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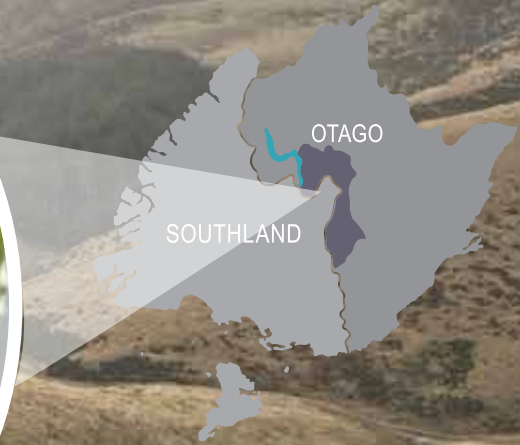
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☎ 021 975 269

✉ mike@kcangus.co.nz

🌐 www.kcangus.co.nz

**WAIMĀRA
ANGUS**

WAIMĀRA

4th June

10.30AM

30 BULLS

📍 483 Sutherland Rd,
Lumsden 9792

☎ 027 504 2341

✉ waimaralimited@gmail.com

🌐 www.waimaraangus.co.nz



**UMBRELLA
RANGE**

4th June

2.30PM

50 BULLS

📍 66 Argyle Rd
Waikaia 9778

☎ 027 225 7663

✉ guntonfarms@gmail.com

🌐 UmbrellaRangeAngus

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HIGH COUNTRY
GENETICS**

EARNSCLEUGH

5th June

1.00PM

60 BULLS

📍 382 Conroys Rd
Alexandra 9391

☎ 027 659 6713

✉ duncancampbell77@gmail.com

🌐 Earnscleugh Station

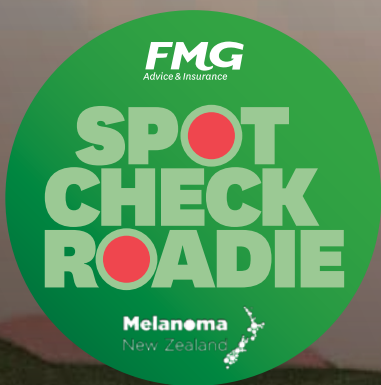


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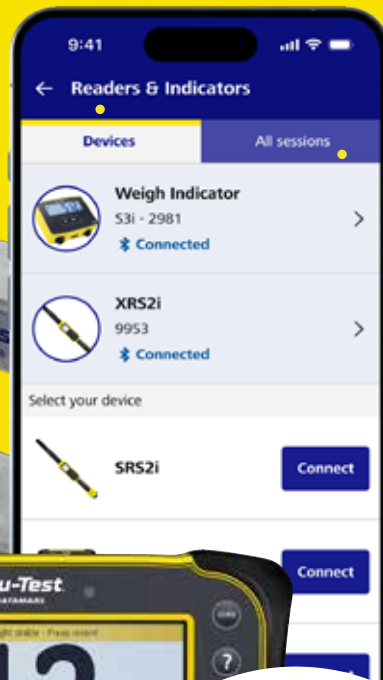
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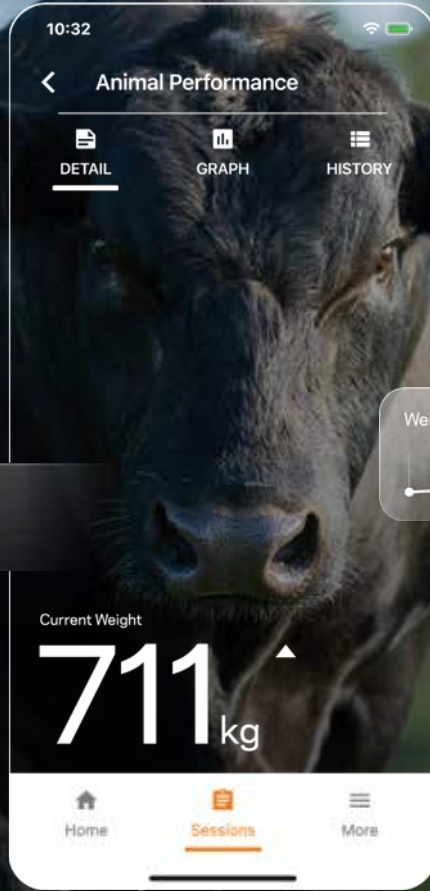
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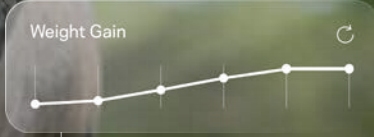
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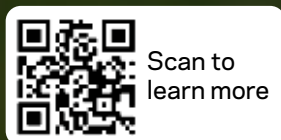
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CHAMPIONING THE BEEF OF CHOICE

2025 HAS BEEN A HUGE SUCCESSFUL YEAR FOR NEW ZEALAND'S BEEF, LAMB AND DAIRY SECTORS, WITH SCHEDULES STRENGTHENING AND DEMAND REMAINING HIGH.



MIKE SMITH

The only constant is change, and as an industry we must continue to step forward by innovating, partnering and collaborating across all sectors, while rising to meet challenges and overcome obstacles along the way.

Here at Angus NZ, we are on a clear journey to position Angus as the beef of choice, whether across our national beef herd, within the dairy-beef sector, or through to the end consumer.

Throughout 2025, we have explored opportunities for international collaboration and alignment, progressed brand negotiations, investigated potential partnerships in new markets, and advanced data mobilisation to unlock new opportunities and enable enhanced evaluation tools. We have also negotiated new contracts with key stakeholders and strengthened relationships across the wider industry.

Our collaboration with Helical is enabling the development of new EBVs and presents significant opportunities moving forward, with our data now mobilised to support innovation in an ever-changing and expanding market.

Looking ahead to 2026, the release of the Helical EBVs will be a key milestone, alongside further discussion and incorporation of valuable feedback received from the membership at the end of 2025. Priorities will include finalising negotiations on 2026 commercial opportunities, building depth within our team through specialised skills, further developing our youth programmes, enhancing Trans-Tasman youth opportunities, and supporting international scholarships to build knowledge and capability in our future industry leaders. A strong membership focus will continue, alongside a review of PRAC rules and regulations.

The Gallagher Northland Ward Tour will also be a highlight on the calendar. This wonderful region of New Zealand provides a great opportunity to connect with members, share knowledge and exchange experiences. I look forward to seeing many of you there, and for those unable to attend, I hope to catch up with you during the upcoming bull sale season.

A sincere thank you must go to our loyal and passionate sponsors who continue to support Angus New Zealand in so many ways. In particular, Boehringer Ingelheim for their sponsorship of the Angus New Zealand youth teams attending the World Angus Forum in May 2025, along with the ongoing support of FMG and Gallagher. It is a privilege to be associated with such innovative and progressive organisations.

Lastly, I would like to sincerely thank our dedicated board for the time, energy and commitment they give to the Angus cause. Your willingness to step away from busy lives is genuinely appreciated. I would also like to acknowledge our general manager for her dedication and tireless efforts throughout 2025.

Best regards,
Mike Smith
Angus New Zealand President

ANGUS
NEW ZEALAND



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On the cover:
The Angus cows and calves on Kowhai Downs station in northern Hawke's Bay have been part of the journey to survive and thrive through Cyclone Gabrielle for the Scott family.

Cover photo: Brad Hansen Creative

Contributing Photographers
Brad Hansen Creative

The views expressed in this publication are not necessarily those of the Angus New Zealand Association or its members.



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SURVIVE AND THRIVE WITH ANGUS



JACKIE HARRIGAN

Another year of Angus NZ has flashed by with yet another year of record-high bull prices. Buoyed by red hot overseas demand for New Zealand proteins, and a warm and wet summer over the traditionally dry parts of the country, beef weaners are expected to sell like hot cakes.

And those that subscribe to the theory that the lamb cheque buys the bulls might be expecting the bull sale season to be another very successful one.

As Bruce Orr, stud stock agent of 56 years standing and still going, said in our Thought Leader piece, "This is the year we have been waiting 60 years for – when beef, lamb, mutton and even wool prices are strong – or at least improving (in wool's case)." (pg 101).

When a young man starting his stock trading business can sell four dry ewes and buy a new pair of RM Williams boots, you know prices are strong.

As the mother of said young man who is working hard to manage and lease his way into buying a farm, it was heartening to meet the Scott family, whose patriarch David managed and leased his way into his Hawke's Bay farm, that now supports three families, even through the dark days of Cyclone Gabrielle. (pg 13).

Up the Whanganui River at Morikau Station, the oldest continuously farmed Māori Incorporation block in New Zealand, development over the past 15 years is shoring up the financial security of the iwi and allowing them to expand their asset base. (pg 31).

Behind many fertile and productive ewe and lamb operations, there is a herd of Angus cows, quietly going about their business of grooming pastures for lambs, controlling long grass on the hills and producing increasingly valuable offspring.

While it doesn't sound exciting, the ewe and lamb operation would suffer without them – finishing would not be possible and fertility would suffer. Read about how Limestone Downs Station in North Waikato is going back to black, rebuilding an Angus cow herd to control kikuyu and pasture quality. (pg 45).

New EBVs are on the horizon for Angus bulls, with Research Breeding Values under investigation and validation for Body Condition Score, Hip Height and Structural Soundness.

Good luck with the bull selling – and the bull buying season.

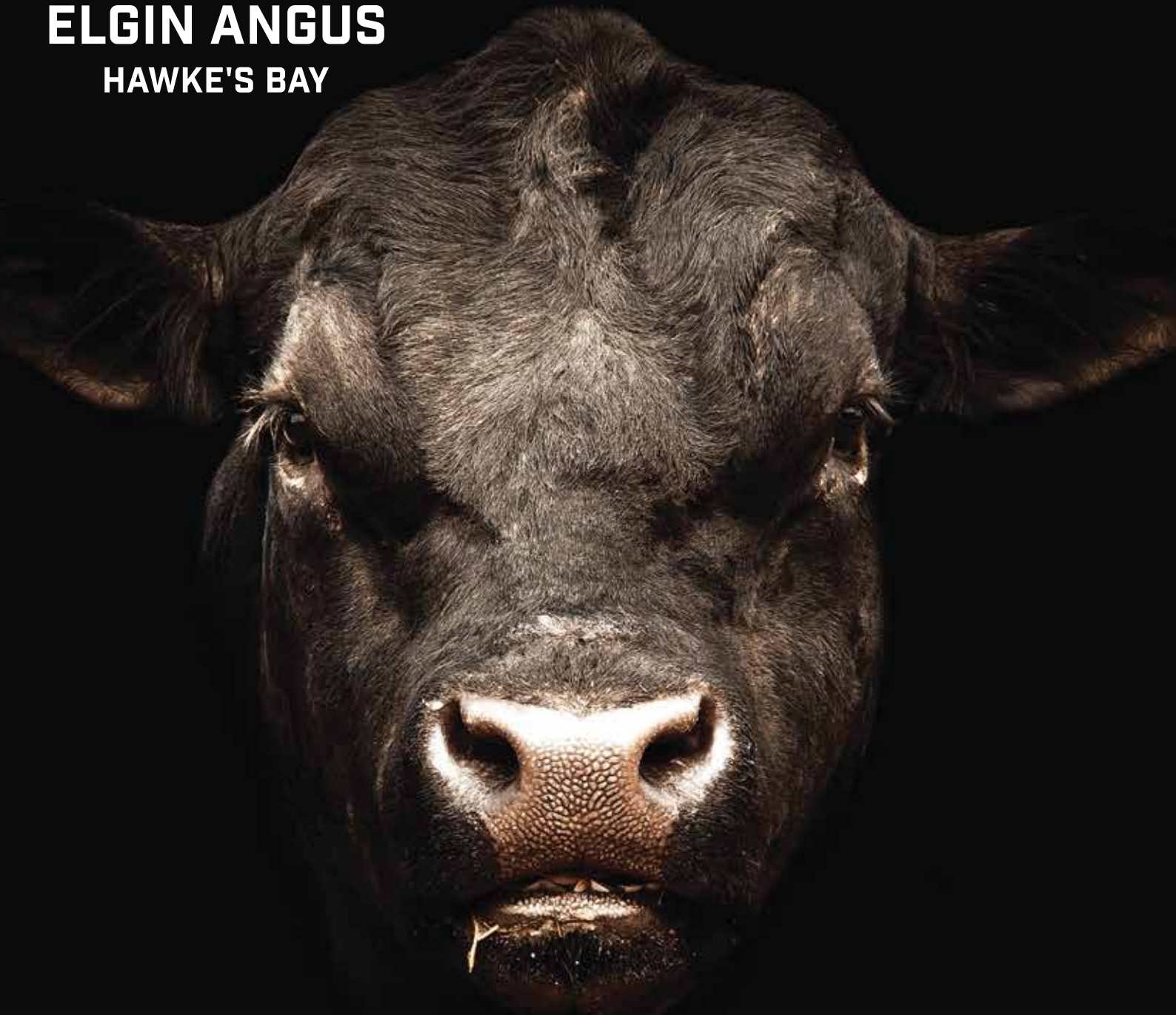
Jackie Harrigan
Editor

✉ jackie.harrigan66@gmail.com

ANGUS
NEW ZEALAND



ELGIN ANGUS
HAWKE'S BAY



ANNUAL
ON FARM
AUCTION

TUESDAY
9TH JUNE 2026 / 3.00PM

CONTACT & INQUIRIES

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AFTER THE STORM: SURVIVE AND THRIVE

CYCLONE GABRIELLE DUMPED MORE THAN A METRE OF RAIN ON THE SCOTTS' KOWHAI
DOWNS STATION, HIGH ABOVE HAWKE'S BAY'S ESK VALLEY. JUST ONE OF THE MORE RECENT
EXPERIENCES IN THE FAMILY'S FARMING LIVES. JACKIE HARRIGAN REPORTS.





David Scott loves his Angus cows and likes to keep them in top condition.

PHOTOS BY BRAD HANSON

Standing at the top of Kowhai Downs, the station owned by the Scott family of Tangoio, northern Hawke’s Bay, the view goes on forever – down to Cape Kidnappers and Napier Port and city, over to Te Pohue and Tarawera on the Napier Taupo Road.

The climb up to the station from the smashed Esk Valley or in from the Tutira side, where the bridge and Devil’s Elbow are still being rebuilt, reveals the scarring and damage from the force of Cyclone Gabrielle three years ago.

David and Jill Scott have lived on Kowhai Downs for 16 years, when they took up a two-by-three year lease opportunity. After the first three years, the lessor said he wanted to sell. “He didn’t want to be the richest man in the cemetery,” David says, and they as leasees had some history with the bank so were able to buy two-thirds of the 722 hectare station.

Four years later, they were able to buy the other third with the help of ANZ, and David says he still pinches himself every day to remind himself how lucky he is to be farming it.

BUILDING UP A FARMING BUSINESS

David grew up in town, close to Stortford Lodge where his father was a stock buyer, so he was immersed in agriculture.

He and Jill, who was a country lass from a local cropping farm, started farming together and building equity to reach that goal of owning their own farm – 25 years of managing properties around Hawke’s Bay and Gisborne.

A stint in Gisborne stock managing at Waipaoa Station preceded 22 years managing Mangatutu Station, at Patoka, where the Scott children, Andy, Richard and Kirsty, were largely brought up.

“Our history goes back to houses, like a lot of people,” David says.

They had managed to buy a house and Jill found a 200-acre (80ha) block they were able to buy with the deposit from the house sale, going halves with a mate.

“We farmed our half and he farmed his half – and three years later we bought him out for double the amount!

“Selling that small farm gave us a stepping stone to buy stock for the Kowhai Downs lease opportunity.”

Working and managing farms, David and Jill spent 25 years building equity to take on the lease block and station and then the next 16 years building a strong Angus herd.

Jill credits David with making sure they reached their dream of farm ownership by his hard work, attention to detail, his financial oversight and his ability to keep growing their equity.

‘WE FARMED OUR HALF AND HE FARMED HIS HALF – AND THREE YEARS LATER WE BOUGHT HIM OUT FOR DOUBLE THE AMOUNT!’



“It hasn’t been easy – there were lots of hard times – but we got there in the end,” she says.

David, on the other hand, puts it down to his wife’s willingness to always live at the end of the road. He also really appreciates the bank’s support over many years.

“We are pretty pleased with where we have landed, though – we are closest to the fish and chip shop we have ever been.”

So no more soggy chips? “We always ask for them with no salt – they stay crunchy for longer – you can add salt when you get home,” Jill laughs.

Now they are counting themselves lucky to have two of their children involved in the farm business. Their youngest child, Kirsty McLean, lives on the farm with her husband, a firefighter, and their children, fitting in work with kindy and school schedules for her four youngest children, and availability of some on-demand babysitting support from Jill.

Eldest son Andrew works fulltime on the farm and commutes from Havelock North, where he lives with his commercial lawyer wife and two children.

Kirsty and Andrew both have agricultural degrees and practical farming backgrounds, alongside stints travelling overseas and as a rural valuer for Andrew and a consulting and then dairy farming sharemilking stint for Kirsty.

Middle child Richard is a Pamu sheep and

beef farm manager at Kairakau in central Hawke’s Bay.

The family banter and discussion around the table, probably on a daily basis, is stimulating for all parties and ensures all decisions are by consensus and well-examined from every angle – but the support and appreciation for each other’s strengths and knowledge is palpable.

RETIREMENT STYMIED BY CYCLONE GABRIELLE

Having moved to the farm at 54 years of age, David and Jill were planning to slow down and contemplate retirement when Cyclone Gabrielle hit three years ago, delaying their plans somewhat.

The farm, at the top of both the Eskdale and Tangoio catchments, saw more than a metre of rainfall in the storm event.

“Well, that’s what we estimate – of course, all the rain gauges overflowed so we don’t know exactly,” Andrew says.

Their newly dug and lined 3 million litre forestry water dam at the top of the farm was filled within 24 hours from rainfall alone.

Losing 7% of the pastured area on the farm to slips and eight kilometres of fencing – in five and 10-metre stints across slips and along tracks – has cost the business \$400,000 and counting, David says.

“Luckily, we had bought a 14-tonne digger

FARM FACTS:

Kowhai Downs

Area:

722ha

Stock numbers:

7000 stock units

4000 Romney ewes

200 Angus cows

‘WE ARE PRETTY PLEASED WITH WHERE WE HAVE LANDED, THOUGH – WE ARE CLOSEST TO THE FISH AND CHIP SHOP WE HAVE EVER BEEN – NO MORE SOGGY CHIPS!’



The forestry water dam at the top of Kowhai Downs was newly dug and lined when Cyclone Gabrielle hit and the 3 million litre dam was filled by rainwater in just 24 hours.

*The Scott family work Kowhai Downs together:
Andy, David, Jill Scott and Kirsty McLean.*



'WE GOT SO SICK OF CARTING FUEL AND GROCERIES IN ON THE CAN AM THROUGH THE FARM – WITH THE TWO BABIES STRAPPED IN THEIR CAR SEATS AT THE FRONT, AND THE PAPER BAGS OF GROCERIES GETTING SOGGY BOTTOMS ON THE BACK – IT WAS A TRIAL.'

just prior to Gabrielle, so Andy was able to clear the road down to the access road where the contractors took over and he has spent 600 hours remediating tracks and culverts."

"I am now going back to refine the repairs," Andy says.

Kirsty's older children missed two terms of school with no road access except through the farm, where they had a car parked on another road for 19 weeks, and the power was off for a month.

"We got so sick of carting fuel and groceries in on the Can Am through the farm – with the two babies strapped in their car seats at the front, and the paper bags of groceries getting soggy bottoms on the back – it was a trial," she says.

Luckily, they were prepared with a generator and a big well-stocked pantry.

"We lived through Cyclone Bola up in Gisborne in 1988 and since then I always have lots of supplies on hand," Jill says.

BUILDING THE ANGUS HERD

When they moved to Kowhai Downs, they had no cattle, but they were pleased to buy 25 Tangihau heifers and 10 Alpine Angus stud heifers, which formed the basis of their commercial herd.

"Jill reared 200 Friesian x Hereford calves early on and we kept the white-faced heifers for seven years as we gradually built up the Angus numbers."

One year, they sharefarmed some straight Angus cows mated to a Waiterenui bull and split the progeny with their partner in the enterprise.

"He wanted the bull calves and we were keen to keep the heifers," David says.

At another stage, they leased a 400ha farm at Puketitiri for six years and ran it with staff up there, including their son Richard for a stint, and sharefarmed 100 cows after the lease.

"Anything to try to pay the bills," David says.

Now they have stabilised numbers on 200 cows and David runs a tight ship with a well-



Zero to 200: Cow numbers have grown to 200 over the 16 years the Scott family have been farming Kowhai Downs.

defined system Kirsty calls 'traditional!'

The 60 yearling heifer replacements have always been mated, after growing to at least 400kg lwt and David says they usually have around six or eight dries and he hasn't calved a heifer in the past three years.

(Kirsty and Andrew both reach forward to 'touch wood' and admonish David for 'tempting fate'.)

Bulls are all bought as yearlings – "It's meant to be cheaper," he laughs – and after buying Waiterenui bulls for many years, he has followed them to Hallmark Angus at Tutira, as the Waiterenui herd was bought by Max Tweedie and merged into the Hallmark herd.

After being used as yearlings over the Scotts' yearling heifers, the bulls move on to the mixed-age cows as two-year-olds and older.

Low birthweight and ease of calving is a major consideration for bull purchases, along with weaning weight EBV (to ensure growth) and lots of visual assessment by the three Scotts.

"We all write down the numbers of the bulls we each like the most and then thrash it out."

Kirsty says she always wants to see the raw weaning weight of the bulls and she really likes the star system in the Hallmark catalogue, which simplifies the decisions along with the



The Angus herd grazes the top of the farm, next to a huge dropoff into the Esk Valley and a Rayonier pine forest. The cliff deters pig hunters, as they lose dogs over the side, but not the pigs.

comments which round out the description of each bull.

“Eye appraisal and temperament are really important to me,” Kirsty says.

“Yes, any cow that gives us the side-eye is down the road,” Jill says.

David only keeps the cows until they are seven years old.

“I like to run a young herd, and I really like to sell the cows when they can be taken on and used by someone else.

“I really don’t like putting them on the truck to the meat works.”

This year, because the beef price is so good he has decided to lift the numbers in the herd so won’t cast-for-age his seven-year-old cows, keeping them on for another year.

