

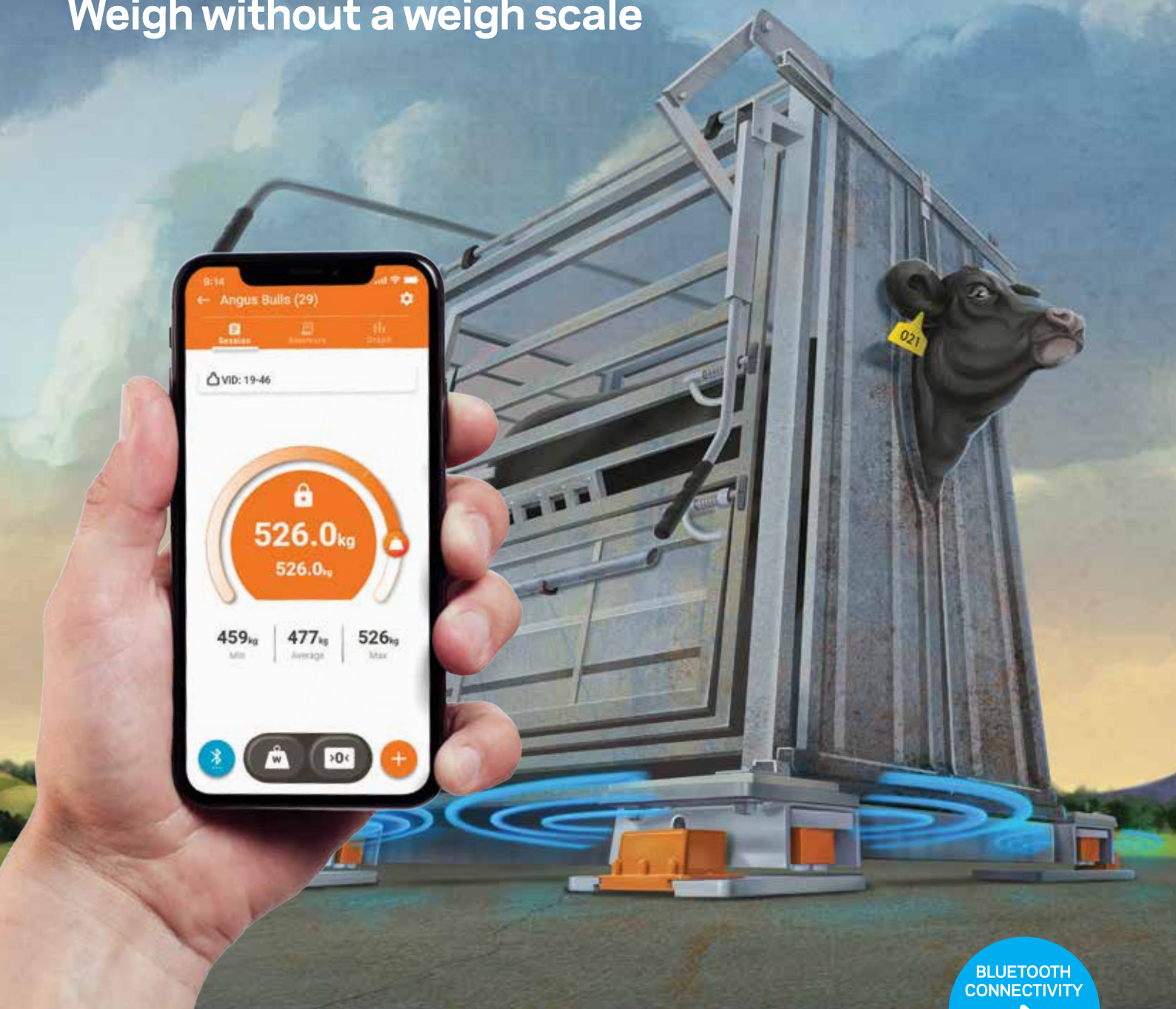
ANGUS

NEW ZEALAND 2022



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75 South Street
PO Box 503, Feilding 4740
Phone: 06 323 4484
Email: office@angusnz.com

AngusNZ General Manager:

Jane Allan

Editor:

Tim Fulton

Sub Editor:

Wendy Shailer-Knight

Graphic Designer:

Adele Gray, Pivot Design

On the cover:

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

FROM THE EDITOR



Tim Fulton
Editor

BRIGHT SIGNS FOR FUTURE PROSPERITY

Welcome to a first for AngusNZ – a Spring issue to complement our traditional Autumn publication.

