant had already been stud master at Gwavas for seven years, having arrived out from Scotland in 1911 as a 21 year old. Grant would make his mark on the breed in even greater fashion later.

The next year (1920) the sale was moved back to September. The country had suffered a drought and the sale failed miserably with a top price of only 47 guineas. This was followed by another poor sale in 1921, and prompted a move of venue to Dannevirke for the 1924 sale where it remained for 50 years. With the Great Depression and the Wall Street Crash having a profound effect on our national economy, the prices received in the late 1920s-early 1930s were in the main low. The sale average was a paltry 20 1/2 guineas for 37 bulls sold in 1932.

However by the mid-1930s we were coming out of the Depression and changes were afoot. Yearling bulls first made an

appearance in 1934 where they made up a quarter of the offering, and the arrival of the global chiller beef trade had a positive effect, suiting the moderately framed and well covered style of Angus we were breeding. Larry Sherriff's bull "Jolly of Kowhiwhi" topped the 1937 sale at 355 guineas. With the World War II looming, Angus values were on the rise.

1940 saw the war, a new decade and undoubtedly the era of Donald Grant, mentioned earlier, and the "Mangatoro" prefix. The 1940 National Sale saw a top price of 800 guineas for Mangatoro, but this was about to be easily surpassed. In February 1939 Grant purchased and imported "Mulben Embassy" from the Perth Sale and landed him home in Dannevirke in October for the princely sum of 380 pounds. His first progeny were offered at the 1941 National Sale and set values previously unheard of in New Zealand, regularly selling for excess of 1000 guineas. This great run was to continue for six years as Mangatoro was to top our National Sale from 1941 to 1947 inclusively, with Embassy sons or grandsons.

Not only was "Embassy" a bull that bred incredibly well but he was eye-catching and a top show bull, winning numerous championships, including Hawke's Bay on four occasions at what was then the premier Beef Cattle Show in New Zealand. Unfortunately the War had curtailed holding a Royal Show from 1939 to 1947, so Embassy was denied a Royal Championship, a title he so richly deserved. Undoubtedly "Mulben Embassy" is the bull that had the most profound and positive influence on New Zealand Angus in the first 50 years of its official existence, if not also in the second and long after he left us.

The National Sale of 1955 was topped by a bull from Andrew



Open Day 2017 at the highly successful Angus Bull Unit, held on David Wright's property in Feilding.

McGaffin of Brooklands at 4200 guineas, but this was to remain our top price for eight years as our market languished.

At the National Sale of 1962, the offering comprised 387 entries, of which 279 sold. It was time for some soul searching and honest debate and discussion; the Angus Association had 550-odd breeding members and they were supplying more bulls than the commercial market could handle. Where they in fact what the market wanted?

The demand for fat, mollycoddled yearling bulls had disappeared. The type of bull being produced was not in harmony with the commercial market, and the lack of any performance data was holding the industry back. But the days of the bull test stations were just around the corner.

The National Sale of 1966 was topped once again by Donald Grant, with "Eustace 72nd of Mangatoro" at 6900 guineas. In 1970 the National was split, the led bulls being offered in July and the unled in September. The result: form your own deductions. The Champion bull, again from Mangatoro, was Elomest 23rd. He only made \$1,700 and the sale average was a miserly \$1,393. The sale was topped by an unplaced yearling of Jock Duncan's Purser 14th of Elgin at \$4,500.

1971 saw the Atahua prefix coming to the fore with Atahua Hope 3rd being made Champion, and selling for top price of \$8,000 to the Glenmark Stud of Derrick Gould. 1972 saw yearlings neglected, but a new class for unled bulls well supported.

1973 finally saw the rumbling of discontent come to a head with the final Dannevirke National Show and Sale. However, not all of the Hawke's Bay breeders were happy about this, with some continuing with Dannevirke for some years with a sale, but not however the National Sale.

A new era in the Angus world arrived with the 1974 National Sale being held at the Palmerston North Showgrounds. Also came was an acceptance of bulls that had been at a test station and a willingness to pay for them. The following decade were good years for a new wave of breeders, Ranui, Hingaia, Rangatira and others, however one would say it was a real purple patch for Kauere and the Saunders family. Fred was everybody's favourite, and to watch the byplay by him and legendary auctioneer Pat Cooper was one of the highlights of the National Sale.

The advent of American genetics and the search for larger growth bulls coincided with the 1988 National Angus Bull Sale, changing from a stand-alone sale to part of Bull Week. The result was instant, with Waitapu selling the Champion bull Governor for \$41,000, in 1988, and Mastercharge, also Champion, for \$32,000 in 1989, and then a son of Governor, Diplomat, in 1990.

1991 was the turn of the Dalziell family with "Atahua Excellence"

Author Bruce Orr is a long time expert in the auction ring and currently works as a Stud Stock Agent for Carrfields.





being Champion Angus, and Supreme Champion All Breeds and reaching a record top price of \$42,000. The record was not to last long. 1992 was one of the National Sale's proudest hours with "Atahua Legacy" making a New Zealand all-time record of \$155,000.

1993 saw Waitapu Jubilee fetch \$4,500, 1994 Atahua Turbo \$34,000, 1995 Atahua Liberty \$45,000, and 1996 Atahua Westpoint for \$130,000, although he was not our Champion.

In 2001 the sale changed in name from part of Beef Week to Beef Expo, and in 2008 the sale venue changed to the Manfield Park Agri-Events Centre, and the National Sale included bulls from the first Angus Bull Unit. Lin Johnstone of Ranui Angus has been a supporter of the National Sale since 1967 was has entered more bulls than any other stud. "It would be within kicking distance of 220," Lin said in 2015.

The popularity of putting bulls in the National has waned since then, but the increased number of on-farm sales, their popularity and very successful averages over the last decade has proven Angus are the market leaders. We are selling many more bulls, with performance data that is readily available today playing a large part in decision-making. To borrow from our favourite outdoor shop's motto, Angus are out there doing it.



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Allflex Angus Bull Unit

This year saw 21 rising two year old Angus sires descend from around New Zealand to David Wright's property in Feilding, to be run alongside one another and then sold at the PGG Wrightson Livestock National Angus Sale, which is to be held at Orlando Country Club in Palmerston North on 13 May 2020.

The year has been a trying one for farmers in the Manawatu region, with drought conditions plaguing most of the area in what has been a long, hot summer.

Despite this, the bulls have shown impressive growth rates on their diet of grass pastures and baleage. Weights have been taken on a regular basis by Paul Gilligan of Datamars (formally Tru-Test) and there seems to be no slowing them down.

Property owner David Wright, of Wright Livestock has cared for

their every need since they arrived in November, running a strict animal health program and handling them frequently in the yards.

All the bulls were HD50K tested by Zoetis again this year, to ensure the latest technology is being utilised and as much information as possible can be supplied to potential buyers and the stud breeders themselves.

All the bulls were structurally assessed by Bill Austin on March 2nd and he was impressed with the group.

"This would be one of the best lines of bulls that I've ever seen here at the unit, from a structural point of view. They're an impressive line up overall and they're in a very forward condition, especially given the current drought conditions," said Bill.

All bulls were re-tagged and given a bull unit identification



ANGUS YEAR

number and an AngusPure Source & Trace tag by major sponsor Allflex.

Bull Unit Manager and Angus New Zealand Board member Cedric Lander, who has been running the unit for a number of years now, is once again very happy with the bulls' development.

"I consider there to be a number of potential stud transfer bulls here this year. Despite the bull numbers being back a bit on previous years, the quality is definitely still here and both the commercial and stud buyers will not be disappointed with the bulls on offer, come May," said Cedric.

Angus New Zealand would like to give special thanks to major sponsor Allflex, as well as Zoetis, Datamars, Boehringer Ingelheim, PGG Wrightson Livestock and FMG for their continued support of the project.



The Allflex Angus Bull Unit is proudly sponsored by







PROGRAMME

Tuesday 12th May 2020

Bull Unit Venue: David Wright's - 641 Milson Line, Palmerston North

10.30am - 12noon Boyd Gudex Workshop – light lunch available

12.30pm - 3.30pm Allflex Bull Unit viewing

Wednesday 13th May 2020

9.00am - 11.00am Allflex Bull Unit Viewing

11.30am Light lunch served – Orlando Country Club, 748 Rangitikei Line, Palmerston North

1.00pm PGG Wrightson Angus National Sale - Orlando Country Club, 748 Rangitikei Line, PN

















Bulls for Sale by Private Treaty: 30 R2 Bulls available from 15 May 50 Yearling Bulls available from 9 October

https://www.facebook.com/benatradeangus/

Contact:

Dave and Juli Marshall

Mobile 027 2051895 (Dave)

Sired by: L D Capitalist Klooney K42 Taimate Lazerus Te Mania 17-565 Te Mania 16-500 Benatrade 14-17 Benatrade 16-06

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laggards on MT MONTROSE

BY SANDRA TAYLOR

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ANGUS

PA RTNF

DAVE AND JO, WHO HAVE BEEN FARMING MT MONTROSE FOR 10 YEARS, RUN A CROSS-BREEDING PROGRAMME IN THEIR BEEF HERD TO CAPTURE HYBRID VIGOUR, SO WHILE THE MAJORITY OF THEIR BREEDING COWS HAVE A WHITE FACE, ANGUS IS STILL VERY MUCH AT THE HEART OF THEIR BEEF OPERATION.

There is no place for underperforming animals in Dave and Jo McKenzie's North Canterbury beef operation.

The couple, who farm the 2450 ha Mt Montrose near Culverden, identify and seek to eliminate any factors that might limit production as they strive to maximise productivity and profitability in their 800-strong breeding cow herd.

Dave points out that the farm has numerous strengths including a mix of terrain and aspect, from steeper hill country to irrigated flats and has more reliable rainfall than many other parts of North Canterbury.

While he jokes that management is possibly the farm's only weakness, the couple are focused on using a combination of feed, genetics, animal health and old-fashioned stockmanship to drive production and generate a return on their investment in both irrigation and their cow herd.

Eighty hectares of their flats are irrigated with centre-pivot irrigators and these flats are used solely to grow out cattle over summer in a cell-type grazing system and for wintering around 260 R1 steers and 380 R1 heifers on feed crops. R1 steers are then sent to ANZCO Food's Five Star feedlot from December with all of them gone by March.

The heifers are mated as yearlings.

Dave and Jo, who have been farming Mt Montrose for 10 years, run a cross-breeding programme in their beef herd to capture hybrid vigour, so while the majority of their breeding cows have a white face, Angus is still very much at the heart of their beef operation.

While they have finished and sold prime cattle in the past, the system of selling steers to Five Star at 500kgLW was, says Dave, an easier target.

This frees up feed and enables them to finish cull and dry heifers (which are sold at 250kgCW) and, more importantly, protect the reproductive performance of their breeding cows.

Dave says their focus is very much on their capital stock and so it was frustrating when, back in the years preceding 2013, they couldn't get the empty rate of their cows below 10 per cent. They also had an unacceptably high 5-6 per cent of scanned in-calf cows coming in without a calf at calf-marking.

Determined to address these production losses, the couple enlisted the help of PGG Wrightson vet and friend Andrew Dowling.

Bovine viral diarrhoea (BVD) was identified as a possible cause and blood tests taken from a sample of cows confirmed it.

The results showed that there was an active BVD infection in the herd which meant there were "persistently infected" (PI) cows spreading the virus in their breath and infecting every calf they bore, which perpetuated the cycle of infection.

The infection was also costing the herd energy to fight the disease which was impacting on productivity.

As BVD was endemic in the herd, Dave and Jo needed to take a strategic approach to the problem and made the decision to prevent



Dave and Jo McKenzie.

PI heifers from entering the herd by blood testing the heifers prior to mating.

Tests in 2013 and 2014 found no PI heifers, but two were identified in 2015. That year Dave and Jo blood tested all of the cows at calf-marking and no PI cows were identified - they had either been culled or died.

It was at this stage that they began vaccinating all younger cattle against BVD as they aimed to, ultimately, have a fully vaccinated herd.

Annual blood tests taken at calf marking showed antibody levels were slowly declining, but in 2019, tests showed antibody ELISA levels had dropped dramatically to just 0.23 from a high of 1.87.

These tests reflect a huge improvement in the number of empty cows, which have plummeted to an acceptable 3-5 per cent, and wet/dries are just 1.5 per cent.

Dave admits that tackling the diseases required a significant investment in both time and money and he was grateful that NAIT tags made the job easier, but he says it was definitely worth the effort.

"It took a while for the investment to pay off but we now have more calves to mark and more cattle to sell."

Now all the heifers get a primer BVD vaccination, followed by a booster, before they go to the bull and the cows are vaccinated annually at calf-marking.

The heifers are blood tested in a bulk testing system which reduces costs.

At about the same time the McKenzies embarked on tackling BVD, they also identified copper and selenium deficiencies and after seven years of treating with a long-acting selenium injection and copper bullet, blood tests have shown levels are now within the normal range. Dave says they have dropped the copper bullets but



will continue with maintenance selenium, with the calves getting selenium at calf-marking, before going onto a winter feed crop and as part of a drench in spring.

Calf marking is a busy time for the team on Mt Montrose as they divide the cows and calves into mobs according to the sex of the calves.

The steer calves are given priority feed as Dave and Jo routinely sell 140 of their top steer calves at weaning. These calves, which last year averaged 268kg, are sold privately.

Dividing the calves into mobs at calf-marking also gives them the ability to strategically wean the calves early and get them onto irrigated pasture if the season means keeping the cow and calf together compromises the performance of both.

Dave and Jo are very focused on maximising growth rates over summer and autumn as, in Dave's view, it sets both the heifers and steers up well for future performance.

Over summer, the irrigated flats are set up into 2 ha cells and the cattle – both steers and heifers – are shifted every two days. The pastures grown under water are Asset Italian ryegrass and Shogun with a legume added.

"We've gone away from chicory as there was too much of a risk of bloat."

While the couple used to regularly weigh and record growth rates, comparing different lines of cattle, they found the exercise to

be of limited value. While they still monitor weights, the focus is on feeding rather than trying to tease out differences between lines.

"I just work on the fact that I cannot feed them any better," says Dave.

The yearlings winter on feed crops and while Dave and Jo were growing fodder beet, they found having so many animals on a large volume of feed created soil compaction issues. This year they have gone back to kale for wintering cattle.

This feed is allowing the cattle to realise their genetic potential and Dave spends a lot of time researching and selecting the genetics that will be the best fit for their operation.

For him, the non-negotiables are structure, constitution and temperament and these take precedence over specific EBVs, although he does select on maternal EBVs.

"I don't want anything extremely above or below the breed averages."

They buy Angus bulls from neighbour Jono Reid's Grampians' Stud, Martin Farming, Woodbank Angus and yearling bulls from Ben Pickering's Blue Duck stud.

Dave describes their cows as being of moderate size, weighing 580-600kg at weaning, which suits their country.

The cows certainly earn their keep and after weaning they are put on clean-up duty before going out the back of the property onto their native wintering blocks.





While Angus genetics are at the heart of the beef operation, the McKenzies crossbreed to capture hybrid vigour.

The cows are brought down to the developed down country for calving from September 20.

Dave and Jo use young bulls over their yearling heifers and these bulls have been selected for calving ease. Dave feels EBVs for calving ease are proving to be very accurate given the limited assistance the heifers require.

The yearling heifers go to the bull weighing 360-380kg and are run with the bull for two cycles.

In early autumn, they are run onto developed hill country and two weeks before calving, they are brought home to calve behind a wire. They are then shed-off daily. The female progeny is identified and will be retained in the herd if they are up to scratch.

The cattle complement the farm's 3,500 North Island Turanganui Romney ewes and 800 hoggets. Again, the focus is on the breeding performance of the ewes and all the lambs are sold either store or prime at weaning on December 15.

This enables the McKenzies to partition feed back into the ewes and this is reflected in lambing percentages of 165 per cent - on hill country.

As far as livestock performance goes, Dave and Jo are very happy with the productivity and performance of both their ewes and cows, particularly the latter having addressed animal health issues.

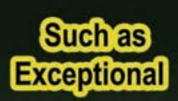
Dave says their stocking rate gives them the ability to feed animals to their potential and this has been reflected in reproductive performance and cattle finishing.

He says they have been focusing on per head performance and maybe in the future the focus will shift to per hectare performance, but at the moment they have a system that works well.



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Waimata Graphics



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Prep: 30 mins | Cook: 20 mins | Serves 4

Ingredients

Beef

• 3 x 200g Angus sirloin steaks (about 2cm thick)

Grain salad

- 1/2 cup white quinoa, very well rinsed
- 1/2 cup Israeli couscous
- 2 corn cobs, husks and silks removed
- 4 small zucchini, cut into thick ribbons
- 1-2 handfuls baby spinach leaves

Dressing

- 1 tablespoon lemon juice
- 1 tablespoon Dijon mustard
- 4 tablespoons olive oil

To serve

- 1 tablespoon sesame seeds, white or black, toasted
- 1/4 cup picked mint leaves, finely shredded
- ¹/₄ cup walnuts or pine nuts, toasted, optional
- Rocket aioli

Method

Salad

Place rinsed quinoa in a small heavy based saucepan with ³/₄ cup cold water. Cover and bring to the boil, then reduce heat and simmer quinoa until the liquid is absorbed, about 15 minutes. Place Israeli couscous into a saucepan of boiling salted water, reduce heat and simmer for 10 minutes, until soft but still retains some bite. Drain and rinse under cold water. Set both aside.

Heat barbecue grill until hot. Rub corn cobs with a dash of oil and season. Place on the hot grill and cook for 15 minutes, turning regularly. Set aside to cool a little, then stand cob on one end and using a sharp knife cut down to remove kernels. Brush barbecue grill with a dash of oil and place on zucchini. Cook until just tender. Season and set aside with corn kernels.

Dressing

Place all ingredients in a small screw-top jar, season and shake well.

Beef

Rub steaks with a little oil, season and place on a hot barbecue grill. Grill for 3-4 minutes on each side for medium-rare. Remove from grill, cover and set aside to rest.

To serve

Place cooked quinoa and Israeli couscous in a large bowl, and using a fork, stir through the corn kernels, zucchini and spinach leaves. Pour over dressing, toss gently and place on a serving plate. Slice sirloin steak and place on top of the grain salad and sprinkle with the sesame seeds, shredded mint and nuts if using.

67

Black beauties still the best for MAXIMUM MARGINS

STORY BY RUSSELL PRIEST AND PHOTOS BY SARAH IVEY

Angus New Zealand 2020

"WEANER PRICES WERE BACK A BIT LAST YEAR. WE BOUGHT WEANERS THAT WERE 30KG HEAVIER THAN THE PREVIOUS YEAR FOR THE SAME MONEY."

Feilding cattle and lamb trader Warwick Clausen is sold on Angus after being in the business for 40 years.

He's dabbled with a few other breeds but has found Angus to be the most resilient and the best converters of grass to beef.

"You can throw any sort of weather at the Angus and it doesn't seem to affect them; they still perform.

"I also like the look of them. A good line of Angus steers with their glossy coats are hard to beat. My first port of call when I arrive home from a holiday is my Angus steers."

Warwick farms 200 ha in two blocks both on the outskirts of Feilding. His home block is 160 ha and it is where he trades Angus steers and lambs. The steers are bought as weaners, wintered and sold in the late spring/early summer as 15-month cattle.

The second block belongs to his wife Kaye and finishes 80 to 100 mainly Angus 30-month-old heifers.

Warwick buys mainly Angus, or occasionally Angus Hereford

(second choice), weaner steers at the April weaner fairs in Feilding. Weaners at these fairs come from a wide catchment area and are generally the later born hill country calves, many from around the Taihape area.

"They often come from large cow herds which gives me a far greater selection, as does the larger number of calves coming from the wide catchment area. The lines are also more even which means it's far easier to create lines when you come to sell them."

In the early days Warwick used to buy weaners from Gisborne, but now most of these early-born calves are snapped up by locals. In recent years, weaners have come from Ricky Alabaster, who uses Atahua Angus genetics, the Sue brothers and the Batleys from Taihape/Ohakune, with some from Dannevirke.

Temperament, length, bone and historical performance are the four most important selection criteria Warwick uses when buying. "Being in the game for a long time, and having wintered many





different lines of weaners, has given me the insight into which farms produce the sort of stock I'm looking for," Warwick says.

"I haven't always got it right but I'm getting better at it. Being a trader means I've got to buy the type of weaner that I think will sell well at 15 months."

"I've bought lines of calves in the past that look the part on the day, but six months down the track they start to develop characteristics which suggest they are not straight Angus. I've sorted these out over the years and now have a pretty good idea of which lines are genuine."

Warwick normally buys 200-230 calves annually that weigh between 200-240kg and starts selling them towards the end of November at around 370-380kg if the market is strong.

"I can usually get them to 400kg LW average by early December." He drip-feeds them into the Feilding Sale Yards where they are bought by a wide range of finishers, one of the most notable of

ON FARM WITH ANGUS

which is Tony Brown who carries them through another winter and off-loads them into Feilding a year later as 24-30 month cattle.

Early this year for the first time he sold 94 steers to the Five Star feedlot at an average weight of 516kg. His trading margin last year was about \$700 (average buy-in price of \$902 and average sale price of a bit under \$1600).

"Weaner prices were back a bit last year. We bought weaners that were 30kg heavier than the previous year for the same money."

On arrival at the home block the weaners receive a quarantine drench (levamisole-mectin combination) and are set stocked on grass at about 2.5/ha with trading lambs. A month later they receive another drench of the same product followed by one or two further monthly drenches until they go onto crops.

Break-fed oats with ad lib, high quality balage and regrowth rape carries them through from early August until mid-September when they are set stocked on a combination of traditional pastures and short rotation Italian rye and clover.

"We generally have no problem putting 200kg on them over the winter."

Warwick finds there is a significant difference in the maturity pattern of the weaners he buys. The blockier types clean up in the coat early enabling him to sell them first in early November. The later maturing types like the Alabaster cattle take a bit longer to get ready for sale, however, once they start moving they appear to really pile on the weight.

Warwick is big on temperament and has noticed a significant improvement over the years in the breed. However this is not the case with lines from some farms.

"I constantly talk to my cattle when I'm working with them particularly when in the yards. I'm sure this has a soothing influence on them enabling me to almost walk up to them and scratch them. They like to know where you are."

It is not always the way they are treated, though, and Warwick says he has seen cattle become very unsettled, particularly if worked by people shouting or using sticks.

He has also noticed the breed becoming a lot bigger over the years.

Warwick has had a couple of cracks at finishing his steers through to June/July however has realised most of his soils are too





Kaharau 306 purchased in partnership with Merchiston for \$78,000 in 2019



2020 Sale Bulls by: Te Mania Limitless 380, Atahua 785-12, Atahua 214-16, Atahua 216-16

Tangihau 465 photo taken in December out with 2yr old heifers with calves, a Hoover Dam bull calf standing infront of 465. Tangihau 465 was purchased in partnership with Merchiston for \$24,000 in 2019.