“I really love my Angus cows – I am really very passionate about them.

“I like to keep them in really good condition, there are only two months of the year that they may not be in peak condition, and any dry cows will be 300kg carcass weight.”

He likes the way the cows are hardy and handle cold winters, and bounce back out of the pinch period.

“I love the way they fatten up too.”

At 1600–2000m above sea level, the station is summer safe, with 1800–2000mm of rain in a normal year, and at least three dumps of snow each winter.

From the December 1 mating date, calving starts on September 8, with the cows set-stocked in saved autumn-pasture calving blocks. Lambing starts on August 28 and spring starts around the beginning of October.

“We are all-grass farming here, with no real flat land we only make minimal hay, so it’s important that we have enough pasture saved to get us through to spring,” David says.

“We only feed 10–12 bales each year to get through a spring pinch or really rough weather or snow.”

The family fatten as many progeny as they can, and have set up two technofarm beef blocks for the purpose.

“We can only fit 70 steers and 70 heifers on the techno blocks, so we will take the tops out of them and sell them in autumn at 9 months, with the remainder of the steers sold spring on the yearling market in September/October at 12 months, either going to Stortford or to a repeat private buyer.”

The front country is lower and warmer and

the block surrounding Kirsty’s house has the better lambing country and also the techno block for the steers. The heifers are on the higher harsher block before they come down to build up for mating.

Surplus heifers are finished through to 480kg and killed at 20 months at 220–240kg carcass weight.

After weaning, the cows winter behind a wire, cleaning up the rough country, although Andrew says, “Halter would be great – the ultimate.”

The cows’ major role is conditioning the growth through the summer as the farm is a grass factory through that period.

David says he was disbelieving when the former owner told him he would be buying in extra stock to keep control of the grass growth in the summer – in the Hawke’s Bay!

“And sure enough, we had to keep on increasing cow numbers to keep on top of it.”

SHEEP IN THE ENGINE ROOM

While the cows are the groomers, the sheep production is the engine room of the Kowhai Downs enterprise.

Sheep numbers have remained stable



'DAVID HAS BEEN VERY GOOD AT UPGRADING THE TECH – HE SAYS "IF IT MAKES SENSE ON PAPER, HE'S HAPPY TO INVEST".'



at 4000 ewes mated over the time the Scotts have been on Kowhai Downs, and the emphasis has been on increasing per-head production.

Lambing of the Romney ewes has improved from 110% when they arrived to consistently lambing over 150% now, with the help of Hildreth genetics.

David credits the improvement to better pasture utilisation resulting from a reticulated water system, subdivision across the farm and the cows controlling the pastures through summer.

The family aims to finish as many lambs as they can, and they have managed 100% in the past, but it is usually around 50% and weather dependent, with lambs picked for Wilson Hellaby at 17kg carcass weight.

"We have a cut-off at the end of April and sell the rest on to the store market – it really depends on feed supply and the store price. It's hard to send those last lambs to the store market, but we have to protect the capital stock condition going into the winter."

David has tried a foray into a lamb finishing crop of chicory and plantain, but only got two years out of it.

David and Andy Scott sit on the rock at the top of the farm bearing a plaque remembering David's father Alan, who fought in WWII and came home with an injury that precluded him from getting a returned soldiers' ballot farm. "He would've been so proud that we made it to farm ownership – I often come up here and have a chat to him," said David.





'That's him hanging on the wall': David and the trophy head from the boar that cost them \$25,000 and untold stress over a few years. "We got him in the end – well, the neighbour did!"

'HE WAS REALLY GOOD AND VERY FAST AT SLITTING OPEN LAMBS' STOMACHS AND SUCKING OUT THE COLOSTRUM – BECAUSE IT'S SWEET.'

"We had budgeted on getting three years, but that didn't happen so it's back to ryegrass and clover."

They keep 1000 ewe lambs as replacements and put Charollais terminal sire ram hoggets over them and over 700 five-year-old ewes.

"We usually mate all 1000 ewe hoggets, then get 800 in lamb and dock 102% from the hogget mob.

"We have dabbled in trying a range of terminal rams from Suffolk to TeffRom, and now the Charollais."

The hoggets are grown to 42–44kg at mating, but get a second chance if they don't get in lamb the first time, not reaching puberty.

Andrew says, inexplicably, they had their best lambing after Gabrielle smashed a lot of fences and the sheep went everywhere.

"On the April 1 mating date, the main flock were mating, and the fences were still down –

it was every ram for himself!"

Along with excellent lamb prices, David is pleased the wool cheque has also improved over the past years, returning 385 cents/kg for the last year's ewe clip.

Andrew is the tech man and has embraced drone farming, saying it's been a game-changer for mustering a paddock faster than with dogs. He is on to his third drone, running a DJI Matrice, which has a great range of dog barks and whistles to get the sheep moving.

"David has been very good at upgrading the tech – he says 'if it makes sense on paper, he's happy to invest.'"

David calls the drone a 'poor man's helicopter – like the Aussies have their helicopters, every farm should have one'.

"The drone is worth half a labour unit, I reckon."

It certainly came into its own one wet season when the weather prevented pre-lamb shearing and the casting rate was high, they used the drone to identify cast ewes and Andrew says they were saving four or five each day.

"With 4000 in-lamb ewes, we could fly over and check them in 40 minutes – and then Kirsty was on the ground flipping them back over. We saved 12 ewes one day – the payback was amazing.

"Even the fuel savings alone are impressive, from not using the Can Am as much," David agrees.

PIGS, PESTS AND PROGRESS

Frustratingly, the drone was not able to help prevent pig incursions from the back boundary where a forestry block in the next valley and a huge drop off dissuaded the hunters, but did not slow the pigs.

One boar, who now has pride of place on the wall, terrorised the lambing ewes over two years' lambings and killed an estimated \$25,000 worth of sheep and lambs.

"We got to the stage where we were sleeping out in the paddock (well, the boys were) and we had a couple of shots at him – one got him, but he lived for another six months with a shot-up kidney," David says.

They tried pig traps, night shooting, static cameras and the boar kept revisiting, using a different route each time – with the family finding dead ewes with stomachs ripped open, and wee lambs' feet sometimes the only sign.

"He was really sneaky and very fast at slitting open lambs' stomachs and sucking out the colostrum – because it's sweet," David says.

The neighbour shot him in the end, 'and that's him hanging on the wall'.

When the pig problems kept getting worse, Andrew was able to muster the pigs with his drone and shot two from behind a concrete water trough.

A pig-proof fence, with the bottom wire of barbed wire and 300mm square netting has now been installed along the

forestry boundary.

The pig threat is a worry with TB risk and has dissuaded Kirsty from rearing bull calves, as they don't want to be faced with not being able to sell any TB reactors.

"We don't want to be stuck with a mob of calves and unable to move them on."

The goat problem at the back of the farm is more easily solved with a buoyant market, if the slippery critters can be mustered and held in a holding paddock until the truck comes to collect them, Andrew says.

A block of original forest has been placed under QEII covenant with 16ha containing 700-year-old kahikatea and rimu and the family have been planting shade trees around the farm for stock shelter. ■



'The poor man's helicopter': Andy Scott and his latest drone – worth half a labour unit to the farm, Andy musters paddocks and checks cast ewes in record time.

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TURNING POINTS

A KIWI OVERSEAS EXPERIENCE IN WESTERN AUSTRALIA
SET UP SAM AND PIP LUNN FOR A CAREER IN CATTLE BREEDING,
JOANNA GRIGG REPORTS.



Barewood has a good aspect and the Lunn's are working to improve fencing, stock water, pasture quality and soil fertility.

PHOTOS BY JOANNE GRIGG

Sam Lunn moved to Western Australia to play rugby and ended up running an Angus stud. Pip, his girlfriend at the time, went to play hockey and ended up 500km south of Perth as well.

As it turned out, an OE with a sporting focus ended up being a six-year induction into stud cattle farming at Coonamble Angus Stud, Bremer Bay. Sam worked for Murray Davis, a man described by Sam as the most passionate person about cattle breeding he's ever met.

"He's the only stud person I know who is disappointed with a bull calf, as it was all about the heifers."

The station was developed from bush and scrub in the 1970s, when Murray bought it for \$6000. Sam said it was fascinating growing stock on such new land to farming.

Murray was early to adopt breeding technologies, initially using caesareans to implant cows with embryos in the 1980s. Pip developed her interest in breeding technologies during her time in Australia, as she worked alongside the local veterinarian at the adjoining cattle station. Pip is now a CRV-trained technician, as well as having a commerce and agriculture degree from Lincoln University.

Sam says he learnt a lot about feeding cows to ensure artificial breeding is successful, for example, excluding clover at specific high-oestrogen risk periods.

Despite the lure of golden beaches, and the offer of continuing as farm manager, Sam and Pip made the hard call to leave in 2015. The draw of home and family, and pining for New Zealand hill country with its diversity of landscapes, were the main reasons.

Sam and Pip and their eldest child Madison, moved to Pip's home base of Marlborough and the couple started working full time for Paul Hickman, at Taimate Angus Stud, Ward. This was close to Pip's family farm so they could help there too.

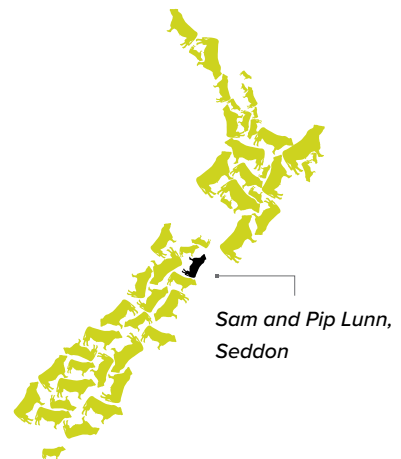
Sam was raised on a farm in Roxburgh and his first job was working for family friend Larry Murdoch, at Cloudy Peak Station.

"He encouraged my interest in cattle and taught me stockmanship.

"I wonder if our generation are as generous with our time, helping young people."

Sam learnt to put into words why he liked a particular cow, which became a handy skill working on stud farms.

"He made me accountable for my opinions and made me articulate how I judge the animals."



Now he uses the skills to build his own herd. The first thing when meeting a cattle beast is to watch it walk, he says.

"If an animal places its back foot on the spot left by its front foot, then you don't really need to worry about other structure stuff so much."

Under-track and over-track both have disadvantages. Over-reaching cattle can wear their heels out, and this can cause lameness, Sam says.

"In Aussie, more cattle would undertrack,

but that was acceptable on flat land, but you don't want that on hills."

While working at Taimate, Sam and Pip started a new contracting business, Lunn Livestock Services. In 2015 they bought a sheep conveyor trailer and Sam started a sheep scanning business from scratch. Sam moved into working casual at Taimate.

"Building clients was about word of mouth and doing a good job."

Pip worked the livestock breeding beat and helped on the conveyor when time allowed. After five years, the couple worked themselves into a position to buy stock and take on the lease of Barewood farm, in 2020. This 550-hectare dryland farm, inland from Seddon, was purchased by Chris and Amanda Jeffries, who run dual studs Riverland J Angus and Grassmere Hereford.

Sam farmed the Barewood block on weekends and after-hours, while working in the contracting business and pregnancy scanning over autumn and winter.

Now with four children and the eldest starting at boarding school, they have moved off Taimate to Pip's family farm at Springdale, closer to Barewood. It has certainly cut travel time, which is a relief as Pip and daughter Madison had been rearing 30 calves at Barewood. This involved a 60-minute round trip, twice a day for two weeks. Then, once a day until weaning.

Moving means they can more readily help Pip's family. They have taken on the spraying responsibility for the 21-ha vineyard and daily management of stock shifts on the farm. Sam can now dedicate more of his time to Barewood. Pip still does some artificial breeding work for three local studs: Taimate,



The calf from cow number 16 is likely to carry twinning genetics. The calf's sire's dam was a cornerstone cow at Taimate, known as 1363. She was by Coonamble Elevator and Sam Lunn helped broker the introduction of Elevator's genetics into Taimate.

Brackenfield and Lee field.

"I really love it."

Sam and Pip are very grateful for the support of their families to help get started in farming.

"The support from families and friends has been very humbling."

Sam and Pip are keen members of the Awatere social hockey team.

"It's like a rural support club for farmers and we really value it," Pip says.

Pip plays for Tasman Senior Women's

hockey team and coaches a primary school hockey team. Pip's Mum coaches the Tasman Senior Women's and Awatere adults' team and Sam coaches the Awatere Senior A rugby team and still plays for the team.

"I'm playing closer and closer to the front row."

Sam is also president of the Awatere Collie Dog Trial Club.

The four kids all enjoy sport and, as Pip and Sam know, who knows where sport can take you. Maybe Australia?



R2 cows and calves on pasture that's received 190mm plus rain in January. Most unusual for Marlborough, but very welcome after a dry spring.

BREEDING TOP STOCK

One of the perks of working for Taimate Angus stud was getting the chance to buy the Hickmans' older stud cows.

Twenty cows aged over 10 years were Sam and Pip Lunn's first purchase in 2020. Sam was chuffed to be able to use semen from the highly regarded Taimate Lazarus for the cows. He has two crops of his calves on the ground and is creating a well-bred herd.

"We actually looked after Lazarus for a bit and really like him, he's so quiet.

"His performance speaks for itself."

Pip's father, Brian Lloyd, was the auctioneer at Taimate's first onfarm sale, which Pip says is a lovely tie-in with the Hickman family.

"It's all about connections and the Hickman family have been a great support to us and share a long history."

Sam helped introduce Paul Hickman to genetics from Coonamble. They knew each

other from playing rugby and looking at bulls together, years before. Sam had the opportunity to market Coonamble semen into New Zealand and brokered a deal to supply Coonamble Hector semen to Paul.

"When I looked at Hector, I rang Paul and said he's pretty good, let's get some semen. If you don't buy it, I'll buy it."

Coonamble Hector sons went on to sell for an above-average price at the Taimate sale.

"It was the start of Taimate and Coonamble working closer together."

Coonamble Elevator left a very good cow, known as 1363, who became influential at Taimate. This sire was also brokered by Sam when he worked at Coonamble. Cow 1363 has twinning genetics.

The Lunn's also bought cows from another stud, Riverlands J Angus, owned by Chris and Amanda Jeffries in North Canterbury. The

'GETTING 90% HEIFER CALVES WOULD BE GREAT FOR COMMERCIAL FARMERS LIKE US, TRYING TO BUILD COW NUMBERS.'

Jeffries own Barewood and lease it to Sam and Pip, and the Lunn's have really appreciated their support.

Sam says the lease relationship has been great as the Jeffries understand the ups and downs of farming.

"It was tough in 2020 especially, trying to meet fertiliser requirements when the price went so high," Sam says.



Stud Suffolk/Poll Dorset ram bred by Sam and Pip Lunn, with his Halfbred paddock mate.



This R2 cow is a daughter of Taimate Lazarus and is rearing twins this year. The Lunns' herd typically has 8% of births as twins.

Now, five years into the lease, the farm is fully stocked. It runs 100 cows, and 35 R2s and 35 R1 females. A mob of 50 trading cattle includes hand-reared dairy calves and anything 'good value at the time'. Each year 250 dairy grazers are wintered.

A big focus has been making fences stock proof and repairing leaks to the water system. It took three months to get the fences repaired using posts and electrics. He estimates fixing leaks saved about \$2000/year in water costs. Sam built a whole new stock water scheme, connected to the Birch community scheme.

It has taken four years to get on top of the pasture 'tag' and cattle have been the ones to do the job, Sam says. He used electric break fencing, but says virtual fencing would have been handy to do the job.

"I will use it when I can afford it!"

"It's not a 'might' situation to me, it's a question of when."

Calves are weaned and sold early, about five months, to give their mothers more time to deal to the hill country covers.

"Calves are working so don't reach huge weaning weights, around 240 kilograms."

Cows are run between condition score three and four, out of five.

"I'm not mentally prepared to run them at condition score two."

Sam's noticed the sub-clover plants have really come to life with less grass competition. He's hoping to have quality feed for beef

fattening 'one day soon'.

About 80 hectares has been improved through spraying and drilling in modern cocksfoot and fescues, along with sub-clover seed. Fertiliser has predominately been Optimise lime, for a quick reaction. pH was quite low, ranging from 5.3 to 5.6.

The sheep operation includes 1000 halfbred commercial ewes and 300 hoggets alongside 200 Suffolk/Poll Dorset-cross stud ewes, 200 stud hoggets and 100 stud rams. Sam sells these rams to buyers wanting terminal-sires. The ram open day is November 26 and Sam is excited about presenting the result of six years of breeding.

About 500 in-lamb trading ewes (usually carrying twins or triplets) are bought each year and carried over winter, as feed allows. Winter stocking rate is around five/hectare, which sounds conservative but fits the 600mm rainfall and lack of good subdivision and ability to store up feed.

The ewe flock clips 25-micron wool and Sam is not tempted to stray towards quarterbred territory.

"I like a straight halfbred and buy rams from Benmore Station in Twizel."

Pip classes the wool, recently training with Steve Pilchar, as another string to her bow.

The Lunns' shared expertise in artificial breeding techniques means they are very confident in using it and successfully getting calves on the ground. Sam makes a plea

'BUILDING CLIENTS WAS ABOUT WORD OF MOUTH AND DOING A GOOD JOB.'

to those selling semen to provide heifer sex-selected semen.

"Getting 90% heifer calves would be great for commercial farmers like us, trying to build cow numbers."

Riverlands J Regulator was used for a season. Sam likes to use proven sires, with plenty of recorded daughters in the system, rather than experiment with something unproven.

"Why do that as a commercial breeder, that is for the studs to experiment.

"Studs should be doing that for you."

He believes Australian Angus breeders are very focused on performance figures.

"They are very into EBVs, but my experience showed me that if I focus too heavily on



Sam with his daughter Mackenzie.

‘THE OLD SCHOOL WAY WAS TO RESTRICT FEED THROUGH WINTER TO KEEP CALVES SMALL, BUT NOW I JUST FEED ALL THE WAY THROUGH AND RELY ON GENETICS FOR GOOD CALVING EASE.’

a single trait EBV, then there is a negative response somewhere else.

“You need to look at overall figures and if it looks good it will generally look after you.”

The 2025 calving was a huge success for the R2 first calvers at Barewood. Calves weaned to cows mated was 100%.

“We had two dry heifers, but had two sets of twins.”

“Don’t think I’ll ever make that figure again!”

The typical twinning rate is about 8% in the Lunns’ cattle. Sam has tried separating out the twinning cows mid-pregnancy, but says they would calve earlier and have more dystocia issues.

“We now calve them in the main mob and it is more successful.”

This season they had six sets of twins and five are still on the cow. It is a hangover from using the 1363 cow. Sam says 80% of their young stock comes from the 1363 cow and Lazarus.

Sam has learnt through experience to feed the first-calvers better, to get them back into calf.

“The old school way was to restrict feed through winter to keep calves small, but now I just feed all the way through and rely on genetics for good calving ease.”

Their four-year average is 92% calves weaned in the mixed age cows, which is well above the New Zealand average. ■

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Bulls are grown on the farms technosystem divided up with polytapes on improved oversown crop paddocks.

PHOTOS BY BRAD HANSON CREATIVE

Morikau Station may be the best-kept secret of the Whanganui River Road – not even visible from the road, but a huge area pumping out protein and providing support and security for the Morikaunui Incorporation and its 7500 shareholders.

Fifteen years ago the Morikau Board embarked on a programme of development: building water systems, re-fencing, subdivision, upgrading infrastructure and housing, building satellite yards and identifying areas suitable for cultivation and cropping programmes. The past few years has included fencing off and planting carbon forestry blocks for ongoing income.

According to Incorporation secretary Harvey Bell, who whakapapas to the station, the investment has been substantial, but under the management of station manager Hamish Thompson, who led most of the development after joining the operation in 2015, the progress has been transformational for both the station, iwi and to the bottomline.

The upgrade has turned the station from an extensive breeding unit to an intensive breeding and finishing unit with specialised areas and forages to maximise the value of the protein grown on the station.

“We have certainly had some fails over the years, but not many large stations can say they are achieving a gross income of \$2000/ hectare as we have done over the past year or two,” Harvey says.

LIFTING PER – HECTARE PRODUCTION

Over the past 11 years since Hamish has been at the helm, the emphasis has been on lifting production per hectare, by utilising better areas for finishing.

“Before I came, they finished 2500 lambs, at 16.9–17kg, and a handful of cattle each year, but we have lifted that to 12–16,000 lambs at 19–19.5kg/head and the cattle finishing has lifted to 400–800 per year depending on the season,” Hamish says.

Taking 440ha of poorer country out to plant trees has reduced the cost of keeping the land clear, Hamish says, and they haven’t had to drop stock numbers too much.

“We had to drop the cow numbers a bit as the finishing pushed the breeding cows out onto the reduced area of steeper hill country, but by planting the trees we only really reduced the stock numbers by about 2000, down to 26,000 stock units.”



‘WE USE FORAGES TO FINISH 12–14,000 LAMBS OF OUR OWN AND THEN BUY IN A FEW THOUSAND EXTRA IF WE HAVE THE FEED.’

'WE HUNT PIGS ALL YEAR ROUND – AND THE STAFF ARE SOMETIMES OUT THREE NIGHTS A WEEK LOOKING FOR THEM.'

SHEEP PRODUCTION GROWING

Sheep production and fertility have blossomed with the development, with the lambing percentage lifting from 122% ten years ago to 152% for the past two seasons.

"We use forages to finish 12–14,000 lambs of our own and then buy in a few thousand extra if we have the feed – I grabbed 2500 store lambs earlier this year, which is great because they are growing well and going up in value."

The 11,000 ewes are straight Romney and 5,000 are mated to Suffolk Poll Dorset Texel cross terminal rams, bred on the station.

"The rest go to St Leger rams, we have been buying them for many years."

"The St Leger rams are FE Gold, as FE is a real problem most years with the climate."

Hoggets are mated – around 2000 to 2500 hoggets, depending on the year.

"Last year, we didn't actually mate any as it was a really dry summer, autumn and into the winter. I have never seen it so dry, we had no feed going into the winter.

"We actually had to drop cow numbers last season, but we should be back to status quo this year."

WEEDS AND PESTS THREAT

The biggest threat to the sheep production are the wild pigs that come on to the station and terrorise the sheep at lambing.

"We hunt pigs all year round – and the staff are sometimes out three nights a week looking for them.

"They come into the station from miles around, and I think as forestry planting generally increases across the country the problem is going to get worse."