As you'd expect, this new publication covers highlights of the recent two-year-old sales, which again showed the excellence out there in Angus breeding.

AngusNZ chair John Cochrane highlighted the quality of those sales in a recent social media post: "It has been another solid selling season where AngusNZ genetics have been keenly sought after in the commercial beef market. We enjoy celebrating the success of our members and look forward to the impact these exciting new genetics will contribute to your breeding programmes."

Thanking everyone for their support of the sales, John says AngusNZ "continues to be future-focused, looking to add greater support and value to your business".

In that spirit of celebrating success, AngusNZ would like to congratulate Alan and Cathy Donaldson and family from Taumarunui Puke-Nui Angus, winners of the Silver Fern

Farms Plate to Pasture Award 2022.

Their success has been hard-won, right from when Alan earned his way into farm ownership through shearing. As an organisation representing you – and powered by your input – AngusNZ is very proud to have Alan and Cathy as AngusNZ breeding members, with Alan also adding a valuable contribution to the AngusNZ board.

To encourage continued excellence, AngusNZ is encouraging a variety of future-focused initiatives, including a first governance training day for younger breeders. Participants recently joined invited members, including the AngusNZ board, to develop their personal and professional skillsets.

Similarly, three young Angus breeders had a few days in Australia as recipients of an AngusNZ scholarship. Reading their reports in this issue, you'll get a sense of how valuable this kind of 'future-focused' experience can be to a young farmer.

Everyone benefits from a bit of motivational fire in the belly, so we strongly encourage you to step forward for programmes like these. Because truly, there's nothing to lose and everything to gain from the experience.



Sudeley Cow Performance **PAYING OFF AT SPRINGVALE**



Tim Fulton

“We’re very lucky to be here,” Andrew Laing says of the family’s hill country farm.

‘Springvale’ at Little River is a wondrous place, climbing to some of the Banks Peninsula’s highest hilltops. Remnant totara stand guard over the bays like a ghostly, last troop of old soldiers.

When Andrew and Anna Laing bought the iconic property recently they became only the custodians in the past 160 years.

Now running one of the largest farms left on the peninsula, the couple share Springvale with their two teenage daughters Harriet and Georgie. Having a home at Springvale is the fulfilment of a long-held dream and it’s really starting to feel like home, Anna says.

Anna established Sudeley Angus with her parents in 1993 and Sudeley today is absolutely about breeding top-quality cows, she says.

Springvale is home to 350 Sudeley stud

cows, some trading cattle, a large commercial sheep operation and two sheep studs in support. It’s the engine room for the business and the place where all the animals are bred, Andrew says.

Through regular genomic testing, the Laings aim to keep improving their Angus herd without compromising the type.

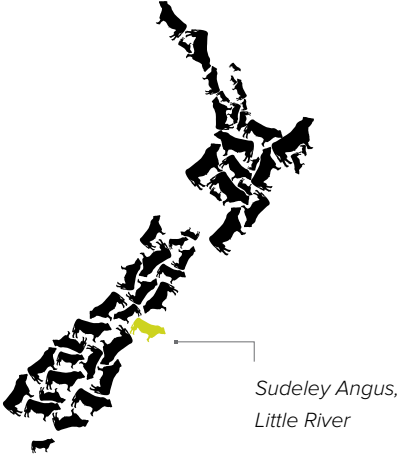
“Quality cows will breed quality offspring; poor cows will breed poor offspring, even if you put good bulls over them.”

Those cows need to perform in hard hill-country environments and their progeny are really just a by-product of high-quality genetics. Out there on those sharp Springvale sides it’s about efficiency and breeding on

native hill country.