2yr Bulls SALE DATE: 8th June, 2020 11.00am

Manawatu/Wanganui BULL WALK Tuesday 5th May



Alan and Michele Dalziell 283 McBeth Road, RD7, Feilding 4777 Ph: 06 328 9784 Mb: 027 629 8954 Email: atahua.angus@farmside.co.nz Colin and Louise Dalziell Ph: (06) 328 5011 "I'VE TRIED SIMMENTAL AND CHAROLAIS CROSSES AND, WHILE THEY ARE FAST GROWERS AND YOU CAN GET BIG WEIGHTS OUT OF THEM, THEY'RE MORE DIFFICULT TO FINISH AND AREN'T AS RESILIENT AS ANGUS."

heavy for large cattle and the financial rewards were just not there.

"Once we get into the New Year, pasture quality declines and it's difficult to put much weight on them. Also you start competing with the dairy cow kill so the premiums disappear and don't return until the early winter."

Keeping these cattle through to the winter also meant they were competing for grass with the incoming crop of weaners.

The R2 finishing heifers arrive ex the Feilding Sale Yards in the autumn at around 470kg LW, are wintered at 2.5/ha and are killed during the spring at between 280-290kg CW. Warwick targets mainly Angus and Angus Hereford-cross heifers when buying and finds the ease of finishing and resilience he finds with Angus steers also applies to the heifers.

"I've tried Simmental and Charolais crosses and, while they are fast growers and you can get big weights out of them, they're more difficult to finish and aren't as resilient as Angus."

One of his most important selection criteria is temperament.

"It's an ex dairy farm with two-wire electric fences so there's no place for toey cattle. When I buy them I pay particular attention to their eyes and also the length of their noses to make sure there's no dairy in them. I normally wait until the scanned-empty ones come through and if they've got a paint mark on them you're generally ok."

Last year he managed a double trade on a line and managed to crack the \$700 margin. However, normally it's around \$400/hd (buy-in \$1,200 and sell at \$1,600).

"It's not as good as the steers but it's an alternative option,"

he says. "I kill the heifers wherever the best money is through Wrightsons and try and support the agents who look after me."

Warwick is amazed at the success of the Angus beef marketing programme. He believes it's been so successful, in fact, that whenever consumers think of beef they immediately think of Angus beef products.

Trading 5000-6000 lambs annually is another important aspect of the Clausen business. Warwick buys short-term 31/32kg store lambs to lessen his exposure to the market. Early in the season these are predominantly mixed sex (MS) blackface lambs and when the supply of these runs out he moves on to white-faced MS lambs. His buying policy is aimed at making as good a margin as possible. This is normally about \$20-\$30 a lamb however last year this was more like \$70-\$80.

When the final lambs are killed in early August Warwick targets the ewes-with-lambs-at-foot market, buying about 400-500 ewes accompanied by their lambs and generally trades these three months later. One line last year he bought for \$124 and sold the ewes three months later for \$193 and the lambs for \$189.

The Clausens' two flat-to-rolling farms are in good heart with Olsen Phosphate levels ranging from 25-37.

Paddocks with the higher levels (on the ex-dairy farm) are being mined for a year or two because Warwick believes it is uneconomic to apply any phosphate to these. Sulphur and PH levels are both on the low side in some areas so Warwick is addressing this by applying 400kg/ha of dicalcic super and 300kg/ha of superphosphate.



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WHANGARA ANGUS

R2 BULL SALE Tuesday 23rd June 2020 12.00pm

LOW BIRTH WEIGHT YEARLING BULL SALE Tuesday 22nd September 2020 12.00pm

Angela Lane

Owner 021 049 8722 angela@whangaraangus.co.nz

Robbie Kirkpatrick

Herd Operation Manager 021 272 2809 herd@whangaraangus.co.nz





\$C Index in America



BY STEPHEN MILLER, AMERICAN ANGUS ASSOCIATION

Maternal traits to the fore in new \$Value Indexes at the American Angus Association

The American Angus weekly national genetic evaluation and its new \$Value Indexes saw a number of changes rolled out on May 31, 2019, particularly a shift in emphasis to maternal genetics.

New Zealand Angus breeders who have spent some time reviewing American EPD and \$Values are probably somewhat familiar with American \$Values that have been in place since 2004. Two \$Values have been heavily promoted in the past, \$B or Beef Value which is a terminal index (profitability post-weaning) as well as \$W or Weaned Calf Value (profitability to weaning, including maternal contributions and surplus calf sales).

The project to re-envision the \$Values was completed with the expertise of Dunedin New Zealand-based company AbacusBio. AbacusBio deployed a survey of American Angus breeders and commercial producers in 2018 to help direct the development of new \$Value indexes which would be most relevant to users.

The survey clearly showed the importance of maternal traits to both the commercial producer as well as the seedstock breeders. These survey results confirmed the American Angus Association's move to increase the emphasis on maternal traits, an initiative that has been under way for some time, with new EPDs released to address different aspects of maternal performance including Heifer Pregnancy (HP), Docility (DOC) and Foot Score traits (FS). The \$Value revamp has included a new \$B model with increased emphasis on carcass quality and yield-based grid (schedule) payments, a new maternal index, \$M or Maternal Weaned Calf Value, as well the ability of breeders to preview a new \$C or Combined Value, which is an index that combined both terminal (\$B) and maternal (\$M) aspects of the value chain. The differences in the \$Values and the increased emphasis on maternal traits is illustrated in Table 1, which demonstrates the different traits included in each \$Value Index.

Maternal Weaned Calf Value (\$M), emphasizing Longevity, Docility, Feet, Fertility and moderation of mature cow weight

The new Maternal Weaned Calf Value (\$M) marks a new era for American Angus breeders. \$Maternal predicts profitability differences from conception to weaning with the underlying breeding objective assuming individuals retain their own replacement females and sell the rest of the cull females and all male progeny as feeder calves at weaning. The model assumes

Trait	\$W	\$M	\$B	\$C
Calving Ease Direct		•		•
Birth Weight	•			
Weaning Weight	•	•		•
Yearling Weight			•	•
Calving Ease Maternal		•		•
Milk	•	•		•
Mature Weight	•	•		•
Docility		•		٠
Heifer Pregnancy		•		•
Foot Score		•		•
Feed Efficiency			•	•
Carcass Weight			•	٠
Rib Eye Area			•	•
Marbling			•	•
Fat Depth			•	•

Table 1. The different traits included in each \$Value Index.

commercial producers will replace 25 per cent of their females in the first generation and 20 per cent each subsequent generation. This Index better identifies cattle that will excel as mother cows than any previously available selection tool, including \$W, which was heavily growth-focused. To accomplish this, the Index puts emphasis on cow traits that have previously not been included in American Angus selection indexes, namely docility, foot score and heifer pregnancy. To include these traits, their economic value needed to be determined. This economic value is how an EPD change translates into a profit difference in the production system modelled.

The economic weight for all three new maternal traits was determined in a similar manner. As breeders can appreciate, cow longevity is an economically important trait. Cows that leave the herd early, are culled at a relatively low price compared to the lost opportunity for revenue (high price) on her young replacement.

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ANNUAL BULL SALE DATE: Friday 5th June, 1.00pm

VENUE: Earnscleugh Station, 382 Conroys Road, Alexandra



LD CAPITALIST 316 US17666102									
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+12.5	+7.9	-3.9	+2.0	+16	+53	+94	+115	+1.5	-2.5
CW	EMA	RIB	RUMP	RBY	IMF	SR IN	DEX \$	AP IN	DEX \$
+72	+8.2	+1.0	+0.7	+0.1	+1.9	+\$:	174	+\$:	191

1	364
	and the

GDAR REGULATOR 364, US1/5262/6									
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+3.4	+7.8	-6.6	+4.3	+14	+59	+101	+118	+1.4	-6.2
CW	EMA	RIB	RUMP	RBY	IMF	SR IN	DEX \$	AP IN	DEX \$
+70	+3.9	+2.8	+3.5	+0.3	+1.5	+\$:	188	+\$1	189

EARNSCLEUGH TUSSOCK 166361									
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+6.1	+6.2	-6.1	+2.2	+17	+43	+80	+102	+2.1	-5.6
CW	EMA	RIB	RUMP	RBY	IMF	SR IN	DEX \$	AP IN	DEX \$
+55	+6.5	+0.8	+0.7	+0.4	+1.4	+\$2	151	+\$2	169

MEADOWSLEA J514									
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+2.1	-13.3	-4.1	+4.4	+24	+44	+87	+104	+3.7	-7.4
CW	EMA	RIB	RUMP	RBY	IMF	SR IN	DEX \$	AP IN	DEX \$
+52	+3.6	+1.4	+1.8	-1.1	+1.3	+\$:	120	+\$:	L27

EARNSCLEUGH EDMUND 155322									
DIR	DTRS	GEST	BW	MILK	200	400	600	SS	DTC
+8.5	+1.7	-6.3	+3.0	+16	+43	+80	+106	+1.6	-6.6
CW	EMA	RIB	RUMP	RBY	IMF	SR IN	DEX \$	AP IN	DEX \$
+61	+7.1	+1.8	+0.3	+0.4	+2.0	+\$:	153	+\$:	183



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RESEARCH AND DEVELOPMENT: UNDER THE SKIN

The cost of these traits was determined by modelling how a unit change in each influences cow longevity.

In all cases there is a threshold where cattle with bad enough feet, poor enough temperament, or are open (fertility threshold) are culled. As heifer pregnancy EPD and docility EPD increase, and as the two foot-score EPD decrease, fewer females will be culled early, which is an economic benefit in the economic model behind \$M. The 2018 survey of members and the commercial industry conducted by AbacusBio identified cow longevity as the most important trait. This is also a trait that Angus does not calculate an EPD for currently and is our highest priority EPD to research and develop. Related to \$M, breeders ask about the missing longevity EPD. As illustrated in Table 1, although there is no direct longevity EPD, there is an indirect one, determined through the influence of cows that leave the herd early due to being open, having poor feet, or unacceptable temperament. These three in combination cover some of the most common reasons cattle leave the herd early.

This suite of EPD are also the more recent. Table 2 (below) indicates the year each EPD was introduced and the number of records in the weekly American Angus genetic evaluation released November 30, 2019. These three traits in combination represent about 1/3 of the selection emphasis in \$M.

To best characterize the maternal profit potential behind their Angus genetics, breeders will want the most accurate EPD for these traits as possible. This will be accomplished by measuring these traits in proper contemporary groups so the data can contribute to their genetic evaluation. Recording along with genomic profiling will provide the most accurate EPD, which will also spread the EPD more and as a result allow \$M to best characterise the profit differences behind cattle as well.

Table 2. Characterisation of traits influencing longevity in the American Angus Maternal Weaned Calf Value Index (\$M)

Trait	Year Introduced	Number of Records/EPD *Nov 30, 2019
Foot Claw Set	2019	27,085 / 1,282,335
Foot Angle	2019	26,495 / 1,282,335
Heifer Pregnancy	2011	106,937 / 1,345,250
Docility	2011	309,198 / 1,672,767
Weaning Weight	1972	9,329,951 / 11,332,113

*The American Angus Weekly Genomic Evaluation included 724,915 genotypes

Introducing \$C – A way to combine maternal and terminal traits.

American Angus breeders gained the ability to preview the new Combined \$Value Index for Angus cattle or \$C. Although not official until June 2020, breeders are able to calculate \$C on their own animals and the new \$Value has quickly become a prominent feature in seedstock marketing efforts.

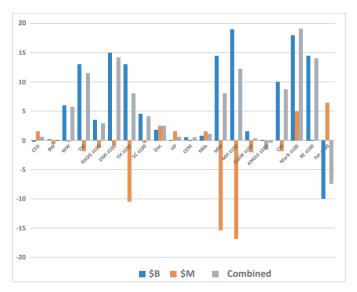
C combines both maternal and terminal segments of the value chain. This new C is literally a combination of B (terminal) and M (maternal) where C = M + (1.297*B). Maternal weaned calf value (M) is based on the profitability of a cow-calf herd that selects and raises their own replacement heifers and sells all calves at weaning. Beef Value (B) looks at the profitability of calves postweaning, considering selling them on a value-based grid. C is just

the \$M index, but instead of selling the calves at weaning, they are retained and sold on the same value-based grid as \$B. The most similar New Zealand Angus Index to the new \$C would be the New Zealand AngusPure Index.

The reason C is not a simple summation of M and B and is instead M + (1.297 * B), is because M and B are on slightly different scales. M is based on profit differences between animals on a per cow calving in the herd basis, where B is and always has been based on a per steer in the feedlot basis. In order to combine them, so C, like A can also be based on a per cow calving basis, B needed to be multiplied by the 1.297 factor.

The new Combined Value Index really provides a way to balance emphasis on maternal and terminal traits in a systematic way. This challenge is apparent when one looks at expected response to selection when selecting on either \$M or \$B alone. Expected change in each of the traits in Angus's genetic evaluation is presented in Figure 1 (below) and is presented in units of the trait, such as pounds of yearling weight or percent of docile animals. For some traits, like marbling, where the units are small, these have been multiplied by 100 to get them on a comparable scale, so they can be compared on the same graph with other traits. The response represents what might be expected after about 10 years of selection.

Figure 1 – Expected response in Angus EPD to selection on three \$value indexes over approximately 10 years



When selecting on \$B alone, with no regard for maternal traits, the response in growth is obvious, but some other traits also change. An increase in growth and carcass weight also will result in an increase in cow weight because cow weight and earlier growth traits are positively correlated.

American Angus genetic progress for yearling weight, carcass weight and mature weight are well documented in the genetic trends (published at Angus.org). Not only has Angus improved growth rate considerably, which improves profitability in the feedlot, but the breed has also increased cow size. Recent results from the across breed studies at the USDA Meat Animal Research Center (USMARC) has identified Angus to now have the largest cows in the USA, along with the largest carcasses.

Selecting on \$M with no regard for post-weaning profitability of the calves can also be problematic. The emphasis on cow weight in the \$M model is negative and over time, with no selection pressure

RESEARCH AND DEVELOPMENT: UNDER THE SKIN

for growth, post-weaning, yearling weight will start to reverse. These smaller cows weaning the same-sized calves will be more efficient and thus more profitable. However, these same calves when arriving in the feedlot will have reduced growth during this phase, which will not be desirable for the purchasers of these calves. However, when using the new combination index, \$C, the selection on growth and cow weight is more balanced. With \$C, YW EPD is increasing at almost the same rate as it was with selection on \$B alone, but the cow weight is increasing at only half the rate as it was under strict \$B selection. \$M can be considered a counterbalance to \$B. \$B increases growth and as a result, the correlated trait of cow weight but \$M places a negative weight on cow size. When \$M is combined with \$B in the \$C index, it helps slow this rise in mature cow weight.

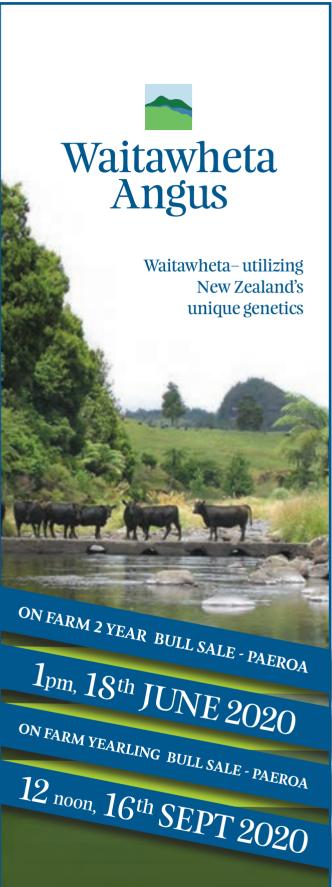
Although new \$C combines both \$B and \$M, the \$B index is having a larger impact in \$C for a couple of reasons. First of all, the \$B includes the major revenue traits in the production system (cattle marketed on a quality grid). Although both cost and revenue are important, it is not possible to build a profitable business by only cutting costs; revenue is always important. Secondly, these important revenue traits, such as carcass weight and marbling, are well characterised with EPDs influenced by large amounts of data and as a result have quite a bit of spread from top to bottom. Therefore the EPDs for the terminal traits, spread the cattle out more on \$C.

In general, the maternal traits have less data behind them, as many of these EPDs are newer, and as a result have less associated spread. With these maternal traits now featuring prominently in the new indexes, breeders are becoming more engaged in recording for these traits and the expected range in EPD is expected to increase in the future.

Overall, the correlation between \$B and \$C is 0.95, which is very high. On the contrary, \$M and \$C only share a correlation of 0.21, and the correlation between \$M and \$B is even lower at 0.10. (Remember a correlation of 1.0 would mean animals rank exactly the same for each trait being compared.) The relationship between \$B and \$C within a herd that has been turning in maternal data on mature cow weight, docility, heifer pregnancy and foot score is less highly related (0.88). These herds collecting more maternal data, have more spread in their maternal EPDs and as a result spread their cows out more on \$M, which in turn has a bigger impact in \$C. So to some extent breeders can influence how much emphasis traits have on the \$Values. If a herd is more diligent in recording a trait, the EPDs on those animals will be more accurate, spread more, and in the end have a bigger impact on the \$Value.

The new \$Values have been well received by American breeders and the opportunity to get acquainted with the new \$C Index ahead of the June 2020 release has created a lot of interest as well. With \$M playing a role in \$C, breeders will want to have their cattle characterised for the EPDs that underpin \$M as accurately as possible. The solution for this is recording. American breeders are approaching maternal trait recording with renewed vigor including cow weight, heifer pregnancy, docility and foot score.

Footnote – This article was created for Angus New Zealand based primarily on articles released previously in the Angus Journal (American Angus)



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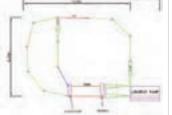
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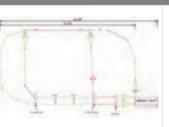
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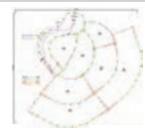


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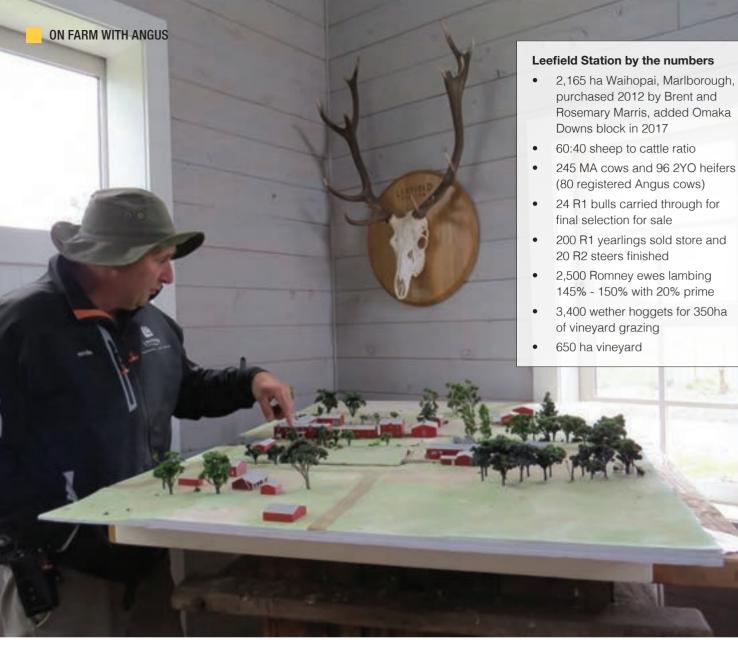
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ON FARM WITH ANGUS



Pretty vineyard feeling bullish with new ANGUS STUD

BY JOANNA GRIGG



Leefield Station is one of Marlborough's early settler runs, dating back to the 1840s.

Following its transition into a vineyard and farm park, it has become a well-known wine brand. Now the brand also includes Angus cattle, with the Waihopai Valley station developing a stud with the first batch of ten bulls sold last winter.

While the wine brand launched first, following Brent and Rosemary Marris's purchase of the 2,165 hectare (ha) property and the planting of 650 ha of vineyard, the intention was always to create interrelated products under the Leefield Station brand. It will extend to cover wool products, honey, stud cattle and, in time, meat.

Regarded as one of the choicest pieces of land in Marlborough due to its soils and aspect, the property is undergoing a major revamp. The amenity area has a village-like feel with new yards, modernised woolshed, restored cob buildings, a purpose-built Great Hall for vineyard staff and wine tourists - all wrapped around a village green.

Stud cattle are not just pastoral show ponies for the Leefield Station brand, according to farm manager Greg Crombie.

"The stud cattle must stand on their own merit."

Although 30 per cent of land is ear-marked for grapevines, there is still 1000 ha effective of steep hill and corners of the vineyard that need to generate a return. Over three years the property has added 3,000 stock units (su) to now total 8,600 su, with fencing and water reticulation paving the way for more stock. Native bush covers the balance.

The stud herd was created from 25 cows purchased in 2013 from Woodbank, Stern and The Downs and, in 2019, 13 heifers from the Matauri dispersal sale. Sires have come from Taimate, Stern, Totaranui, Ranui and Te Mania.

In 2018 and 2019, 30 mixed-age (MA) cows were artificially inseminated by the well-regarded sires Matauri Reality 839, and by Matauri Crikey.

"Reality has sold more transfer sires than any other Angus bull in New Zealand," said Greg.

Greg describes the overall breeding objective as producing bulls that score high on the Angus Self-Replacing Index.

"It is a really relevant Index and makes commercial people money."

The Matauri heifers were all +\$150 or above in this Index. When it comes to growth EBVs, priority is given to 200 and 400day weights, over 600-day weight, as the commercial calves are destined to be sold as weaners or yearlings.

Calving was 92 per cent and 95 per cent the past two seasons, with no birth assistance required in 2019. Yearling heifers were put to the bull for two cycles and 60 per cent were in-calf. Greg

ON FARM WITH ANGUS



targets yearling heifers to be 60 per cent of a mature cow weight at mating (320kg and 600kg).

When it comes to mature cattle weight in stud bull EBVs, he prefers a top EBV limit of +100.

"I'm conscious of cow size and their efficiency in the commercial environment and on the hills."

The 80 stud cows and the 260 commercial MA cows are run together, apart from mating and calving.

All cows are pasture-fed, following behind ewes and stocked at a total stocking rate of six su/ha. Greg is aiming to lift it to seven su/ha as fences go in and more pasture is utilised. Hill blocks are large (some 100 ha) and in 2013 half the farm was in five large blocks. Fencing has started (about four km/year is planned) and a 25km alkathene pipe laid down to bring water to 55 new round troughs.

"We've already seen a transfer of grazing pressure with the new troughs around."

Selling store cattle is a reality due to current block size and reliance on hill grazing, Greg said, although the price for yearlings is not far off the money from two-year-olds. The first cut of 280kg weaners made \$1,130 and, if sold as two-year-olds, would have made only a couple of hundred more.

Calves from stud cows typically wean at 260 to 270kg, about 30kg ahead of commercial cows although they calve ten days later.

The first crop of bulls was sold at the Blenheim Bull Sale in June,



with ten sold at \$7,000 average. A few more were sold post-sale and all bulls went locally. Several bulls scored over +\$150 in the AngusPure Index with Leefield 1811 also worth +\$141 in the Self Replacing Index.