He recounts how a paddock of 130 ewes having triplets last year was decimated and only 35 ended up with lambs – a paddock percentage of 30%.

"The pigs are so cunning – I have seen them travel in packs, with the old sows chasing and holding the ewes like heading dogs and then rushing in and shaking the lambs and killing them and the half-grown piglets go into the mob and eat the liver and heart out of the lambs – it is terrible."

Deer are also rife on the station and likewise hunters come in every week.

"Even our staff are shooting up to 25 each week – over and above the hunters – we could have 20 deer sitting in the chiller."

Mainly fallow deer, the carcasses are not as big as red deer and when Hamish has tried to give away a bulk lot of carcasses, people are put off by the processing.

It's handy for the staff to eat and give away though – the general manager told us he pays his barber with fresh venison.

FARM FACTS:

Morikau Station, Morikaunui
Incorporation
Ranana, Whanganui River Road
2150ha effective
5800ha total
Tapa lease of 300ha, 250ha effective
440ha newly planted pines and eucalyptus
2600ha native bush under a Nga Whenua Rahui covenant
120,000 Riparian native planting

WEATHER:

Elevation: Rises from river level at 60m asl to 550m asl

Rainfall: 1350mm annually

Heavy fog sits on the river for 3–4 hours, sometimes daily, from April to October

Very little frost, but summer temperatures are very hot – up to 40C at Ranana on the river and high humidity

STOCK NUMBERS:

Ewes 11,000 Romney ewes

2500 hoggets mated

1000 dry hoggets

800 Angus breeding cows

300 two-year-old replacement heifers (180–200 retained, 50–60 sold as incalf)

600 trading cattle



Morikau Station supports the charitable arm of the Morikaunui Incorporation to disburse grants and scholarships to shareholders and their whanau.



Looking up the Whanganui River Road it is hard to believe a station as large and productive as Morikau exists tucked up around a few bends in the river.



Half the cow herd is Angus X Hereford cross who are mated to a terminal Charolais bull. In the background, the hard hills have been planted with pine carbon forest.

‘THE BULL MARKET IS FANTASTIC AND THE GROWTH RATES AND HYBRID VIGOUR WE GET FROM THE BULLS IS IMPRESSIVE.’

The other major pest is peacocks, which are a huge problem on the station, Hamish says.

“There are thousands of them and they have always been living up and down the river – they probably originally escaped from some settler’s garden.”

Hamish says they love a crop and about three adult peacocks eat as much as a sheep, so they can be very destructive in the crop paddock eating forage and then spreading inkweed and other weeds.

“I shot 2500 peacocks last year – they really should be classed as a pest in the Whanganui district because of the amount of damage they cause.”

Weeds and pests are a huge drain on the station, Hamish says.

Summer cropping the finishing areas for lambs comprises 200ha each year. This year, 100ha of chicory was direct-drilled and 50ha of Hunter and 50 of summer turnips were sown by helicopter.

Sixty hectares of swedes is established for

wintering cattle.

The cropping programme, along with spraying gorse, blackberry and thistles, costs \$240,000/year in helicopter time and Hamish is investigating buying a big drone, with a 100kg payload to spray weeds and seed the crops. “Gorse is a huge problem – we have to spray to control weeds – if we didn’t do it they would literally take over – we buy Tordon brushkiller in 1000 litre pods and we use two of them a year.

“That’s something like \$58,000 on the chemical – without the synthetic wetter – it’s massive.”

Buying a fully kitted drone for spraying and seeding and training two operators to use it is a \$100,000 investment, but Hamish sees it as a good way to give the station flexibility and resilience and the ability to do all of the lower undulating country and prevent any overspraying of the riparian areas.

“We haven’t tried drone seeding yet, but we are keen to get some guys trained up and give it a try.”

The station bought its own direct drill last year and a few years before invested in a big tractor and a set of giant discs for breaking-in gorse and blackberry country.

CROSSING OVER THE PURE ANGUS BASE

The beef cow operation is a mix of using the base Angus cow herd and the Angus/Hereford cross terminal group to utilise hybrid vigour and maximise growth rates and marketability of the offspring, while finishing them as quickly as possible on improved swards following the summer cropping programme.

Mating numbers now comprise 800 mixed-age cows and 300 heifers going to the bull.

“Everything has to calve as a two-year-old to come into the herd, so we will mate 1100.

“We actually try to mate extra in-calf cows or heifers to sell at culling before the winter – the market has been great for them lately – they sell really well.

“I cull back to whatever my winter capacity is – so I might sell some out of each age group to keep an elite herd.

“Or this year we might retain them if we get the extra lease block we have been trying to secure.”

Any late-calving cows pregnant in the third cycle are also sold, to condense the calving.

The cow herd is split in half – 400 pure Angus cows mated to Angus and producing heifer replacements, and the other half 400

‘BREAKDOWNS ARE BECOMING VERY EXPENSIVE – MOST OF US ARE ONLY GETTING 2.5 YEARS OUT OF OUR BULLS AND IF YOU HAVE PAID \$16K FOR HIM, AT 90% CALVING THE COST OF EACH OFFSPRING IS GETTING UP TOWARDS \$200.’

Angus x Hereford cows that are a terminal mob.

All bull progeny is left entire and Hamish says they try to finish them all or sell them forward store.

All females are mated on December 15, R1 heifers at 350kg to a low-birthweight yearling Hereford bull from the Cranstone’s Ezicalve herd.

Some replacements are kept from this cross (usually about 60) and then the offspring are mated to a terminal Charolais.

“We just find that those three-way crosses are incredible for growth rates – we just sold some bulls before Christmas at 480kg, and they made \$2700 each at 14 months.

“The bull market is fantastic and the growth rates and hybrid vigour we get from the bulls is impressive.”

All the purebred and crossbred bulls are run on the farm technosystem blocks after weaning.

“It’s our version of techno,” Hamish laughs, “We just use polytapes – sometimes up to 40km – and cut up paddocks and have the bulls grouped in mobs of up to 30 on shifts on Monday, Wednesday and Friday. That’s easy for everyone to remember!

“We just chase our new grasses – where the new grass and clover has been oversown into a chicory paddock cropped the previous year.”

Hamish has been buying Angus bulls from Willy Falloon in the Waigroup Angus sale since he has been at Morikau.

“Willy farms tough like I farm tough. Our cows are a tool – they are there to breed a good calf and then get back in calf, but they get pushed out into the hills where they are set stocked with lambing ewes. Taking out the easier country for finishing has made it harder for them.

“I have always had great results from using Willy’s genetics – and I always have repeat buyers coming back for our cows, after they are cast for age at nine or ten.

“Because we dropped from 1000 cows to 800 when we planted the tree blocks, that was a lot of our cow country and so now they are on the hard hills and have to clean up and control the station’s abundant summer growth.”

“My cows and I have a love-hate relationship – I love them and they hate me because I make them work so hard!” he laughs.

“They are there for a job, to control the grass quality for the sheep. Their calves are a bonus – and worth a huge amount of money these days – but because we are finishing all progeny, we have put our bull date back to calve to the feed curve, starting on 15 September.”

Hamish says he only buys yearling bulls and they grow into the cow herd and that, like a lot of hill country farmers, the bulls don’t last as long these days when mating with cows on the steeper hills.

“Breakdowns are becoming very expensive – most of us are only getting 2.5 years out of our bulls and if you have paid \$16k for him, at 90% calving, the cost of each offspring is getting up towards \$200.”

Looking for 200 and 400-day-growth EBVs, Hamish says he never winters bulls twice (except breeding bulls).

Fertility is the other trait he is after.

“The Waigroup in-calf rates are phenomenal.

“We have an empty rate of 7% in the first calvers and 4.8% in the R2 cows getting back in calf – we are down to 2.8% of dries in the mixed age cows.”

Buying upwards of eight to ten bulls each year, he also buys Turihaua genetics from Komako Angus at Pohangina. Charolais yearling bulls are sourced from a non-registered Charolais breeder and sold on to dairy farmers after one mating season at zero cost which is a bonus, he says.



Maintaining an Angus Hereford cross terminal group of heifers allows the station to maximise hybrid vigour from a three way cross with Charolais bulls.



*The farm team tagging six year old ewes in the covered yards.
Two Growing Future Farming students have joined the team this year.*

Hybrid vigour kicks along the weaning weight of the crossbred calves with 4.5 month weaning weights from 280–320kg and the R2 heifers are weaning calves at 225kg that finish after their first winter.

“Some of our crossbred yearling bulls are growing by 2.5kg/day on grass on our techno blocks through the winter.”

Even the straight Angus calves are reaching 240kg at five months of age, Hamish says.

Calves are yard-weaned; keeping them in the yards for seven days and feeding balage and feeder calf mix has the effect of quietening them down before they go into the techno system and also boosting the growth rates.

Hamish also does quite a bit of trading on the Morikau grass factory with 300 100kg Friesian bulls bought in this season.

“We get phenomenal growth on the lower country although it can be hindered by lots of fog sitting on the river – we can get fog until 11am and it takes quite a bit of planning because you can’t get much done. We might lose 3.5 hours of sunlight in the wintertime from April through to October.

“We have had bigger bulls in the past and we used to sell 200 bulls in October to live export for mating with R2 Friesian heifers – we got a great premium of \$500/head. I would love to see that market start up again.”

LOOKING AFTER STAFF

Staff at Morikau consists of: Hamish Thompson the manager, 2IC Haleey Martin, shepherds Taine McGonigle, Ella Thompson and Jack Hunter, tractor driver/general Harley Bengston and fulltime builder/general Jordon Aitchison, who also drives the tractor or digger or whatever is required.

In 2026 for the first time, the station has taken on two Growing Future Farmer cadets

Bri McKay and Max Johnstone.

Hamish says they are lucky to have good staff and manage to attract and retain them by constantly upgrading the housing and amenities.

“We put three new decks on last year, and as soon as we have finished the roof rebuild on the woolshed, we will be building another staff house.”

The local school at Ranana caters for all the



As part of the infrastructure improvements, the Morikau woolshed built in the 1950s is having a new roof in 2026.



New covered yards at the back of the property and satellite yards have made stock handling at Morikau much more efficient.

river valley kids and the school is 100% te reo full immersion.

“It’s pretty intensive for the parents, too, as they have to commit to doing te reo courses as well.

“But the school is really going well, with another new classroom they are catering for older children too and have a couple of vans of Whanganui River whanau offspring coming up each day from Whanganui.”

FORESTRY AND RIPARIAN PLANTING

Over the past five years 440ha have been planted in pines, eucalypts and redwoods to be entered into the ETS as a carbon forest.

Several years ago, these areas were identified in the Horizons Regional Council Sustainable Land Use Initiative (SLUI), taking out Land Use Classification 7–8 as the hardest

country that was reverting into gorse.

“We had been spraying that country every two years at a cost of \$450/ha ever since I joined the business, but with a downturn in the industry five years ago it was getting unsustainable to keep spraying it.

“So for the past five years our strategy was to fence it off and plant it, and we were fortunate to get fencing assistance funding from Horizons to carry out the strategy.

“Having completed the planting two years ago, you wouldn’t believe how the gorse has come back on parts of that country – if we had stopped spraying we would’ve lost it, but the trees will outgrow the gorse and we will make good carbon income from them.”

Another part of the SLUI plan has been fencing off gullies and waterways and riparian planting around them. Hamish estimates 120,000 manuka, kanuka and harakeke plants

have been planted over the past three years alone.

“We have many beautiful natural lakes and we have been fencing them off and planting them.”

Waterways on the 300ha Tapa lease land along the river have also been fenced and planted.

Part of the carbon strategy has been to secure a funding source to enable the Morikaunui Incorporation to expand their land, to shore up funding for the growing iwi.

“As a Māori Incorporation, the board cannot borrow against the land here, they can only borrow against stock to increase the asset, but the carbon money will give them the space to buy another farm and expand.

“We are actively looking for another breeding unit to lease and improve and then to buy a finishing farm to be able to add value



Stock on the technosystem are shifted on Monday, Wednesday and Friday.

‘WE HAVE EVEN STARTED EXPANDING OUR STAFF CAPACITY, TAKING ON TWO GROWING FUTURE FARMING STUDENTS, AND TRAINING THEM SO THAT WE CAN STAFF A NEW LEASE FARM.’

to the offspring generated on the breeding farm.

“We have even started expanding our staff capacity, taking on two Growing Future Farming students, and training them so that we can staff a new lease farm.”

The incorporation is the oldest multi-ownership farm in the country farming the same land, with the Morikau and Mokonui blocks being farmed side by side since 1911, and a centennial was celebrated in 2011.

The Whanganui Trust is the charitable arm of Morikaunui Incorporation, which disburses grants and scholarships from uncollected dividends and accumulated funds to shareholders in Morikau and their descendents.

Up to four under-graduate scholarships are awarded annually and usually one post-graduate scholarship every second year. There is also an agri-business scholarship and a farm training or trade scholarship, along with community grants to support marae, school and churches in the region and general grants to support shareholders with travel, cultural, disability or other needs.



Boys will be boys: Bull holes are a hazard of running bulls, when they like to paw holes and kick dust around.

GROWING THE BUSINESS AND SHARING KNOWLEDGE

The past 11 years have been very busy for Hamish Thompson, managing the station and a huge infrastructure spend, and with plans for expansion on the horizon, it doesn't look like slowing down any time soon.

Hamish grew up in the Waitōtara Valley and farmed and contracted around the Whanganui area before taking up the Morikau opportunity.

“It's been all go since I arrived – we expanded the water system with 280km of water pipe, built a 12-million-litre dam to reticulate water to most of the farm, with another 25km system to come on the Mokonui side this year, and we have completed 300km of fencing, and built sets of satellite yards.”

The farm is now operating at a high level of production and profitability and able to serve as a case study for showing the value of

infrastructure and development spend.

“The payback is there, when you invest in development and infrastructure, the results come back in profit and have given the board and iwi the ability to go out and future proof their assets and expand their base.”

“It's a model we are showing to other iwi properties in the area.”

The farm was a finalist in the Ahuwhenua Awards in 2008 and a category winner in the Ballance Farm Environment Awards in 2018, and Hamish thinks he will have another go at the Ahuwhenua as the business is maturing and kicking goals for the board and the shareholders.

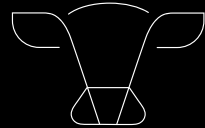
“We have a couple of open days each year for the shareholders to come up and see how we are doing and we have many employment opportunities for work for shareholders and their families.” ■



The herd is stabilising at 800 Angus cows and 300 first calving heifer replacements.

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Ian Russell : surfer turned farmer.

PHOTOS SUPPLIED BY DELWYN DICKEY

SURFING THE FARMING WAVE

SURFER-TURNED HAYMAKER IAN RUSSELL HAS SEEN MORE THAN 40 YEARS OF FARMING ON NORTHLAND'S REMOTE WEST COAST.
BY DELWYN DICKEY

In the heat of summer in 1970, 17-year-old Ian Russell was exploring the wild Pouto Peninsula, a remote part of Northland's west coast, south of Dargaville.

A keen surfer from Cambridge, he'd heard about the wilderness beach at Pouto Point, at the entrance to the Kaipara Harbour, and wanted to have a look.

It was a 40-kilometre drive from Dargaville in his old Falcon station wagon, with surfboards strapped to the roof, and he was low on gas. Finding no gas station at the point he'd run out of petrol on the way back, he had fallen asleep on the grass verge on the side of the road while he contemplated what to do next.

He was woken by a local man who had stopped to see if he was okay, nudging him with his boot. Ian was then offered a ride into town for petrol, and some dinner with the rest of the haymaking crew who were working through the night to beat a weather front.

With his long blond hair, he was clearly the only Pakeha in the group and didn't take their good-humoured kidding that perhaps they should eat him for dinner very seriously.

After a hard night's work in the hay paddocks, the farm owner offered him a permanent job. Initially, he turned it down as he had started a small business making surfboards at Waihi Beach.

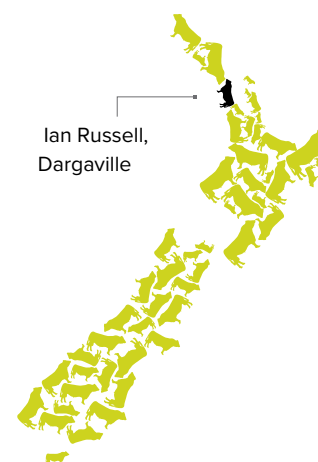
But he figured farming life would be healthier than breathing in resin fumes all day, he'd get to work with animals which he adored, and have great surf on his doorstep.

So, he came back.

FRESH EYES

Within a year, he was managing the farm and the haymaking crew became friends for life.

Being a novice at farming saw him open to new ideas, including never using fertiliser.



Ian Russell,
Dargaville

**'IF IT WASN'T FOR KIKUYU,
WE WOULDN'T SURVIVE HERE
WHEN WE GET DRY.'**

Ian and a couple of his surfing mates/farm hands helped to establish what was then a new farm forestry concept – silvopasture – running cattle under widely spaced timber trees, which also acted as shade and shelter, along with horticulture.

The spacing saw the trees ready to harvest at 18 years making the forest farm, with its multiple income streams, self-sustaining.

"We proved the concept worked," he says. "It's just sensible land use."

He continued forest grazing on farms he managed and his own for more than 40 years.

Federated Farmers were against the concept, Ian reckons, and consequently he has never become a member.

Rather than persevering with ryegrass and clover pasture, which struggles on the coast Ian fully embraced kikuyu grass.

"I had probably one of the biggest kikuyu farms in New Zealand," Ian says. "If it wasn't for kikuyu, we wouldn't survive here when we get dry."

With a little under-sowing of ryegrass and clover in places, this sees a summer/winter rotation. Large-scale silage making using heavy machinery for rolling was another innovation Ian reckons initially bamboozled his neighbours but which became fairly standard in the area.

With 'a league of nations' of cattle breeds when he bought his first farm, he quickly worked out that Angus were the best all-rounders for the dry country. With a quiet temperament, hardy and healthy on just kikuyu and pampas grass, Ian reckons he only drenches the animals at weaning.

And while no longer breeding, to get better milk production for the calves when he was, Ian found crossing Angus with South Devon worked well. The cows threw really black calves, had a slightly bigger, longer frame and had a good temperament.



Angus cattle have been the basis for Ian's farming ventures.

**THE GOOD, THE BAD AND
THE UGLY**

Managing farms, which included responsibility for 15 families living and working on them by his mid-20s, has seen Ian take on a mentoring role at times, helping young workers with everything from undiagnosed hearing problems to dyslexia. He ensures workers pick up solid farming skills, along with sending staff with the will and determination into business management.

But living and farming in a remote area has also shown him the darker side of people, he reckons.

Before he died, Ian's father had taught him that a man's job was to work hard, provide for and protect the women and children in his life. Ian took this seriously.

Never afraid of a fight, there have been many times over the years he's had to step in when a staffer became violent with their partner and children. Grimly, he reckons he can tell within five minutes of watching a family together if the man is abusing them – something Ian says he saw with convicted Dargaville arsonist and rapist Allan Titford's family.

Troubles going on 40km north of Dargaville at Titford's Maunganui Bluff farm came into Ian's focus when he hired two private detectives – ex-CIB cops – to look into rampant cattle rustling on his property in the 1990s.

Livestock theft has been a serious ongoing issue for Ian over the years, sometimes by scurrilous neighbours. While some cattle have been shot in the paddock for meat, others have been moved on to neighbours' properties. He lost 80 replacement heifers in

one year alone, and had a beautiful historic woolshed that had surveillance cameras installed burnt to the ground.

Ian asked the detectives to also look at problems Titford and neighbour Don Harrison looked to be having with the Te Roroa iwi, further up the coast, as he was considering organising some farmer support.

That idea quickly went south after they advised him Titford was under suspicion of sinking a fishing boat, and setting fire to two of his houses.

Both in financial trouble, Ian believed Titford and Harrison were blaming and provoking Te Roroa in the hope that the Crown would buy the land off them, land-bank it, then give it to iwi.

That's what happened in the end, and saw Ian leasing the disputed farms once in crown ownership. He never had any problems with local Māori on that land, he says, only with Titford and Harrison threatening him and letting his cattle out onto the road.

AMERICA'S CUP

Sailing has long since replaced surfing as Ian's passion.

This saw him asked to manage the America's Cup challenge on behalf of Tutukaka South Pacific Yacht Club, his home club, in 1995.

This wasn't long after he'd started his own farming business so time and money were tight.

Even so, he managed to secure the financial backing needed for the challenge and the competition was on.

"We had a good team. We had four-time world champion match race skipper, Russell



Ian Russell and his surfing friend in their old Falcon Station wagon at Pouto Point.



Woolshed fire.

‘I’D SELL 13,000 SHEEP IN ONE DAY, 1500 WEANERS AND A COUPLE OF THOUSAND CATTLE IN ONE DAY – IN A MATTER OF A COUPLE OF HOURS.’

Coutts. We had Bruce Farr, the best race boat designer in the world, and a very good young crew, Pete Lester and all of those guys that became, you know, superstars.”

The most frustrating part for Ian was although he put in some hard yards for the challenge, he never got to sail on NZL32 ‘Black Magic’ in San Diego.

“I was home when the racing started. I had to come home and organise my weaner fair ‘cause it was my biggest income earner for the year.

“I’d sell 13,000 sheep in one day, 1500

weaners and a couple of thousand cattle in one day – in a matter of a couple of hours.”

Before he came back he was interviewed live on CNN sport after creating something of a stir by getting too close to the ‘Auld Mug’ for a photo of his plane ticket back to New Zealand sitting on its base, and setting off an alarm.

But he still managed to rub shoulders with some Hollywood greats, staying in the Hollywood Hills home of the late movie director Victor Milner, whose family invited him to the Academy Awards, and meeting Barbra Streisand and Quincy Jones.

Being involved with the America’s Cup was quite an adventure, he reckons.

BUY AND SELLING

Over the years Ian has bought and sold many properties locally and further afield. At his peak, he owned or leased 20,000 hectares

running Angus cows, along with sheep and horses trading as Long Beach Forest Farms. This included one farm near the popular freshwater Kai Iwi Lakes that backed onto the west coast he bought sight unseen.

He’d bid in the auction on the way to a dentist appointment because he was impressed by the surf at that spot. He then had to go and get details about the farm from the Kaipara District Council office after he won the auction – because he didn’t know anything about it. He laments eventually selling it, as it, and another farm he owned close by, have since been turned into pine forest.