“The stud cows have to compete with sheep. We don’t have the luxury of calving behind a wire, feeding hay or balage, or putting in a winter crop. It is all native, undeveloped hill and where Angus cows should be. It’s why we have such a strong foundation of cows and therefore their progeny perform well in these same environments for commercial farmers on similar-run country.”

The Laings ran their first on-farm Angus bull sale in 2006 and one of their best results was in June 2020, right in the middle of Covid-19 disruption, when they sold their bull Sudeley Viking 18101 for \$60,000. Phenotypically he





AFTER OUTGROWING THAT PROPERTY THEY LEASED A 6000SU FARM AT PARNASSUS IN NORTH CANTERBURY, UNTIL THAT LEASE ENDED AND IN 2019 THEY MOVED TO SPRINGVALE ON CHRISTCHURCH-AKAROA RD.

was a very well-balanced bull and has the performance to match. For the Laings it's been an exciting journey seeing his progeny come through this year at Springvale, as well as at Earnscleugh High Country Genetics.

"To keep heading in the direction of breeding and producing sires that have all the visual attributes of what we believe are important in a beef herd, but also have all the genetic potential possible to thrive in a variety of farming environments," Andrew says.

Since 2017 Andrew and Anna have invested in genomic prediction tool HD50K for Angus, an innovation in genomic technology.

Genomics prediction enables breeders to see via a tissue sample of DNA what particular EBV trait that animal has received from its pedigree. The EBVs derived from genomics increases the accuracy of predictions for bulls

and heifers to what their performance and genetic potential is, even from a young age.

Genomics analysis is a huge investment as all calves are sampled at birth.

"Genomics enables us to see what is really under the bonnet from these calves rather than waiting until they have many years of calves on the ground to build the picture of their genetic performance." By that time, EBVs could have changed dramatically throughout their lifetime.

The industry is "really only touching the sides with genomics," Andrew says.

"With feed efficiency, carbon management and environmental restraints that's coming along in the future, the sheep and beef industry is going to change significantly."

Anna and Andrew bought their first block of land together 20 years ago, going on to sell a

farm and buying a bigger property elsewhere on the Banks Peninsula, at Port Levy.

After outgrowing that property they leased a 6000su farm at Parnassus in North Canterbury, until that lease ended and in 2019 they moved to Springvale on Christchurch-Akaroa Rd.

Meantime they've maintained their original home-block at Irwell, out on the coastal Canterbury Plains near Te Waihora / Lake Ellesmere. It's a fully irrigated property to fatten all finishing stock, as well growing peas and beans for Wattie's.

They're running a large, integrated operation across the Little River and Irwell farms, helped by key staff on each property. The two properties complement each other perfectly and enable the Laings to be in control and take advantage of the market at any given time.

merchiston angus



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Wednesday 28th
September, 2022
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79%	66%	98%	98%	95%
400	600	Mat Cow	Milk	Scrotal
+73	+89	+84	+12	+4.1
92%	89%	82%	74%	85%
DtC	CWt	EMA	Rib	Rump
-2.8	+47	+7.4	+3.4	+2.5
58%	80%	78%	79%	79%
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Like the cattle, the sheep operation is fairly simple across both properties, grounded in about 4500 commercial Romdale ewes but run alongside the Texel/ Suftex and Romdale recorded ewes.

The Laings aim to kill as many lambs straight off the ewe at Springvale as they can, then send the remainder off to Irwell to be grown and killed out there.