"Our philosophy is to support our local farming network and ensure quality Marlborough genetics."

"We balance this with increasing interest from throughout New Zealand."

Greg is enjoying working with the Leefield Station cattle stud genetics.

"Genetics is about completing the production puzzle."

Born in Tuatapere, Greg has worked right across North and South Island sheep and beef farms and in the meat industry, running Borthwick's Te Whanga Angus stud. He managed the Landcorp Bull Breeding Programme and Lean Principals Programme. As part of this he oversaw its South Island Angus Breeding programme, sending 200 bulls into Landcorp herds and other commercial herds. When working for Antara, a sheep milking operation, he helped define the first Breeding Values for sheep milking (litres/ day and yield/season).

He would like to grow the reputation of Marlborough Angus cattle, together with other Marlborough studs. He believes farmers should spend more time determining the values and direction of the farmer that they are buying bulls from, than the actual animals themselves.

"It's an important relationship of trust."

"I'M CONSCIOUS OF COW SIZE AND THEIR EFFICIENCY IN THE COMMERCIAL ENVIRONMENT AND ON THE HILLS."

ON FARM WITH ANGUS



When it comes to Leefield cows, Greg said he spends a lot of time on heifer and young bull selection. Visual structure is the first aspect, followed by figures. Temperament is very important and he tries to handle bulls a lot from birth, with calves visiting the yards three times in three months.

He believes in sticking with a genetic type, rather than flipping between breed lines.

"Be committed to a programme for at least five years."

When he chooses a stud sire, he will be looking for +\$150 on the AngusPure Index. He will not go for the very top ten percent as he believes there can be volatile genetics in this space.

He rates the Stern bull he purchased as a yearling two years ago for \$14,000, as a good choice.

"I like to buy yearlings as you have more choice of bulls with the higher calving ease EBVs."

Greg's children love spending time on Leefield and he and his partner Juliet are enjoying Marlborough. Given Greg's experience it is not surprising he has been snapped up to help on agricultural committees, too. He is on the South Island Sheep and Beef Farmer Council and the Primary ITO Sheep and Beef IPG, as he's had experience setting up training for Landcorp workers on Taratahi, Smedley and Telford.

INTEGRATING BULLS AND VINES

The standard hot wire doesn't cut it as a barrier between bulls and grape vines.

The success of integrated land use at Leefield Station, with a farm park feel, relies on hot fences, practical laneways and well-trained vineyard staff who remember to shut gates. The station has installed M10000 Gallagher outrigger wire around the edges of the vineyards, bringing 10,000 volts of power and a clear message to the bulls. As vineyard blocks are planted down, any wetter areas, awkward corners or slopes are fenced off, leaving areas for cattle to graze. Laneways provide access for both stock and vineyard equipment.

Farm manager Greg Crombie farms 8500 stock units on a changing landscape. As flat blocks go into grapes, stock is moved back onto hill country, without the luxury of downland cropping areas.

Currently the front country is largely a work site, with earthworks and building construction of a winery and village underway, as well as new vineyard plantings going in. Some days 150 contractors or workers can be onsite and the station may be hosting wine buyers in the Great Hall and taking visitors on a farm tour.

Staff are used to farming with an audience and the sheds and grounds are very tidy. What happens on the beef and sheep farm reflects on the overall brand, Greg said. "We get asked about the welfare of the animals and how the farm works in with the vineyard."

There is potential for pastoral produce to leverage off the wine brand and wine to leverage off the farm. As a trial run, Harris Meats in Cheviot has processed three cattle and the beef will be used for functions and for staff. There are plans to build a display butchery and explore options for meat sales.

Leefield Station also makes picnic blankets from its Romney fleeces, sells honey and Berkshire Pig pork. The pigs graze walnuts in the one-hectare nuttery.

IT A SEC

HE BELIEVES IN STICKING WITH A GENETIC TYPE, RATHER THAN FLIPPING BETWEEN BREED LINES.





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AUSTRALIAN SCHOLARSHIP opens up a world of OPPORTUNITIES

BY NANCY CRAWSHAW

In 2019 I was privileged to receive the trans-Tasman exchange scholarship which has been a great opportunity to network with industry professionals throughout the country, while also working in Australia.

I have been working full-time at Teys Australia beef processing plant in Naracoorte, starting as the QA/QC graduate and now a quality assurance manager. Growing up on Kenhardt Angus Stud, I've always enjoyed genetics and working with cattle, but being involved in the next step in the supply chain has provided opportunities I never considered. My time there has been a constantly evolving learning curve. I have also adapted my trans-Tasman exchange to take advantage of my industry involvement, attend producer forums and visit studs which are influencing the genetics of cattle processed on plant. Next year I will be completing the rest of my trans-Tasman exchange, visiting more studs and attending events/conferences to further my knowledge of the Australian beef industry.

In my role on plant I am exposed to every part of the business, from livestock receival through to shipping product to export markets. I have had an insight into aspects of beef production I had never considered before. Working on plant I have learnt about the different markets, factors affecting carcass eligibility and the intricacies of hygienically processing carcasses to produce a premium product that meets customer specifications. This really opened my eyes to how breeding decisions made today will be producing progeny for a market which doesn't even exist yet. What has really become apparent is the knowledge gap between producers and processors. There are people in the beef industry that have immense knowledge on the various cuts of beef, and



how to add value, but who don't have a clue about farming cattle to produce the beef.

Attending the Beef Producers' Forum, I learned that understanding muscle groups and fibres is essential to getting the maximum value out of a carcass. Every muscle group in the carcass is used differently by the animal and has varying amounts of collagen, affecting the eating quality of the muscle. This was really showcased at the Forum by Dr Pete McGilchrist of the University of New England and Kelly Payne from Meat and Livestock Australia. These two speakers demonstrated cutting up carcass primals and extracted some muscles out of the clod, rump and flank. These are being sold as low value cuts, but with the right cooking and preparation they tasted the same as a steak purchased at a restaurant. The presentation really showed the importance of beef



preparation. Cooking/cutting beef can significantly affect the taste, so the challenge is providing this information to the consumer to ensure a desirable eating experience.

The Roma Young Beef Producers' Forum, "Back yourself, back your industry" provided great insight into the difficulties faced by northern beef producers. We listened to speakers from various backgrounds who overcame vast challenges to become successful in the industry. It was a great opportunity to see Australian beef production systems in the middle of a severe drought which I had not been exposed to in South Australia.

One of the interesting topics was the perception of agriculture and how this is portrayed to urban populations by those involved in the industry, often downplaying the industry as "just a farm". A related aspect is that higher-level education for farming/agriculture has not always been encouraged for school leavers in Australia or New Zealand. The conference really looked into making agriculture a more desirable career option and ways in which young people can get involved and find the tools to become successful in the industry. I would recommend this event to anyone in the New Zealand beef industry that wants to meet like-minded Aussies and get an understanding of their beef production systems.

I've also been lucky to visit multiple Angus studs in South Australia and Victoria, seeing some great cattle and learning about fascinating farming businesses. Some of the studs I visited were Boonaroo, Roseleigh and Nampara. These studs have all utilised New Zealand genetics in their breeding programmes and have all been impressed with the results, structural soundness and thickness it has added.

Boonaroo Angus Stud is in Casterton, Victoria, and even has a couple of hills which are a rare sight in this part of the country. Being a sheep and beef operation there has been a heavy influence on pasture improvement and environmental sustainability which is evident when driving around the property. The cattle are more moderate than some of the studs I have visited and could easily fit into a New Zealand production system. Shane and Jodie Foster were very knowledgeable producers that had an incredible herd of cows, with quality spread through every age group across all traits. I have really enjoyed these visits and look forward to following this breeding programme in the future.

Roseleigh Angus Stud is in Pinaroo, South Australia. While my



beef-breeder father was visiting friends in South Australia he saw a couple of sire bulls from Roseleigh which he was impressed with, so I was looking forward to something special. The drive to Roseleigh was through very rough sand country, which isn't farmed at all, then we turned a corner and it opened up to crops over a foot high growing in sand! We had arrived at Roseleigh Angus.

The farm is run by Mathew and Julie Cowley, but we were fortunate to meet Mathew's father Ron for the stud visit. The Cowleys find their biggest challenge is accessing the market as they are a bit isolated from the other Angus studs in the area. A founding father of the Roseleigh Angus herd is an imported Kiwi sire, Baker 935, of Puketutu, which Ron spoke very highly of. The traits and do-ability of the stud's Angus cattle in a rough environment was evident and it was clear to see the direction this herd is heading with the thickness coming in through the herd sires.

Nampara Angus stud would be the most commercially run stud operation I have seen in Australia. It's a sheep and beef operation which really utilises sheep and cattle to tidy up pastures and maximise returns. The ability to build up equity and land over the years is a credit to Stuart and Natalie Hann's hard work. This is another stud which has successfully utilised New Zealand genetics in its breeding programme and has some great functional cattle with the ability to shift easily into any environment.

One of the most interesting things I have been exposed to during my time in Australia is the wide range of agricultural career options available. I would really encourage anyone who is interested in the agricultural industry to have a go working overseas. There are so many opportunities and home is just a flight away. In Australia there are large, multifaceted companies with endless opportunities for personal growth and development. I am now lucky enough to have some great mentors spread across New Zealand, the United States and Australia and they have become invaluable assets as I have begun my career in the beef industry. The trans-Tasman exchange has been a great opportunity and added value to my time in Australia enabling me to attend events and meet incredible people which I may not have crossed paths with otherwise. I look forward to 2020, completing my trans-Tasman exchange and networking with some great beef producers in Australia.



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New environmental reforms mean farmers need to play to strengths



BY BLAKE HOLGATE, RABOBANK ANIMAL PROTEINS ANALYST



Summary

Despite significant investments in improving environmental performance over the last decade, many New Zealand farmers will have to operate farms within tougher constraints under current environmental reforms.

Adapting to these reforms will be a challenge, for both the sector and individual farmers. But New Zealand farmers have had to overcome many challenges in recent decades, and these will be no greater than those of the past.

In particular, farming businesses will need to incorporate the full cost of environmental risks into future investment decisions. This will create a new economic cost for farming systems that are unable to operate within those constraints. Generally, the less land use is aligned to the natural characteristics of the land and the environment it impacts, the higher the potential cost environmental risks will present.

To reduce the costs and risks posed by environmental constraints, investments can focus on:

- improving alignment between the land and land-use intensity; and/or
- innovations that improve the environmental efficiency of operations.

It is important that investment decisions are based on a thorough understanding of the strengths and weaknesses of both the physical characteristics of the land and the farming business itself.

Environmental reforms transforming New Zealand agriculture

Water quality and climate change environmental reforms will increasingly require New Zealand farmers to account for a greater range of environmental impacts resulting from their farming operations and the costs associated with those impacts.

While the exact details of these reforms are yet to be finalised and their stringency will likely alter over time due to economic, environmental, and political influences, the general trend of New Zealand farmers being required to operate within tougher environmental regulations than they have in the past is set to continue. This will have a significant influence over future land use and farm-system development in New Zealand agriculture. Tougher water limits and a new control on GHG emissions

The environmental reforms New Zealand farmers currently face are primarily focused on limiting the impact of farming systems in two areas: water quality and GHG emissions.

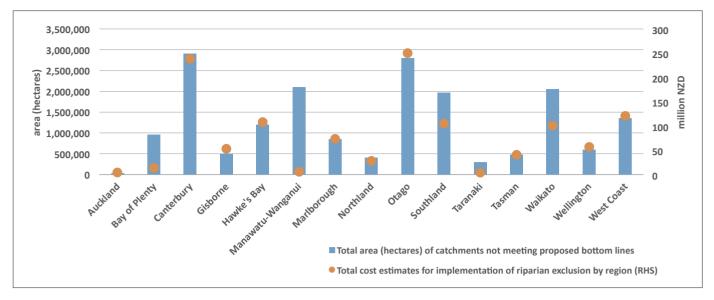
Water quality

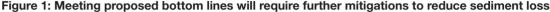
Proposed water quality reforms are intended to tighten existing restrictions on contaminant discharges from farming systems into water bodies, which since 1991 have been regulated under the Resource Management Act 1991. The main contaminants lost from farming systems are nitrogen (predominately via leaching into ground water), sediment, phosphorus, and microbes (via overland flow).

The proposed reforms will require agriculture to reduce its nitrogen leaching by a greater proportion than is currently required under the existing National Policy Statement for Freshwater Management (Freshwater NPS)¹ Until the introduction of the Freshwater NPS in 2011, there were no direct limits on the leaching of nitrogen from agriculture, except in a very limited zone around both Lake Rotorua and Lake Taupo. Even now, only a few regions have introduced nitrogen limits under the Freshwater NPS (including Canterbury, Otago, Manawatu, and parts of Hawke's Bay and Waikato), with many of those limits yet to take effect. Therefore, historically the majority of New Zealand agriculture's nitrogen leaching has not been subject to direct limits, meaning new regional limits will represent a new constraint.

New limits are also proposed for sediment loss into catchment water bodies. Analysis undertaken on behalf of the Ministry for the Environment (MfE) estimates that 585 out of 627 New Zealand catchments currently exceed the proposed limits, totaling 18,743,193 hectares (see Figure 1 overleaf). As a significant contributor to sediment loss, achieving the proposed limits will

^{1. &}quot;Under the status quo, once the rule is fully implemented by councils, the average catchment requires a 27 per cent reduction in nutrient loss, with over 80 per cent reductions required in nitrogen yield in some catchments which currently have high levels of nitrogen discharge into the water." – Action for healthy waterways: A discussion document on national direction for our essential freshwater. MfE, Wellington, 2019.





Source: Whenua, Manaaki. "Impact testing of a proposed suspended sediment attribute: identifying erosion and sediment control mitigations to meet proposed sediment attribute bottom lines and costs and benefits of those mitigations." Landcare Research 2019

require the agricultural sector to take action to further reduce the volume of sediment lost from farming systems. For example, analysis provided to the MfE estimates that the additional riparian exclusion required to help meet the proposed sediment limits will cost the agricultural sector a total of NZD 1.2bn.

GHG emissions

The introduction of a price on GHG emissions from agriculture would represent an entirely new economic cost for New Zealand farming systems. New Zealand agriculture mainly produces two GHGs:

Methane – formed in the rumen of ruminant animals and predominately emitted from the mouth.

Nitrous oxide – resulting from microbes in the soil breaking down animal urine, and, to a lesser degree, nitrogen fertiliser and animal dung.

In 2016, methane accounted for 72 per cent of New Zealand's total agricultural emissions, while nitrous oxide from livestock and synthetic fertiliser accounted for 17 per cent and 4 per cent, respectively². Between 1990 and 2017, methane emissions from sheep declined by 41 per cent, while methane emissions from cattle rose by 62 per cent as the number of dairy cattle increased significantly. With no constraints or limits in place on New Zealand's agricultural GHG emissions, there was no direct cost associated with either methane or nitrous oxide emissions. A price on these emissions, or a proportion of these emissions, would require New Zealand farmers to account for an environmental impact of their farming system that previously had no liability attached to it.

Costs of operating within constraints not spread evenly

The regulatory framework established to limit agriculture's environmental impact will heavily influence the overall costs to the sector and how those costs are proportioned between different land uses. Both will be impacted by the stringency of environmental limits, how nutrient- and GHG emission-allocations are distributed, and the specific practice standards that are imposed.

For individual farming businesses, there are three key factors that need to be taken into consideration when assessing how they will potentially be impacted by environmental regulations: landuse intensity, natural characteristics of the land, and the receiving environment.

The less aligned the land-use intensity is to the natural characteristics of the land on which it operates, and the receiving environment that it is impacting, the greater the potential cost liability and risks posed to a farming business by environmental regulation are.

There is a range of cost-neutral (or even net benefit) good management practices based around the efficient use of nutrients, water, and feed that can be implemented to reduce the loss of contaminants to waterways, and to a lesser extent GHG emissions, from farming systems. It is when environmental constraints require action to be taken that goes beyond the implementation of these practices that there will be some form of economic cost associated with operating within those constraints.

Land-use intensity

Different land uses have inherently different types and degrees of impact on the environment. Generally, in the absence of applying mitigation strategies, the more intensive the land use, the greater the environmental impact of that land use.

Under current farming practices, dairy farming is a higher nitrogen-leaching land use overall than sheep and beef farming, which is a higher leaching land use than forestry (see Table 1). Similarly, on a per hectare basis, GHG emissions from dairy farming are higher than they are for sheep and beef farming (see Table 2)³. It is important to understand there will be varying levels of intensity within different land uses, primarily due to different stocking rates, which will heavily influence the specific environmental impact of that land use.

2. "ICCC Rural Workshop Background Material". Interim Climate Change Committee 2019

3. Note: On a basis of product produced per kilogram, emissions for both dairy and beef cows are the same (10 CO2e/kg milk solids or meat), while sheep are less emissions efficient at 23 CO2e/kg meat. This is why the framework used to allocate emissions between different land uses will impact the costs associated with a price on emissions. Table 1: Nitrogen-leaching range for different land uses(as modelled by OverseerFM)

Land use	N leaching (kgN/ha/yr)
Dairy	20-150
Sheep & Beef	6-50
Kiwifruit	10-40
Pipfruit	5-20
Intensive Vegetable Cropping	20-150
Forestry	2.5-4

Source: "Analysis of Drivers and Barriers to Land Use Change." AgFirst, 2017.

Land use	Average emissions per hectare (CO2e)
Dairy	10-11 tonnes
Sheep & Beef	3-5 tonnes

Source: Interim Climate Change Committee 2019.

Natural characteristics of the land

The natural characteristics of the land on which a particular land use occurs, affects the impact that the land use will have on the environment beyond the farming system. Key natural characteristics include:

- Soil type free-draining, fertile
- Climatic conditions rainfall, temperature range, sunshine hours
- Topography slope, susceptibility to erosion
- Access to water for stock and irrigation

There are combinations of the above natural characteristics that support higher levels of productivity and are able to absorb a greater proportion of a land use's effects within the farming system. This limits the loss of contaminants to waterways and supports emissions-efficient production. It also reduces reliance on the use of supplementary inputs to drive production, which may have otherwise increased that land use's environmental impact.

Where the natural characteristics of the land are less suited to containing the effects of the land use within the farming system, the environmental impact of that land use will likely be higher. For example, this could include soils that leach nitrogen at a higher rate, or sloping land that is more prone to erosion and sediment loss.

The natural characteristics of land can vary across a property, meaning the impact of land use on the environment can also differ, depending on where it is occurring within the property.

Receiving environment

The health of the waterbodies into which contaminants from a farming system flow, and the ability of those waterbodies to sustainably absorb those contaminants, is another relevant consideration to take into account when assessing the risk posed by environmental regulations.

The more degraded a waterbody already is, or the more sensitive it is to any further contaminants, the higher the likelihood that farmers within that catchment will have to adhere to more rigorous The receiving environment is not relevant to GHG emissions, as their impact on the environment is not regionally specific.

Invest with eyes open and play to your strengths

Adhering to new regulatory constraints will require New Zealand farmers to take into account a new range of considerations when making decisions about what and how to farm. Facing challenging circumstances outside their direct influence is something New Zealand farmers have experienced numerous times over recent decades. Farmers who have faced these challenges head-on and adapted when required, have often not just survived these challenges but come through them stronger. Successfully navigating current environmental reforms will require New Zealand farmers to again proactively confront the challenge ahead of them.

Having a robust understanding of the natural characteristics of the land and the receiving environment that it impacts is crucial in enabling farming businesses to identify the environmental impacts of their current or intended land use. Farmers can then make an informed decision about the costs and risks that current and future environmental reforms could represent to their business. With this knowledge, farmers are in the strongest position to make investments that will help ensure they remain profitable, while operating within regulatory constraints.

The less aligned land use is to the natural characteristics of the land and the receiving environment, the higher the potential environmental risk cost it will represent. Farming businesses wanting to reduce the cost associated with that environmental risk fundamentally can invest in two ways:

- Invest in innovations that improve the environmental efficiency of their operations, and/or
- Invest to improve the alignment between the land-use intensity and the natural characteristics and receiving environment of the land to reduce environmental impacts

Aligning land-use intensity with the land can be achieved through a land-use change or a change in farming system that lowers the environmental footprint of the existing land use (primarily through a reduction in stock numbers). This could consist of making a land-use or system change on only those parts of the property where environmental risks are higher, rather than a wholesale change across the entire property. It is important to ensure any change to lower environmental risks is also financially sustainable over the long term, particularly if those changes result in a significant drop in production levels.

Investing in innovations that improve the environmental efficiency of production provides farming businesses with the opportunity to continue operating at the same, or similar, levels of land-use intensity, while also mitigating the costs and risks associated with operating within environmental constraints. Investments may focus directly on lowering the environmental impacts of the current farming business or on improving productivity within the existing environmental footprint. Both approaches reduce the relative environmental cost of production. To be cost effective, it is important that the costs associated with

VIEWPOINT

these investments are lower than the costs represented by the environmental risk.

While the physical characteristics of the farming operation may dictate the degree of action required, it is important that investment decisions for individual farming businesses are also based on the non-tangible characteristics of the business itself. Factors that will influence the most appropriate strategic approach will include:

- Stock and pasture management capabilities
- Ability and desire to learn new skills (e.g. to interpret and make decisions based on data, or how to manage a new land use)
- Access to capital
- Sunk costs
- Farming philosophy
- Access to suitable labour
- Risk appetite

• Personal considerations (stage of life, family circumstances, etc.) The costs and risks posed by environmental constraints will vary between different farming businesses, depending on what, where, and how they are farming. There are a range of strategic approaches individual businesses can take when incorporating the full cost of environmental risks into their investment decisions. It is important that any investment decisions are based on a thorough understanding of the strengths and weaknesses of both the physical characteristics of the land and the farming business itself.