Always too busy, Ian has still managed to serve three terms as a councillor with the Kaipara District Council, and as a trustee on the local Pouto Trust.

Not bad for a larrikin an exasperated biology teacher at high school had once described as having the brain of a jellyfish. ■





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Moving from trading cattle back to Angus cows will control the kikuyu on the Port Waikato coastal country of Limestone Downs.

PHOTOS BY TONY LEGGETT

LIMESTONE DOWNS BEEF COW HERD BACK IN BLACK

ANGUS COWS ARE KEY TO THE SOUTHWARD INVASION OF KIKUYU GRASS ON A COASTAL WAIKATO STATION. TONY LEGGETT REPORTS.

Beef cows are making a rapid comeback on a north Waikato coastal station to help deal with an invasive low-quality grass sweeping southward down the western edge of the North Island.

Angus cows will do the grunt work to tackle kikuyu, which now dominates the pasture sward on the coastal country on Limestone Downs, a 3219-hectare Class 4 hill country property south of Port Waikato.

An urgent herd rebuilding plan is underway to boost cow numbers nearer to 500 head, using Angus-sired heifer calves from the

Limestone Downs dairy unit and keeping a higher percentage of heifer replacements from the existing herd of 240 Angus cows and heifers.

Limestone Downs previously had a herd of about 1200 Angus cows, which were the envy of many farmers in the district, and much admired by visitors at the station's annual open days.

But the herd was axed when a decision was made to switch to trade cattle finishing in the late 1990s to better utilise the station's flood-prone but fertile flats. The station was finishing

around 1000 cattle each year until 2013 when about 320ha of the flats were converted to a dairy unit in a bold strategy to diversify income, which astounded many locals.

Over the past two years, the dairy unit area has been reduced to 220ha and cow numbers eased from 650 to 540 cows in milk. The 100ha previously milked off has been returned to the sheep-beef area to allow more scope to finish all the mostly Angus-sired calves born in the dairy unit.

The station's veterinarian, Brent Neal, says the increase in Angus cows will eventually

‘RATHER THAN JUST PUT MORE DRENCH DOWN THE THROAT OF LAMBS, WE’RE WANTING TO MANAGE THIS MORE NATURALLY AND EFFECTIVELY WITH BETTER GRAZING MANAGEMENT.’

bring the sheep-to-cattle ratio down from its current level of 70:30 to 60:40, and it could eventually land at an even 50:50.

“The average now for hill country farms in New Zealand is about 60:40, so we’ve been aiming to move it towards the average, and potentially down to 50:50 in the future,” he says.

“The challenge of that is if we put the whole lot of young cattle on that fibrous kikuyu feed, they will live on it, but they won’t grow on it and they won’t be a profitable animal to farm.

“So, we had to find a class of stock that could eat that low quality feed and perform well for the station,” he says.

Aside from the benefits gained from improving pasture utilisation, Neal expects the re-jigging of cattle and sheep numbers to deliver other benefits, most importantly, a slowing of the onset of resistant parasites, which will lengthen the effective life of drench active ingredients.

Although triple drenches are still providing effective parasite control in the lambs, he is mindful of the advantage of having higher numbers of cattle to mop up more resistant sheep parasites.

“Currently, with the season we’ve had, we’re growing a lot of feed that we can’t graze with livestock, so it becomes a lower quality feed and a wasted resource. So rather than just put more drench down the throat of lambs, we’re wanting to manage this more naturally and effectively with better grazing management,” he says.

An aspirational aim for the station is to use all of the feed grown on the farm, but that will not be possible in a growthy spring and summer like the station has just experienced.

That said, lifting the amount of feed consumed should improve the performance of all classes of stock on the farm.

Neal says there are areas of the station where kikuyu is growing 30–40cm in height

and forming almost impenetrable mats of dry shoots (called stolons), which no animal except cows or possibly rising three-year steers could get through.

By increasing the cow number so the ratio comes down closer to 50:50 sheep to cattle, Neal is confident sheep-beef farm manager Justin Lamb can achieve a better rotational grazing plan for the heavy kikuyu areas.

“At the moment, Justin hasn’t got sufficient cattle to ‘spell’ all his paddocks by grazing them with cattle. That means sheep are grazing some areas constantly, raising the risk of resistant parasite numbers starting to climb which will eventually force us into using more and more drench.”

In 2024, 170 cows calved on Limestone Downs. By keeping a high percentage of heifer calves the previous year, that number grew to 240 in 2025.

“That represents roughly 2000 stock units, so it’s becoming a significant contributor to the stock on the farm. But we are aiming to build that closer to 500 cows which would be 3500–4000 stock units.”

With that number of cows, Neal says staff at the station will be able to consistently rotate



Limestone Downs previously had a herd of about 1200 Angus cows, which were the envy of many farmers in the district, and much admired by visitors at the station’s annual open days.



Limestone Downs sheep and beef manager Justin Lamb addresses the crowd at the open day outlining the plans to rebuild the Angus herd on the station.

'AT THE MOMENT, JUSTIN HASN'T GOT SUFFICIENT CATTLE TO 'SPELL' ALL HIS PADDOCKS BY GRAZING THEM WITH CATTLE.'

cattle after sheep and begin to control areas dominated by kikuyu.

"The cows should still deliver good-quality calves which have been produced at low cost, with few inputs," he says.

Neal says some farmers have asked why the move back into more cows at Limestone Downs has not happened sooner, given the pasture management challenges and animal health risks from not being able to mop up parasite larvae from rotational grazing.

He says over the past 15 years, there has been a significant shift out of breeding cows and into trade cattle finishing in the district because it looked more profitable on paper.

"A lot of the thinking was: breeding cows were not as profitable, and the spreadsheets supported that view. So, there has been a massive reduction in the number of breeding cows in this district over the past 15 years."

"But, this class of stock does a job that is very hard to put a number on for any spreadsheet. Controlling pasture, eating that kikuyu and turning that into milk that feeds calves, they smash a lot of parasites and not become infected themselves.

"It's very hard to put a figure on those benefits.

"But in the past three years, we've begun to see a number of properties in this district putting suckler cows back into their system to regain the pasture management and parasite benefits, which are hard to put a number on in a spreadsheet," he says.

Neal says the future plan will include more targeted weighing of calves from paddocks that have been grazed by cows versus not, to assess the extra production gained from controlling the low-quality feed, particularly the kikuyu, and reduction in parasite larvae.

Re-starting the trading cattle system was considered but dropped in favour of breeding and finishing all homebred cattle, either from the beef cow herd or the dairy unit, which uses predominantly low-birthweight Angus sires across its non-replacement cows.

Another compelling reason for staying with Angus beef cows is that calves from Angus-Friesian cows sired by an Angus bull can also qualify for AngusPure, which provides another 40–50c/kg premium over schedule, if they are in the required range of meat quality measures.

Sheep and beef unit manager Justin Lamb says the main reasons for rejecting trading cattle were the challenge of sourcing sufficient numbers and the risk to the farm's biosecurity, particularly the dairy unit.

"With the beef cows, the whole idea is we can limit their intake over the winter months, but when that kikuyu takes off in the summer, we can open them up on that," he says.

Limestone Downs has a 'no-bobbies' policy for its dairy unit so every calf is reared and moved across to the beef finishing area.

Neal says the current spring-summer has been particularly growthy and growth has surged above normal levels, creating a lot of surplus, lower-quality feed on the hills, outside the flats where most of the beef cattle are finished for slaughter.

"But it was particularly tough last winter and when we looked around the farm in August, every blade of grass was being eaten by something. Mixed-age cows seem to be a good way to have a buffer in the system, they are in great order at the moment, but when times are tough, they will handle losing some of that condition by reducing pasture intake and utilising some of that condition off their back.

The Limestone Downs management board has also committed to invest in further subdivision and to widen the trough network to cover more of the station's hill and coastal country.

"Water has to be top notch if we're going to run a large mob of Angus cows through a hot summer," Neal says.

Some discussion has occurred with a couple of suppliers of virtual fencing options to assess the suitability for Limestone Downs.

Connectivity would have to be improved in some areas of the station to allow virtual fences to operate and there have been reports of collars slipping off the 'barrel' necks of older bulls, which at least one of the providers is currently working on a solution for. ■

COPING WITH KIKUYU WITH ANGUS

Kikuyu is heading south out of Northland at an alarming rate, using the western coastline of the North Island as a passage before establishing itself in pockets of hill country further inland.

There are reports of it as far south as Foxton, in Horowhenua, and it is already dominating coastal pasture swards in areas like western Waikato.

Kikuyu is a grass that originated in Africa and is a popular component of lawn seed mixes available in New Zealand, favoured for its ability to cope with dry summers and remain in a green state.

However, it presents a huge challenge for hill country farmers who cannot mechanically mulch it – the primary management tool used by Northland dairy farmers, who have been coping with kikuyu for many years.

Instead, hill country farmers must resort to 'living' with it. But help is coming in the form of a research project which is hoped can deliver a number of tools for managing kikuyu in hill country situations.

Initial research by a Massey University team in 2024–25 highlighted big gaps in the knowledge of how to deal with kikuyu among North Island farm advisors operating outside the Northland region, but also found strong recognition among the group of the challenges kikuyu presents, particularly on hill country farms.

Massey University professor Paul Kenyon says the research showed low satisfaction among farm consultants with existing control options, which they described as ineffective, complex or inconsistent.

At Limestone Downs, kikuyu is already present in 100% of the pasture sward on the station's coastal country, and there are high concentrations further inland too. This is making it difficult to finish lambs and grow young cattle on this area of the station.

Kikuyu is also creeping into the station's dairy unit, in spite of a regular re-grassing programme. One of the contributing factors is a big population of Canada geese that intensively graze areas of the farm. This allows



Steve Morris discusses using Angus cows for kikuyu control at the February Limestone Downs Open Day.

the kikuyu to establish in bare areas, which eventually spread wider.

Kikuyu offers only low-quality feed, ranging in metabolizable energy from 5–9 megajoules per kg of drymatter, well below the 11-plus required to grow young stock or finish lambs.



Dr Kenyon says the next stage of the research will be to review all the science on kikuyu, then investigate what could be sown into kikuyu-dominant pasture to provide higher-quality feed at times of the year when the kikuyu is either dormant or not growing rapidly.

The team is working with several seed companies who will provide a range of species to try. Results will be monitored using exclusion cages to monitor the performance of the complementary species.

Another option is to test the spray and seed system, commonly referred to as 'spray and pray', using drones or helicopters to apply glyphosate to hill country and reseed it with coated seed, followed by mob grazing with sheep to create better contact between the seed and soil. Dr Kenyon says it hasn't been tried at Limestone Downs before.


Heavy fertiliser application was another option under consideration. ■

'CONTROLLING PASTURE, EATING THAT KIKUYU AND TURNING THAT INTO MILK THAT FEEDS CALVES, THEY SMASH A LOT OF PARASITES AND NOT BECOME INFECTED THEMSELVES.'


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SHEER SCALE OF BIG AUSSIE STUD

A CHANCE TO GET AN AUSSIE BREAK FROM A SOUTHLAND WINTER SAW ANDREW LAW ENCOUNTER SNOW, BUT HIS EXPERIENCES AT BOOROOMOOKA ANGUS STUD HAVE ENCOURAGED HIM TO SEND HIS YOUNG STAFF ON VISITS. BY JACKIE HARRIGAN.



When Andrew Law's team members were locked into hunting trips and not able to spend three weeks at New South Wales' largest Angus Stud, Booroomooka Angus, Andrew jumped at the opportunity to go himself.

"I had met Sinclair Munro, the Booroomooka stud principal and president of Angus Australia in 2024 when my father and I visited the stud on a Bull Walk – and then in early 2025 he visited us back and we got talking about young staff."

While chatting, they realised August was Andrew's quietest month in Lumsden, where he manages North Range Partnership and sharefarms some of his family's Waimara Angus Stud cows.

"But August is the busiest month at Booroomooka, as they are calving 1400 stud Angus cows and also prepping over 250 bulls for their on-farm sale.

"Sinclair said he would love to have a young Kiwi to help out at that time, but when both my young staff members had pre-existing hunting

trips planned, I thought, bugger it, I would go myself!"

Andrew thought he was due a holiday as, along with his wife Jayne, he has been managing North Range for 13 years and hadn't had any big trips.

"I thought it would be useful if I went first and sussed it out for the young guys to go next year!"

So Andrew and Jayne flew into Brisbane and Jayne dropped him off at the northern New South Wales stud to work for three weeks, at the end of the Southland winter.

"I hate winter, so I thought I would finally miss some of it. Then when I got to Booroomooka they had snow for the first time in 40 years – so that was pretty poor timing really!"

SCALE OF BULL BREEDING

With a history stretching back to 1858 and six generations of Munros having farmed Keera, the home of Booroomooka Angus, the stud is one of the oldest in Australia, and 260

'WHEN BOTH MY YOUNG STAFF MEMBERS HAD PRE-EXISTING HUNTING TRIPS PLANNED, I THOUGHT, BUGGER IT, I WOULD GO MYSELF.'

bulls are catalogued annually from the 1400 stud Angus cows.

Andrew says he was very impressed by the sheer scale of the operation, which is run in conjunction with a number of other properties owned by the family around the area of Inverell in New South Wales.

The stud was registered in 1926, although the owner at that time, Hugh Munro, told his son Gordon that the Angus cattle he was promoting should be run out the back of the property in the Booroomooka paddock, and they were to be called that rather than Keera or Munro stud.

Gordon was convinced the cattle would do well and that the maternal traits and foraging

ability of the breed would suit the hilly tough country around Bingara, which previously had run Shorthorn cattle and Merino sheep.

Within a few years of establishment, the Munros were one of five Australian studs importing Aberdeen Angus cattle from Scotland.

Andrew says the stud is celebrating 100 years this year and had imported heifers from Turihaua and other New Zealand studs in the early years.

The Munro family now run 1500 stud cows on the 20,000-hectare Keera farm, and a few commercial cattle, with more steers and commercial cows on Sinclair's father's farm nearby.

Despite the scale, Andrew says the property is run simply, with not too much automation and that the cattle are not at all spoon-fed.

"They are run very commercially, with many on hard country – not your typical well-fed stud farm."

Any of the older cows there deserve their place, and they would've handled any commercial system well, he says.

"They are rolling hills but tough, with not heaps of good quality feed, and some pretty rubbishy pastures that I saw."

The cows are all artificially inseminated using fixed-time AI, but the calving is staggered.

"We spent a lot of time mustering blocks to cut out the cows near calving and then let the others back out."

The side-by-side was set up as a calf marking rig for the new calves, but Andrew says the rest of the work was done on horseback with highly trained cutting horses.

"The head stockman let me use one of his campdrafting horses that really knew what it was doing – I have done lots of horse riding, but riding that horse was a great experience."

Meeting so many different people was a real highlight for Andrew.

"They had a couple of Open Days while I was there and I met so many people and had lots of great yarns about bulls and breeding.

"Same as at the bull sale – that was a lot of work for only a few staff prepping 266 bulls by washing and branding them and then getting them through the ring in an orderly fashion, where we had a lot more help on the day.

"We had 170 buyers registered on the day



Andrew worked tagging calves with the side-by-side decked out as a tagging rig.

and more on the phone and online."

At the sale, 243 bulls sold for an average of \$13,000, selling to Queensland and Tasmania as well as all over New South Wales.

"It was amazing seeing 50–60 sons of the same bull go under the hammer - you could travel all over New Zealand to see that.

"When you go to a place like that you can really see a lifetime's work of breeding cattle."

The team tagged 450 calves while Andrew was at the property and he says he started seeing and identifying cow lines he really admired.

"It would take us years to tag that many at home!"

"Booroomooka owned a bull, Rennylea L519 and it was great to see the 11-year-old in person – there are over 5000 registered progeny by him and they had heaps of daughters in production at Keera."

"It was amazing to see the influence of bulls coming through so strongly in the female lines."

MEAT GRADING SYSTEM YEARS AHEAD

When asked about the standard of the bulls on display, Andrew says they tended to be more performance oriented.

"The big thing that Aussie has is many feedlots and abattoirs and they are all using the same grading system, which is a huge advantage."

Using the Meat Standards Australia (MSA) grading system, all cattle are directly comparable to each other in terms of their carcasses, and the meat quality information that gives farmers and breeders is invaluable," Andrew says.

"One guy was saying that he pushed the IMF (intramuscular fat) up in his cattle and purchased bulls that had a higher score, but then he was able to look at the cows he was breeding and say, well, actually I have taken that a bit far – so he was able to wind it back again.

"Others were talking about the premiums

‘THEY ARE RUN VERY COMMERCIALY, WITH MANY ON HARD COUNTRY – NOT YOUR TYPICAL WELL-FED STUD FARM.’

that were available per IMF score on a carcase – between 30 and 50 cents/kg per IMF grade – that had the potential to add a lot to the price and that information would be invaluable for marketing bulls.

“We really need our meat companies to sort out a similar system for all our meat grading and kill sheet reporting.”

ONGOING OPPORTUNITIES

Having had an amazing experience at Booroomooka, Andrew sees lots of opportunities for ongoing professional development for his staff.

“We have a young guy, James Armitage, who has shown a real interest in the stud and even went to Aussie last year for the World Angus Forum youth event, and he is keen to get over to Booroomooka this year.

“And we will send someone else the following year.

“That’s why I have set up the work opportunity – there are plenty of young people around who need to get opportunities to learn more, and we will send someone else next year.

“I will probably go back myself some time – it was an amazing experience.” ■





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Angus dairy cross calf rears will be surveyed by B+LNZ to determine the challenges and opportunities with the beef on dairy market.

BEEF + LAMB NEW ZEALAND GENETICS

B+LNZ FOCUSES ON BEEF ON DAIRY

TRIALS ARE UNDER WAY TO CONFIRM COMMERCIAL OPPORTUNITIES TO FEED DAIRY CALVES FROM AN EARLY AGE TO SET THEM UP FOR SUCCESS IN THE BEEF MARKET



DUNCAN ELLIOT
B+LNZ

How does the beef industry accommodate the 1.8 million calves born on dairy farms every year that are not currently entering the beef supply chain?

They are both an opportunity and a challenge and Beef + Lamb New Zealand (B+LNZ) is working alongside other organisations to find solutions that benefit both the dairy and red meat industries as work continues to minimise calf wastage.

Duncan Elliott, who has recently joined B+LNZ as an operations specialist, is certainly up for the challenge.

He, alongside Lucy Coleman and others in B+LNZ's Farming Excellence and Science and Research teams, are working on various Beef on Dairy projects – all focused on adding value to the calves born on dairy farms by developing commercial tools that can be used at every stage of the value chain.

Duncan says there are farmers who are doing it well, but there are challenges, particularly with a high-cost production model, and while it can be profitable if farmers get it right, there are pitfalls.

Working from first principles, B+LNZ is working to determine the current state of the industry. This includes surveying calf rears to better understand how calves are being reared across the country.

"We know we have some large-scale rears, and there are a huge number of smaller operators, and we are actively seeking feedback from rears about their systems and what tools they would like from us," Duncan says.

They also want to know what challenges calf rears are facing and what success looks like for them.

They will be drawing on the findings of a number of



LUCY COLEMAN
B+LNZ



Who's ya Daddy?: The Dairy Beef Progeny Test has clearly identified bulls that deliver for both dairy farmers, with calving ease and short gestation, and for beef finishers with fast growth rate and good carcass traits.

‘IF YOU ARE REARING CALVES, IS THERE A COMMERCIAL OPPORTUNITY TO MAKE MORE QUALITY FEED AND MILK AVAILABLE FROM AN EARLY AGE TO SET THE CALVES UP FOR SUCCESS?’

trials underway, Duncan says.

One is a Massey University trial, which is looking at front-loading feed and milk into calves from an early age: “If you are rearing calves, is there a commercial opportunity to make more quality feed and milk available from an early age to set the calves up for success?”

The pair will also be analysing the wealth of data collected through B+LNZ’s Dairy Beef Progeny Trial (DBPT) to understand how it can best be used by the industry.

This includes using the info from the Progeny Test to enable dairy farmers to compare bulls both within and across breeds and find genetics that can add value to their businesses.

Another study is underway looking at how dairy-origin calves sired by good quality beef sires grow and finish compared to industry average beef animals.

This study is being undertaken by On-Farm Research at the Poukawa research farm in Hawke’s Bay, which is representative of the many east coast dryland farms where beef cattle are grown and finished.

“We want to know how they perform in the real world under commercial conditions,” Duncan says.

B+LNZ is working closely with other industry partners and talking to Irish dairy farmers

who are world-leading in minimising wastage in the dairy industry by adding value to their non-replacement calves.

“While their systems are different, we are keen to collaborate with them.”

Dunedin-based Lucy Coleman is a scientist who is leading the communities of practice and extension work for B+LNZ’s Beef on Dairy work.

Lucy says while they are looking to establish communities of practice with dairy farmers and calf rearers ultimately, they will be working towards establishing these communities along the whole beef on dairy supply chain.

Lucy did her PhD on phase one of B+LNZ’s DBPT so feels she has come full circle and is looking forward to taking what was learnt in the initial phase – and the findings of phase two and three – to help dairy farmers, calf rearers and ultimately finishers generate the best value from calves born on dairy farms.

A large piece of her extension work will be around the value of the DBPT and how that data can be used to improve the genetic merit of beef-on-dairy calves.

She says the DBPT has clearly identified bulls that deliver for both dairy farmers – with calving ease, low birthweights and short gestation – and finishers with fast growth rates and good carcass traits.

“B+LNZ is working on ways to speed up the

feedback time for the breeders involved, so these DBPT bulls can be better used by dairy farmers. However, the number of progeny-tested bulls is small, and there is a much wider pool of bulls, often younger, available to dairy farmers.”

“The 10 years of data has provided a strong foundation for this work, but progress is still reliant on breeders submitting bulls to the Progeny Test.”

The initial work focuses on breeds that have been well-represented in the DBPT, and the team is hoping to include more beef breeds over time.

“While the current dataset gives us a strong base, the work is identifying how we need to fill the gaps for other breeds,” Lucy says.

“Once we have enough data we can start extrapolating that information across the wider bull community.” ■



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The Beef Progeny test confirms Angus continues to perform strongly and has real strength in several key maternal traits.