From there, those animals go straight to the works. Ewe replacements are kept at Springvale and once all lambs are finished at Irwell, the ram hoggets go out there to be taken through and prepared for sale in November. It's the same for the retained heifer calves, which stay on at Springvale for mating. ■



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Annual 2yo Bull Sale: 13th June 2023, 2pm



Sharon & Brian Sherson, Shian Angus; Bruce Orr and Kendall Langston



James Fraser, Stern Angus; David Giddings, Meadowslea; and Ryan Hussey, Mt Possession



Kaharau toilet display



Vicki Rowe, Merchiston Angus



Annabelle Gourlie and James Cropper, FMG



Kevin Norris and Don McGregor



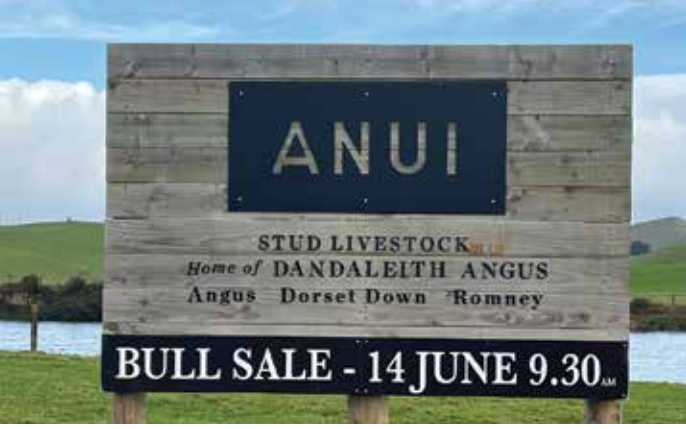
John Cochrane and Andrew McLachlan



John Frizzell and Ken Brown



Sharon and Brian Sherson, Shian Angus, celebrating 50 years



Bumpy Mitchell, Whangara B20



Tolaga Bay



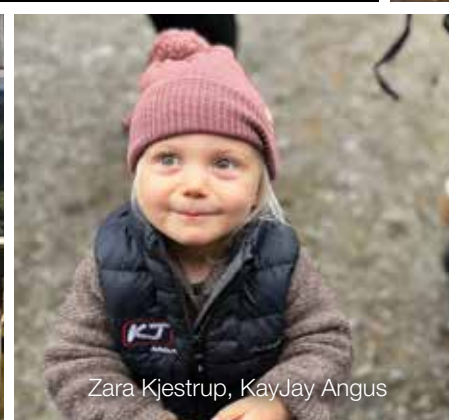
AngusNZ ON THE ROAD



John Harrington and Sarah Adams, Rolling Rock Angus



Will and Viv MacFarlane, Waiterenui Angus



Zara Kjestrup, KayJay Angus



Paul Revell, Okaka Angus



Bruce Orr, Peter Humphreys and Hamish Williams, Turihaua Angus



Wayne Chisnall and Bruce Johns, Kaiwara Angus



Ella Powdrell and Pearl Pattison, Turiroa Angus



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Mt Mable Angus

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HARD HILL COUNTRY TAKES ON MATAURI ANGUS GENES

Tim Fulton

Two years ago James and Janine Parsons and family bought Colin Maxwell's Matauri Angus in the Far North. Retaining the name as well as the genetics, the Parsons set out to build on a Maxwell family legacy with the stud that went back about 60 years.

The stock headed from Matauri Bay to the Parsons' place in Tangowahine Valley, 90 minutes south on the prickly spine of the mid-north, on the northern Kaipara between Dargaville and Whangarei.

The family recently rebranded their Ashgrove Genetics to HardHillCountryGenetics.com, partly to highlight the do-ability of the old Matauri Angus bloodlines on their hard kind of country.

The company runs Coopworth and Suftex studs on hard hills, including Class 7 and verging Class 8 in parts. The farming has fitted nicely with their other work interests, with James a director with Beef + Lamb New Zealand, then as chairman of the organisation which he retired from in 2018. James also

served as a founding director of B+LNZ Genetics.

"I've always had a keen interest in genetics, so consequently it was an easy step to say, let's take those same genetic principles that we apply with sheep breeding and see how we apply that in a beef context," James says.

"Our focus is breeding a moderate-size cow, very fertile and the heifers getting in-calf easily. And we look at a lot of those good maternal traits, with a lot of carcase traits in them as well. One of the things we liked about

Matauri Angus is that Colin Maxwell had a very similar philosophy.”