The article above includes excerpts from the Rabobank Agriculture in Focus report – Farm to Your Strengths – Investing to Farm Under New Environmental Reforms, authored by Blake Holgate. If you would like to obtain a copy of the full report, please contact Rabobank on 0800 500 933

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 DANDALEITH

 9th June, 10.30am

 W Philip
 06 374 8857

 J Philip
 06 374 2861

MOANAROA B & D Ramsden 06 374 3889

MOTERE

2yr 11th June, 3.00pm 1yr 24th Sept, 2.30pm I Pharazyn 06 857 3828

BROOKWOOD 10th June, 9.00am J & M King 06 855 8288

WAIWHERO 10th June, 12.00pm CE Pattison 06 858 8863

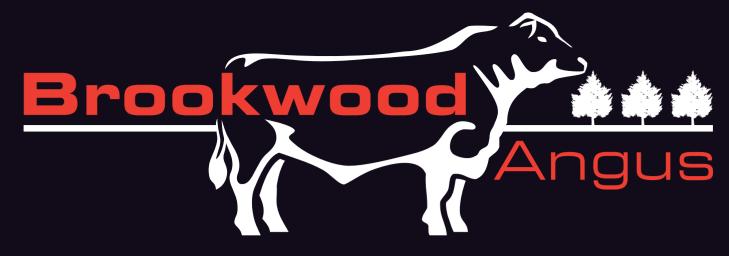
ELGIN

10th June, 3.00pm S & S Duncan 06 858 4904

HALLMARK 11th June, 10.00am Max Tweedie 06 83<u>6 5477</u>

WAITERENUI

2yr 12th June, 1.00pm 1yr 25th Sept, 1.00pm WA MacFarlane 06 874 8762



SIRES OF 2020 BULLS INCLUDE:

MUSGRAVE STUNNER (4 of these used as yearlings)

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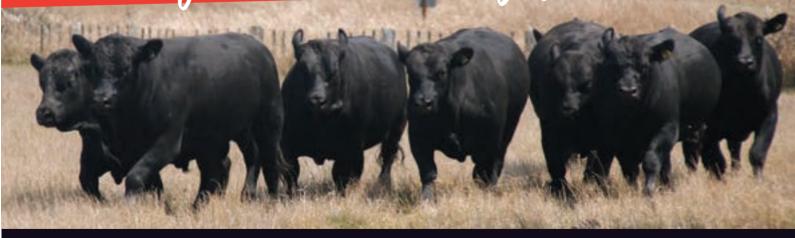
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BY THE HORNS QEA with Amanda King

AMANDA KING IS THE AUSSIE OWNER AND CREATOR OF 'BY THE HORNS', A SMALL BUT FAST GROWING BUSINESS PRODUCING FINE ART PRINTS AT HER HOME ON A SHEEP AND BEEF FARM IN WINDWHISTLE, CANTERBURY.

1 CAN YOU TELL US BRIEFLY ABOUT WHERE YOU GREW UP AND HOW YOU CAME TO BE LIVING IN WINDWHISTLE, NEW ZEALAND?

ANSWER: I grew up in the suburbs of Brisbane, so had no exposure to farm life or living rurally. I did a Bachelor of Education degree in Brisbane, taught for a few years and then headed over to London for three years to do my OE. It was during my travels in Croatia, that I met my future kiwi husband, Fraser King. When Fraser moved back to New Zealand, I promptly decided to follow. We first lived in the Wairarapa before moving down to the family farm in Windwhistle/ Hororata, Mid-Canterbury.

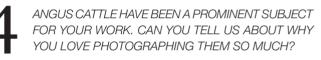
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YOUR HUSBAND FRASER RUNS THE FARMING SIDE OF YOUR LIFE. DO YOU OFTEN GET INVOLVED WITH ON FARM WORK OR DOES 'BY THE HORNS' OCCUPY YOU FULL TIME?

ANSWER: Before By The Horns and children I would help out with odd jobs on the farm, such as tailing etc., but since having children and running a business I certainly don't have the spare time. We still have a little boy who is four years old, and a five-year-old girl at school, so I'm technically a stay-at-home mum, but running a business from home, too.

CAN YOU GIVE US A BRIEF RUN DOWN ON FRASER'S FARMING OPERATION?

ANSWER: We have 210 mixed aged Angus breeding cows and 90 R2 heifers, which are all put to the bull and calved as 2 year olds. There are also 110 R1 heifers and 15-20 yearling steers, with the rest of the steer calves being sold as weaners. We run 11 Angus breeding bulls.



ANSWER: Because we run Angus cattle on the farm, they are all around us so it's very easy for me to whip out the back door and take photographs. I've also had a pet Angus cow for about seven years now and I have definitely grown to love them! I love their personality and Whoopie (my pet) never forgets who I am, even though she's out with the main cow mob. She always comes up to say hello.



DID YOU FIND IT CHALLENGING TO BE STARTING UP A SMALL BUSINESS WITH A YOUNG FAMILY?

ANSWER: Extremely challenging! The house still needs to be cleaned, the family still needs to be fed, the washing still needs to be done. I think it is more difficult because I'm at home working as it's challenging not to get distracted with work. I would often wait until the kids were in bed at night before I could get my orders through and this meant some very late nights.



By The Horns art prints can be purchased online via www.bythehorns.co.nz



6 HOW DID YOU GET INVOLVED WITH PHOTOGRAPHY AND SUBSEQUENTLY SELLING ART PRINTS?

ANSWER: I taught in a school when we lived in the Wairarapa and the principal put me through a photography course as he wanted me to teach photography as a class. This is where my interest and passion started. I started up a little business taking family and children's portraits. When we moved to the farm, I took a large photograph of a high-land cow for our wall. I got some interest from friends to replicate the artwork for them so I started to go out and take more photographs of animals. This led to me creating a Facebook page as a hobby and I got some really good feedback. I then went on to create a website and decided I should have a go at selling the prints. I ran a competition to win a print on my Facebook page and it went crazy! My Facebook page grew from 1000 followers to about 16,000 overnight. The orders were coming through and I was overwhelmed (and not really prepared!) I had to learn a lot about running a business very quickly. I now have 28K followers on Facebook.



MARKETING HAS BEEN A BIG PART OF YOUR BUSINESS. HOW DID YOU GROW IT SO QUICKLY AND WHO DO YOU TARGET WITH YOUR MARKETING?

ANSWER: So my business really grew quickly because of social media, in fact people wouldn't know I existed if it wasn't for social media. The majority of my followers and buyers are from New Zealand and Australia. But there really seemed to be a wide variety of clients. I had clients from outback stations in Australia, businesses in Melbourne and Sydney, as well as people all over New Zealand. Since it has grown I have now employed an agency to help with my marketing.



B DO YOU SEE YOURSELF AS AN ARTIST?

ANSWER: No not really, I just love taking photographs and I am lucky it has turned into a business.



DO YOU HAVE ANY TIPS FOR THOSE READERS WANTING TO CAPTURE THE PERFECT PHOTO OF AN ANGUS BULL?

ANSWER: You can't really plan for the perfect photo, you just have to get out there and capture their personalities. I like to have them mostly looking at the camera, which isn't hard because if you are approaching a bull or cow they are always inquisitive and want to know what you're up to! Sometimes you get a stroke of luck. One day I went out to take a photograph of one of our Angus bulls and when I got out to the paddock I was quite disappointed as he had been having a mud bath and was covered in mud. Since I had my camera I thought I may as well take a photograph of him anyway. It turns out that people love it! He is now one of my most popular selling prints, appropriately called 'The Muddy Bull.'

10 HOW DO YOU FIND TIME TO BUILD ON YOUR PRINT SELECTION? DO YOU ACTIVELY SEEK NEW IMAGES OR STUMBLE UPON THEM WHEN OUT AND ABOUT?

ANSWER: Since my business has grown, I am finding it difficult to find the time to get out and about to take new photographs. A lot of my time is now spent on admin but next year I'm going to try and work at reducing admin by maybe getting some help in, so I can get out and take more photographs. Watch the space!





KJ bred steers, 650kg at 24 months of age - Photo supplied by Client.

ANNUAL SALE: FRIDAY 29th MAY 12 noon 40 top Buils Including: Kayjay Bigmac P244 kayjay Hallmark P223



KAYJAY STEAKHOUSE P225





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Oven Roasted Beef Sirloin

THIS IS WHAT YOU'VE BEEN WAITING FOR; ROAST BEEF WITH ALL THE TRIMMINGS. THE BEEF IS ROASTED IN THE OVEN AND SERVED WITH THE YORKSHIRE PUDDINGS, GRAVY, AND SEASONAL VEGETABLES OF YOUR CHOICE.

Prep: 20 mins | Cook: 15 mins | Serves 4-6

Ingredients

Beef

• 2 x Angus sirloin steaks on the bone (approx. 400g each)

Yorkshire puddings

- 2 cups flour
- 1 teaspoon salt
- 4 eggs, lightly beaten
- 1 cup milk
- 1/4 cup cold water

Pan sauce

- ¹/₂ cup red wine
- 1 cup beef stock
- 25g cold butter, cubed

To serve

- horseradish cream
- roasted vegetables of your choice

Method

Preheat the oven to 210°C. Place a shallow roasting tray in the oven to heat.

Beef

Heat a large frying pan over medium-high heat. Season steaks and working with 1 steak at a time, use tongs to place the steak in the frying pan, browning the fatty edge first. Cook until the fat is golden and rendered. Repeat with remaining steak. Place both steaks back in the frying pan and brown well. Transfer to the hot tray and cook in the oven for 15 minutes.

Remove steaks from the oven and place on a warmed plate, cover with foil and a clean tea towel and leave to rest for 10-15 minutes.

Yorkshire puddings

Sift the flour and salt into a large mixing jug and make a well in the centre. Add eggs, then gradually beat in the milk and water until you have a smooth batter. Cover and set aside for at least 15 minutes. Heat a 12-hole muffin tin in the oven for 5 minutes. Spoon 1 teaspoon of the collected beef fat (or use butter), into each muffin hole. Place back in the oven and heat until the fat is smoking. Remove from the oven and quickly pour the batter into the muffin holes and cook in the oven for 15 minutes or until golden and puffed.

Pan sauce

Pour the red wine into the hot frying pan and reduce by half. Add the beef stock and reduce by half again. Add the butter and swirl until glossy. Season and strain into a jug.

To serve

Serve steaks with the pan sauce, horseradish cream and Yorkshire puddings. Roasted root vegetables are the perfect accompaniment.

KENHARDT +C Angus

2ND ANNUAL ON-FARM BULL SALE







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2020 SIRES

KENHARDT JACKPOT 315 LD CAPITALIST 316 MATAURI OUTLIER H412 RESURGAM INSPIRATION Z989 WAITAWHETA K58 KENHARDT H242

40 BULLS FOR SALE

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New immunity index developed to breed *Healthier Animals*

SUPPLIED BY ANGUS AUSTRALIA

In a world first for the beef cattle industry, immune competence in beef animals can now be selected for in breeding programmes, thanks to the development of the breeding index value, ImmuneDEX. Researchers say the index could result in healthier animals and reduce antibiotics use.

ImmuneDEX was developed by Angus Australia and the Commonwealth Scientific and Industrial Research Organisation (CSIRO), who have partnered over several years to undertake research into genetic traits related to immune competence and resilience.

Announced at the Angus through the Ages National Conference in 2019, ImmuneDEX is a genetic description of an animal's ability to react to an immune system challenge (i.e. disease).

Angus Australia and CSIRO have worked in collaboration to immune competence test calves from the Angus Sire Benchmarking Program (ASBP), with the research co-funded by the Australian Lot Feeders Association and Meat and Livestock Australia. For this stage of the research this included calves from Cohorts 2, 3, 6 and 7 of the ASBP.

To develop the ImmuneDEX breeding value, immune competence phenotypes were collected on approximately 3000 Angus steers and heifers at weaning and analysed. This information, combined with genotypes (DNA Profiles) was analysed to determine genetic parameter estimates (heritability's and correlations) and to produce Research Breeding Values for immune competence.

Christian Duff, Angus Australia strategic projects manager, said that the work done to develop the ImmuneDEX breeding value was a successful collaborative effort between those at CSIRO and Angus Australia.

"While there is still more research to be undertaken to further develop the ImmuneDEX breeding value and validate its potential to deliver health benefits to industry, this development is a definite stride for Angus breeders and the broader beef industry," he said.

Furthermore, on a subset of 900 steers from this study, disease incidence during feedlot feeding was examined. Findings showed that animals with a superior immune competence phenotype

had significantly lower health related costs and mortality rates. Importantly, the genetic strategy is expected to assist in reducing the use of antibiotics, improving overall welfare and health of the animal, and maintaining consumer confidence.

While still in its early research stages, the information now available through the ImmuneDEX breeding value will assist beef producers make decisions about what the best animals are to breed from into the future with the goal of improving animal health while simultaneously improving productivity.

CSIRO research scientist Brad Hine said the ImmuneDEX research findings had possible long term benefits.

"We know if we continue breeding with a sole focus on production, as a consequence we will inadvertently increase susceptibility to disease and associated antibiotic use," Dr Hine said.

"We envisage that ImmuneDEX will provide a long-term strategy to help address this problem by allowing the producer to put selection emphasis on the immune competence of animals and put that into our selection thinking to breed animals that are both productive and have a better ability to resist disease challenges."

The ImmuneDEX value is moderately heritable and weakly negatively correlated with some production traits (e.g. carcass weight) while being weakly favourably correlated with stresscoping ability and temperament-related traits.

A list has been compiled of the sires in the ASBP rated on their ImmuneDEX value according to the research undertaken on their progeny. The full list is available on the Angus Australia website under the Research menu item.

Many of the New Zealand-bred bulls included in the Angus Sire Benchmarking Program also have ImmuneDEX values based on their ASBP progeny (Table 1, overleaf).

The ImmuneDEX value provides an estimate of genetic differences between animals for overall immune competence, a key component of resilience. Higher ImmuneDEX values indicate an animal is expected to produce a higher proportion of progeny with an enhanced ability to resist disease challenges and therefore have lower disease incidence. Lower ImmuneDEX values indicate

RESEARCH AND DEVELOPMENT: UNDER THE SKIN

an animal is expected to produce more progeny with a higher incidence of disease and associated production losses. Further information on interpreting this RBV is available in the full report on the Angus Australia website.

A paper on this research has also been recently published in the Journal of Animal Science. It is titled *"Immune competence traits assessed during the stress of weaning are heritable and*

BREEDING AND

VETERINARY SERVICES

favorably genetically correlated with temperament traits in Angus cattle" and can found at https://doi.org/10.1093/jas/skz260 For further information regarding ImmuneDEX, please contact Angus Australia strategic projects manager Christian Duff at christian@angusaustralia.com.au or on 61 (02) 6773 4620

www.angusaustralia.com.au

Table 1. ImmuneDE	Y Values for New	7 Tooland Siros	Included in the /		Bonohmarking	Drogram
	A values for inew	Zealand Sires		Angus Sire	Denchinarking	Frogram.

	ASBP	Im	muneD	EX				F	ebruary	/ 2020 1	īrans-T	asman	Cattle	Evaluat	tion EB\	ls			
Name	Cohort	RBV	Acc	Prog	CED	Bwt	200	400	600	MCW	Milk	SS	DOC	Cwt	EMA	Rib	Rump	RBY	IMF
KAHARAU CLASS 790	2	+37	66%	5	-16.1	+6.2	+45	+81	+111	+110	+7	+1.4	+8	+41	+7.0	-0.6	-1.6	+1.5	-0.2
Kaiwara 440	2	+30	81%	9	-0.7	+3.7	+43	+84	+118	+109	+25	+0.5	-15	+68	+1.4	-1.3	+0.3	-2.0	+1.7
KAKAHU MISSION 1036	3	+38	79%	8	-1.7	+5.2	+46	+86	+121	+108	+14	+2.0	-3	+62	+10.8	+1.6	+0.0	+1.1	+1.8
MERCHISTON EXPEDITION 934	2	+40	67%	5	-18.1	+9.8	+58	+114	+158	+152	+14	+4.4	+8	+72	+0.3	-3.4	-2.1	+0.7	+0.0
MERCHISTON INFINITY 774	3	+31	87%	13	-7.1	+6.1	+46	+94	+123	+122	+18	+4.5	+0	+65	+2.2	-2.7	-0.9	-0.5	+1.8
NGAPUTAHI E38	3	+22	93%	23	-1.3	+7.0	+49	+81	+98	+90	+8	+2.1	-16	+57	+1.7	-2.1	-2.8	-0.4	+2.6
RED OAK ZULU 285	3	+31	88%	14	-6.4	+6.2	+26	+51	+56	+49	+5	-0.5	-6	+14	-0.1	+2.0	+3.4	-2.3	+0.2
STORTH OAKS BEYOND INFINITY E3	2	+30	88%	14	+5.8	+0.8	+32	+72	+87	+78	+5	+1.2	+5	+40	+8.3	-1.2	+1.3	-0.1	+2.1
STORTH OAKS JACK J7	7	+28	89%	15	+7.2	+5.3	+61	+114	+159	+145	+22	+3.9	+14	+88	+7.6	-0.1	-2.1	+0.3	+2.8
TANGIHAU 672	2	+34	91%	19	-3.1	+5.6	+30	+51	+71	+79	+16	+1.3	-24	+20	+0.5	+0.7	+0.1	+0.9	-0.6
TE MANIA QUANTUM 09 490	2	+40	80%	8	-7.3	+7.3	+53	+89	+118	+125	+2	+2.6	+17	+70	+2.4	-0.6	+2.6	-1.1	+2.6
TOTARANUI 825	2	+33	82%	9	-16.8	+5.7	+43	+79	+109	+83	+15	+0.6	-17	+48	+2.1	+0.3	+1.7	+1.0	-0.6
TURIHAUA REX E297	3	+33	89%	15	+4.7	+4.2	+29	+53	+77	+81	+13	+1.0	+4	+22	+1.2	+1.7	+1.2	+0.3	-0.5
WAITANGI D213	2	+35	86%	12	+11.3	+3.1	+45	+84	+99	+108	+1	+3.2	+9	+56	+5.8	-0.4	-0.1	+2.3	-0.5
WAITAWHETA B11	3	+44	88%	14	+8.0	+2.3	+22	+55	+67	+40	+15	+0.9	+6	+21	-4.0	+2.5	+1.3	-1.9	+0.1
A	verage*	+31			+1.8	+4.5	+45	+77	+102	+95	+16	+1.9	+5	+60	+5.3	+0.0	-0.2	+0.4	+1.7

* Average for ImmuneDEX is based on the average ImmuneDEX value for 3,223 animals in the analysis. These being ASBP progeny measured for immune competence and their sires. The EBV averages are the average EBVs of the 2018 drop calves in the TACE analysis.

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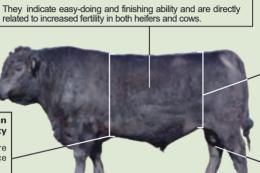
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WELL HUNG AND DRY-AGED



STORY BY SARAH IVEY

An Auckland butchery is producing quality gourmet meat by returning to traditional techniques.

Well Hung is an artisan, gourmet butchery specialising in premium New Zealand, dry-aged beef produced by using the almost lost art of prolonged hanging and controlled drying of carcasses. It operates from two stylish monochrome stores in Milford, Auckland, as well as having a presence in the online sales market.

The concept of Well Hung was thought up and delivered by a group of meat lovers from Auckland who knew that when premium grass fed beef was aged to perfection, the true flavours and textures shone through. But ageing beef seemed to be history in today's butcheries. They decided to reinvent the idea, establishing Well Hung in 2018.

"We opened our doors with a determination to showcase the best of New Zealand's meat that had been prepared and aged to perfection. Patience, attention to quality, handling and detail is the key to our pursuit of delivering a range of outstanding offerings," says director Caroline Mulholland.

Well Hung opened its first store in Milford, on Auckland's North Shore, in November 2018, and simultaneously launched its website wellhung.nz, which provides customers from all over the country with access to its products.

"We've had such great support from the local North Shore community, that in November 2019 we also opened a second retail outlet in the Milford Centre."

Well Hung's delicious, carnivore-seducing offerings include Angus and Wagyu beef aged up to 100 days, ethically sourced and farmed poultry and grass fed lamb, free-farmed New Zealand pork, venison and cured meats sourced from New Zealand's top producers.



"Another service we offer is a fantastic French rotisserie where we are able to slow-cook our customers' pork shoulder or belly, rolled lamb or roast chicken in-store, and serve it complete with crispy duck-fat roasted potatoes by request."

The idea of beef being humanely reared on grass pastures with sustainable farming practices, and then prepared and aged well can really bring out the best of the best and this is what Well Hung is bringing to its customers, who are quality meat connoisseurs spread right across New Zealand.

Dry ageing is the real point of difference and is the backbone of the marketing strategy at Well Hung. It is something that was previously only really found in a few high-end restaurants and basically it involves the traditional process of ageing beef to achieve the highest levels of natural flavour and tenderness of each cut.

The beef is not 'dried' or 'cured' but is instead 'well-hung' on the bone for between 21 and 100 days to enhance the flavour profile.

"Usually to start the ageing process, beef is hung on the bone for about 21 days in a specially designed ageing fridge," says Well Hung executive butcher Todd Treadwell. "This ensures that the microclimate surrounding the beef is controlled in terms of temperature, humidity and optimum air quality.

"As the ageing process continues, the flavour enhancement

strengthens. Moisture is evaporated from the muscle in the meat and this results in a greater concentration of both flavour and texture. The longer the beef ages, the more the natural enzymes break down the connective muscle tissue, which is what enhances the tenderness level in the chosen cut."

Throughout the process, the meat becomes darker in colour and a thin crust forms on the surface. By the end, the crust is removed and the dry-aged beef is cut or deboned by their specialist butchers. The customer can then be delivered their aged beef to their exact specifications.

"Meat lovers understand that the process of hanging meat and letting the ageing process take place not only gives the beef a fantastic flavour but it also ensures that when that beef hits the plate, the product has been treated with the respect it deserves," says Todd.

"What most people don't understand is that the beef sold in most supermarkets has been processed within the last 24 hours. And with gas flushing and plastic packaging, the meat has no chance to build any flavour or have the enzymes break down the beef to make it tender."

While there is currently a trend towards people eating less meats, the team at Well Hung want to ensure that when they do eat



meat, they are really able to appreciate the quality and the flavours. Angus beef is a firm favourite of Well Hung's, a love affair that started right at the beginning of the company's journey.

"We needed to ensure we could source local grass-fed beef that was ethically farmed and that our suppliers could provide us with what we needed each week," says Caroline.

"The quality needed to be consistent and we also needed consistent size within the product, which AngusPure produce so well. Obviously we also wanted to find a product that had fantastic flavours, fat content and most importantly, that we personally wanted to eat.

"We sampled a few different suppliers' products and for each of the things we were looking for we kept coming back to the AngusPure brand as it met all our requirements. Most importantly it cooked well and tasted fantastic as a fresh product so we knew that by putting it in the dry agers we imported from Germany, the final product offering was only going to be even better."

As well as AngusPure NZ, Matangi Angus, which is grown in Hawke's Bay on Matangi Station, is also carried by Well Hung and the two products have distinct differences in their characteristics.

Todd has found that AngusPure has great marbling in the meat, which is essential for a tender and juicy steak. The flavour profile is

not as strong as the Matangi Angus, so it can appeal to people who perhaps prefer a milder tasting beef. He assures me it's a beautiful cut of meat that's super easy to cook and you're able to get great flavours from AngusPure with just a simple sprinkling of salt.

"The Matangi Angus has an intense fat marbling as they're using genetics that are in the top 5 per cent of the Angus breed for IMF here in New Zealand. They are pushing to improve on this every year and we are looking forward to seeing that journey."

Todd says Well Hung age the Matangi Angus with the cap on as this produces an intensely flavoured beef that really appeals to serious beef eaters.

"The extra fat breaks down in the cooking process and the flavour of that, plus the added flavour from leaving the cap on during the ageing process, really needs to be tasted to be fully appreciated," says Todd.

Well Hung has carried the AngusPure brand for 18 months now and has had such positive feedback from customers its decision to work with the brand has been well reinforced.

"We look forward to looking at other possible opportunities that may be out there through some more specialised cuts or breeding and grazing techniques in the future," says Caroline.