BEEF + LAMB NEW ZEALAND GENETICS

ANGUS MATERNAL STRENGTHS SHINE IN B+LNZ BEEF PROGENY TEST

For New Zealand Angus breeders, the latest results in Beef + Lamb New Zealand's Beef Progeny Test report deliver a clear message: Angus continues to perform strongly – and in several key maternal traits, the breed is showing real strength.

For more than a decade, Beef + Lamb New Zealand (B+LNZ)'s Beef Progeny Test (BPT) has built a comprehensive commercial beef dataset. A defining feature of the programme has been the retention of as many commercially viable daughters from maternal progeny test sires as possible within the cow herds, allowing maternal traits to be measured across multiple years and calvings.

The most recent report published at the end of February, focuses on maternal performance for sires involved in both the original Beef Progeny Test and the ongoing INZB across-

breed Beef Progeny Test. Together, these results provide insight into how sires have performed over time, and how they're stacking up in the current across-breed progeny test.

COW SIZE AND CONDITION

Across all breeds in the BPT, the average cow weighed 544.4kg, had a body condition score (BCS) of 6.9 and a hip height of 128.5cm.

Two Angus bulls ranked inside the top 10 for mature cow weight. While heavier cows may return more when culled, this trait is highly dependent on environment and farm goals – bigger isn't always better.

Angus bulls made a stronger impression in body condition. Out of 129 bulls assessed for BCS, nine Angus sires ranked inside the top 20, with three in the top 10, including the #2 and #3 positions. Hip height results followed a

similar story, with eight Angus sires among the top 20 sires for this trait.

The report reinforces that body condition score is a highly relevant trait for reproductive success. BCS is moderately heritable, at about 27 per cent, meaning there is opportunity to influence a herd's ability to maintain condition through genetic selection.

The report also notes a modest genetic correlation (25 per cent) between cow BCS and rib fat depth measured in young heifers and steers. While sires with higher rib fat EBVs tend to produce daughters with slightly higher BCS, the correlation is not strong enough to consider rib fat depth a good predictor for cow BCS on its own. This means using fat depth EBVs to improve condition score will add a lot of fat to carcasses relative to the improvement in BCS of cows.

‘THE REPORT REINFORCES THAT BODY CONDITION SCORE IS A HIGHLY RELEVANT TRAIT FOR REPRODUCTIVE SUCCESS. BCS IS MODERATELY HERITABLE, AT ABOUT 27 PER CENT, MEANING THERE IS OPPORTUNITY TO INFLUENCE A HERD’S ABILITY TO MAINTAIN CONDITION THROUGH GENETIC SELECTION.’

MILK AND FERTILITY

Across all breeds, the average pregnancy rate in the BPT was 92 per cent, with average days to conception sitting just under 25 days. On both traits, Angus sires performed well.

Of the 97 bulls assessed for pregnancy rate, 30 Angus sires ranked inside the top 50, including nine in the top 10.

Days to conception followed a similar trend: Of the 110 sires assessed for this trait, 26 Angus sires ranked inside the top 50, with six appearing in the top 10, including #1 and #3 ranked positions.

The BPT data confirms both pregnancy rate and days to conception are heritable traits, meaning genetics play an important role. With Angus performing strongly, breeders can be confident that selecting the right sires can improve rebreeding outcomes.

REBREEDING PERFORMANCE

Replacing females after their first successful calving season is the most expensive stage in the lifetime production cycle. Replacement costs are high, and returns from calf weaning until this point are limited. Greater emphasis on rebreeding ability in two-year-old rebreeding heifers reduces losses.

Research has shown meaningful sire variation in pregnancy rate (heritability of 12–14%) and days to conception (heritability of 11–21%) in two-year-old heifers – indicating genetics has a significant impact on the ability of two-year-olds to rebreed.

These latest results in the Maternal Report underpin the breed’s performance across the full spectrum of commercially important traits. At the same time, the across-breed Beef Progeny Test continues to highlight the valuable variation that exists both within and across breeds – and the opportunities this presents for ongoing genetic improvement. ■

For more detailed information on specific sires and their rankings in these traits, refer to the full report here: bit.ly/BPT-Maternal-Report-2026



The Beef Progeny Test is run on the Kepler Farm site.

PUKE-NUI — ANGUS —

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NOT JUST YOUR AVERAGE BURGER – THIS VERSION IS CREATED WITH A SIMPLE MINCE PATTY, TOPPED WITH A REFRESHING MIX OF MINT, YOGHURT AND A CRUMBLE OF BLUE CHEESE FOR ADDED FLAVOUR. TO FINISH OFF, SERVE IN A WARMED OR TOASTED PITA BREAD AND DIVE IN. TRUST US, THIS RECIPE IS EASY, QUICK AND BIG ON FLAVOUR.

BEEF

500g Quality Mark beef mince
 1/2 cup fresh breadcrumbs
 4 spring onions finely chopped
 2 garlic cloves crushed
 1 egg lightly beaten
 2 Tbsp Worcestershire sauce
 3 Tbsp parsley finely chopped
 A pinch of chilli flakes

TO SERVE

1 cup plain unsweetened yoghurt
 2 Tbsp mint leaves shredded
 4 pita bread
 8 handfuls lettuce
 100g blue vein cheese crumbled

TO MAKE PATTIES

1. Place all the ingredients in a large bowl and mix well.
2. Season well and shape into 4 large patties.
3. Heat a dash of oil in a large frying pan over a medium heat (or heat a barbecue plate until hot) and place the patties on.
4. Cook for 16-18 minutes, turning and cooking the sides as well until they are cooked through.

TO SERVE

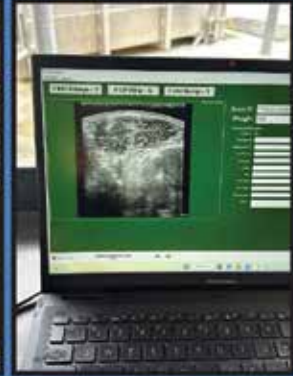
1. Mix together the yoghurt and mint.
2. Soften pitas as per packet instructions or toast.
3. Place salad leaves moistened with a little yoghurt and mint dressing into the pita, follow with the beef patty and a scattering of blue cheese.
4. Serve with remaining yoghurt and mint dressing in a small bowl.



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Mat and Kiley Bailey run Bailey Scan & Brand.

NEW SCANNING TECHNOLOGY LIFTS DATA ACCURACY AND INTEGRITY

TECHNOLOGY IS ALWAYS CHANGING AND MOVING ON – IT’S ONE OF LIFE’S IRREFUTABLE TRUTHS – LIKE DEATH, TAXES AND THE UNRELENTING MARCH OF TECHNOLOGY. JACKIE HARRIGAN REPORTS

When Mat Bailey from Rotherham, North Canterbury, heard about the new and markedly more accurate methods being used in the United States for scanning and measuring beef eye muscle area, intramuscular fat and rump fat, he thought it was worth investigating and providing services to stud breeders alongside his freeze branding services business.

Mat originates from the Wairoa region, but has lived in North Canterbury for 18 years, having stayed on after a Lincoln Diploma of Farm Management.

He and his wife Kiley, who was a contracted netball player with the Canterbury Tactix, have lived in the region since Mat was shepherding at Montrose Station, then a manager at Cranford Downs for Ben Dampier-Crossley.

They live with their three daughters on Cranford Downs, a 1000ha half-irrigated and half-dryland property at Rotherham, where they run 1700 Romney ewes, 250 Angus cows and 700 May-May dairy grazers.

“We also sell crop and grass balage and grow 50ha of fodder beet.”

Matt started his freeze branding business at Cranford Downs doing local cattle and his business grew as he travelled and balanced it with his manager’s role.

NEW TECHNOLOGY FOR SCANNING

“I was chatting with stud breeders whilst freeze branding and the conversation arose about what new technology is out there in the carcass scanning world, and how data is collected and submitted,” Mat says.

“I heard about another, newer technology being used in the US, with far higher accuracy rates and thought I would check it out.”

After a month’s research, Mat learned all about the Centralised Ultrasound Processing (CUP), using an ExaGo Ultrasound machine – where the technician scans and submits one rump image, two or three eye muscle images (EMA) and five intramuscular fat (IMF) images to an accredited laboratory in the US, along with animals’ weights taken at the same session. The measurements are standardised across all the animals by using reference points to take each measurement at exactly the same place every time.

All five IMF images are assessed through their software to return the highest data accuracy.

At the lab, the data is analysed for quality of the images, with the best used for analysis before results are reported against a model built up over the past 22 years of data.



The setup at Texas A&M University where Mat had to scan 40 individual cattle for CUP carcass scanning. The measurements were validated against actuals when the cattle were subsequently killed and actual measurements taken.

‘WE ALL NEEDED TO SCAN 40 INDIVIDUAL CATTLE EACH AND SUBMIT THE MEASUREMENTS – AND THEN THE CATTLE WERE ALL KILLED AT THE WEST TEXAS UNI ABATTOIRS AND ACTUAL MEASUREMENTS TAKEN TO JUDGE OUR SCANNED MEASUREMENTS FOR ACCURACY.’

The resulting data is then reported back to Mat to pass on to the farmers, usually arriving in two to seven days. The data is also then reported to BREEDPLAN or PPB for inclusion in genetic analysis.

TRAINING AND CERTIFICATION

Mat travelled to the US in October 2024 to Iowa State University to train in the CUP system and learn how to standardise data collection. After a quick two weeks at home, he then went back to Amarillo, Texas, to West Texas A&M University to undergo certification with the Ultrasound Guidelines Council (UGC) of America.

The certification was intense, he says, with 120 scanners going through the process together.

“We all needed to scan 40 individual cattle each and submit the measurements – and then the cattle were all killed at the West

Texas Uni abattoirs and actual measurements taken to judge our scanned measurements for accuracy.

“They cut out all the rib eye muscles and put them through an ether extraction process in the lab that ether-extracted the fat out of the meat to get a true intramuscular fat reading.

“So our readings were compared with the actual data and you have to be a certain percentage of accuracy to pass.

“I managed to pass, and to get certified for two years, and I will return to the USA this spring to re-certify, then I am eligible to certify again in absentia providing I have scanned over 3000 head of cattle and submitted 250 cattle annually to the CUP Lab at the required pass rate.”

There are also tough rules for failing the certification process, Mat says.

“If you fall outside those numbers and then fail the recertification process you are precluded from scanning cattle for 12 months – it’s pretty cut-throat.”

CERTIFICATION FOR STANDARDISATION AND ACCURACY

UGC is the governing body of all the CUP Labs and Mat thinks there is great value in the scanning technicians working in industry in New Zealand and Australia being certified in a similar fashion.

The protocol for measuring under the UGC guidelines, means all technicians take measurements at exactly the same spot on each animal – so the measurements are much

more accurate, Mat says.

“I am trained to take images in exactly the same place every time, with reference points – if I don’t have the reference points, I won’t get data back. There is no cutting of corners.

“The whole thing only works if we are all comparing and measuring exactly the same way across the board – and really the only way for a breeder to get ahead is to accurately identify the outliers and elite animals, so they can take their breed in the direction they desire.

“When I did my research, I couldn’t believe how far behind New Zealand and Australia are in the game – our measuring technology and protocols are a wee bit outdated and allowed for far too much subjectivity, I believe.

“A third-party certification scheme, data measuring, and data submission system ensures data integrity is first and foremost.

“All stud data is unbiased and unsubjective through this system.”

Mat is excited with Angus NZ moving to Helical as they now accept raw data down to two decimal places, previously all fat measurements were rounded to whole numbers and EMA and IMF to one decimal place.

For example, an animal with 3.49mm rump fat was rounded to 3mm and an animal 3.51mm was rounded to 4mm, this simply removed the accuracy, discredited one animal and credited the other, he says.

Simmental NZ has also moved to Helical with their move to IGS, who recommend UGC-certified scanners for all data collection.

JUMP IN ACCURACY

Mat's new technology scanner is an ExaGo Ultrasound machine from IMV imaging.

"The new machine (new to New Zealand but has been used at the CUP Lab for the last eight years, was originally certified in 2017 after two years of model development) is digital and so much more accurate. The CUP Lab are constantly working on new machines, but the ExaGo still can not be beaten on accuracy and reliability," he says.

"The old machine could only find IMF from 1–8.2%, but we have been finding animals with marbling of between 0–17% with the ExaGo."

Breeders will be excited about finding those outliers, he believes.

"We found some Angus heifers with IMF of 12.8% recently, which is great news for that breeder who puts high influence on that trait."

Overall, the accuracy of the ExaGo for scanning IMF is mid 90%, Mat says, compared with the 65% accuracy of the older machines.

The EMA accuracy is also slightly better as the visibility is better on the ExaGo machine.

"The ExaGo machine combined with the CUP analysis programme will bring huge

benefit to both stud and commercial breeders in New Zealand," Mat says.

"I've since bought the CUP Lab measuring software for doing commercial IMF (crush-side) measuring only, all full data sets (rib, rump, EMA, IMF) and stud images will be sent back to the States to be traced by the techs in the lab dark rooms accurately."

GROWING CLIENTELE

Mat says he can offer a one-stop service of scanning and freeze branding in the same visit, which is finding favour with many breeders. Mat's wife Kiley is also a pregnancy scanning and AI technician.

"The market is still growing, but I scanned around 10,000 animals last year in the scanning season, which runs from October-

Christmas and then mid-January to April.

"Scanning is done at 300–400 days of age and we can scan 35 heifers or bulls per hour.

"I am lucky to have a very understanding boss in my day job, Ben also trained with me at the CUP Lab whilst on return from the Mongol horse derby – if I break an arm I'll make him hold the probe for me," Mat laughs.

Mat and Kiley enjoy travelling around the country scanning and branding, meeting new people and providing a laugh on the way.

"It has been great getting all the positive feedback from breeders with the new technology and CUP Lab system, and tying the freeze branding in has been an added bonus, saving ourselves and farmers extra days in the yards – a bit of a one-stop-shop so to speak." ■

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Research into whether Days to Conception is a better predictor of fertility could see a new EBV being developed in the future.

DEVELOPING AN IMPROVED EBV FOR DESCRIBING FERTILITY

THE TRAIT OF DAYS TO CONCEPTION IS OFFERING PROMISE IN THE SEARCH FOR HERITABILITY OF FERTILITY, DAVE WARBURTON WRITES.



DAVE WARBURTON
BVSC

WHY IT MATTERS?

We know from multiple large-scale overseas studies that females that get in calf early as a heifer and get back in calf early as a first-calver are typically in the herd until they are culled for old age.

These females are the most profitable animals in the cow herd because they rear their calves for the longest period each year and therefore should wean the heavier calves.

We know in New Zealand beef herds that pregnancy rates and cow weaning rates are still relatively stagnant across the decades, in the low 80s, meaning many herds are not generating enough replacement females to replace the dry females, let alone allowing the opportunity to cull for other reasons.

Fertility traits are the most economically important

for a beef cow herd production cycle, yet they are generally only lowly heritable and therefore limiting the rate of genetic progress.

Currently, genetic improvement of maternal fertility in NZ beef herds relies on the trait called Days to Calving as the interval between mating start and calving date. However, this measure is only lowly heritable at 0.04, and combines two biological processes, time to conception and gestation length without distinguishing them.

So our challenge is that we need to identify another method with improved heritability to measure fertility of the female.

Identifying actual conception dates (through foetal age scanning and/or sensor data) alongside calving dates would allow fertility to be broken down into more specific component traits such as Days to

Conception and gestation length under natural mating systems. Evidence from the dairy industry supports this approach.

We know that getting first-calving heifers back in calf is the biggest challenge for the female, she is still growing, she is lactating and must cycle and conceive. It's a lot of pressure to do all this in our seasonal window we require for our production systems.

Previous research from the B+LNZ Beef Progeny Tests has shown that rebreeding the 2-year-old heifers following their first successful calving season exhibit the greatest genetic variation for fertility. Days to Conception had an estimated heritability of approximately 0.11–0.21 suggesting this trait could be a better description of maternal fertility.

This is great news as it is also likely that this trait will explain lifetime fertility which means we are getting this trait measured in a younger age animal.

So the next step is that B+LNZ and the breed societies for Angus NZ and Hereford NZ



are working with stud breeders to confirm the results found in the progeny test will also be valid for the studstock populations.

We have asked a few breeders who naturally mate a larger number of first-calving 2023-born females in 2025 to help us by foetal age pregnancy scanning these animals so we can confirm this new trait, Days to Conception, is a better predictor of fertility.

The timeline for an answer to the question may take one or two seasons, depending on the number of females with data.

If the answer to the original question is yes, then this trait is an important addition to the existing suite of EBVs.

This is another exciting collaboration between Beef + Lamb New Zealand (via BLG) and the breed societies. ■



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- Online bidding will open approx 1 week earlier, with full videos and commentary of every lot online at www.meadowslea.co.nz
- Livestream video and interactive chat





At the Fat Duck in Te Anau, Cam believes in elevating pub food to highlight New Zealand's top-quality ingredients.



Cam Davies believes Southland is the foodbowl of New Zealand.

PHOTOS SUPPLIED BY BEEF + LAMB NZ, WILL SCOWN

SUPERYACHTS TO TE ANAU: BEEF AND LAMB ALL THE WAY

AWARD-WINNING PUB CHEF CAM DAVIES IS REVELLING IN HIS EXPERIENCES RUNNING A SMALL-TOWN GASTROPUB IN SOUTHLAND, JACKIE HARRIGAN WRITES.

Keeping the style simple and elevating the use of top locally grown ingredients, alongside a friendly pub vibe, saw Cam Davies and Selina Wright's Te Anau establishment, The Fat Duck, win the top gastropub award for 2025.

Beef + Lamb Ambassador chef Cam has cheffed on superyachts in the Caribbean and the Mediterranean and worked at some of London's finest restaurants, but he's finding his groove in small-town Fiordland, as executive chef and owner of The Fat Duck, awarded the honour of New Zealand's best Gastropub by Hospitality NZ in 2025.

After the 'bright lights, big city' of London and the excitement, but high stress levels of catering for very wealthy people on superyachts, Cam and his partner Selina are

reveling in the ease and community spirit of small-town New Zealand.

Not that he has opted for a quiet lifestyle – the small town of Te Anau, on the doorstep of Fiordland, New Zealand's largest national park and tourism mecca, swells from its permanent population of about 3000 to many times that in the summer, when it becomes the gateway to Milford and Doubtful Sounds and the many Great Walks in the area.

Cam grew up in a small rural community on the outskirts of Christchurch and trained at the Christchurch polytech in 2004/2005, when he tossed up between a career in farming, butchery or cooking.

Cheffing took him around the world and exposed him to new products and techniques, but when he and Selina returned to New

Zealand with a baby onboard, they found The Fat Duck and moved to Te Anau.

"We love the small town of Te Anau and the lake – right on the doorstep of so much nature. There is a close knit community, no traffic and still has the classic NZ small town vibe.

"It's a great place to bring up our two boys, aged 10 and five, and run a food business."

The lifestyle is a great mix of a crazy busy summer tourist season and a slightly slower winter where they can unplug and unwind a little – although the winters are getting busier, Cam says.

As far as the food goes, Cam believes Southland is the food bowl of the country.

"We have great fish, great beef and lamb and amazing vegetables all around us – so we are trying to use as much local produce as we



Cam was named a Beef + Lamb NZ Platinum Ambassador Chef in 2025.



Cam plating up a beef dish.

'WE HAVE GREAT FISH, GREAT BEEF AND LAMB AND AMAZING VEGETABLES ALL AROUND US – SO WE ARE TRYING TO USE AS MUCH LOCAL PRODUCE AS WE CAN.'

can. Using those small local growers keeps the money in Southland – it's just buying really good products and using simple techniques to prepare them.

"We are so lucky in New Zealand, we don't have to disguise stuff. As chefs, we can use simple techniques and don't have to get too complicated because the ingredients are so good."

THE RISE OF GASTROPUBS

Cam explains the gastropub term by returning to the origins of the movement in the United Kingdom.

"We noticed in the UK, the old pubs were changing – they were moving to serving great food in the pub setting, having a good food

offering alongside their drinks.

"When we bought this place, it was just a pub with normal pub food, and we have retained the fish and chips and the burgers, but we also expanded the offering to really good restaurant quality meals – but still in the setting of a friendly local bar that the clients want to return to regularly.

"We are making all our own sauces and stocks in house, and ensuring we have top quality local ingredients and interesting meals.

"It's quite a young thing in NZ so everyone is going to have their own take on it – but to make a food and beverage business in NZ work with the new drinking laws, you have to have a good food offering.

"We are sticking to our pub roots, but elevating the offering."

After Covid, Cam decided to build his brand, alongside the restaurant business and brand and so put his 'hat in the ring' to become a Beef + Lamb Ambassador chef.

"Four years ago, I applied to become a Beef + Lamb Ambassador for 2022 and 2023 and was selected and then I was reselected for 2024 and 2025.

"In December 2025, I was then lucky

enough to be awarded a Platinum Ambassador role with Beef + Lamb, which was a huge honour as this title has only been awarded to ten chefs in over 30 years.

"I have always been very passionate about New Zealand beef and lamb.

"When I was on the superyacht, money was no problem and we could buy in the best of the best, and I always bought New Zealand beef and lamb.

"It's pretty special when you are from a small part of the world and all the best chefs want to buy your products.

"I feel extremely proud of our farmers and the work they do and the quality of the products they produce – often in difficult weather and circumstances."

INFORMATION FLOW BETWEEN FARMERS AND CHEFS

Talking of the information flow between farmers and chefs, Cam says they are probably in the same boat.

"Often, we are producing meals, just as the farmers are producing beef and lamb cuts, and they don't get a lot of feedback – which is hard.



“I would like to reassure them they are doing a great job – I really think our grassfed beef is second to none. I really prefer grassfed, it’s much better flavour and cleaner on the palate.”

Scotland and Argentina are also providing good products, but he thinks New Zealand really stacks up in terms of consistency and quality and the flavour is second to none.

“And on the lamb side, I really do believe we have the best lamb in the world.”

As a chef, consistency is king – consistency of flavour, and of size of the cuts, Cam says, which he says he understands is difficult for farmers with different breeds.

Provenance is one thing that would be good to have more information about for chefs, so they can pass that on to their diners.

“We try to build out the menu so that customers can read about where the ingredients are from, especially for overseas people, but it would be great to get more information, like a barcode that can trace back to the farm of origin.

“I really feel that we have everything that the world wants, but we are not great at telling

our stories – I feel the big companies need to get better at providing more information.”