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NGUS

'URF́

Kath McCallum HAS ANGUS IN THE GENES

BY LINDA GRA

KATHERINE MCCALLUM IS A QUIET ACHIEVER WHO WORKS HARD TO STRIKE THE RIGHT LIFE BALANCE.

It's a challenge at times for the Southland mum-of-three who juggles relief teaching, farming with husband Phil, and Angus breeding, but one she appears to take in her stride.

Katherine is goal-driven but, in typical understated Southern style, doesn't make a big deal about her wide-ranging skills that help turn the cogs of the local and wider communities in which she's involved.

A good example of her contribution is Generation Angus, a programme especially developed to encourage and upskill the next generation of farmers.

She helped get the programme up and running during the early years, keen that other young people got the chance to take on new learning opportunities such as the trans-Tasman Exchange scholarship she won through Angus New Zealand in 2008.

"It was such a great experience and I was keen to give back by helping and encouraging youth in the industry."

A highlight of her involvement was behind-the-scenes gopher duties during the 2013 World Angus Forum Youth Programme.

"I helped out with a lot of jobs, from food prep to leading heifers for the stock judging component. It was a great experience."

Another Generation Angus high point was helping organise the 2016 Australian Ward Tour for New Zealand Angus members, a week-long bus trip starting in the south of Queensland and visiting various studs and farming operations on the way to the Sydney Royal Easter Show.

Katherine's Angus involvement has also led to personal development opportunities and rewards such as participation in

Angus Australia's GenAngus Future Leaders Program, a three-day Sydney gathering during February last year. "It was motivating to meet awesome people from across the farming industry. I got to see a lot of country and some great set-ups. For me the highlights were visiting Palgrove and Wattle Top studs, and Angus Australia in Armidale."

It was a next step up from an Agricultural Women's Development Trust course, completed in 2015.

Back home in Balfour the McCallums are full-on ramping up their Rockley Farm sheep, dairy grazing and Angus stud business with the raising of Tim (9), Zac (7) and Emma (3). Rockley is part of Phil's parents, Lloyd and Kathy's wider farming enterprise which also includes dairying and dry stock units. The McCallums provide and manage winter grazing for one of the family-owned dairy farms, which then leads on to lambing, the annual bull sale and the usual summer rush of on-farm tasks. There's not a lot of downtime but Katherine is confident that will change as they follow through on plans to grow the business to the point where they can employ staff to help take the pressure off.

"We have a number of goals and are making sure we have the steps in place to achieve that."

In the meantime, Katherine's father John helps when needed, and an employee is taken on to help over summer.

The McCallums keep open communication with everyone involved in the farm business including their parents, accountant and bank manager.

"We have a working farm budget that we review and share with them, and also have a capital plan and business goals that everyone is aware of, so there are no hidden surprises."

Beyond the farm gate the couple are busy in the community,

ANGUS YEAR

although they take care not to over commit and under-deliver.

"It's easy to say 'yes' but we want to do what we do well which is why we have to say 'no' sometimes."

Phil is president of the Angus NZ Southern Ward and a trustee of the Waidale Trust, a church charity funded by stock sale proceeds from local farmer parishioners and distributed for community good and educational support.

Katherine is a relief teacher at Balfour Primary, and a board member of the local childcare centre which Emma attends.

FAMILY TIES

Katherine's family, the Stevens, have long-established Angus connections.

Her grandmother Judith was the first female Board member of Angus NZ. The second was her aunty, Charlotte, who was an active member of the Association, along with husband Mark. Another two aunties owned Angus stud herds, one of which – Timperlea – is run by a cousin Marie Timperley.

However, it was Katherine's grandfather Fred Stevens who really sparked her interest in the breed.

Fred was a one-eyed advocate for the breed and had notable success, evidence being the 1980 photo in Rockley's 2019 catalogue of him with a winning three-year-old cow and calf at the Invercargill A&P Show.

Fred gifted Katherine two Angus cows which started her on the stud breeding road while she was still at high school.

"My aunty, Rachel Simpson, also had a stud and ran her cows at Grandpa's so I helped them out at A&P shows and that's where it all started."

Fred was a great mentor and, although he never said as much, took great pride in Katherine's Angus breeding achievements. When diagnosed with terminal cancer in mid-2019 he drew up a bucket list which included attendance at Rockley's on-farm sale.

He made it to the October sale taking a front-seat position where he kept close tabs on progress. Although understandably sad when he died one month later, Katherine is grateful he came along and enjoyed the day. Although not in an official role with Angus NZ she enjoyed taking on an associate judging role at last year's New Zealand Angus National Sale alongside Andrew Powdrell.

"I thoroughly enjoyed getting alongside another breeder and comparing views and opinions."

Looking ahead, Katherine says a leadership role within the beef industry is something she is keen to pursue.

"I would like to encourage others in the industry and would be interested in a governance role in the future."



On leaving high school Katherine went to teacher's college in Dunedin, but that didn't quell her Angus interest. Uncle Mark, a stock agent, looked out stud cows which she bought, dipping into her student loan on occasion.

When Phil came on the scene, she wasted little time in converting him to the black breed.

"He was sucked in. I took him along on Angus Ward Tours and that was that."

After marriage in 2007 the couple farmed at Mossburn then moved to Balfour in 2012, when the opportunity came along to buy her family's 319 ha rolling and hill country farm eight kilometres from Balfour.

SLICK LOOK FOR ROCKLEY MARKETING

Katherine has spent a lot of time developing the marketing and promotional material that underpins the Rockley Angus brand.

The simple and bold black and yellow brand was developed with help from Pivot Design. Getting input and tips from design professionals has been money well spent, Katherine says.

"It's really important because first impressions have a big influence."

The distinctive brand is emblazoned on caps, clothing and on reusable mugs.

Over the last few years she has enhanced the annual Rockley sales catalogue with improved and easy-to-read EBV information and the most up-to-date stock performance figures.

Last year's catalogue was almost entirely funded by advertisers who support the McCallums.

Their long-term stud goals include increasing the breeding herd to 100 cows and selling 30 yearling bulls at their annual on-farm sale.



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Turihaua Matador N194

	DIR	GEST	BW	200	400	600	MLK	SS	DTC	EMA	RIB	RMP	IMF
EBV	+8.1	-3.2	+4.0	+37	+75	+112	+12	+3.2	-4.2	+2.3	+0.4	0.0	-0.4

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Turihaua Hulk K100

	DIR	GEST	BW	200	400	600	MLK	SS	DTC	EMA	RIB	RMP	IMF
EBV	+3.6	-1.6	+3.1	+40	+73	+93	+17	+1.5	-1.7	+4.1	-0.3	-0.5	-0.7

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PAUL & SARAH WILLIAMS

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Angus New Zealand 2020

TOTARANU ANGUS builds on innovative approach TOBREEDING

STORY BY RUSSELL PRIEST AND PHOTOS BY SARAH IVEY

Daimien Reynolds and Tally Jackson are not your ordinary Angus breeders. They trained for corporate careers and started their working lives in Wellington, although both were born and raised on farms.

They also produce specialist yearling bulls for both beef and dairy farmers, not just the culls from their main line of bulls destined to be sold as two year olds. These yearlings are the product of a carefully designed breeding programme, as are their two year olds, where there is a strong focus on beef quality. What enables them to do justice to both products is their large breeding numbers - a herd of 550 breeding cows and heifers, projected to climb to around 700 as natural increase allows.

The third difference is that they fully incorporate their Angus and Dorset Down studs into a large commercial operation farming over 30,000 su made up of 17,500 sheep and 2400 cattle.

"Our stud animals are all farmed commercially with the average stocking rate over all three farms being 12 su/ha which means we sail close to the wind feed-wise at times," says Daimien.

"We expect our cow herd to be able to lose around 100kg of bodyweight over the winter as they perform their pasture clean-up job, then to bounce back and get in calf. If they don't they're down the road."

There's no place in their business for animals that don't perform in their commercial environment. And it's not the easiest environment to farm in anyway. From a summer-dry 1550 ha property (Puke Te) 10 minutes east of Masterton to 1185 ha of wet, cold and windy predominantly hill country at Pahiatua (Totaranui) and Makuri (Waipori). This mix of environments has its advantages, though: the three properties complement one another which significantly mitigates the weather risk.

Daimien hails from a farming background in Patoka, Hawke's Bay. His father and mother were farmers and agricultural contractors in Kenya where Daimien was born and immigrated to New Zealand in 1976 when he was five. His father was born in Uganda and his mother in Belfast, Ireland.

Tally is a daughter of John and the late Mary-Anne Jackson with

Daimien Reynolds, Mary-Anne, John and Tally Jackson.





the latter being the only child of Norman and Gwenith Hoggard who founded the Totaranui Angus stud in 1937. Totaranui was also the prefix for the renowned Romney stud which Norman also established.

Daimien and Tally both attended Massey University in Palmerston North and upon graduation secured jobs in the corporate world in Wellington. Daimien was involved in tourism and Tally in corporate accounting. In 2006 Daimien was enticed to work at Totaranui by his father-in-law as a shepherd and to learn how to farm the traditional way.

While traditional farming worked for John, Daimien was keen to learn about modern agricultural practices like rotational grazing and Farmax, so for three years he and Tally worked for Brownrigg's in Hawke's Bay.

"Daimien calls this his university agricultural training," says Tally.

They returned to Totaranui in the autumn of 2012 when John and Mary-Anne fulfilled their life-long plan of retiring to the Marlborough Sounds.

Daimien and Tally have three children; Lilly (12), Ricki (11) and Jacko (9).

The couple took over an Angus stud of around 300 cows and heifers, a Dorset Down sheep stud of about 400 ewes plus a large commercial sheep breeding and cattle finishing operation. The existence of their large Masterton property has since enabled them to greatly expand their Angus stud cow numbers to 550.

John Jackson was one of the pioneers on Guy Sargent's inaugural Angus tour to the US in 1990, sharing a room with Pat Cooper, and hasn't missed a year since. It's not surprising therefore that the Totaranui herd is strongly influenced by American Angus genetics. John's aim was to use this genepool to introduce genetic outliers (curve benders) and enhance carcass traits in the Totaranui herd while blending these with phenotypic traits of traditional New Zealand Angus to produce a structurally sound product that would thrive on New Zealand hill country.

One of the bloodlines used extensively in the Totaranui herd by John was that of Future Direction.

SINCE DAIMIEN AND TALLY HAVE TAKEN OVER THE REINS THEY HAVE WORKED WITH JOHN TO SELECT LOCAL AND INTERNATIONAL SIRES THAT WILL IMPROVE THE STUD.

John was also one of the early pioneers in mating yearling heifers and culling those that didn't conceive in a confined mating period. This coupled with culling any mixed-age cows (MA) that didn't get in calf has produced a very fertile herd.

"Fertility is now a given because we have been selecting for it for over 30 years," says Daimien.

Daimien and Tally have carried on using most of the breeding objectives established by John, with particular emphasis on marbling, early growth, moderate mature size and fertility.

"When we first came here there were cows weighing in the range of 700-800kg so we've been endeavouring to moderate mature weight using curve benders without compromising early growth too much.

"Our aim is to target a mature cow weight EBV less than that of the 600-day weight EBV," says Daimien.

Nowadays with a bigger cow herd Totaranui has been able to diversify its business and produce specialist yearling bulls. Half of these are sold to dairy farmers, therefore a lot of emphasis is placed on low birthweight and short gestation EBVs when selecting herd sires. This year, two bulls were purchased at the Te Mania sale specifically for this role including one with a gestation length EBV of -13.

The 2019 Totaranui yearling bull sale saw a total clearance of 87 bulls achieving a creditable average of \$3,340 including two notable sales of \$15,000 and \$12,000 for a stud transfer bull. The sale was supported by an impressive catalogue including two client profiles and a market report by well-known AgriHQ market analyst Mel Croad.

The average birthweight EBV for the low birthweight yearlings sold was 2.8kg.

Totaranui's aim is to sell 100 yearling and 60 two-year-old bulls but, in spite of their large increase in cow numbers, they are not prepared to lower their quality standards to achieve this.

"If the bull's not up to scratch it'll get its head taken off," Daimien said. "There's still good money in a 600kg cull bull at Christmas time."

Since Daimien and Tally have taken over the reins they have worked with John to select local and international sires that will improve the stud. Many outcrosses have been used and a good example of the impact these have had is the sire HPCA Intensity. While he has been used directly himself, sons including Waitangi L204, Totaranui L151 and Rennylea L508 have also been used with considerable success. This bloodline has left progeny with excellent feet, growth and carcass quality attributes as well as females that cross well with other bloodlines. Daimien was also ecstatic with the

ON FARM WITH ANGUS

way in which Sydgen Exceed's sons sold at the yearling sale this year.

Management of the large breeding herd does not afford the cows any special favours. Like any commercial hill-country cow herd it has an important role to play managing pasture quality for young and finishing stock, and in the winter to clean up roughage that has accumulated over the summer.

Rotational grazing is the norm for both the ewes and the cows during the winter, with cows following the ewes in the rotation until three weeks before calving.

Calving begins around 12 August for the MA cows on autumnsaved pasture in hill paddocks that are accessible with a quad and trailer. The latter carries load bars to enable calves to be weighed. Tagging and weighing of calves takes place once a day. Any cow who objects violently to her calf being handled is culled.

Flat paddocks close to the yards carrying about 3000kg/ha of grass cover are set stocked with heifers for calving which begins about 5 August. Similar paddocks are used for the later-calving MA cows.

"Mud is the biggest killer of calves on this property, "says Daimien. "When it gets really wet we have to employ a fast rotation and supplement the cows with silage to avoid severe pugging."

On average 4-5 heifers receive calving assistance and are automatically culled.

Heifer mating begins on 25 October and for the MA cows a week later. All heifers, except those that are phenotypically unacceptable, and the very small ones, are exposed to a bull or are artificially inseminated. This year, 150 were mated and Daimien expects 85-90 per cent to get in calf. Half the heifers are synchronised and selectively AI mated using fresh semen. Daimien finds conception rates using fresh semen are in the region of 15 per cent better than using frozen semen. The other half of the heifers are mated to yearling bulls including some of the best heifers.

Daimien has found conception rates using AI can be extremely variable and is one of the reasons he only artificially inseminates half of them. The normal conception rate is around 65 per cent. The Pahiatua climate at this time of the year (wet and windy) plays a significant role in the success/failure of the AI programme.

The other reason is that the logistics of artificially inseminating 150 heifers is extremely challenging, particularly when those returning have to be naturally mated. This year six yearling bulls weighing in at around 500-550kg have been selected to mate with the yearling heifers and to tailup the MA cows after their AI programme has finished.

The MA cow AI programme this year involved 400 animals split into seven mobs with individual heat detection being used to identify cows in season in four of the mobs. Cows in the other three mobs were synchronised and artificially inseminated twice, if required, then run with the bull.

"There is a lot of work involved in an AI programme and it only works for us because we have two dedicated staff, Maurice Prince and Andrew Florence, who are prepared to do it. All other staff have an operational involvement," says Daimien.

Any cows and heifers that don't get in calf are culled.

Cows being individually heat detected are inseminated once then run with the bull. Cows and heifers in the AI programme are given three cycles to get in calf, however those being naturally mated are only given two. Calves are weaned on 20 February.

In addition to the stud cattle, the business finishes up to 200 steers and cull heifers.

"We are keen supporters of the AngusPure Partner programme and other such Angus quality beef programmes. Without them we would simply be commodity producers.

"There is no doubt these programmes drive Angus bull sale prices," says Daimien.

Any successful business requires good staff and Daimien and Tally employ a total number of eight full-timers. They are enormously grateful for their contribution and wish this to be acknowledged.

"One of our business strengths is our exceptionally capable and loyal staff, one of whom (Maurice Prince senior) has been with us for 27 years," says Daimien.





TOTARANUI

ANGUS PURE. PARTNER

ANGUS

- For over 3 decades now a Totaranui cow must have been in calf as a yearling no exceptions. Then she must get into calf every year after. She has to do her job on the farm cleaning up for the ewes her place is behind the ewe rotation in winter. Selection pressure is high. If she can't bounce back after a hard season she is out. And she's got to let us pick up her calf on day one, weigh and tag it without being unfriendly, or she's culled. It's not easy being a Totaranui cow.
- The Totaranui bulls inherently have these qualities; they will sire fast finishing steers with heavy, quality carcasses, and pass on valuable maternal traits to your herd.
- In sire selection there is no compromise in structural soundness. We have
 a strong focus on 400 day and carcass weight and traits. We search locally
 and globally simple population genetics, the bigger the population
 base the better the chance of finding cross-trait excellence.

CONTACT: DAIMIEN & TALLY | P: 06 376 8400 | M: 021 430710 | JOHN JACKSON | P: 03 573 8401 E: bulls@totaranuistud.co.nz WWW.TOTARANUISTUD.CO.NZ



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Efforts to win over Americans with PREMIUM PASTURE RAISED BEEF PAYING OFF

The marketing and distribution of AngusPure Special Reserve (APSR) in the United States was given a substantial push in 2019.

Broadleaf has rights to import APSR into the United States, which is processed by Wilson Hellaby in Auckland. Careful control over traceability and quality has ensured Special Reserve has remained a high standard product, with strict guidelines prior to processing, including cattle being 100 per cent free of hormone growth promotants and antibiotics over the lifetime of the animals. AngusPure Source & Trace tags are also compulsory for all cattle processed into the programme, safeguarding the integrity of the animals and supporting the registered breeders of Angus New Zealand by ensuring all animals are sired by a registered or PRAC recorded Angus bull.

Marketing wording has also had a slight shift from the product being promoted as 'grass fed' beef to now 'pasture raised' beef. The reason for this is that grass fed beef in America includes animals fed on hay and other forage crops within a feedlot environment. The fact that AngusPure Special Reserve processed cattle roam the grasslands of New Zealand for all twelve months of the year is unique to consumers in the United States. We must capitalise on this.

Marbling score requirements also increased from 1 on the Ausmeat grading system to a minimum of 2. Marbling is crucial for getting flavour into the beef and the more there is, the more marketable the product is, so we encourage all of you to consider the IMF figures when selecting your bulls. The eating experience for the end consumer is our number one focus.



The National Restaurant Association trade show was held in Chicago in May 2019 and APSR was hosted by the New Zealand Trade and Enterprise stand for the second year in a row. The show was attended by Guy Sargent and John Bayly of AngusPure, as well as 63,000 restaurant industry executives, so there is no need to highlight the obvious exposure ASPR received from countless visitors to the site over the three days of the show.

Shortly afterwards, in June 2019, AngusPure NZ employed Gwith Thomas to promote APSR on the ground in America, visiting restaurants and major distributors on behalf of AngusPure NZ and Broadleaf Game, with information and marketing collateral to sell the premium product. This has seen a big jump in sales and we expect this will only increase as Gwith's presence on the ground gains more traction. The Beef + Lamb New Zealand Taste Pure Nature origin brand campaign was rolled out in California in the middle of 2019. The global brand platform has been designed to underpin the marketing programmes of half a dozen key New Zealand beef and lamb brands. APSR is very excited and honoured to have been selected to be part of this. The brand targets a specific segment of consumers, dubbed the 'Conscious Foodies'. These consumers want quality and experiences from their food. They are interested in the provenance of their food, where it comes from and how the animals they are eating were raised, both from an animal welfare and environmental perspective. They see these as inputs into quality and nutritious food.

One of the most exciting events to be involved with in 2019 was undoubtedly an exclusive lunch hosted by Chef's Roll, the largest worldwide community of culinary professional chefs. Taste of New Zealand and Chef's Roll invited 30 of America's most influential and relevant chefs, as well as other key stakeholders to the Official New Zealand Ambassador's Residence in Brentwood, California, for an afternoon featuring New Zealand's finest fare. Guy Sargent, along with Tom Hargreaves of Kakahu Angus, one of the AngusPure Partner studs, travelled over to the United States for the launch to educate and promote the APSR brand, from both a business and farmer/grower perspective.

Going forward in 2020, we are looking to very exciting times. Broadleaf Game is keen to get as much APSR passing through its hands and into the mouths of Americans as possible. As farmers, we encourage you to tag your cattle with AngusPure Source & Trace tags to ensure they're eligible for either our domestic AngusPure or export APSR programme. We also encourage you to purchase your bulls from one of the 89 AngusPure Partner studs. These studs share in our vision to create an 'AngusPure moment' - A moment in time when anyone, anywhere in the world is able to share in a moment of synergy, created by the finest grass-fed eating experience.





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Defending meat production against misinformation takes media savvy and care

BY EMMA POLLITT

We're a humble bunch. We just do what needs doing and carry on. And if, along the way, we happen to breed, grow or produce something exceptional, then it's celebrated with a pat on the back and maybe a couple of hundred words in a farming rag. We don't celebrate success like the city dwellers, and no, this isn't a piece about them versus us. This is about moulding our approach to defending our industry in public media, and perhaps taking a leaf out of their book.

Anyone who's travelled knows how well we do things. Our sheep and beef farmers run very efficient, high performing systems in what can be challenging environments. We have shaped the stock themselves to perform better in areas we require. We've developed cultivars, fertilisers, and even animal health products to suit us. Even though the national ewe flock has halved since the 1990s, we're only producing 5 per cent less lamb meat. The world

population has demanded it, and other countries, too, have stepped up, but we all know that grassfed, free-range product is a premium New Zealand holds close, and relies upon.

So what's our strategy for sharing our farming excellence? How do we get amongst mainstream media and reassure our consumers that we're



are influenced heavily by trends and future opportunities. Put yourself in their shoes – what do you think they'll do? We're trying. We're following the rules. We're improving how we do more, with less. It's a slow

of the land. School leavers

are spoilt for choice in

which career path to take

and at this critical time,

burn. Whatever report or

doing everything we can to be as sustainable and eco-friendly as possible? Do we utilise social media influencers? Celebrities and millionaires have been marketing sponsored products on the internet; a space that wool is becoming more prominent in. Environmentally conscious products and their makers demand attention – are we simply missing out? There has never been a better time to remind the world of our ongoing successes in this domain.

You may have seen lately the flurry that was caused when a museum had some water samples displayed in their education department, designed for young people to inspect for themselves and learn about water quality in New Zealand. The 'farm' sample had a picture of a cow defecating into a river on the front, and brown, murky water as its contents. The sample was later discovered to be tap water dyed brown. The farming community took it upon themselves to take photos of real farm water samples – even as research you've read outlining the 'damage' caused by farming, very few can tell you how long it's taken us to get to that stage. So very few should be able to tell us how long it's going to take 'repair' and to what degree, without comprising economic performance and animal welfare. We should have the liberty to take our time, get it right and secure our industry.

far as drinking them – in response, which resulted in the museum

amending the sample and removing the cow picture. This was a

positive outcome, but begs the question as why and how we even

It's personal. Perhaps it wasn't to start with, but it's somehow

morphed into deliberate criticism towards individuals and specific

groups. Misinformed animal activists and aggressive non-meat

eaters are launching into farmers, blaming them for everything that's wrong – or could go wrong – in this world. Everyone has

a right to stand up for what they believe in, sure. But when such

beliefs are based off fictional propaganda and irrelevant to your own

situation, their victims are left angry and confused in disbelief. Dire

consequences from these often 'keyboard warriors' can be found

in every facet of our industry, from staggering rural mental health

statistics, through to deterring the next generation of caretakers

got into this situation in the first place.

But in the meantime, how do we get the devil off our backs?

I recently came across a post on Facebook from a local person, voicing how disgusted they were that contractors were spraying out the annual grass on the Poverty Bay Flats and then grazing post spray with remaining trade lambs, in preparation for maize planting. The outrage continued in the comments section, with people I considered rural folk, also irate that this outrageous demonstration of animal cruelty was allowed in this country. It took a few deep breaths and a couple of re-writes, but in two

VIEWPOINT

paragraphs I had explained the process and function of glyphosate in a cropping rotation and assured said concerned citizen that it wasn't necessarily best practice, but by all means wasn't animal cruelty and practicality wins the day. They were appreciative of the information, and the animosity towards the contractors ceased.

This isn't big fry stuff. We'll leave that for the election. It's chipping away, that old slow burn, one person at a time. Instead of an attack back angle, should we be educating? Sure, some people don't want to hear it and it's their loss. But any reasonable person should be open to listening to all facts before generating an opinion. And if that's you, jumping into the comments section or penning a letter to the editor in our defence, remember who you're representing – educate, don't annihilate.

I personally have another few decades working within the industry with a bit of luck. Oh, how I'd appreciate a looking glass if anyone has one spare. I'm only ten years in, and already the vast changes have shifted one's outlook and opportunity. We're constantly told that our actions now are what sets us up for the future. Every action has a reaction, good or bad, so we should be working as a collective to ensure the results of our current movements are in our best interest.

We're a proud bunch. There's a whole lot of pride buried underneath all that determination and responsibility in this industry. And since it's relevant, stud breeders have it by the bucket. It's a comforting notion in a world of blame, to be reminded that being passionate about meat production doesn't make you an exception. It's something to be celebrated, embraced and defended.



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Prep: 15 mins | Cook: 10 mins | Serves 4

Ingredients

- 2 x 200g Angus sirloin steaks, fat trimmed
- 1/2 avocado, mashed
- 250g cherry tomatoes
- 200g Alfalfa sprouts
- 4 slices wholemeal sourdough, if available
- 2 tablespoons olive oil
- 1 teaspoon honey
- 1 tablespoon balsamic vinegar
- 1 garlic clove, chopped

Method

Brush the bread slices with olive oil. Place them under a hot grill for 1 minute each side until toasted.

Heat a frying pan. Brush the steaks with olive oil and cook on one side until moisture appears, then turn and cook the other side. Test the 'degree of doneness' by touching the meat - it will feel springy for medium and very firm for well done. Remove from heat and allow to rest, loosely covered with aluminium foil.

Add 1 tsp olive oil to another frypan and heat; add the cherry tomatoes, honey, garlic, balsamic vinegar and pepper. Sauté until the skin of the tomatoes starts to break. Keep juice for seasoning at the end.

Place a slice of toast on each plate, spread with avocado, top with meat slices and cherry tomatoes. To serve, add the Alfalfa sprouts and drizzle with juice from tomatoes.



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PINEBANK

Celebrates 100 years

Pinebank Angus Stud was begun by Henry Falloon in 1919 with the purchase of three cows.

In the beginning the stud was bred in the usual way and went through the whole spectrum of breeding. At one stage it had foster mothers, a Scottish herdsman, and cattle were bred for the stud market, being sold at New Zealand's National Stud Sale. Mr Falloon quickly realised that his main market was the commercial market, supplying the poor coastal hill country with bulls.

When Henry Falloon died, his son Gavin left school and took up the stud. Gavin went to England in 1956 and got to know the English and Scottish Angus breeders. He spent time talking to stud masters, discovering most of the successful herds were 'line bred'.

On returning to New Zealand he looked through the herd book to find anyone who was doing anything constructive in the Angus breed. He soon found his breeder and his bull. He purchased 'Escort of Ngawaka' who was line bred to Embassy 5th, the best breeding son of Mulben Embassy (one of the most successful bulls ever imported into New Zealand from Scotland).

Escort was a senior bull, and because Gavin could find nothing to replace him he began studying genetics to make the best use of Escort before he died.

In 1960 he made contact with Dr T.S Ch'ang, a research geneticist at Massey University, but it was 1965 before he could persuade

him to help. On Dr Ch'ang's advice, Pinebank was closed in 1965 and the Waigroup breeding programme began, joined by three other herds in 1967. Waigroup created a large closed herd of 800 cows, which meant they could make faster progress and were also a larger political force within the Angus New Zealand Association.

The programme was designed to raise efficiency in Angus cattle, meaning that a cow must conceive every year and bulls must increase growth.

The Pinebank Waigroup herd calves down 300 cows. These are run between two farms in the Longbush Valley, just east of Masterton.

William Falloon and his wife Angela took over the stud in 1995, with Gavin helping out in an advisory role initially.

Waigroup continues today as a team of two registered studs: Glanworth (Fouhy family) and Pinebank.

Congratulations must go to Pinebank as a stud and the Falloon family for reaching such a tremendous milestone: 100 years breeding Angus cattle here in New Zealand.

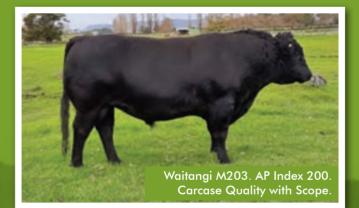


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Commercial farmers advancing heifer selection with DNA TECHNOLOGY

Commercial herd genetic improvement comes down to getting the first and second breeding steps right. Step one: selecting the right breeder, and step two: selecting the right sires for that breeder. The sire you choose today will influence your herd for the next 10+ years! Great if you make a good decision; not so great if you do not.

The third step? Improving the genetic potential of your cow herd. Sometimes you will keep cows or heifers in the herd, just because you like them. Sometimes you will keep them because they look the part and they have got up to weight fast (maybe because they were born early or they had a good mother themselves). Other times you may keep them because you have gathered some sort of measurement such as tracking their average daily gain, or you might even know who the sire is if you have single sire mated or used AI. Maybe you mate all your heifers and you make your selection based on which ones get in calf, or not.

A handful of commercial farmers in New Zealand are early adopters of another, more objective, way to select their heifer replacements - using DNA technology. Just a small tissue sample from their heifers told them information like which heifer would produce the best calf weaning weights, who would produce the most milk, or who would have the best carcass characteristics. Pretty cool, considering the heifer hasn't had a calf on the ground yet and she might not even have her own weaning weight because the sample was taken at calf marking!

Hamish Giblin, a commercial farmer in Waipukurau, wanted to know, "where my herd is currently sitting and what I should then focus on when buying bulls". Hamish thinks that, "having information is power" so is "happy to have the means for better bull buying decisions, fine tuning my herd, having the best producing animals I can possibly have and to be adding value to my animals on the hook".

Wayne Gault, a commercial farmer in Gisborne, was keen to



BY JO SCOTT, NZ GENETICS LEAD, ZOETIS GENETICS





Heifer	Year	Sire ID	CED	WW	YW	Milk	MCW	CW	EMA	RIB	IMF	Total Breeding Value
P009	2018	15078	66	49	58	91	65	48	49	68	22	48
P015	2018	15078	36	63	67	52	83	55	26	52	43	59
P013	2018	15078	87	26	34	87	36	33	38	70	29	38

*in each case, 50 is average and the larger the index, the larger the trait, i.e., higher index for WW means a larger WW, the higher the index for MCW means a larger MCW (can be good or bad depending on your objective), higher index for CED means less calving difficulty.

know, "whether the genetics I am buying is improving my herd's performance". Wayne also said "it's about time commercial farmers take the lead in pushing for better beef genetics so tools like HeiferSELECT are game changers".

The DNA technology used by these commercial farmers is a genomic tool called HeiferSELECT and was developed through collaboration with Zoetis Genetics, Angus Australia and Angus New Zealand for heifers of more than 87.5 per cent black Angus content.

HeiferSELECT is exactly that, a heifer selection tool which commercial farmers can use to more objectively select their replacement females – providing they are buying their bulls from registered Angus stud breeders using Zoetis's HD50K (a similar genomic tool for stud breeders to enhance their own selection decisions). Nine traits are reported which include calving ease direct (CED), weaning weight (WW), yearling weight (YW), milk, mature cow weight (MCW), carcass weight (CW), eye muscle area (EMA), rib fat (Rib) and intramuscular fat (IMF). To save the confusion of lining all these traits up yourself based on genetic correlations, they are also combined into an index so the heifers can simply be ranked according to their overall breeding value.

An example report (from New Zealand Angus commercial heifers) is shown above and it shows three heifers, from the same sire but with very different indexes^{*}. So if there is this much variation within one sire group... how much do you expect across sire groups? You can answer these questions, and more, with HeiferSELECT. The original idea of HeiferSELECT was to give commercial farmers more information on their heifers, but it seems that better heifer replacement selection (or culling) has not been the only outcome. HeiferSELECT has also provided an ability to track sires (the sire of the heifer is also determined from the DNA test). It can show which ones are throwing the better heifers or which ones are more dominant in the number of progeny they have produced. Most of the time the heifer will match to an expected sire, because that's who you put out to mate her. Other times, there might be a cheeky bull over the fence that managed a quick escape - which is also handy information to know! Once a DNA profile is produced on an animal, she has it for life. That means that the information can be used every time a decision needs to be made on her, for instance, every year before mating deciding which bull she should be mated to that complements her individual genetic makeup.

For the first time in New Zealand, commercial farmers can take their genetic gain to the next level through utilising genomic technology, alongside buying superior bulls from their progressive stud breeder. The process is simple. Contact your stud breeder, Angus NZ or your local Zoetis representative to organise a time for a chat about your breeding goals. Set up a time with your local Zoetis rep to give you a hand sampling. You'll be set up as an Angus NZ commercial member and your samples will be processed through Zoetis. Your results can be reported based on your preference (electronically, in tables, in charts, on paper) and, most importantly, you will have support the whole way through.

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AngusPure NZ - Our Story

THE PUREST TASTE... FROM THE PUREST PLACE...

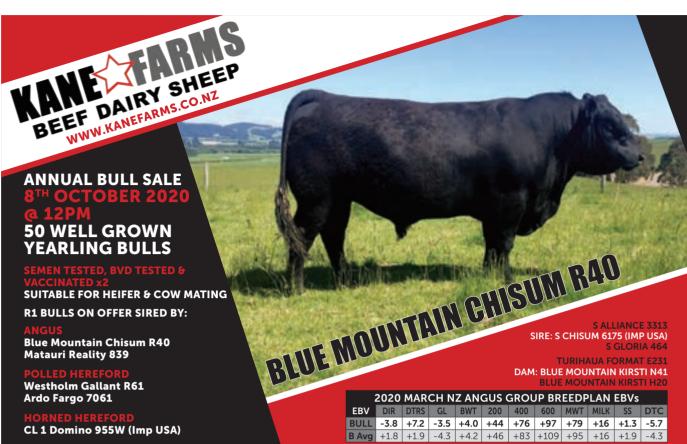
On a pair of islands at the bottom of the Pacific Ocean, New Zealand's natural beauty is distilled into a beef so pure, so tender, and so tasty, it simply melts in the mouth. This unique location, with its green rolling pastures bound by blue clear oceans, captures the essence of our beef, harbouring rich nutrients, low fats and fine marbling, to deliver extraordinary flavour.

Our Angus cattle are animals of calm and quiet nature, at ease in their surroundings. They roam the pastures of the vast open landscapes for all twelve months of the year, grazing and foraging on some of the finest grasses known to man.

Our story begins with our farmers, the guardians of the cattle. Traceability is paramount and so from the paddock, under the watch of inflexible quality control, AngusPure beef travels through the supply chain until it reaches the plate. This is where the magic is delivered, bite upon bite.

AngusPure beef is a rare delicacy of unique origin, matured gently over time and brought to you. An unmatched ingredient for the inquisitive mind. An unmatched experience for the captivated palate.

www.anguspure.co.nz



FOR MORE INFO CONTACT: ROBERT KANE P: +64 3 204 8236 E: westholm@farmside.co.nz Searc



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 +7.2
 -3.5
 +4.0
 +44
 +76
 +9

 B Avg
 +1.8
 +1.9
 -4.3
 +4.2
 +46
 +83
 +10

 EBV
 CWT
 EMA
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 IMF

 BULL
 +55
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 +1.6
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 +0.4

 B Avg
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 -0.2
 +0.5
 +1.7

 INDEXES (\$)

 SR
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 AP
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STATION

Survival

of the toughest at sprawling ROCKLANDS STATION

BY KAREN TREBILCOCK

ROCKLANDS





It is nothing for Rocklands Station manager Mat Middlemass to drive 120kms a day and never leave the farm.

The 22,000 ha station is one of the largest inland from Dunedin and it stretches from State Highway 87 to the upper reaches of the Taieri River and the Styx.

The Old Dunstan Road, a public dry weather road in the best of weathers, forms it's backbone through native tussock country at more than 1,000m.

Owned by Balclutha-based Cross Brothers Ltd, there are 58,000 stock units on the property – 21,500 ewes, 7,000 hoggets and 2,500 cattle with 630 replacements.

The cattle are a mix of Angus and Hereford with the strong survival traits of both breeds needed.

The shearing shed is at 300m in the valley but the station rises far above that and Lee Stream School, where the station's kids go, is known as the school with the most snow days in New Zealand.

The tussocks and rocks provide good shelter but snow drifting can cause problems. However, in recent winters snow falls have been light. It has been in September and October they have done their damage in the midst of lambing.

"Winters can be long here," Mat said. "About 130 to 150 days. But the summers can be long, too. We can go with no real rain from early summer right though to midwinter. Our annual rainfall is about 490mm."

To keep the Angus-Hereford cross true, to achieve the desired hybrid vigour in the calves, 400 Angus cows are mated each year with Sudeley bulls for replacements. A similar number of Herefords also only go to Hereford bulls. The white-faced calves once weaned, with the store lambs, go to the Cross Brothers' other farms for finishing.

Mat likes both cattle breeds but finds year after year the Angus seem to come through the winter better.

"You do notice it. They're always in the best nick."

When choosing Angus bulls, Mat goes for a smaller-sized frame. "We don't want big cows here. We don't have the summers for that."

He tries to buy six to eight Sudeley bulls each year but also buys from Earnscleugh, Limehills, Mount Linton and other South Island Angus breeders.

Calving starts 10 October with the cows, often after a winter on the tussock, set stocked on grass with the station's Romney flock.

The R2s, calving for the first time, get checked twice a day for the six to seven weeks of calving.

They've been mated to Mount Linton ease of calving/low birth weight bulls but 30 of the 580 that calved this spring still had assisted calvings.

"It's something I want to see less of," Mat said. "Zero would be nice but I think we could put up with eight or 10 a year. It would be nice not to have to worry about them so much. I think we're feeding them too well."

Cows and R2s which haven't raised a calf, and those that had an assisted calving don't stay. The progeny of the assisted calving cows are not kept as replacements either.

In-calf rates are good with only 49 of the 630 yearlings put to the bull last season empty (7 per cent) and out of the 1,920 mixed-aged cows there were only 73 (3 per cent).

Rocklands Station manager Mat Middlemass.



Bulls go in at the start of January and stay for two-and-a-half cycles. The cows and yearlings are separate in mobs of 200 with one bull for 40 cows and one for every 30 yearlings.

"We keep an eye on the bulls and take them out and mix them around after the first cycle and check them. We try to stop any fighting. The older bulls are the worst."

All of the breeding bulls are service tested in mid-December by the Ranfurly vets before they start work. So far disease had not been an issue "touch wood", Mat said.

"We're a closed farm except for the breeding bulls we buy each year and they're thoroughly checked."

Weaning keeps everyone busy at the start of April with a TB test included.

The station has a large population of wild deer and pigs and although it makes for great hunting for Mat, his staff and his family, three years ago they had a reactor. The Loganburn Reservoir on the station has some of the best trout fishing around.

Lambing is staggered to hopefully dodge the spring storms with the main flock starting 26 September, the hoggets 10 October and an early mob of 5,500 ewes on 25 August. Lambing percentages stay between 135 and 142 per cent.

The start of December is weaning for the early mob with January busy with the rest.

Every spring 630 ha of new grass goes in as well as 860 ha of kale, swedes and turnips. Between 2,500T and 3,000T of pit silage is made and 1,200 to 1,500 bales of lucerne balage.

Fodder beet, which has been fed for the past three winters, was not planted this season.

Mat reckons they've given it a good crack but he said the young stock did better on kale and for the extra expense, it didn't give enough tonnage.

"WINTERS CAN BE LONG HERE," MAT SAID. "ABOUT 130 TO 150 DAYS. BUT THE SUMMERS CAN BE LONG, TOO. WE CAN GO WITH NO REAL RAIN FROM EARLY SUMMER RIGHT THOUGH TO MIDWINTER. OUR ANNUAL RAINFALL IS ABOUT 490MM."

"It was an 11-year-old cow, the third to last race and we found it. We had been at C6 before that."

Since then Osprey has been busy on the farm with possum and ferret control trying to bring down the risk.

The cattle get a copper bullet yearly but their last drench is going into the winter as R2s. Worm burden is low on the farm with the low stocking rates and the mixed-grazing.

Four to five tonne of salt blocks are used a year, placed in the rougher areas of the paddocks to encourage the stock to eat the long grass.

Fertiliser goes on with the local trucking company's bulky, with half of the grassed area done each year. Extra goes down the drill with the new grass and winter crops.

Originally from the Alexandra, Mat and his wife Amy decided five years ago to head back south and to a less isolated area after a stint managing a farm in the North Island.

The kids, Jake now aged 11, Ben (9) and Lou (6), needed better schooling and Lee Stream School is just down the road.

"They're all rugby mad, love hunting and fishing."

"Feeding on kale is about a quarter of the work, too. We give them three-day breaks on kale but on fodder beet we're shifting them every day."

Anything that can't be worked with a tractor is left alone, so the water courses, the schist outcrops the area is known for and the gullies are untouched.

Natural dams are everywhere, providing water for the cattle and the sheep throughout the year along with a stock water scheme.

"The dams never dry out, even in the middle of the summer."

The 13,000 ha of native tussock, more than half of the station, is left alone as well.

"The owners want it that way. It won't be developed. We just make sure it gets grazed every few years, mustering it on horses."

Fire recently ripped through the neighbouring Te Papanui Conservation Park and the Dunedin City Council-owned Deep Stream which is the reservoir for the city's water.

It was a worrying sight for Mat and his staff as the massive fire came close to their boundary in early November last year.

"It was unbelievable how quick it moved.

ON FARM WITH ANGUS

"We watched it from about 10.30 in the morning and then late afternoon the wind changed and it started heading straight for us, but the choppers saved us and luckily then it rained.

Eleven helicopters with monsoon buckets worked on the fire, about five staying on the station for the next few days watching for hotspots and ferrying lunch to the ground crews still putting the fire out. More than 4500 ha of reserve land was destroyed.

There is little gorse and thistles on the station and no irrigation to shift so, apart from the stock and working paddocks, it is only fencing that keeps the staff busy.

This year they hope to do five to six kilometres – some subdivision and some replacement. There are also plans for new cattle yards to replace an aging set. There is one shearing shed, four sheep yards and three cattle yards on the property, with all staff housed as well.

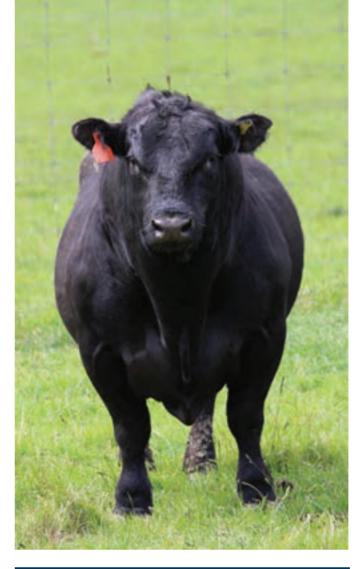
Besides Mat, there is a stock manager, three shepherds, two tractor drivers and a station cook but he likes everyone doing a bit of everything – stock work and tractor work.

He's also keen on getting staff straight from school.

"All the ads are for people with two or three years' experience but if no one takes new people on, then how is anyone going to get experience?"

He said having 18 or 19-year-olds on the farm does cause him to worry at times but everyone has a ute, not a motorbike, and all of the utes and the tractors have radios in them as cell phone coverage is patchy at best.

"It's great seeing young people progress after two or three years onto other farms, or climb the ranks here."





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

Yearling Bull Sale 21st October 2020

For more information contact: Philip McCallum **027 230 2897** or Katherine McCallum **027 410 9535**

f)



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Prep: 30 mins | Cook: 40 mins | Serves 6

Ingredients

Beef

• 1.2kg Quality Mark beef bolar

Spice mix

- 1 teaspoon ground coriander
- 1 teaspoon cumin
- 1 teaspoon curry powder
- 1 teaspoon sweet paprika
- 1/2 teaspoon dried oregano
- Good pinch dried red chilli flakes
- 2 cloves garlic, crushed
- 1/4 cup oil
- Juice of 1/2 lemon

Crispy roast potatoes

- 1.5 kg floury potatoes, peeled and cut into halves
- 1/4 cup oil
- 25g butter

To serve

- Your choice of roast seasonal vegetables
- Gravy
- Yorkshire Puddings (see pg 79 for recipe)

Method

Preheat the oven to 230°C.

Beef

Combine all the spice mix ingredients together in a small bowl. Rub over the beef roast and place on a wire tray on a baking dish. Reduce the oven temperature to 200°C and place in the oven to roast for 40-45 minutes for medium-rare beef.

Remove beef from the oven and place on a warmed plate, cover loosely with foil and a clean tea towel and leave to rest.

Crispy roast potatoes

Place potatoes in a saucepan of salted water and bring to the boil. Reduce the heat and allow to simmer for 5-8 minutes, just so they are slightly soft around the edges. Drain and place saucepan back over the heat. Shake saucepan to dry off potatoes. Score the surface of each with a fork to scruff them up.

Place oil and butter into a roasting dish and place in oven to heat. Add potatoes, tossing well so that every surface is covered. Roast for 45 minutes at least until thoroughly golden and crisp. Sprinkle with a little salt before serving.

To serve

Serve slices of beef with the potatoes, peas, gravy and Yorkshire puddings if you wish.



MONDAY 8TH JUNE 2020, 2.30pm

Enquiries and catalogues

Richard & Denise Martin • P: 03 541 8559 • M: 027 230 3098 • E: richard@martinfarming.com 385 Church Valley Road, Wakefield, Nelson

New insights into heifer fertility show promise



BY NEIL SANDERSON

They are only the size of a small hazelnut and weigh a few grams but a beef heifer's ovaries are the key to the economic and genetic future of the breeding herd. This tiny organ contains several hundred thousand microscopic follicles and within each one, the blueprint in the form of packages of genetic code which possess the power to affect the herd's performance and profitability for years to come.