An exciting development, Cam says, is the resurgence of microbutcheries, with two new ones opening in Southland over the past few years, which enable chefs to work closely with their butcher to understand exactly where all the products are grown.

“These smaller players are starting to trend up, I am hopeful in the next ten years there will be more micro-abattoirs opening around the country.”

WHAT’S HOT IN BEEF?

“The price of beef is white hot at the moment – that’s what hot!” Cam exclaims.

“Beef is probably the most expensive protein at the moment and chefs have to get clever with carcass utilisation to maximise the value of the secondary cuts in case the primary cuts are too expensive for punters on a Friday night.

“I actually prefer the taste of some of those secondary cuts more than the straight steaks – using braising techniques to render the higher level of fat out means the flavour profile

stays and the rise of the low and slow US BBQ movement has encouraged chefs to try out other cuts.”

The price is dependent on the export market for the beef cuts, but Cam says he has been developing dishes for eye of rump and rump heart and producing alternatives like the Picanha, a flavourful Brazilian cut from the rump (sirloin cap), known for its triangular shape and thick fat cap, which keeps it juicy and tender when cooked.

“The Argentinians and Brazilians have made this cut famous, and it’s really delicious when it’s done right.

“Although we serve ribeye through the summer as it’s such a high-volume seller, I actually prefer four or five different steaks before fillet, for their better flavour.

“And when the weather cools and we are coming into winter, you will see us get a bit more clever with the use of those secondary cuts and use of longer braising techniques – and the suppliers are also cottoning on to that.

“Butchers are getting more clever and so are chefs.” ■

THE BEST BURGER EVER TIPS AND TRICKS



Cam's best ever beef burger has two succulent patties, heaps of caramelisation, and a good quality cheese and sauce on a brioche bun – and you can leave the greens on the side salad!

THE SECRET TO A GREAT BURGER

Cam was kind enough to share his 'best burger ever' tips.

Sourcing your own beef and mincing it yourself makes a huge difference to the taste, he says.

"I grind my own beef – and put in a ratio of 50% chuck steak and 50% brisket."

Or talk to your local butcher and get them to do you a special grind, with a good amount of fat in the pattie for maximum caramelisation, he says.

Cam's favoured technique is to make smashed burgers with a really hot grill plate.

"You get your pattie balled up and then smash it on to the grill and smash it down with a burger press to get a nice thin pattie that gets lots of crispy caramelisation underneath."

The caramelisation takes up to five minutes and the plate needs to be really hot, to render out the fat and complete the process.

"It needs to be really crispy, then flip it over to do the other side and then a nice bit of cheese there on top.

"Put a couple of patties together with a nice brioche bun – good quality cheese and good quality bun – and I like it simple with a nice BBQ sauce and barbecued onions. I usually put Al Brown's BBQ sauce in there (Al Brown's Double Brown BBQ sauce)."

Cam has a 'keep it simple' ethos.

"You can put some garlic powder and onion powder and different spices into the mince if you want, otherwise just a good quality salt and pepper – the secret is all in that caramelisation.

"I love those barbeque flavours straight off the barbeque for me – you can keep the lettuce in the side salad.

"You can have the salad instead of chips if you want to – but it can stay out of the burger in my opinion." ■

'YOU CAN PUT SOME GARLIC POWDER AND ONION POWDER AND DIFFERENT SPICES INTO THE MINCE IF YOU WANT, OTHERWISE JUST A GOOD QUALITY SALT AND PEPPER – THE SECRET IS ALL IN THAT CAMELISATION.'



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Kendall Langston.



Andrew Powdrell from Turiroa and PGG Stud Stock Agent, Emma Pollitt, in deep conversation pre sale.



Gene Bryce and Andrew Law.



George Gregory.



Harry Smith and Jarred Andrew, FMG



Kendall Langston and Mike Smith.



OUT AND ABOUT WITH ANGUS

Christopher Luxon, Gisborne Show

Deb Orr, Red Oak Angus.



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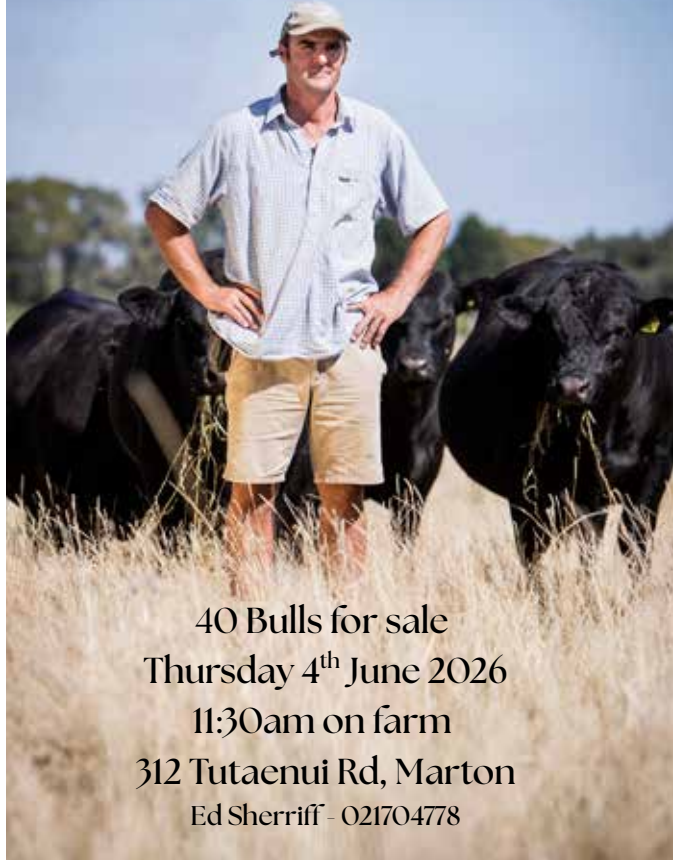
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Gallagher's new tech is working on seamless data synchronisation – so data flows automatically with maximum accuracy.

NEW INTEGRATION TAKES THE WEIGHT OFF BREEDERS' DATA MANAGEMENT

In late March, seamless data synchronisation between Helical and Gallagher Animal Performance goes live, eliminating manual data entry and strengthening genetic accuracy for Angus breeders.

The collaboration between Angus NZ and Gallagher Animal Management marks a significant milestone: the first integration where breeders can see day-to-day farm data captured in the yards flow automatically into the Helical platform. Each time cattle are weighed using Gallagher weigh systems, key events such as weight records, calf entry, body condition scores and docility scores can

synchronise automatically – transforming how breeders manage performance data.

REDUCING COMPLEXITY, INCREASING ACCURACY

Since Angus NZ transitioned to the Helical platform in September 2024, breeders have praised the system as the biggest advancement in registry data management in over a decade. The Gallagher integration now delivers on Angus NZ's promise of Helical's agility and simplicity by connecting the visual platform with the physical work happening in the yards.

“The integration removes admin, lifts data accuracy, and makes it easier for breeders to record more meaningful performance data.” said Angus NZ spokesperson Jane Allan. “That directly improves EBVs, strengthens the Angus registry, and helps members make better breeding decisions with less effort.”

The hands-off approach means breeders can focus on animal management and breeding decisions rather than data administration. The timing is particularly valuable, launching just as breeders prepare for April bull sales, providing streamlined tools that save hours of manual work while

improving the reliability of genetic information going to market.

Gallagher Business Development Manager Mark Maitland has been working with integration trialists across the country, and the feedback has been overwhelmingly positive. “It’s a fundamental shift in how breeders manage performance data,” Maitland says. “Gallagher is proud to be leading the way to support Angus breeders into the future.”

LOOKING AHEAD TO A CONNECTED FUTURE

The partnership reflects Gallagher’s long-standing commitment to connected systems and farmer-owned data, principles that are increasingly critical as farmers face mounting pressure to deliver sustainability and traceability data.

This philosophy has driven Gallagher’s partnerships across the agricultural technology landscape – from livestock performance systems like LIC MINDA to farm management platforms like FarmIQ and traceability systems like NAIT. Each integration reflects the same principle: systems should work together, not

create silos.

“Collaboration, data integration and ongoing support are essential to helping farmers achieve the efficiencies needed to secure a premium for their products in global markets,” Maitland says. “What we’re delivering with Angus NZ demonstrates exactly that – technology that works seamlessly together to give breeders more time for what matters.”

KEY TAKEAWAYS

For Angus breeders, this approach delivers immediate, tangible benefits. By eliminating the data entry burden, the integration allows them to redirect their time and attention toward what matters most – breeding decisions, animal management and producing cattle that meet market demands.

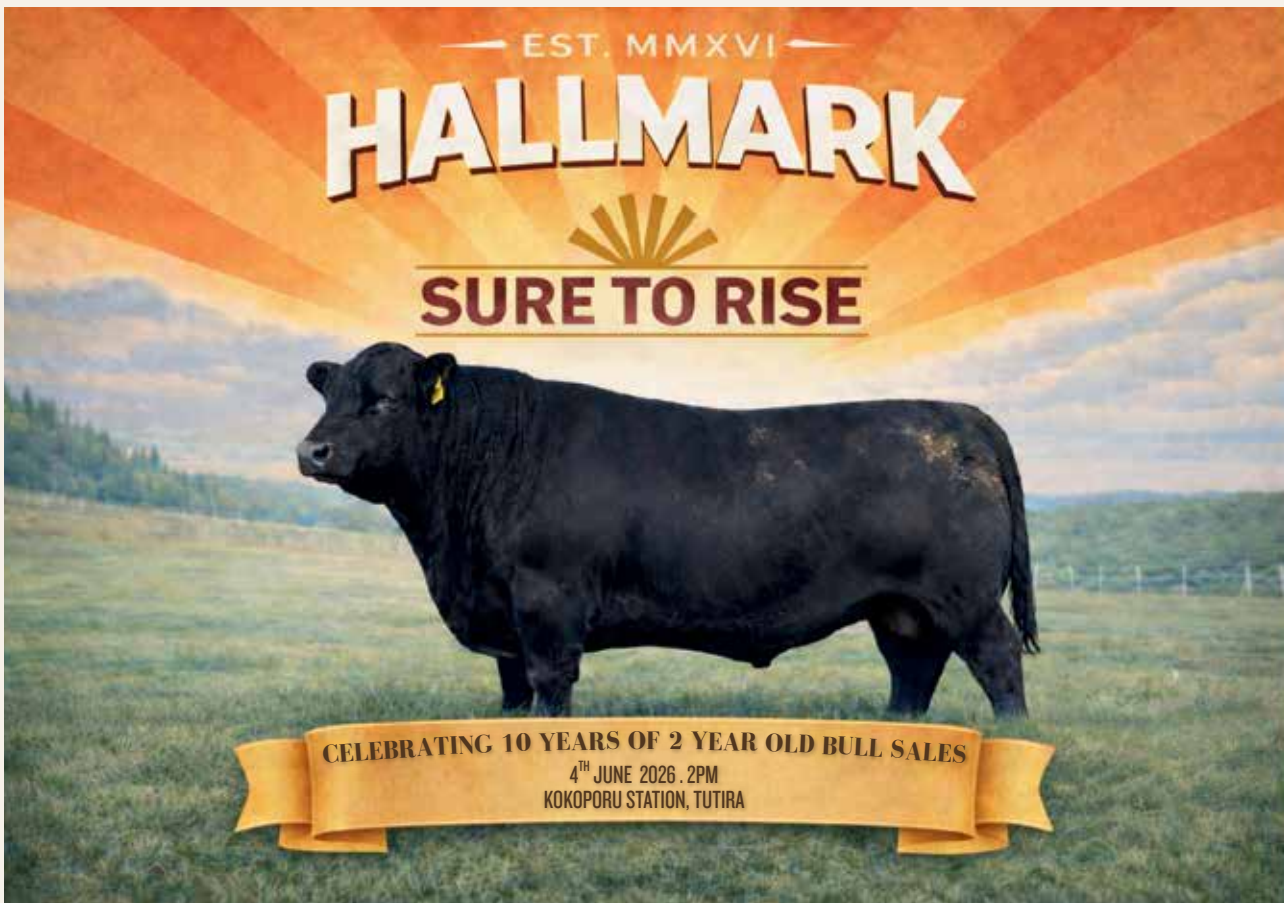
The Angus NZ-Gallagher integration goes live in late March, with both companies continuing to refine the system based on ongoing breeder feedback.

Agri-tech and integration partnerships like this will help farmers streamline operations and achieve production and performance efficiencies. ■

NEXT STEPS

To activate the integration, breeders should activate via their Helical stud portal.

Support material will be available on Tip Sheets via the Helical support hub.





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FROM THE BOARDROOM

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**KENDALL LANGSTON,
INDEPENDENT
DIRECTOR**

The farming year is well under way and, despite a mediocre summer for campers, conditions have been favourable where it matters most — in the paddock.

Consistent moisture and strong pasture growth have supported stock health and onfarm productivity, setting a positive tone across much of the country. For a grass-based production system such as ours, that matters.

More significantly, the global context is working in New Zealand's favour. Demand for high-quality protein continues to rise, driven by population growth, rising incomes in emerging markets, and shifting dietary preferences. At the same time, structural constraints in a number of major producing regions — including land pressure, water scarcity, regulatory tightening and herd contraction — are limiting global supply growth. The result is an increasingly evident protein shortfall.

New Zealand sits in a strategically advantaged position within that landscape. Our pasture-based systems, strong animal health status, traceability frameworks and reputation for integrity allow us to consistently produce premium grass-fed beef that meets the expectations of discerning global consumers. Importantly, this is not commodity beef; it is differentiated protein aligned to natural production systems and lower-input models.

We are seeing this reflected in both demand volumes and price signals.

Farmers are benefiting from firm schedules across

beef and lamb, supported by resilient international markets that value quality and provenance. While volatility remains a constant in global trade, the medium-term fundamentals for premium red meat remain sound.

Within this broader opportunity, genetic progress will be a critical enabler of sustained competitiveness. In late 2025, Angus New Zealand implemented the Helical platform, providing members with advanced tools to manage and analyse genetic and genomic data. This represents a significant step change in evaluation capability and industry agility.

Enhanced Estimated Breeding Evaluations, combined with improved genomic integration, will accelerate genetic gain and deliver tangible performance improvements in both seedstock and commercial herds.

Training and familiarisation are well underway, and as the system beds in, the downstream benefits will become increasingly evident — improved fertility, growth, carcass performance and overall herd efficiency. In a global environment where productivity and sustainability must advance together, genetic precision will underpin long-term success.

Taken together — favourable pasture systems, strong global protein demand, premium positioning, and accelerating genetic capability — the New Zealand beef sector is well placed for the years ahead. It is, without doubt, an exciting time to be part of this industry. ■



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HAWKE'S BAY BULL SALES 2026



HAWKE'S BAY BULL WALK
14th – 15th May

SALES BY PRIVATE TREATY:

WHENUAPAPA

8th June
Andrew & Debra Stewart
027 443 5748

TAPAHIA

2nd June
Jeremy & Kate Cullwick
027 374 6734

MOANAROA

17th June
Hugh & Kate Ramsden
027 228 3940

SALES BY AUCTION

HALLMARK

On Farm
4th June, 2.00pm
Max & Lucy Tweedie
027 404 5205

GLENGYLE

On Farm
7th June, 11am
Sam & Emma Mann
021 025 66101

SHAMROCK

Stortford Lodge Saleyards
8th June 10.00am
Harold & Rachael O'Grady
027 486 3901

MT MABLE

On Farm
8th June, 2.30pm
Kevin & Megan Friel
027 667 7795

DANDALEITH

On Farm
9th June, 10.00am
Willy Philip 06 374 8857
John Philip 06 374 2861

ELGIN

On Farm
9th June, 3.00pm
Sam & Sarah Duncan
021 720 385



Everyone on a farm has a role in maintaining farm safety.

KEEPING EVERYONE SAFE

WHAT'S ON THE HORIZON FOR HEALTH AND SAFETY: WHAT FARMERS NEED TO KNOW IN 2026



**SANJA MARIN,
DUNCAN COTTERILL**

**LEGAL EXPERT
SANJA MARIN
ANSWERS YOUR
QUESTIONS IN
THIS Q&A**

Agriculture remains one of New Zealand's most hazardous industries. According to WorkSafe data, 2024 was particularly sombre, with 15 workers killed, and one-third of these tragedies occurring in July alone.

These statistics are a reminder that effective farm health and safety is not a one-off checklist. It requires a dynamic, evolving system that is continually evaluated and improved.

WHO IS LEGALLY RESPONSIBLE WHEN AN ACCIDENT HAPPENS ONFARM?

Everyone on a farm has a role in maintaining safety. This includes owners, managers, workers, visitors and casual helpers. Their legal duties and responsibilities depend on the situation and the facts of each case.

Farm managers, for instance, can be classified as a 'person conducting a business or undertaking' (PCBU). This definition in the legislation includes anyone running a business, whether alone or with others, for profit or not.

In *WorkSafe New Zealand v Dane Hemphill*, a farm manager was prosecuted as a PCBU after the death of a 31-year-old farmhand when a quad bike flipped.

The manager failed to address worn brakes, uneven tyre pressure, poor suspension and the absence of a crush protection device on a second-hand bike. The legal responsibility was not about causing the accident but about failing to take a

number of reasonably practicable steps to provide a safe quad bike for farm work.

CAN FARMERS BE LIABLE WHEN STAFF IGNORE INSTRUCTIONS OR TAKE SHORTCUTS?

Farmers as PCBUs may be liable if staff ignore instructions or take shortcuts. WorkSafe typically focuses on whether a PCBU has an effective system of work to identify risks, review and manage controls (including supervision and training of staff) and actively monitors whether the controls and the overall components of the system of work are effective.

HOW DO PRIOR INCIDENTS AFFECT LEGAL OBLIGATIONS?

Prior accidents or near misses may demonstrate that a risk was known. Failing to act on these could potentially be used as evidence of a breach. Farmers should identify patterns, investigate incidents, document findings, involve all staff and implement corrective actions promptly.

Ultimately, the best approach to farm health and safety is proactive engagement. Everyone on the farm plays a part in keeping each other safe. ■

If you have questions or would like further information, please contact Sanja Marin.

✉ Sanja.marin@duncancotterill.com

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THE ROLE OF MARKS-MIN ZMSC AT WEANING AND PRE-MATING IN ANGUS BEEF CALVES



DR CARL EDEN
BVM&S MRCVS

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Optimising trace mineral and vitamin B12 status in Angus beef calves at weaning and pre-mating is essential for setting animals up for a productive future. Injectable trace minerals bypass the gastrointestinal tract ensuring consistent delivery compared with oral supplements, which are influenced by variation in intake and absorption in the digestive system.

WHY WEANING MATTERS

Weaning is a period of nutritional, social, environmental and dietary stress at a time when youngstock growth demands are coupled with a heightened need to develop immune defence. Optimising trace minerals, copper, zinc, manganese, and selenium supports core functions including bone and muscle development, immune function, and cellular growth.

Vitamin B12 is vital for energy production and protein synthesis. Ruminants, or more specifically, bacteria in the rumen, synthesise Vitamin B12 from cobalt in the diet. Supplementation with injectable vitamin B12 at weaning supports youngstock requirements at a time when their ability to synthesise Vitamin B12 may be negatively impacted as the rumen adapts to weaning.

WHY PRE-MATING MATTERS

Heading into mating, cows, heifers and bulls experience increased reproductive and metabolic demands. Trace minerals play integral roles in ovulation, sperm development, embryo survival and overall fertility. Suboptimal levels have the potential to negatively impact in calf rates and, therefore, herd level productivity.

Injectable trace mineral supplementation before mating ensures consistent and bioavailable delivery,

bypassing digestive variability to support reproductive outcomes. Minerals not immediately required are stored and mobilised as animals progress through mating and early pregnancy.

WHY MARKS-MIN?

Marks-Min ZMSC with B12 delivers four key chelated trace minerals plus vitamin B12 in one convenient injection, offering rapid absorption and immediate availability. This dual action supports:

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- **Fertility** across male and female reproductive systems (Cu, Mn, Zn, Se)
- **Energy** production via B12-driven metabolism

For Angus beef operations, treating calves at weaning and breeding stock pre-mating ensures optimal mineral status when demand is greatest. For remarkable results, choose Marks-Min, the trace mineral injection with the added benefit of Vitamin B12 in one convenient dose.

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■ www.earnscleughstation.co.nz



Rosie Emus is enjoying being a member of the CSU Livestock Leaders Association, seen here at the CLA mid-winter conference. Rosie Emus (pictured front centre).

IMMERSION IN US BEEF

ROSIE EMUS WAS ONE OF THE 2025 ANGUS NZ CSU SCHOLARSHIP WINNERS.

Spending a semester at Colorado State University (CSU) under the Angus NZ Scholarship has been one of the most formative experiences of my academic and professional development.

The opportunity to immerse myself in the United States beef industry, while studying at a globally recognised agricultural institution, has broadened my perspective on cattle production, genetic improvement and the future of the beef sector.

At CSU, I studied within the Department of Animal Sciences, focusing on livestock evaluation, meat science, agricultural

education, agribusiness and livestock business management.

Beyond the classroom, I was fortunate enough to engage with practical learning opportunities including livestock judging, industry tours, field trips, networking events and industry panels.

CSU's close relationship with breed associations, feedlots and seedstock operations meant regular interaction with industry leaders and exposure to multiple segments of the beef supply chain, providing invaluable insight into how different systems operate and interact.

A major difference I observed between the US and New Zealand beef industries is in market priorities and production systems.

The US market prioritises eating quality, consistency and marbling, which is supported by their grain-fed feedlot systems and a quality-based grading system where marbling drives premiums.

In contrast, New Zealand's grass-fed, pasture-raised production emphasises efficiency, lean yield, and environmental adaptability. However, even with these differences, Angus genetics are central in both systems and play a critical role in achieving



THE US MARKET PRIORITISES EATING QUALITY, CONSISTENCY AND MARBLING, WHICH IS SUPPORTED BY THEIR GRAIN-FED FEEDLOT SYSTEMS'

respective outcomes, underpinning the success of Certified Angus Beef and similar branded programmes in the US.

Through introduction and engagement with professional leaders in business and the livestock industry, such as Jordan Levi (owner of Five Rivers Cattle Feeding), Kenton Ochsner (executive director of the Colorado Beef Council), Erin Spaur (executive vice president of the Colorado Cattlemen's Association), Randy Blach (CEO of CattleFax), and many more, I was encouraged to analyse industry and professional challenges, justify my ideas, and use these experiences to identify and grow my own leadership capabilities.