One of the little-known facts is that a heifer's ovaries receive hormone signals from the brain very early in life, around weaning, that affect and programme the ovaries to begin their active life of three-weekly cycles. These signals are essential to set the heifer's reproductive clock and begin cycling or become pubertal. It has been shown that factors negatively affecting the heifer's nutritional status early in life can result in delayed puberty and ability to shed viable embryos from the ovary. There are a series of pathways in the brain that all need to become engaged in the correct sequence in order that the signals are sent to the ovaries to begin their critical role.

It has also been well documented as part of the Australian Beef CRC Research project that Angus heifers with higher rib fat EBVs have a higher chance of pregnancy. Lead scientist Dr Wayne Pitchford discussed the research:

"It followed that as pre-joining rib fat depth increased up to 10mm, so did pregnancy rates with the greatest increases observed for leaner heifers with low levels of pre-joining rib fat depth. An increase in pre-joining rib fat depth from 2mm to 3mm was associated with a six per cent increase in pregnancy rate, while an increase from 8mm to 9mm was associated with less than one per cent increase in pregnancy rate. For the first time we've been able to show that heifers with a very negative rib fat EBV (bottom 10 per cent) have a greater likelihood of reduced pregnancy rate at their first joining."

The mechanism for this phenomenon has not been fully described but it could be theorised that a link between the genetic fat of a heifer and the enzyme pathways in the brain, which control the metabolism of this fat early in life, may also be related to the pathways described above that initiate puberty in the heifer. It is probable that a combination of higher rib fat genetics and good nutrition around weaning are both significant factors in improving fertility outcomes from yearling heifer matings.

The management of yearling heifers at mating can have a huge effect on the long-term profitability of that cohort during their lifetimes as productive cows in the herd, too. Time of conception following introduction to the bull is related to factors like genetic body fats, ovarian reserves or follicle counts, and the value of heifers that conceive early in the breeding season has been well documented. A combination of selection of heifers with higher genetic potential for fertility like higher Days to Calving EBVs in the maternal family, avoiding lower rib fat EBVs and implementing dedicated management practices like a restricted mating period is essential.

Work done by Cushman and the research team at Clay Centre USAMARC research facility in Nebraska demonstrated the economic values from restricted mating of heifers. Over 16,000 heifers were monitored for their productive life but divided into groups depending on which 21-day cycle period they first conceived when run with a bull as a yearling. The heifers that conceived during the first 21 days of mating stayed in the herd for 8.2 years on average but those that conceived in the second and third cycle contributed for 7.6 and 7.2 years respectively. In other words the first cycle heifers lasted on average one year longer in the herd than those that became pregnant in the third cycle.

In addition heifers that calved early also weaned heavier calves when adjusted for age as compared with later conceiving heifers, making a double contribution to the overall long-term profitability of their age group cohort.

The economic benefit in calving heifers at two years of age has been repeatedly shown, as they are likely to have a higher lifetime production than heifers caving at three years of age.

It is not always the heaviest or prettiest looking heifer that gets in calf quicker, so a strategy to improve overall profitability over time in a beef breeding system is to over-mate (or mate more than you need as replacements) the yearling heifer group and either introduce a strict 42-day mating window or cull or remove all heifers which at ultrasound pregnancy scanning were later empty. This can be done of course once all obvious culls on phenotype or genetic inferiority have been removed.

The question then arises in respect of artificial insemination of yearling heifers to maximise genetic gain. If hormonal synchronisation is used in heifers to enable fixed-time insemination, then it should be noted that the exogenous hormones will override the natural reproductive hormone balance in the heifer. In other words, synchronisation may well be successful at inducing a fertile estrus in a heifer but it may also mask a natural tendency for suboptimal reproductive activity. Calving heifers first as two year olds is usually associated with productivity benefits. Adequate



nutritional management is required to achieve this and ensure they will get pregnant in subsequent years (keep them growing).

Joining period decision for heifers (six versus nine weeks) should be based on both practical and financial implications for your enterprise. Calves born early should be retained as replacements to improve herd fertility.

It may be best to mate yearling heifers several weeks prior to the main cow herd as it enables these young mothers a little more time to start cycling after calving but remain within the herd calving period.

In total, heifers in the earliest calving group had an increase in weaning weight that amounted to the production of an extra calf during their lifetime. This represents a large financial advantage for the cow-calf producer and demonstrates why it is important for cow-calf producers to ensure that their replacement heifers conceive as early as possible. Similarly, Cushman and colleague's 2013 study reported that cows that left the production herd early were older by approximately 40 days at first calving than contemporary fertile herd mates that had always produced a calf.

Most of the above discussion relates to phenotypic parameters and unfortunately fertility genetics are very hard to make significant advances with.

Research projects across the globe are actively studying traits like follicular reserves, reproductive tract measurements, anogenital distance and others in order to correlate these phenotypic parameters to actual fertility and to look for genetic markers. Relationships between immunological, nutritional and neural pathways and their effects on prepubertal fertility pathways are being studied in depth and it is hoped that with improved technology that genetic links may be able to be incorporated into Fertility Performance analyses.





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Business building WORKSHOP PRIZE VALUED

BY KATHERINE McCALLUM

In February 2019 I was very fortunate to be selected as the New Zealand recipient of the inaugural GenAngus Future Leaders Program run by Angus Australia in Sydney.

The three-day workshop focused on the theme of 'building your beef business'. I was part of the 11 beef industry enthusiasts on the course who ranged from seedstock producers to beef feedlot finishers, stock agents and reporters/marketers for farming papers.

Presentations were made by:

Julian Prosser – of Slight Edge Consulting, focused on building communication and mindset capabilities, with the key take away for participants to become aware of how they communicate, and the need for resilience, confidence and discipline.

Allan Deacon – of Achmea Australia, focused on what risks exist, identifying risk and what people are liable for. He also explained how to protect ourselves from financial hardship when faced with a claim.

John Francis – of Holmes and Sackett, gave two presentations. One focused on beef benchmarking, bringing analysis of performance and identifying the strengths and weaknesses of the business. The other covered finance fundamentals, looking at a number of financial reports, how they are read and the importance of being able to understand how to read the reports.

Diana Wood - of Angus Australia, spoke about branding and

communications and highlighted the importance of developing consistent professional branding for a business to be easily recognisable, as well as the importance of having a formal communications plan in place to tell your story.

Alastair Rayner – of Rayner Ag, did a presentation on finding your place in the market and the need to match your production with your land type, by identifying your land strengths and weaknesses, using data to drive innovation and setting long-term goals in your business.

Isobel Knight, Steve Mirtschin and Jess Cavanagh – from Proagtive, did a session on succession planning, which was targeted at making plans for keeping rural properties and rural business in families, and in the hands of Australians, as well as the need for effective communication between family and business partners to ensure the future of the farming business.

Here's some take home messages I got from the conference:

- Size doesn't always necessarily matter, it's about efficiencies.
- Quality not quantity.
- Work on the variables that you can control and have good systems.
- Make SMART goals Specific, Measurable, Achievable, Relevant (realistic), Timely.



- Identify your weaknesses/risks and look at how you can manage them.
- How do you eat an elephant? Piece by piece (to do with big jobs).
- Understanding your place in the market, making sure you are in the right markets for your farming practices.
- 'Feed demand' versus 'feed available' make sure your farming operation works within those parameters.
- Events + response = outcome. You can either choose to consciously respond (harder to do) or let your emotions take over and react.
- Succession planning: conflict is normal whether you're in business with partners or family you will still have conflict. It's how you respond that's important. An unhealthy way to respond is: people assume and take things personally; a healthy way to respond: learning and growing from it and moving forward.
- You can be 20-25 per cent more profitable if you are planning for succession.

All in all, I had a fantastic time it was great to get off the farm and be 'refreshed' with some outside thinking.



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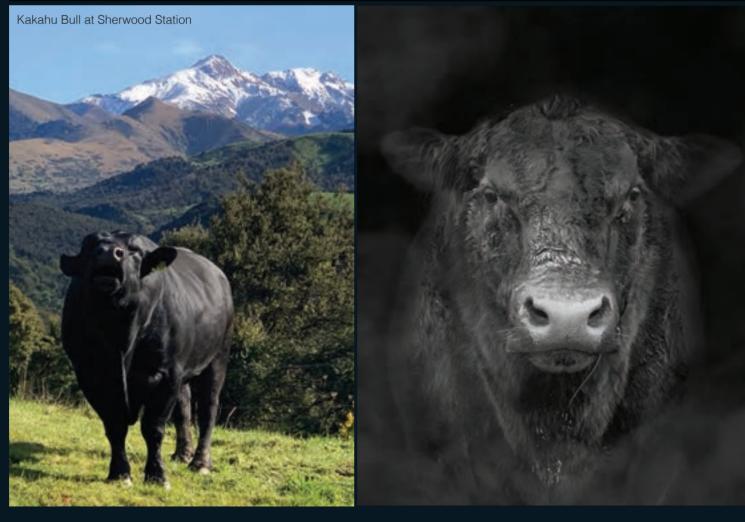
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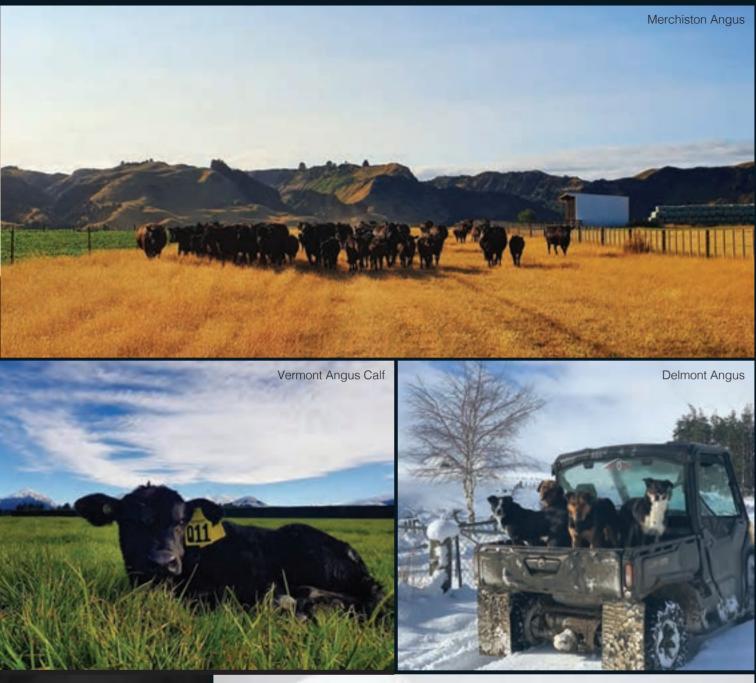
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One-pot Beef Casserole

with roasted eggplant, tomato and capsicum

Prep: 10 mins | Cook: 2hrs 30mins | Serves 4

Ingredients

- 1kg chuck or boneless shin/gravy beef
- 1 large onion, sliced
- 1 tablespoon plain flour
- 2 cups beef stock
- 1 cup red wine
- 1/4 cup tomato paste
- 1-2 bay leaves (fresh or dried)
- 4 sprigs fresh thyme or small sprigs of rosemary or parsley
- 3 lady finger eggplants, halved lengthwise
- 1 large red capsicum, cut into large chunks

Method

Preheat oven to 180°C. Cut beef into 2.5cm-3cm cubes. Season with salt and pepper, add 2 tbsp oil, and mix well. Heat a large frypan over a medium-high heat. Brown the beef in 2 or 3 batches. Remove each batch and place in casserole dish.

Reduce heat in the pan, add a little oil, add the sliced onion, cook for 1–2 minutes, and stir occasionally.

Sprinkle in the flour and stir until the onion is coated. Gradually pour in stock and wine and add the tomato paste, stirring well. Add the herbs, stir until the mixture boils. Add to the casserole dish, stir to combine. Cover the casserole dish, place in oven, and cook until the beef is very tender. Stir every 40 minutes or so, add water if needed to keep the ingredients just covered. In the last 30 minutes cooking time roast eggplant slices and red capsicum in the oven as the casserole cooks, gently stir them into the cooked casserole to serve.

Cooktop Method

Place the browned beef and other ingredients in a heavy-based pot. Partially cover, keep the heat low. Simmer until the meat is very tender. Stir occasionally; add water or stock if needed during the cooking time to keep ingredients well covered. In the last 30 minutes cooking time roast eggplant slices and red capsicum in the oven, gently stir them into the cooked casserole to serve.





























SHOW AND SALE PHOTOS 2019

















ANGUS ON-FARM SALE CALENDAR 2020 information that you can rely on www.angusnz.com

29th - 30th		East Coast Angus Bull Walk	Gisborne
MAY			
1st	M Smith	Kincardine Angus, Private Treaty	Queenstown
4th	King Country Combined Breeders	s Open Day	King Country
5th	King Country Angus Bull Walk		King Country
5th	Manawatu & Rangitikei Angus Bu	ll Walk	Manawatu
6th	D Giddings	Meadowslea Angus Female Sale, 12.00pm	Fairlie
6th	J Fraser	Stern Angus Female Sale, 1.00pm	Totara Valley
7th	Taumarunui Angus Open Day		Taumarunui
8th - 10th	Future Beef		Masterton
12th	Angus National Sale Viewing	Wright Property, 641 Milson Line, 12.30am - 3.30pm	Palmerston Nortl
12th	Angus Gala Dinner & Cocktails	Orlando Country Club, 748 Rangitikei Line	Palmerston Nortl
13th	Angus National Sale Viewing	Wright Property, 641 Milson Line, 9.00am - 11.00am	Palmerston Nortl
13th	Angus National Bull Sale	Orlando Country Club, 748 Rangitikei Line, 1.00pm	Palmerston Nortl
14th	Central Waiarapa Angus Bull Wal	k	Wairarapa
14th	J & H Hammond	Ruaview Angus Bull Sale, 12.00pm	Ohakune
14th	M Howie	Glenwood Angus Bull Sale, 2.00pm	Mosgiel
15th	Duncan Family	Penvose Angus Bull Sale, 2.00pm	Wedderburn
15th	D Marshall	Benatrade Angus Bull Sale, 1.00pm	Invercargill
18th	G Crutchley	Puketoi Angus Bull Sale, 11.00am	Patearoa
18th	D & G Stringer	Kowai Angus Bull Sale, Private Treaty	Wendon Valley
19th	Mid South Canterbury Bull Walk		M/S Canterbury
19th	J & T Cochrane	Delmont Angus, 2.30pm	Clinton
20th	Central Canterbury Bull Walk		Canterbury
21st	North Canterbury & Conway Flat	Bull Walk	Nth Canterbury
21st - 22nd	Central Hawke's Bay Angus Bull V	Valk	Hawkes Bay
22nd	T & S Law	Waimara Angus Bull Sale, 2.00pm	Palmerston
22nd	Marlborough Bull Walk		Marlborough
22nd	Nelson Bull Walk		Nelson
23rd	D Scott	Bannock Burn Angus Bull Sale, 1.00pm	South Westland
25th	J & S Gunton	Umbrella Range Angus Bull Sale, 1.00pm	Waikaia
26th	A & V Park	Colvend Angus Bull Sale, 3.30pm	Ongarue
26th	R & N Purdie	Tarangower Angus Bull Sale, 11.30am	Mahoenui
26th	AT & KA Peters	Peters Angus Bull Sale, 11.00am	Clutha Downs
27th	A & I Devery	Pikoburn Angus Bull Sale, 11.00am	Otautau
27th	T & K Brittain	Storth Oaks Angus Bull Sale, 1.00pm	Otorohanga
27th	R Jolly	Hingaia Angus Bull Sale, 4.00pm	Te Awamutu
28th	B & S Sherson	Shian Angus Bull Sale, 11.00am	Taumarunui
28th	D & T Sherson	Black Ridge Angus Bull Sale, 2.00pm	Taumarunui
28th	A & C Donaldson	Puke-Nui Angus Bull Sale, 4.30pm	Taumarunui
29th	N & J Kjestrup	KayJay Angus Bull Sale, 12.00pm	Masterton

ANGUS YEAR

JUNE

Ou d	M & E Crossford	Hilloroft Angus Dull Cole, 12 00mm	Humbler
2nd 2nd	M & F Crawford C Lander	Hillcroft Angus Bull Sale, 12.00pm	Huntly Hawera
	L Carruthers	Wairere Angus Bull Sale, 1.00pm	Middlemarch
2nd		Nethertown Angus Bull Sale, 2.00pm	
2nd	K & G Higgins	Oregon Angus Bull Sale, 3.00pm	Masterton
3rd	R McLachlan	Tapiri Angus Bull Sale, 9.30am	Masterton
3rd	A & T Thomson	Dandaloo Angus Bull Sale, 12.00pm	Masterton
3rd	R Rowe	Merchiston Angus Bull Sale, 2.30pm	Rata
4th	P & E Sherriff	Pine Park Angus Bull Sale, 11.30am	Marton
4th	J & J Bayly	Waitangi Angus Bull Sale, 1.00pm	Waitangi
4th	B Bevege	Iona Angus Bull Sale, 1.30pm	Te Kuiti
4th	H & J Klisser	Haldon Station Angus Bull Sale	MacKenzie
4th	C & A Jeffries	Riverlands J Angus Bull Sale, 2.30pm	Cheviot
4th	L & M Johnstone	Ranui Angus Bull Sale, 3.00pm	Wanganui
5th	R & R Borthwick	Te Whanga Angus Bull Sale, 10.00am	Masterton
5th	A Campbell	Earnscleugh Bull Sale, 1.00pm	Alexandra
5th	R & S Hayward	Twin Oaks Angus Bull Sale, 1.00pm	Te Akau
5th	D Reynolds & T Jackson	Totaranui Angus Bull Sale, 1.30pm	Pahiatua
5th	J Harrington	Rolling Rock Angus Bull Sale, 10.00am	Te Akau
8th	A & C Dalziell	Atahua Angus Bull Sale, 11.00am	Kiwitea
8th	R Martin	Martin Farming Bull Sale, 2.30pm	Wakefield
8th	K & M Friel	Mt Mable Angus Bull Sale, 2.30pm	Dannevirke
8th	A & F Cameron	Ngaputahi Angus Bull Sale, 3.00pm	Pohangina
9th	W Philip	Dandaleith Angus Bull Sale, 10.30am	Dannevirke
9th	A & A Laing	Sudeley Angus Bull Sale, 3.00pm	Irwell
10th	J & M King	Brookwood Angus Bull Sale, 9.00am	Takapu
10th	C Pattison	Waiwhero Angus Bull Sale, 12.00pm	Waipukurau
10th	M Duncan	Elgin Angus Bull Sale, 3.00pm	Elsthorpe
11th	M Tweedie	Hallmark Angus Bull Sale, 10.00am	Stortford Lodge
11th	I & J Pharazyn	Motere Angus Bull Sale, 3.00pm	Waipukurau
11th	B Johns	Kaiwara Angus Bull Sale, 11:00am	Culverden
11th	N & R Sanderson	Fossil Creek Angus Bull Sale, 2.00pm	Ngapara
12th	J Reed	Grampians Angus Bull Sale, 11.00am	Culverden
12th	W & V MacFarlane	Waiterenui Angus Bull Sale, 1.00pm	Hastings
12th	R & D Orr	Red Oak Angus Bull Sale, 3.00pm	Weka Pass
14th	A & A Peter	Brackenfield Angus Bull Sale, 3.00pm	Seddon
15th	in a fill etch	Blenheim Angus Bull Sale, 11.00am	Blenheim
1000		B & N Maisey (Blackknight), C & C Waddy (Waterfall),	Dicimenti
		G Crombie (Leefield Station)	
15th	T & A, G & S Hargreaves	Kakahu Angus Bull Sale, 1.30pm	Geraldine
15th	0 & P Hickman	Taimate Angus Bull Sale, 1.30pm	Ward
16th	J & R Murray	Woodbank Angus Bull Sale, 1.00pm	Clarence Bridge
17th	W, S, T & K Wilding	Te Mania Angus Bull Sale, 12.30pm	Conway Flat
18th	J Fraser	Stern Angus Bull Sale, 12.30pm	Totara Valley
18th	A & P Sharpe	Waitawheta Angus Bull Sale, 1.00pm	Paeroa
19th	P & A Bishop	Aywon Angus Sale	Stratford
19th	D Giddings	Meadowslea Angus Bull Sale, 1.00pm	Fairlie
22nd	D Gludnigs	Tangihau & Cricklewood Angus Bull Sale, 9.00am	Gisborne
22110		D McHardy (Tangihau), J Bayly (Cricklewood)	GISDOLIIE
22nd		Matawhero Gisborne Combined Angus Sale	Gisborne
22110		-	GISDOI IIE
		B & K Johnson (Orere), S Herries (Alpine),	
22 J		P & E Watson (Waimata)	Ci alta anna a
22nd	P & P Hoogerbrug	Kaharau Angus Bull Sale, 4.00pm	Gisborne
23rd	M & N Story	Ratanui Angus Bull Sale, 9.00am	Tologa Bay
23rd	P Lane	Whangara Angus Bull Sale, 12.00pm	Gisborne
23rd	H & A Williams & Family	Turihaua Angus Bull Sale, 3.30pm	Gisborne
24th	C & S Dowding	Rangatira Angus Bull Sale, 9.00am	Gisborne
24th	G & S Crawshaw	Kenhardt Angus Bull Sale, 12.30pm	Nuhaka
24th	R & A Powdrell	Turiroa Angus Bull Sale, 4.00pm	Wairoa
25th	B Bendall	Seven Hills Angus Bull Sale, 11.30am	Eketahuna
25th	S, J & L Fouhy	Glanworth Angus Bull Sale, 2.30pm	Pahiatua





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23rd 27th	C Maxwell	Matauri Angus 1yr & 2yr Bull Sale, 12.30pm	Matauri Bay Kaikohe
	RJ Quinn	Argyle Angus Bull Sale, 12.00pm	каткопе
		Dulati Gusiano, Duissta Tarata 0.00 su	TAT-:-+:
30th	C Davie-Martin	Puketi Spring - Private Treaty, 9.00am	Waiotira
SEPTE	MBER		
2nd	C & K Biddles	Te Atarangi Angus Yearling Bull Sale, 12.30pm	Dargaville
Bth	L & M Johnstone	Ranui Yearling Bull & Heifer Sale, 12.00pm	Wanganui
11th	K & J Davenport	Black Bear Angus Yearling Bull Sale, 1.00pm	Rotorua
1th	B & N Heather	Heather-Dell Angus Yearling Bull Sale	
14th	R & R Borthwick	Te Whanga Angus Yearling Bull Sale, 10.00am	Masterton
l5th	D Reynolds & T Jackson	Totaranui Angus Yearling Bull Sale, 12.00pm	Pahiatua
5th	J & J Bayly	Waitangi Angus Yearling Bull Sale, 12.00pm	Waitangi
6th	A & P Sharpe	Waitawheta Angus Yearling Sale, 12.00pm	Paeroa
6th	M & S Stokman	Stokman Angus Bull Sale, 12.30pm	Rotorua
7th		Wellsford All Breeds Bull Sale, 11.30am	Wellsford
7th	R & J Blackwell	Mangaotea Bull Sale, 12.00pm	Tariki
8th	N & J Kjestrup	KayJay Yearling Bull & Heifer Sale, 12.30pm	Masterton
8th	J & M Allen	Mahuta Angus Bull Sale, 1.00pm	Drury
8th	J & T Dorotich	Gembrooke Angus Yearling Bull Sale	Dannevirke
lst	M & F Crawford	Hillcroft Angus 2yr & Yearling Sale, 11.30am	Huntly
lst	K & M Friel	Mt Mable Angus Yearling Bull Sale, 12.00pm	Dannevirke
2nd	S LeCren	Takapoto Angus Bull Sale, 1.00pm	Cambridge
22nd	P Lane	Whangara Angus Yearling Bull Sale, 12.00pm	Gisborne
3rd	P & E Sherriff	Pine Park Angus Yearling Bull Sale, 12.00pm	Marton
3rd	H & A Williams & Family	Turihaua Angus Yearling Bull Sale, 1.00pm	Gisborne
3rd	D Fogarty	Kauri Downs Angus Yearling Bull Sale, 12.30pm	Waihi
4th	R & S Hayward	Twin Oaks Angus Bull Sale, 1.00pm	Te Akau
4th	I & J Pharazyn	Motere Yearling Angus Bull Sale, 1.00pm	Waipukurau
4th	P Morresey	Paddyvale Angus Yearling Bull Sale, 1.00pm	Dargaville
5th	W & V MacFarlane	Waiterenui Angus Yearling Bull Sale, 1.00pm	Hastings
5th	AT & KA Peters	Peters Angus Yearling Bull Sale, 2.00pm	Clutha Downs
8th	C & S Dowding	Rangatira Angus Yearling & 2yr old Heifer Sale, 11.00am	Gisborne
остов	5		
lst	S, J & L Fouhy	Glanworth Angus Yearling Bull Sale,12.00pm	Pahiatua Dahamaina
2nd	D & N Stuart	Komako Angus Yearling Bull Sale, 12.00pm	Pohangina
5th	P & H Heddell	Glen R Angus Bull Sale, 1.30pm	Sheffield
oth	J & R Murray	Woodbank Angus Bull Sale, 3.00pm	Clarence Bridge
th	W, S, T & K Wilding	Te Mania Angus Yearling Bull Sale, 1.00pm	Conway Flat
th	R & D Orr	Red Oak Angus Yearling Bull Sale, 1.00pm	Weka Pass
th	T & A, G & S Hargreaves	Kakahu Angus Yearling Bull Sale, 1.00pm	Geraldine
th	P, R & MA Kane	Kane Farms Angus Bull Sale, 12.00pm	Tapanui
th	D Giddings	Meadowslea Angus 2yr & Yearling Bull Sale, 1.00pm	Fairlie
th	D Marshall	Benatrade Angus Yearling Bull Sale, 1.00pm	Invercargill
3th	R & L Hall	Lilliesleaf Angus Bull Sale	Waikaka
4th	J Fraser	Stern Angus Yearling Bull Sale, 1.00pm	Totara Valley
.5th	A & A Laing	Sudeley Angus Yearling Bull Sale, 1.00pm	Irwell
.6th	C & L Timperley	Timperlea Angus Bull Sale, 1.00pm	Oxford
lst	P & K McCallum	Rockley Angus Yearling Bull Sale, 2.30pm	Balfour

ANGUS ON-FARM SALE CALENDAR 2020 information that you can rely on www.angusnz.com



BULL SALE 40 THURSDAY 28TH MAY 2020 AT 4.30PM Bull Sale Venue: 303 River Road, SH 43, Taumarunui

Alan & Catherine Donaldson p: (07) 896 6714 e: agcsdonaldson@gmail.com www.pukenuiangus.co.nz

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Roll up to the inaugural Rolling Rock Angus Bull Sale

Friday 5th June 2020 at 10am Te Akau Join us for breakfast and viewing from 7.30am

Rolling Rock Angus females were purchased at the Springdale dispersal and were selected on Structural Soundness, Temperament and Performance.

Enquiries and Inspection welcomed John Harrington Ph: 07 210 1486 Mobile: 021 2769557 856 Mangiti Rd, Te Akau

BREEDERS 2020

Ward 1 - Northland

waru i - wo	Tullallu		
Chairman: Chr	is Biddles [09 439 1589]		
Te Atarangi An	gus, 112 Schick Road, R	D 1, TE KOPU	RU 0391
Argyle	RJ Quinn	Kaikohe	09 401 1933
Black Dog	N Egerton	Auckland	021 999 020
Hokianga	D Booth	Kohukohu	09 409 5070
LC Rangitane	D Elliott	Napier	06 839 5836
Limerick	MJ Toohill	Kaikohe	09 404 4948
Lomond	DF & Est of DB Graham	Okaihau	09 401 9584
Matauri	BC Maxwell	Kaeo	09 405 0357
North West	M & S McKinley	Ruawai	021 130 0184
Puketi	CA Davie-Martin	Waiotira	09 432 2106
Silver Creek	S & F Taylor	Wellsford	09 423 7830
Silver Ridge	DR & IL Lawson	Wellsford	09 423 8108
Te Atarangi	CH Biddles	Te Kopuru	09 439 1589
Te Huia	P Cook	Whangarei	09 437 3797
Waitangi	J & J Bayly	Paihia	09 402 7552
Associate Men	nbers		
C Eb		Paparoa	09 431 6121
RR	France	Whangarei	09 438 4401
SB & SJ	Glasson	Helensville	09 420 4002
GJ	Lovell	Whangarei	09 433 5815

Ward 2 - Auckland / Waikato / BOP Chairman: David Fogarty [07 884 5774]

Kauri Downs, 475 Ngautumanga Road, RD3, TE AROHA 3393

Kauri Downs, 4	75 Ngautumanga Road,	RD3, TE AROHA	3393
Black Bear	K Davenport	Rotorua	07 347 0239
Hauturu Angus	J Bowen & Y Fogarty	Waimamaku	09 405 4611
Heather Dell	GB & N Heather	Rotorua	07 357 2142
High Valley	B Glover	Pokeno	09 232 7842
Hillcroft	MA & FA Crawford	Ohinewai	07 828 5709
НКТК	EK Mitchell & TM Price	Waimana	07 312 3315
Kaiangapai	WMG & CA Koberstein	Mangakino	07 882 8532
Kauri	D Fogarty	Te Aroha	07 884 5774
Lake Farm	C Brown	Cambridge	07 827 8292
LC Waihora	D Elliott	Napier	06 839 5836
Mahuta	JV & ME Allen	Tuakau	09 233 3097
Matai Mara	S Coldicutt	Cambridge	07 827 3808
Matapara	RN Matthews	Te Puke	07 533 1108
O'Reilly	J & P O'Reilly	Auckland	09 627 6205
Oakview	AR & PA Hayward	Cambridge	07 827 1847
Rapahoe	B & J Muir	Te Puke	07 573 9617
Rima	L Wright	Auckland	021 669 144
Rolling Rock	J Harrington & S Adams	Ngaruawahia	021 276 9557
Stokman	M & S Stokman	Rotorua	07 333 2446
Takapoto	S Le Cren	Cambridge	07 870 2702
Twin Oaks	RB & SC Hayward	Ngaruawahia	07 828 2131
Waitawheta	AI & PA Sharpe	Waihi	07 863 7954

Associate Members

ΚA	Abbott	Raglan	027 463 9859
R	Bain	Hamilton	021496412
LG	Baldwin	Tuakau	09 233 4440
G	Brennan	Mangakino	07 372 8945

Cashmore	Papakura	09 292 2671
Fausett	Rotorua	07 332 3747
Field	Rotorua	07 333 1503
Gower	Ohura	07 893 8726
Hale	Hamilton	07 838 5771
Hatwell	Cambridge	07 827 2289
Le Gros	Hamilton	07 829 5990
Mayo	Morrinsville	07 889 1572
Muir	Te Puke	07 573 8890
rts Ltd	Hamilton	021 933 018
Pittams	Rotorua	07 345 8689
Rose	Hamilton	021 278 8739
Shuker	Pokeno	09 232 7867
Trousdale	Ohinewai	07 828 5715
	Fausett Field Gower Hale Hatwell Le Gros Mayo Muir rts Ltd Pittams Rose Shuker	FausettRotoruaFieldRotoruaGowerOhuraHaleHamiltonHatwellCambridgeLe GrosHamiltonMayoMorrinsvilleMuirTe Pukerts LtdHamiltonPittamsRotoruaRoseHamiltonShukerPokeno

Ward 3 - King Country / Taranaki Chairman: Alan Donaldson [07 896 6714]

Puke-Nui, 29 Paparoa Road, RD3, Taumarunui 3993

	aparoa noaa, noo, naan		
Ariki	J & K Jury	Urenui	06 752 3884
Aysgarth	S & DF Stockdale	Te Awamutu	07 872 6978
Aywon	PJ & AH Bishop	Stratford	06 762 8508
Black Forest	B Jakschik	Taupo	027 426 2364
Black Ridge	D & T Sherson	Taumarunui	07 896 7211
Bos	S Harvey	Stratford	06 762 7998
Colvend	A & V Park	Ongarue	07 894 6030
Downsend	N & M Scobie	Stratford	06 762 2870
Gillamatong	RJ McDougall	New Plymouth	06 753 3981
Highland	M Wells	Stratford	027 491 3114
Hingaia	RKA Jolly	Te Awamutu	07 872 2840
Iona	BG Bevege	Te Kuiti	07 877 7541
Mangaotea	RR & JM Blackwell	Inglewood	06 762 4805
Parakau	J & M Barbour	Waitara	06 754 8349
Puke-Nui	AG & CS Donaldson	Taumarunui	07 896 6714
Rotowai	A & N Cave	Te Kuiti	07 877 6657
Shian	BD & SJ & RL & TT Shersor	Taumarunui	07 895 7686
Springdale	ID Borck	Taumarunui	07 895 3452
Storth Oaks	T & K Brittain	Otorohanga	07 873 2816
Tarangower	R & N Purdie	Mahoenui	07 877 8935
Te Kupe	P & JL Martin	Stratford	06 765 8002
Wairere	CP & EO Lander	Hawera	06 272 2899
Waiwiri	A,P & C Gane	Stratford	06 762 2621
Associate Mem	nbers		
G Black		Woodville	027 220 1298
A Bromham		Te Kuiti	07 878 6985
TG Henderson		Hamilton	
WR Hunt		Waverley	06 346 5269
I C Jones		Inglewood	06 762 4040
TLC & TJ Jupp		Stratford	06 762 7566
D Nicholas		New Plymouth	06 755 0140

Ward 4 - East Coast

Chairman: Andrew Powdrell [06 838 8805]

Turiroa Ang	jus, 539 State Highwa	y 2, RD3, Wairoa 4193	
Alpine	S Herries	Gisborne	06 863 7000



LONGSTANDING OBJECTIVES STILLCURRENT.



R2 Sale Date:

Friday 12 June, 2020. 45 bulls being progeny of Waiterenui D3, Matauri Mack G176, Brookwood J32, Millah Murrah Klooney, Ardrossan Honour.

RI Yearling Bulls:

Friday 25 September, 2020. Progeny of Capitalist, Chisel, D3, Klooney, Honour, Storth Oaks Trifecta and Waiterenui L210.

Breeding Objective;

To maximise weaning percentage and weaning weight in a strictly commercial environment.

Genetic Objective;

Prioritise fertility traits, calving ease traits and maternal traits;

- Maintain inherent structural soundness and docility;
- Better the genetic breed average;
- Achieve optimal muscularity and carcase quality.

SALE VENUE: 839 Valley Road, Hastings



www.waiterenui.co.nz

Cricklewood	JH & JM Bayly	Wairoa	06 838 7019
Kaharau	P & P Hoogerbrug	Gisborne	06 867 4232
Kenhardt	CG & S Crawshaw	Nuhaka	06 837 8881
Mangaheia	L Edginton	Tolaga Bay	06 862 6382
Matawai	W Gault	Matawai	06 867 8565
Nicks Head	K Dodgshun	Gisborne	06 862 8642
Orere	B & K Johnson	Gisborne	06 867 8089
Rangatira	C & S Dowding	Te Karaka	06 862 3876
Ratanui	MJ & NK Story	Tolaga Bay	06 862 6125
Resurgam	SA & J Brosnahan	Ohope	06 864 4468
Shamrock	H & R O'Grady	Kotemaori	06 837 6558
Tangihau	DJ McHardy	Gisborne	06 867 0837
Tawa Hills	B & P Crawshaw	Motu	06 863 5044
Tuawhiti	R & K Kirkpatrick	Gisborne	06 862 2807
Turihaua	P & S Williams	Gisborne	06 868 6709
Turiroa	AR & T Powdrell	Wairoa	06 838 8805
Waimata	PGH Watson	Gisborne	06 867 0336
Whangara	P Lane	Gisborne	06 862 2865
Associate Men	nbers		
EL Pollitt		Gisborne	027 597 5821
HR Powdrell		Wairoa	06 8388514

Ward 5 - Hawke's Bay

Chairman: Andrew Stewart [06 876 6015] Whenuapapa, 364 Poporangi Road, RD1, Hastings 4171

monaapapa, c	o i i oporaligi noaa, no	i, naoango iii i	
Abbotsford	C & J Harvey	Waipukurau	06 857 8363
Blue Duck	B Pickering	Dannevirke	06 374 3645
Brookwood	J & M King	Takapau	06 855 8288
Dandaleith	WB Philip	Dannevirke	06 374 8857
Elgin	SM Duncan	Havelock North	06 858 4909
Ellerton	D Absolom	Napier	06 839 5834
Gembrooke	J & T Dorotich	Dannevirke	06 374 2814
Hallmark	M Tweedie	Napier	06 836 5477
Hollowtop	D Warburton	Havelock North	021 467 607
Kawatiri	DR & VC Bone	Havelock North	06 877 4143
Kiwikawa	M Fraser	Hastings	06 874 3874
Lightening Ridge	MA Kennedy	Porangahau	06 855 5528
Moanaroa	JD & BB Ramsden	Pongaroa	06 374 3889
Motere	l Pharazyn	Waipawa	06 857 3828
Mt Mable	KA & MJ Friel	Woodville	06 376 4543
Onga Angus	R Kent	Ongaonga	06 856 6747
The Dome	H Giblin	Waipukurau	06 858 6018
Waiterenui	WA & VP MacFarlane	Hastings	06 874 8762
Waiwhero	CE Pattison	Waipukurau	06 858 8863
Wallingford	G Dunkerley	Waipukurau	021 223 3895
Whenuapapa	A Stewart	Hastings	06 876 6015
Associate Mem	bers		
NW Apatu		Hastings	027 245 6569

NW Apatu	Hastings	027 245 6569
DS Belcher	Havelock North	06 877 2283
R Gallien	Otane	06 858 4917
VL MacKay	Hawkes Bay	06 839 7371
G & S Maxwell	Tutira	06 839 7412
R Parsons	Te Pohue	06 839 1698
JE Pattison	Havelock North	06 877 9462
HD Ramsden	Pongaroa	06 374 3552
AM & TJ Smith	Waipawa	06 857 8280

Waipuna New Zealand Ltd	Havelock North	06 858 4385
RG Willis	Porangahau	06 855 5256

Ward 6 - Wairarapa

Chairman: Willie Falloon [06 372 7041]

Pinebank, Taumaru Longbush, RD4, Masterton 5884

Dandaloo	AH & T Thomson	Masterton	06 372 7065
Glanworth	JM & LJ Fouhy	Pahiatua	06 376 7324
Kayjay	NF & JE & RT & SK Kjestrup	Masterton	06 372 2838
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	Featherston	06 307 7059
Seven Hills	BD Bendall	Eketahuna	06 375 8583
Tapiri	L & R Thorneycroft	Masterton	06 372 5702
Te Whanga	R Borthwick	Masterton	06 370 3368
Totaranui	D Reynolds & T Jackson	Pahiatua	06 376 8400

Associate Members

R Bird	Wellington	04 390 9889
D Lowe	Wanganui	06 342 2871
S McLeod	Martinborough	06 306 9732
GC & LJ Richardson	Eketahuna	06 376 7221
DK & B Thomson	Greytown	06 304 9510
AL & SA Waugh	Pahiatua	06 376 6235

Ward 7 - Wanganui / Rangitikei / Manawatu

Chairman: Richard Rowe [06 322 8608]

Merchiston Estates Ltd, 318 Putorino Road, RD1, Marton 4787

	,		
Atahua	A & M Dalziell	Feilding	06 328 9784
Hill View	J McAlley	Hunterville	027 437 6302
Kahutarawa	SJ & JP Briggs	Ashhurst	06 355 1300
Komako	D & N Stuart	Ashhurst	06 329 4748
Merchiston	RL Rowe	Marton	06 322 8608
Ngaputahi	A & F Cameron	Ashhurst	06 329 4050
Okaka	PA Revell	Taihape	06 388 7519
Oranga	B McCarroll	Apiti	06 328 4722
Pine Park	PLS Sherriff	Marton	06 327 7284
Ranui	L Johnstone	Wanganui	06 342 9833
Ranui W	LC & MC Johnstone	Wanganui	06 342 9795
Ruaview	JD & HD Hammond	Ohakune	06 385 8040
Tahu Ruanui	A Carpenter	Taihape	06 388 7712
Waitapu	MD & ES Williamson	Palmerston Nth	027 432 9893

Associate Members

JC Donald	Wanganui	
HRogers	Hunterville	06 388 7521
Tanupara Station	Raetihi	

Ward 8 - Marlborough / Nelson

Chairman: Paul Hickman [03 575 6878]

Taimate. PO Box 8. Ward 7248

Taimate, PU Box 8, Ward 7248			
Blacknight	BC & NS Maisey	Rai Valley	03 571 6271
Brackenfield	AC Peter	Blenheim	03 575 7514
Kahurangi	HA Harrison	Murchison	027 833 1368
Leefield	B & R Marris	Marlborough	027 477 8314
MF	RD Martin	Wakefield	03 541 8559
Okiwi	RG Barnes-MacPher	son Picton	03 574 1009

DANDALOO ANGUS



BULL WALK/OPEN DAY 14TH MAY

Bull Sale on Farm

Wednesday 3rd June at 12pm.

40 Bulls - Inspection & enguiries welcome.

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





DANDALOO Angus & Trish Thomson ANGUS 902 Admiral Road, Gladstone - Ph: 06 3727065 - M: 027 211 8477

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Quail Creek	H Linssen	Blenheim	027 747 0027
Taimate	P Hickman	Ward	03 575 6878
Tipapa	RE Murray	Kaikoura	03 319 4302
Totaranui	J Jackson	Picton	03 573 8401
Waterfall	CCR Waddy	Seddon	03 575 7388
Woodbank	AJ & RE Murray	Kaikoura	03 319 4302
Associate Mer	nbers		
H Ensor		Blenheim	03 572 4882
Meadowbank S	Station Ltd	Blenheim	03 578 6914
M Roberts		Blenheim	03 575 6842

Ward 9 - Canterbury / Westland

Chairman: George Johns [03 315 8334]

165 Kaiwara Homestead Road, RD1, Culverden 7391			
Bannock Burn	DM & RP Scott	Fox Glacier	03 751 0776
Black Beech	L Bristow	Rangiora	03 312 1581
Blackrose	G Davies	Dannevirke	027 202 3894
Cleardale	BJ Todhunter & DM Field	Rakaia	03 302 8233
Double Hill	T Hutchinson	Methven	03 318 5838
Farfield	F & G Luporini	Darfield	03 318 6531
Fernlea	A Miller	Rangiora	03 312 8184
Floridale	JE Jenkins	Darfield	03 317 8195
Glen R	PG, HM & SH Heddell	Rangiora	03 312 0404
Glenlake	J Burrows & K Marshall	Amberley	03 314 6720
Goldwyn	BG & BE Alexander	Timaru	03 689 5575
Grampians	JW Reed	Culverden	027 258 0732
Johalz	R Johal	Rangiora	021 083 23939
Kaiwara	BJ Johns	Culverden	03 315 8334
Kakahu	GAH Hargreaves	Temuka	03 697 4858
Lawsons	J Gordon	Christchurch	027 230 6660
Mclachlan	L & G McLachlan	Amberley	03 314 5993
Mcmaster	R & T Coles	Pleasant Point	03 614 7454
Meadowslea	DS & CJ Giddings	Fairlie	03 685 8027
Mt Algidus	P Angland	Darfield	03 318 5846
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
Sinai	AM Stokes	Oxford	03 312 4285
Stern	JH Fraser	Pleasant Point	03 614 7080
Sudeley	AP & AE Laing	Leeston	03 329 1709
Te Mania	T Wilding	Cheviot	027 826 4015
The Sisters	H Haugh	Cheviot	03 319 2873
Timperlea	CR & LJM Timperley	Belfast	03 323 8423
Vermont	R & K Berquist	Ashburton	03 303 0888
Wakare	M & N Salvesen	Ashburton	03 303 9173
Wolds	B Murray	Lake Tekapo	027 294 1442
Associate Mem	bers		
GF & GK Coles		Timaru	03 689 5508
IR Collier		Sheffield	03 318 3852

Ward 10 - Southern

Chair: Philip McCallum [03 201 6033] Rockley, 932 Josephville Glenure Road

Benatrade D Marshall Blue Mountain RM & MA Kane Delmont JS Cochrane Earnscleugh **AK Campbell** Edenbank A & R Mitchell Fernvale L Brenssell Fossil Creek **GN** Sanderson Glenwood MJ & CJ Howie Gowans K H Hutchison Helmsdale H & G Grimm Knowsley Park J & T Mitchell Kowai DC & DG Stringer LC Wiremu D Elliott Lilliesleaf **RW Hall** Linnburn P Barrett Linton Mount Linton Station Nethertown LW & CJ Carruthers GL Duncan Penvose Peters Angus AT & KA Peters Pikoburn AJA & IM Devery Puketoi **GR** Crutchley Rannoch JR Minty Rockley P & K McCallum Southern Stone J & K Drain Sutherland **RG** Sutherland Umbrella Range J & S Gunton Waimara T & S Law Westfield G & J Dickson Wether Hill L Palmer

Associate Members

BW Davidson RJ & OM Gibb R Hore CE McConnell P & M Wall

l, RD1, Balfour 9	9779
Invercargill	03 235 2228
Gore	03 204 8236
Clinton	03 415 7321
Alexandra	03 449 2031
Gore	027 430 6892
Tapanui	027 201 8181
Oamaru	03 432 4093
Oxford	03 312 3213
Middlemarch	03 464 3133
Riversdale	03 202 5995
Gore	027 430 6982
Gore	03 207 2895
Napier	06 839 5836
Gore	03 207 3706
Ranfurly	03 444 7702
Otautau	03 225 4838
Middlemarch	03 464 3885
Wedderburn	03 444 9124
Roxburgh	03 446 6030
Tuatapere	03 226 6822
Ranfurly	03 444 7892
Otautau	03 225 4631
Balfour	03 201 6033
Invercargill	03 214 2070
Balclutha	03 415 9500
Waikaia	03 202 7735
Wakouaiti	03 465 1805
Otautau	03 225 8525
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