These opportunities built my confidence, forced me to expand my thinking and realise my ability to contribute positively to the agricultural sector. In addition, my active involvement in the CSU Livestock Leaders Association allowed me to attend the Colorado Cattlemen's mid-winter conference and will take me to Nashville in February 2026 for the Cattle Industry's Annual Convention (CattleCon).

Following the commencement of the Fall semester, I have now begun the internship portion of the Angus NZ scholarship, working ranch operations at the CSU John E. Rouse

Beef Improvement Center in Wyoming, where we will be processing cattle, feeding, monitoring and calving, as well as assisting with PAP and Breeding soundness exam of bulls in preparation for the April Bull Sale.

We will also be fortunate enough to attend the National Western Stock show in Denver

with the American Angus Association in January 2026. This experience has been truly pivotal in my development as a future industry professional, strengthening my practical skill set, industry understanding, and confidence to take on future challenges within the beef sector. ■





STUDY IN A CHALLENGING CLIMATE

JACOB ANDERSON STUDIED AT COLORADO STATE UNIVERSITY AS PART OF HIS SCHOLARSHIP.

Since I started study at Colorado State University in mid-August, I have tried to get as involved as possible. This included joining the University Mountain Bike team. We travelled across Colorado, and all the way to Arkansas for races, even competing in United States national champs for both mountain bike and cyclocross.

I have also participated in skiing, hiking, camping, ice fishing and rock climbing. The state of Colorado has exceptional access to so many outdoor activities, with amazing scenery, I wanted to utilise this as much as possible in the short time I was there.

Regarding my studies, I took a variety of courses covering agricultural data management and analysis, plants and civilisations, agricultural and resource enterprise analysis, economics of environmental sustainability, and environmental issues in agriculture.

I really enjoyed these topics, learnt a lot with data management and enterprise analysis, while the economics of environmental sustainability and environmental issues in agriculture offered some very interesting and different perspectives. These classes were extremely valuable towards my career

aspirations of becoming an agricultural consultant.

Now, as an intern on the John E Rouse Ranch, I've been actively involved in the daily operations of managing a beef Angus ranch in Wyoming.

Before coming here, the majority of the stock work I had done was with sheep. In the short time I have been on the ranch, I have really enjoyed working with, and learning more about cattle, specifically Angus.

I hope to further this learning over the next few months while I'm over here, and bring this knowledge back to New Zealand. Who knows,



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IN THE SHORT TIME I HAVE BEEN ON THE RANCH, I HAVE REALLY ENJOYED WORKING WITH, AND LEARNING MORE ABOUT CATTLE, SPECIFICALLY ANGUS.



this may be a new passion of mine. I still have at least another year studying at Lincoln University, I may try to focus my studies in this direction.

In the short time I have been here so far, some things I've noticed are different compared with the NZ beef industry include the climate and how it is managed. In Colorado and Wyoming, the climate is much harsher, also due to the high altitude (1500m+).

Summers are hot and dry, and winters much colder than New Zealand. This makes the growing season much shorter, therefore, there is much more reliance on supplemental feed.

Water is another factor and the lack of. There are also very strict regulations on water usage, and in some cases it can be difficult to get the rights to water. On the ranch we are working on, which is located in southern Wyoming (close to the Colorado border), the

average annual rainfall is around 250–300mm.

Without irrigation, not much grows. Two rivers run through the property where they source their water from. This ranch has the oldest water rights out of anyone on both rivers, dating back before the 1900s. Therefore, generally water is not an issue on this ranch. But many other local farmers may struggle in drier seasons if they have later water rights. ■

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KATE CAMPBELL

My name is Kate Campbell. I am 26 years old, grew up in North Canterbury, and have always had a passion for agriculture and the outdoors.

I attended Rangiora High School before completing a Bachelor of Agriculture at Lincoln University in 2020. Since then, I have been shepherding in the South Island, currently working at Mt Arrowsmith Station with sheep, beef and deer as well as having my own Merino wool classing run over winter.

My partner and I have recently moved back to his family station, Castle Ridge, where we work alongside them to one day step into a management role. We want to grow our wee Merino stud and breed an elite mob of cattle to start breeding some of our own bulls for the station.

In my spare time, I enjoy riding my horse, training dogs and getting active in our amazing country.

I see the GenAngus Future Leaders Programme as a great way to develop more leadership skills and gain a deeper understanding of real-world business skills, such as farm financials and succession planning from respected professionals, which my partner and I are currently navigating.

I also want to build lifelong connections and friendships with like-minded people in the industry as I did at the World Angus Forum. I feel it would grow me as a person and allow me to return home with new ideas to contribute to our farming operation and to the wider industry. ■



MARIE FITZPATRICK

I am Marie FitzPatrick (née Timperley), farming in Oxford, North Canterbury with my husband Andrew. We have two children aged five and two.

We run an 1100-cow dairy farm and manage the accompanying run-off, which includes two piggeries which are leased out. My passion in our operation is the 150-cow Angus stud (Timperlea Angus). I am a qualified chef, so enjoy the benefits of producing good quality beef!

I've been involved for many years with Angus

Youth, including competing in two World Forums (2013 and 2017). I assisted with the first Hereford Youth Forum in 2020 and helped to restart Generation Angus to enable selection of youth teams to compete in the 2025 World Angus Forum. ■

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Bruce Orr having a quick pow wow with Sandy on selling and buying strategies.

KING OF THE RING

LONG-WORKING GENES ARE IN THE BLOOD OF A LONG-TIME AUCTIONEER STUD AGENT. JACKIE HARRIGAN CATCHES UP WITH BRUCE ORR.

Stud stock agent and auctioneer Bruce Orr has been an institution in the stud stock world for over 50 years, and at 78, he is still working and has a fantastic memory for names, dates, bulls and characters in the industry.

Bruce didn't come from a farming background, but for a reason he says he still doesn't fully understand – he was really drawn to stud stock.

His father was in the Royal New Zealand Air Force (RNZAF), in the ground crew stationed at Woodbourne, when Bruce was born in 1947. Over the next few years, he was posted to Laucala Bay Air Force Base in Fiji, working on the Catalinas and Sunderlands flying boats, Taieri and finally Ohakea, where Bruce, the first-born in his family, started school at Marton in the Rangitikei.

While he may not have received farming or stud breeding genetics from his father, he

certainly scored his hard-working and long-service genes from that side of his family.

Bruce's father served in World War II in the Pacific Islands for five years, with the Americans in the Solomon Islands, and after leaving the RNZAF, shifted the family to South Canterbury where he bought a small block of land and worked at the Pareora Meat Works for Canterbury Frozen Meats until he retired at 70.

"But he was back at work after three months," Bruce says.

"Those long working genes – they are in the blood. My grandfather was the same – he fought in the First World War and then when WWII came along, he went back as a 50-year-old and fought again. He was overseas fighting for a few years at the same time as my father.

"And then he worked until he was 80 – a bit like myself," he reflects.

Bruce officially retired from PGG Wrightsons seven years ago, but he says people kept ringing him asking for help and he still has a few other clients he looks after.

"But one advantage of getting older is you can be a bit selective with who you want to work for," he laughs.

MERGERS AND OLD CHARACTERS

Bruce's long career started with Wright Stephenson when he joined the Timaru livestock team in January 1965.

"Five mergers and 50 years later, I was still with the same company!"

After ten years in South Canterbury, he moved to Banks Peninsula, which he loved.

"That was a great spot – but mind you, so was South Canterbury. Up at Pleasant Point and Fairlie, I was working with the fathers and grandfathers of today's Angus breeders," he says, reeling off names like Gilbert Giddings



Bruce Orr has spent a large part of his life on bull walks and sale days checking out Angus bulls and matching up bulls and buyers.

‘TAIHAPE WAS PROBABLY THE BEST PLACE I HAVE LIVED AND WORKED – PEOPLE WOULD HAVE TO HAVE LIVED AND WORKED THERE TO UNDERSTAND WHAT I AM SAYING – IT ATTRACTED TREMENDOUS LOYALTY.’

and Robert and Robin Fraser, James Fraser’s father and grandfather.

Starting as a livestock agent, he moved into auctioneering in the old Addington sale yards and started rubbing shoulders with, in particular, Angus and Hereford breeders.

“I always had a bent for where farmers bought their rams and bulls – I always had an interest in it – I don’t really know why!”

In those days one of the major bull buyers was Molesworth.

“They used to buy 50 bulls each year, all by private treaty and all through Wrightson NMA – our company.”

“Some of the old respected names, Harley Jenkins, Floridale, Bert Allen, Beechcroft and Stan Chambers, Altonbrook, among others, all sold bulls to Molesworth, plus Molesworth bought Horned Herefords as well from Jim Forrester and Bert Allen.”

LOYALTY AND LONGEVITY

In 1983, Bruce shifted to Taihape as head auctioneer for the company and says it was a fantastic place to work and live.

“We had a great three years there – it was a marvellous place to bring up our kids – a great community and great clients with amazing loyalty.”

He remembers the likes of Jim Ward who worked around Ohakune and Taihape before he went to Molesworth, Gary Mead who spent 40 years working for Williams family at Otupae and Dick Haynes who was at Ohinewairua 45 years ago and spent many years managing the station.

Interestingly, both Gary Mead’s and Dick Haynes’ sons are managing those stations now, says Bruce.

“People were so loyal in their working roles and just great people,” he says.

“Taihape was probably the best place I have lived and worked – people would have to have lived and worked there to understand what I am saying – it attracted tremendous loyalty.

“You see it a bit in other regions, too, and it always amazes me – guys who spend 30, 40 or 50 years working on the same property for the same employer – it’s a real strength of the beef industry!

“I don’t know that you get that loyalty in a lot of other businesses.”

In 1986, Bruce moved to Hastings after the contentious merger of Wright Stevensons and Dalgety’s, where the Commerce Commission allowed the companies to join, but with geographic exclusion zones, in Manawatū, Wairarapa and Taihape.

“That allowed Elders to enter the country, really.”

His role as livestock manager covered from Waipukurau to Wairoa and so his boots were on the ground when Cyclone Bola hit.

After that, he moved to Dannevirke as branch manager, which clipped his wings a bit, he says. So in 1990, he jumped at the chance to join Pat Cooper, who had taken over the stud stock section of the company.

“There had been a bit of a settling down

'THAT BULL WAS THE MOST WIDELY USED BULL BECAUSE HE WAS THE RIGHT BULL AT THE RIGHT TIME - HE WAS STRUCTURALLY SOUND AND TWO FRAME SCORES ON FROM ANYTHING ELSE AVAILABLE AT THE TIME.'



period for a few years in the stud stock section of the Wrightsons Dalgety's merger, which took a while to work through."

MENTORS AND INFLUENCERS

Bruce looks back on his years spent with Pat Cooper with great fondness and admiration.

"Pat was a real mentor to me and to Neville Clark, really, he was such a powerful personality with staff and clients, and a great family man," Bruce says.

"He was rightly so proud of his two All Black sons, but he was also a tremendous man, and very well grounded, having been brought up at Nuhaka, where his father worked for the Bayly family."

Pat had taken over from the man who Bruce says really got him interested in stud stock and was the best auctioneer in the country at the time – Warren Morpeth, who was head of stud stock for New Zealand at Wrightsons in Palmerston North.

"Warren was my other great mentor – and he selected Pat for the role to be the new head of stud stock for Wrightsons NMA – out of the Williams and Kettle team."

From his mentors, Bruce says he learned discipline and observation.

"They were both very good auctioneers and if you had a hankering to be one, as I did, you were drawn to them."

From the time he was 20, Bruce set his sights on being an auctioneer.

"From them I learned the finer arts of auctioneering – the diction, the ability to command attention – they both had very powerful personalities.

"You have to learn to sell yourself before you sell your product.

"They taught us to be neat and tidy – they were both tidy and precise men – and I learnt to practice and get more confidence."

The first time he called an auction, Bruce says he was thrown in the deep end and was totally struck dumb.

Pat was a great mentor, and while there were a lot of things Pat didn't say to him – "if you were prudent, you would pick them up."

One big thing for Pat was, "Never stay on for the after-auction function – there is always more trouble there than at the sale.

"Within 10 minutes of finishing the auction, Pat would be in his car heading for home.

"Of course, after the Totara Hills dispersal sale of 1992, when the farm had been sold and Pat and Kevin Ryan had put a huge amount

of work into the sale and we had our first big auction on the TV – Pat was gone 15 minutes after the sale – but it took me a lot longer to get out of there!" he laughs.

COVERING THE COUNTRY

Bruce's stud stock years meant lots of time on the road – covering the country and attending many bull sales each year.

His biggest year was driving 120,000km and he regularly clocked up 100,000–120,000km.

Blessed with a great memory for cattle, their bloodlines and names and prices, Bruce says it's not hard when you are seeing so many of them.

"Black cattle are not just black cattle – you get a feel for cattle and it's easy to tell them apart.

"And the really good cattle breed true to type, so you can tell them from other bloodlines."

He has some standout moments around the sale of 'marker sires' – the sale of Atahua Legacy at the 1992 Beef Expo for \$155,000 being one of them.

"The Dalziels had been offered \$50,000 for Legacy as a yearling by Kevin Ryan and Albert Horsfall from Mangatu Blocks, but Pat advised

them to keep growing him out until the Expo in the following May – he thought there might be a bit more value in him yet.

“That bull was the most widely used bull because he was the right bull at the right time – he was structurally sound and two frame scores on from anything else available at the time.”

He’s very pleased that bull prices have been rising over the past five years.

“It’s the only time our prices have come anywhere near Australia – and Australian cattle tend to be stronger in genotype than phenotype.”

Bruce maintains New Zealand breeders are more fanatical about integrity and structural soundness, than any of the countries that we sell into.

“Cattle get a soundness tick in other countries that wouldn’t get the tick in New Zealand.”

After the trend of upsizing Angus cattle with infusions of American genetics that happened in the 1990s, which Bruce says he was a part of, he has seen a trend to moderate cattle, and more concentration on carcass characteristics.

“I was there for the trend to US genetics, but we have seen a shift back to more-moderate cattle, especially in the North Island,” he says.

“Farmers are well aware they are selling protein and the North Island cattle tend to be a frame score bigger than in the South Island.”

He is also excited about current prices farmers are receiving for their proteins.

“This is the year we have waited 60 years for!

“Beef, lamb, sheep, milk solids and even wool prices have all contributed to \$65 billion in overseas receipts last year.

“We have even seen the lamb schedule inching up in January – we have never seen that before!”

Bruce values his training in selling livestock in the South Island, spending 18 years there before he came north.

“The North Island was a totally different game, so much more competition and more commercial cattle available with big stations, bigger numbers and more dairy stock.

“It has been great to see LIC and Angus and Hereford concentrate some of their efforts on producing good beef sires suitable for the dairy industry; with less than one million beef cows and five million dairy cows, it is commonsense to try and elevate the dairy beef offering.



The people are the highlight: Having a debrief with Charlie Dowding and Neville Clark.

“There is a huge opportunity through using good beef genetics and turning bobby calves into a real value-added product.

“It’s great to see Pamu wake up to the opportunities with dairy beef and to see how many individual dairy farmers are using good beef genetics.”

HIGHLIGHTS OF A LONG CAREER

Working everywhere around the country has been a career highlight for Bruce, along with working with so many really good people.

“The people I have worked for and the people I have worked with, 95% of them have been really good people.”

Two of the standouts he has worked with were Colin Williams from Kahurau and John Bayly from Cricklewood and Tangihau.

“Colin Williams stood at the pinnacle of Angus breeding for twenty years, he was the go-to breeder with a gift for breeding great bulls, along with his friend and co-worker Prince Rickard. John Bayly was a tremendous farmer and businessman and had such a sense of care for his staff and his community.

They were both very humble men, but real movers and great Angus men among men.”

“Of course there were others too, but those two really stood out.”

In terms of the cattle, he is proud of what the two major breed societies have managed to achieve over the past 60 years.

The Euro breeds also provide a major impact in hybrid vigour and crossbreeding – it’s still the best impact for nothing, he says.

The other thing that really sticks out as a highlight has been the strength of the East Coast and Gisborne for buying influential cattle and sire bulls, he says.

“Over the last 40 years since I have been in the North Island, Gisborne and the East Coast region have sold more single-entered bulls than any other region – it’s irrefutable.

“The Puketoro and Waikura Valley onfarm sales are a case in point – buyers from all over the country go to the ends of the earth to those sales because of how the cattle do once they get them home.

“And that has been exciting to see building throughout my career.” ■



Hunting down bids: Discipline and observation were two great traits Bruce learned from his mentors, Pat Cooper and Warren Morpeth.

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Thursday 28th May 2026

147 Hingaia Road, Te Awamutu - 1.00pm

INSPECTION AND VISITORS ALWAYS WELCOME

147 Hingaia Road, RD4, Te Awamutu 3874

Richard Jolly Mobile: 027 499 7159 Email: jollyrt57@gmail.com
Andrew Jolly Mobile: 0272 090 037

Cam Heggie PGG Wrightson Ltd Mobile: 027 501 8182
Brent Bougen NZ Farmers Livestock Mobile: 027 210 4698
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New Zealand ANGUS PURE.®

IN THE BLACK WITH ANGUSPURE

THE MAN BEHIND ANGUSPURE IS CELEBRATING 26 YEARS OF THE SUCCESSFUL BRANDING EXERCISE.
JACKIE HARRIGAN REPORTS.



GUY SARGENT

The brand awareness created by the AngusPure brand has had a lasting effect on the popularity of Angus cattle in New Zealand, director Guy Sargent says.

Sargent was on the ground floor creating AngusPure.

In 2000, the ex-Wrightsons stock agent was looking for his next step. He had travelled extensively in the United States when buying beef genetics and was amazed at the effect the new Certified Angus Beef programme was having on the demand for genetics, turning breeds of cattle black and elevating the beef quality offering in American supermarkets.

After discussion with Northland Angus breeder John Turner about the revolution happening in the US, John spent time there investigating the branding programme, and came home to work with Guy to create the brand, designing the specifications and working with Saatchi + Saatchi to create the branding.

After 26 years, Guy says the brand, both in the

US and New Zealand, has had a huge influence on the profile of Angus meat – elevating it to being synonymous with good eating quality for beef in the minds of Kiwi consumers.

Before the presence of those brands, and the development of product specifications and a better understanding of quality, one in four steaks delivered a bad eating experience, Guy says.

“We knew that this was happening – and we need to get to the stage where every steak is a good one, we are not there yet,” he says.

“With chicken, you know that every night it is going to be the same quality – bar the chef messing it up. Beef has improved, but we need to keep working on it as steaks can vary.”

TRUSTING THE BRAND

“The thing with a brand is people learn to trust it and that’s why we went down the branding route.”

The presence of AngusPure has driven all of the



New Zealand ANGUS PURE®

meat companies to have a range of Angus beef, he says.

“They might not be pure Angus – but you now have Angus patties, Angus steakhouses and Angus butcheries.”

“It has elevated the name in the generic sense – the name is synonymous with quality eating, and I feel good about that.”

As in New Zealand, the key to Certified Angus Beef in the US is that it is all about meat quality and Guy says the CAB programme has improved the quality of steaks there.

“The meat there is at another level now – beef steaks used to be in the meat departments of supermarkets spread across the Prime, Choice and Select grades, and priced accordingly. But now the CAB is placed in the top end of Choice and the bottom end of the Prime grade – so the whole range is lifting in quality.”

FINDING THE SWEET SPOT

Having a branded beef programme in New Zealand has allowed AngusPure to gather data on where the sweet spot is for consistent eating quality.

“I think we need a minimum of breed average for marbling, which is 2 on the Ausmeat marbling score. Marbling is the key to eating quality – it drives taste and juiciness and the flavour component,” Guy says.

“We ultimately want to get the marbling to 3.

“There are a lot of cattle that don’t qualify on the marbling spec, but they would if they were older. But for efficiency and sustainability, we need to be getting them to a marbling score of 3 and finishing them before the second winter.”

Guy’s ideal genetics would produce cattle that don’t have a lot of external fat, because it costs butchers money to cut the fat off, but that have enough marbling within the meat to optimise the juiciness and taste of the steak.

“Those genetics do exist – but we need to identify and find more of them.

“Of course farmers want the cows to still carry enough external fat to help feed a good calf in a dry summer and to get them through a rough winter.”

In the US feedlots, Guy says cattle are turned off for processing at 16 months, with marbling scores of 4–7 and weights of 400–500kg carcassweight. But they are having a problem with the cattle being too big – the ribeye size specifications have had to change as the cattle are growing bigger.

Not that he is suggesting feedlotting or grain feeding.

“Our future is very much producing quality carcasses and prime cuts off grass.”

REBUILDING THE PROGRAMME

The AngusPure programme has 98 partners and is killing about 400 prime cattle

each week.

“But we are only taking certain cuts off a lot of those cattle – ribeyes and fillets.”

Broadleaf is a family meat business exporting grassfed prime cuts predominantly into the Californian market and they ship a container every second week to mainly foodservice clients, Guy says.

“Covid buggered the rest of the exports, so in 2026 we are regrouping and with the conditions changing, we are keen to expand into Asia and the Middle East and potentially a tariff-free European market.”

KEEPING CUSTOMERS HAPPY

Guy has had close up and personal experience with the eating experience of beef, when he bought The Bathhouse restaurant in Palmerston North and rebranded it into the Aberdeen steak house and restaurant.

“I wanted to take this on so that I could learn first-hand what the customers want from their steaks.

“I learned it was bloody hard work!

“It was a success, but delivering good steaks all the time was hard – we were so lucky to have AngusPure. All the beef we used was AngusPure, so we did have only the odd complaint, but very rarely.

“A lot of it came down to complaints about the cooking rather than the quality of the beef so that reinforced my thinking about how the

brand was so vitally important.”

With a brand, it needs to be the same every time – so when you go to Aberdeen, your expectation is that the steak will be just as good every time, he says.

“I am pleased I did it, and luckily we got out just before Covid came.

“Going into a restaurant is very hard and you can’t do it remotely, I was lucky my wife Deborah ran it – she was the hands-on one.”

BEEFING UP THE SOUTH

AngusPure has a strong restaurant presence in the Auckland region through Wilson Hellaby who process and supply to restaurants, Guy says.

“Chef’s Choice in Whanganui supply restaurants in the Manawatū and Wellington regions, some foodservice outlets in the top of the South and Cobb and Co restaurants nationwide, who have been a great supporter of the programme.

“We need a processor and food service partner in the South Island – all the changes

with Alliance have made it difficult so we need to sort that when the dust settles.”

DAIRY BEEF PROGRAMME

In terms of the future, Guy says he is well aware of the massive amount of growth in the sector with dairy beef.

“We know that dairy beef can also give a great eating experience if farmed well, so we need to develop a supply chain and marketing arm to do that – there are lots of exciting things happening in the dairy space.

“The Angus dairy cross will become far more acceptable to dairy farmers once new recording technologies are bedded into dairy farms. When farmers can reliably identify an Angus cross calf, that will make it much more attractive for them to use an Angus bull for follow-up mating.”

Maintaining a consistent supply of AngusPure is also a work-on for 2026.

High beef prices are great for farmers and Guy thinks prices won’t come back in the next few years, due to the shortage of cattle, both

in New Zealand and in the US.

But the price makes it hard to pay a premium for quality AngusPure beef.

“It is difficult to reward people for quality when the price is high because the margins are so tight.

“We rely on the suppliers who are happy to get what others are getting, but who understand we can’t pay massive premiums when the prices are high because then we come up against consumer resistance.

“It’s a balancing game.” ■

CERTIFIED ANGUS BEEF – US

- Emphasis on eating experience
- Predominantly black cattle
- 600,000 cattle killed into the programme each week
- Needs to meet meat quality parameters, graded on a grid
- 35% are meeting standard for CAB
- Premiums are paid on grid specs – rewarded for different levels on the grid.

TAPIRI

— ANGUS —

2026 BULL SALE

Thursday 28 May, 10am

415 Bluff Rangitumau Road
Masterton

Rob & Lucy Thorneycroft – 027 203 5921 / 06 372 5701

 Tapiri Angus

 robandlucy@tapiriangus.co.nz

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CONTACT: **ANDREW STEWART**

M: (027) 443 5748 E: andrew@whenuapapa.co.nz



ON-FARM BULL SALE

Tuesday 9th June 2026, 10.00am

102 Laws Road, Dannevirke

Inspections Welcome

DANDALEITH

EST. **ANGUS** 1950

Willy Philip

102 Laws Road, Dannevirke
Ph: 027 450 9398 / 06 374 8857
Email: anui@xtra.co.nz

George Philip

923 Mangatuna Road, Dannevirke
Ph: 027 306 2369 / 06 374 2861
Email: gwphilip@hotmail.com

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ANGUS NEW ZEALAND BOARD MEMBERS



Left to Right: Jane Allan, Kendall Langston, Paul Williams, Mike Smith, Megan Friel, Alan Donaldson, Andrew Law, George Philip.

PRESIDENT

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Paul Williams, Turihaua Angus

771 Whangara Road, RD 3, Gisborne 4073

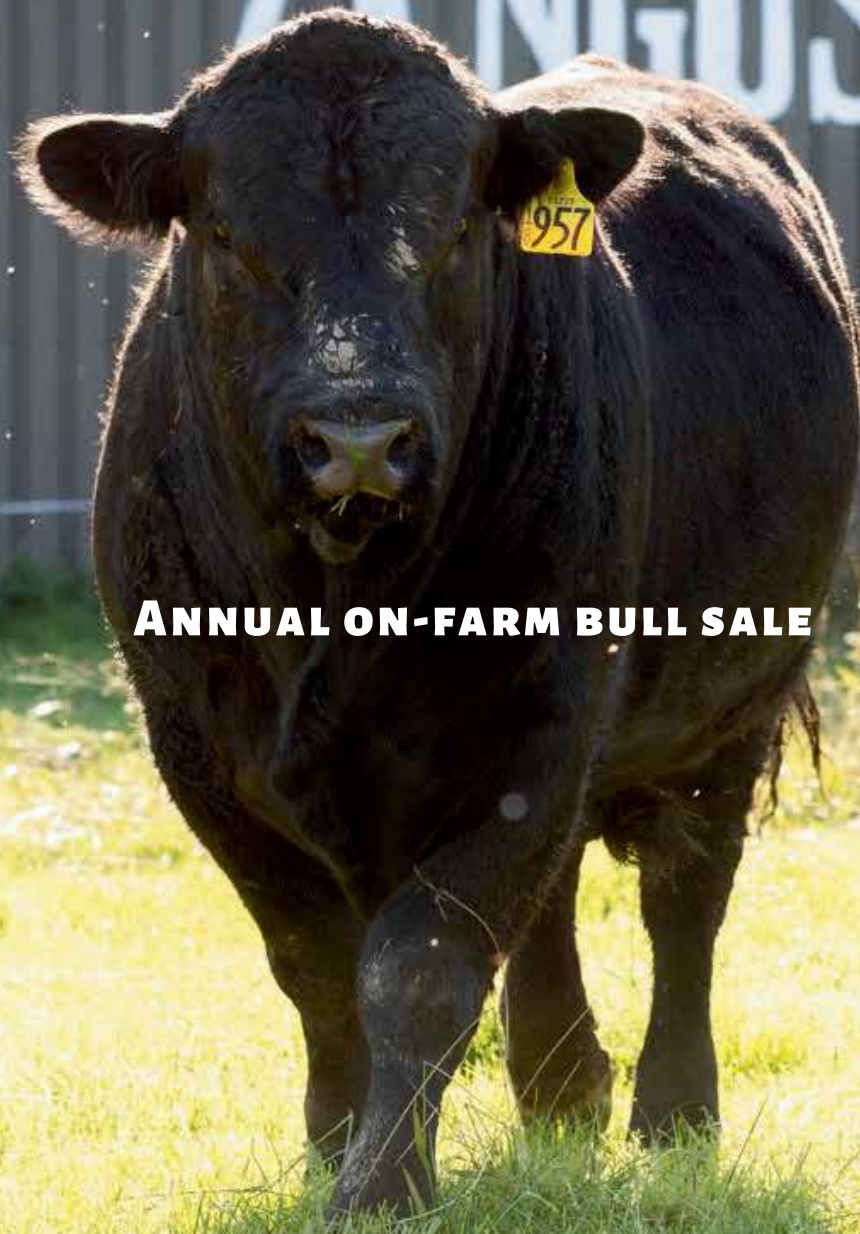
e: turihaua@gisborne.net.nz

Andrew Law

159 Castlerock Road, RD 2, Lumsden 9792

e: andrewl@angusnz.com

KENHARDT ANGUS



ANNUAL ON-FARM BULL SALE

Wednesday 24th June 2026

1:30pm, State Highway 2 Nuhaka

2026 SIRES

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Yearling Bull Sale Results 2025

JULY

Date	Stud Name	sold / offered	Ave \$	Top \$
28	Piquet Hills Farms	29 / 29	4162	5200

SEPTEMBER

Date	Stud Name	sold / offered	Ave \$	Top \$
2	Te Atarangi Angus	123 / 123	5571	12000
11	Mangaotea Farm	20	4880	6000
15	Hillcroft Angus	60 / 78	3700	7200
16	Turihaua Angus	26 / 26	8923	12500

SEPTEMBER

Date	Stud Name	sold / offered	Ave \$	Top \$
19	Black Bear Angus	38 / 42	3342	6200

SEPTEMBER

Date	Stud Name	sold / offered	Ave \$	Top \$
22	Black Ridge Angus	21 / 30	6114	16500
25	Timperlea Angus	27 / 29	5600	26000

OCTOBER

Date	Stud Name	sold / offered	Ave \$	Top \$
1	Glen R Angus	20 / 30	5224	8500
3	Hallmark Angus	38 / 38	9421	29000
5	Glanworth Angus	35 / 35	4777	8800
8	Stern Angus	45 / 45	7567	26000
9	Sudeley Angus	26 / 27	5100	9000
10	Rockley Angus	32 / 32	6200	22000

*PT Private Treaty



Ratanui Angus Bull sale 2025.



2026 Sales



APRIL

28th	D & G Stringer.....	Kowai Angus Bull Sale, 11am.....	Wendon Valley
29th	D Giddings.....	Meadowslea Angus Female Sale, 1.00pm.....	Fairlie
29th	J Fraser.....	Stern Angus Female & Incalf Heifer Sale, 1.00pm.....	Totara Valley
30th	Rob Kent.....	Onga Angus Bull Sale, Private Treaty.....	Hawke's Bay

MAY

5th	Tararua Bull Walk.....	Tararua	
11th – 12th	King Country Bull Breeders Open Day.....	King Country	
13th	Wairarapa Angus Bull Open Day.....	Wairarapa	
13th	Taumarunui Angus Open Day.....	Taumarunui	
13th	Rangitikei & Whanganui Angus Bull Open Day.....	Manawatu	
13th	Central Wairarapa Angus Bull Walk.....	Wairarapa	
14th – 15th	Hawke's Bay Angus Bull Walk.....	Hawke's Bay	
14th	WJ & JR Howie.....	Glenwood Angus Bull Sale, 2.00pm.....	Lawrence
14th	K Hagen.....	Puketoi Angus Bull Sale, 2.00pm.....	Patearoa
14th	D Marshall.....	Benatrade Angus Paddock Bull Sale, Private Treaty.....	Invercargill
15th	Taranaki Bull Walk.....	Taranaki	
15th	Duncan Family.....	Penvose Angus Bull Sale, 2.00pm.....	Wedderburn
19th	Mid South Canterbury Bull Walk.....	M/S Canterbury	
19th	J & T Cochrane.....	Delmont Angus, 2.30pm.....	Clinton
20th	Central Canterbury Bull Walk.....	Canterbury	
20th	M & F Curtis.....	Riverlee Angus Bull Sale, 1.00pm.....	Rangiwahia
21st	North Canterbury Bull Walk.....	Nth Canterbury	
22nd	Marlborough Bull Walk.....	Marlborough	
22nd	Nelson Bull Walk.....	Nelson	
22nd	A Denham.....	Stoneburn Angus Bull Sale, 2.00pm.....	Palmerston
23rd	D Scott.....	Bannockburn Angus Bull Sale, 1.00pm.....	Mahitahi
25th – 26th	East Coast Angus Bull Walk.....	East Coast	
26th	AT & KA Peters.....	Peters Angus Bull Sale, 11.00am.....	Clutha Downs
26th	A & V Park.....	Colvend Angus Bull Sale, 3.30pm.....	Ongarue
27th	A & I Devery.....	Pikoburn Angus Bull Sale, Hauroko Valley Sale, 2.30pm.....	Otautau
27th	R & N Purdie.....	Tarangower Bull Sale Angus, 12pm.....	Mahoenui

28th	D & G Stringer.....	Kowai Angus Bull Sale, 11.00am.....	Southland
28th	Jolly Family.....	Hingaia Angus Bull Sale, 1.00pm.....	Te Awamutu
28th	R & L Thorneycroft.....	Tapiri Angus Bull Sale, 10.00am.....	Masterton
28th	A & T Thomson.....	Dandaloo Angus Bull Sale, 1.00pm.....	Masterton
29th	K & G Higgins.....	Oregon Angus Bull Sale, 11.00am.....	Masterton
29th	N&J and R&S Kjestrup.....	KayJay Angus Bull Sale, 2.00pm.....	Masterton

JUNE

2nd	J & K Cullwick.....	Tapahia Angus Private Treaty.....	Waipukurau
2nd	A & C Donaldson.....	Puke-Nui Angus Bull Sale, 4.00pm.....	Taumarunui
2nd	B & S, R & T Sherson.....	Shian Angus Bull Sale, 11.00am.....	Taumarunui
2nd	D & T Sherson.....	Black Ridge Angus Bull Sale, 1.30pm.....	Taumarunui
3rd	R Rowe.....	Merchiston Angus Bull Sale, 2.30pm.....	Rata
3rd	M & G Smith.....	Kincardine Angus Bull Sale & Bidr sale, 3.00pm.....	Queenstown
3rd	J Parsons.....	Matauri Angus Bull Sale, 12.30pm.....	Dargaville
3rd	P & S Revell.....	Okaka Angus Bull Sale, 11.00am.....	Taihape
4th	M & L Tweedie.....	Hallmark Angus Bull Sale, 2.00pm.....	Tutira
4th	E Sherriff.....	Pine Park Angus Bull Sale, 11.30am.....	Marton
4th	J & S Gunton.....	Umbrella Range Angus Bull Sale, 2.30pm.....	Waikaia
4th	C & A Jeffries.....	Riverlands Angus Bull Sale 2.00pm.....	Cheviot
4th	Pont & Law.....	Waimāra Angus Bull Sale, 10.30am.....	Lumsden
5th	A Campbell.....	Earnscleugh Bull Sale, 1.00pm.....	Alexandra
5th	J Harrington.....	Rolling Rock Angus Bull Sale, 10.00am.....	Te Akau
7th	S & E Mann.....	Glengyle Angus Bull Sale, 11.00am.....	Dannevirke
8th	A Stewart.....	Whenuapapa Angus Private Treaty.....	Hastings
8th	H&R O'Grady.....	Shamrock Angus Bull Sale 10.00am.....	Hastings, Stortford
8th	K & M Friel.....	Mt Mable Angus Bull Sale, 2.30pm.....	Dannevirke
8th	S, J & L Fouhy.....	Glanworth Angus Bull Sale, 10.30am.....	Pahiatua
8th	R Martin.....	Martin Farming Bull Sale, 1.00pm.....	Wakefield
8th	D & L Whyte, R & S Hussey.....	Mt Possession Angus Sale, 2.30pm.....	Ashburton Lakes
9th	B & J Smith,.....	Fossil Creek Angus Bull Sale, 2.00pm.....	Five Forks
9th	S Duncan.....	Elgin Angus Bull Sale, 3.00pm.....	Elsthorpe
9th	W Philip.....	Dandaleith Angus Bull Sale, 10.00am.....	Dannevirke
10th	P & H Heddell.....	Glen R Angus Bull Sale, 11.00am.....	Sheffield
10th	P & A Bishop (Aywon), P & J Martin (Te Kupe).....	Aywon & Te Kupe Combined Angus Sale, 12.30pm.....	Stratford
11th	A & A Laing.....	Sudeley Angus Bull Sale, 2.00pm.....	Irwell
12th	B Johns.....	Kaiwara Angus Bull Sale, 11.00am.....	Culverden
12th	D Orr.....	Red Oak Angus Bull Sale, 4.00pm.....	Weka Pass
14th	B Marris.....	Leefield Station 2yr Bull Sale 3.00pm.....	Waihopai Valley
15th	B & N Maisey, R Barnes-MacPherson.....	Blenheim Angus Bull Sale	
	Brackenfield Farming.....	Blacknight, Okiwi Angus & Brackenfield Farming 10.00am.....	Blenheim
15th	P & N Hickman.....	Taimate Angus Bull Sale, 1.00pm.....	Ward
17th	D Giddings.....	Meadowslea Angus Bull Sale, 3.00pm.....	Fairlie
17th	H & K Ramsden.....	Moanaroa Angus Bull Sale, Private Treaty.....	Pongaroa
18th	J Fraser.....	Stern Angus Bull Sale, 12.30pm.....	Totara Valley
21st	M & N Story.....	Ratanui Angus Bull Sale, 1.00pm.....	Tuai, Wairoa
21st	AR & TA Powdrell.....	Turiroa Angus Bull Sale, 10.00am.....	Wairoa
21st	M McMillan & H Bayly.....	Cricklewood Angus Bull Sale 4.30pm.....	Gisborne
22nd	P & P Hoogerbrug.....	Kaharau Angus Bull Sale.....	Gisborne
22nd	D McHardy.....	Tangihau Angus Bull Sale.....	Gisborne
23rd	B & P Crawshaw.....	Tawa Hills Angus Bull Sale, 11.00am.....	Whangara
23rd	H & A Williams & Family.....	Turihaua Angus Bull Sale, 3.00pm.....	Gisborne
24th	G & S Crawshaw & Family.....	Kenhardt Angus Bull Sale, 1.30pm.....	Nuhaka
24th	B & K Johnson.....	Orere Angus Bull Sale, 10.00am.....	Gisborne

JULY

7th	J Parsons.....	Matauri Angus R2 Bull Sale, 12.30pm.....	Dargaville
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Spring Sales 2026



AUGUST

25th RJ QuinnArgyle Angus Bull Sale, 12.00pm.....Kaikohe

SEPTEMBER

1st C & K Biddles.....Te Atarangi Angus Yearling Bull Sale, 12.00pmTe Kopuru
 2nd S Coldicutt.....Matai Mara Angus Yearling Bull SaleCambridge
 7th B Pickering.....Blue Duck Angus Yearling Bull Sale.....Pongaroa
 9th NJ Heather.....Heather Dell Angus Yearling Bull Sale, Private Treaty.....Rotorua
 9th W Jackson & N Bradstreet.....Piquet Hill Farms Angus Yearling Bull Sale, 12.30pm.....Cambridge
 10th R & S Johal.....Johalz Angus Yearling Bull Sale Private Treaty.....Dunsandel
 10th N&J & R&S Kjestrup.....KayJay Yearling Bull & Heifer Sale, 2.00pm.....Masterton
 10th R & J Blackwell.....Mangaotea Bull Sale, 12.00pm.....Taranaki
 11th J & L McFadzean.....McFadzean Cattle Co. Angus Yearling Bull Sale, 2.00pm.....Carterton
 15th K&M Friel.....Mt Mable Angus Bull Sale, 12.00pm.....Dannevirke
 17th J Parsons.....Matauri Yearling Angus Bull.....Dargaville
 18th K & J Davenport.....Black Bear Angus Yearling Bull Sale, 1.00pm.....Rotorua
 21st M & F Crawford.....Hillcroft Angus 2yr & Yearling Sale, 11.30am.....Huntly
 22nd J & O Ladd.....Finnis Farm Angus Spring Bull Sale Time TBC.....Taranaki
 22nd H & A Williams & Family.....Turihaua Angus Yearling Bull Sale, 1.00pm.....Gisborne
 23rd A&C Donaldson.....Puke-Nui Angus Yearling Bull Sale, Private Treaty.....Te Awamutu
 23rd R Rowe.....Merchiston Angus Yearling Bull Sale, 2.00pm.....Rata
 23rd TD & RFR Jolly Ltd.....Hingaia Angus Private Treaty.....Te Awamutu
 29th D & G Stringer.....Kowai Angus Yearling Bull Sale, Private Treaty.....Wendon Valley
 30th P & H Heddell.....Glen R Angus Yearling Bull Sale, 1.30pm.....Sheffield

OCTOBER

1st C & L Timperley, M Fitzpatrick,.....Timperlea Angus Yearling Bull Sale, 1.00pm.....Oxford
 1st S, J & L Fouhy.....Glanworth Angus Yearling Bull Sale, 12.00pm.....Pahiatua
 2nd D Giddings.....Meadowslea Angus Yearling Bull Sale, 1.00pm.....Fairlie
 2nd M & L Tweedie.....Hallmark Angus Yearling Bull Sale, 12.00pm.....Tutira
 6th D Marshall.....Benatrade Angus Yearling Bull Sale, 1.30pm.....Taramoa
 6th L & N and RM & MA Kane.....Kane Farms Angus Yearling Bull Sale, 12.00pm.....Tapanui
 6th D & T Sherson.....Black Ridge Angus Yearling Bull Sale, 11.00am.....Taumarunui
 7th J Fraser.....Stern Angus Yearling Bull Sale, 1.00pm.....Totara Valley
 8th A & A Laing.....Sudeley Angus Yearling Bull Sale, 1.00pm.....Irwell
 9th P & K McCallum.....Rockley Angus Yearling Bull Sale, 1.00pm.....Balfour
 13th D Warburton.....Hollow Top Angus Yearling Bull Sale.....Apiti

Breeder List 2026



WARD 1

Northland

CHAIR:

Chris Biddles, Te Atarangi, 112 Schick Road, RD 1, Te Kopuru 0391

ALPINE	S Herries	Kawakawa	027 289 3001
ARGYLE	RJ Quinn	Kaikohe	0272 090 943
BREMA	P Vink	Kerikeri	022 620 3166
DANBRI	C & D Eb	Paparua	021 190 2870
GRASSLANDS	BC Maxwell	Kaero	021 341 501
HOKIANGA	D Booth	Kohukohu	021 036 7223
LOMOND	DF Graham	Okaihau	021 0717 566
MATAURI	T & K Pymm	Dargaville	021 086 95082
NORTH WEST	M & S McKinley	Ruawai	021 130 0184
PUKETI	S Sheard	Waipapa	027 497 1372
RORIRA	R & H Dackers	Tangiteroria	027 241 5564
TE ATARANGI	CH Biddles	Te Kopuru	021 795 929
TE HUIA	P Cook	Whangarei	027 443 8952
WILLOWCREEK	K Woolley	Wellsford	021 887 9689

WARD 3

King Country / Taranaki

CHAIR:

Alan Donaldson, Puke-nui, 29 Paparua Rd, RD 3, Taumarunui 3993

AYSGARTH	S & DF Stockdale	Te Awamutu	021 419 741
AYWON	PJ & AH Bishop	Stratford	06 762 8508
BLACK RIDGE	D & T Sherson	Taumarunui	027 690 2033
BOS	S Harvey	Stratford	06 762 7998
CK SUMMIT	C Kennedy	Inglewood	027 357 5876
COLVEND	A & V Park	Ongarue	07 894 6030
DOWNSEND	N & M Scobie	Stratford	06 762 2870
FINNIS FARM	J & O Ladd	Stratford	027 222 2696
HINGAIA	RKA Jolly	Te Awamutu	027 499 7159
IONA	BG Bevege	Te Kuiti	07 877 7799
MANGAOTEA	Z Blackwell & R Giddy	Inglewood	022 050 7119
PUKE-NUI	AG & CS Donaldson	Taumarunui	0274 735 136
SHIAN	BD & SJ Sherson	Taumarunui	07 895 7686
SHIAN	RL & TT Sherson	Taumarunui	027 230 8230
TARANGOWER	R & N Purdie	Mahoenui	07 877 8935
TE KUPE	P & JL Martin	Stratford	0275 117 625

WARD 2

Auckland / Waikato / BOP

CHAIR:

John Harrington, Rolling Rock, 885 Mangiti Rd, RD1, Ngaruawahia 3793

BLACK BEAR	K & J Davenport	Rotorua	027 245 4106
HEATHER DELL	N Heather	Rotorua	027 421 4050
HIGH VALLEY	B Glover	Pokeno	021 588 099
HILLCROFT	MA & FA Crawford	Ohinewai	027 472 1050
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