Here, James acknowledges the insight of Travis and Kirra Pymm, former Matauri Angus clients who vouched for the quality of the Maxwell’s stock and assured James he wouldn’t be buying big cows that would struggle on steep Tangowahine faces.

James says he probably wouldn’t have bought Matauri Angus if it hadn’t been for Travis and Kirra’s involvement and “it was kind of through them that the opportunity arose”.

Before buying Matauri Angus, Travis and Kirra, both from California, became the farm managers in 2020, running the farm day to day alongside a fulltime shepherd and fencer general.

Travis and Kirra are now equity partners in the livestock company which owns all livestock including the stud assets.

Separately, James and his wife Janine own 80 per cent of the land company tied to the stud, with the remainder held by James’ brother Chris and his wife Hayley. The land company leases the farm to the stock company HardHillCountryGenetics.com.

James and Janine live off-farm, about 35 minutes away, closer to Whangarei, though James does about 2.5 days a week on the farm, plus some farm consultancy and off-farm governance roles. Janine meanwhile works at Whangarei Hospital as a lactation consultant so all-round it’s handy being closer to town, including an airport.

Brother Chris recently left a senior role in the New Zealand Army and now is the CEO of Rural Leaders, running the Kellogg and Nuffield rural leadership programmes. As it happens, James is himself a 2008 Nuffield Scholar.

The partners bought 120ha from

neighbours when they bought the stud, taking the property to 600ha. The stud is well-bedded so just now it’s probably best described as a consolidation phase, James says.

On 600ha they have 200 recorded cows, plus calving heifers. Little of the land could be considered easy so it presents some



*Matauri Angus,
Whangarei*



Travis Pymm at one of the recent 2yr old bull sales.



challenges with only a handful of flats when tagging and weighing calves at birth, plus tagging at birth 700 stud lambs, while growing the bulls out on the easier country and the flats.

Before buying Matauri Angus the Parsons had trade cattle – bulls and steers – and ran a bigger flock of breeding ewes. The ewes previously did a lot of the pasture clean-up duties but now the cows do more of that job on the steep hills. The owners have basically continued the Maxwells' sale pattern, with an annual yearling sale in September and a two-year-old sale in July.

James says they were determined when

they bought Matauri Angus to keep the Maxwell legacy going, including the stud name.

"We just wanted to honour the people who had done all the work before us. We've got some pretty steep stuff and it's quite strong country. A lot of people say it should be in trees – we're surrounded by forestry on three sides – but we really believe in the future of livestock farming and are quite excited by it, so we've chosen not to head in that direction. There will be a lot of people who wake up in 20 years' time with deep regrets about selling farms into trees."

The farming business supports three

families, which in turn supports the district, like the local school and dog trial club, of which Travis is a member. Kirra coaches pony club.

"We're pretty focused on breeding animals that benefit our clients and help support those communities," James says. ■

The team at HardHillCountryGenetics.com



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Not all Black and White for **FRIESIAN DAIRY**

Natalie Campbell

Yearling Angus bulls are proving invaluable and making their mark on a Coromandel dairy farm and dry stock operation.

The Hikuai business of Peter and Nikki Jury includes a 160ha effective dairy platform and a 160ha effective dry stock enterprise, which they farm with Peter's parents, Trevor and Mary.

The young couple winter 440 Friesian cows, producing an average of 160,000kgMS annually. Peter acknowledges they're not a high producing herd and describes the business as a low input - a decision made

to reduce herd stress and which includes a flexible daily milking schedule incorporating twice a day, 10 in 7 and once a day regimes at different times throughout the season.

"We have a flexible milking regime because the cow shed is located at one end of the farm, so we're trying to look after our cows and their feet," Peter says.

There's a 10km drive between the two enterprises, with Peter's parents overseeing the dry stock operation and calf rearing.

The Hikuai district has an average rainfall of two metres annually and is surrounded by mountains and hill country. The dry stock

unit is rolling hill country with about 95 per cent of the property's waterways fenced off and riparian planted in partnership with the Waikato Regional Council. Some gullies have also been retired in the past five years.

Peter and Nikki returned to the farm about three years ago after careers off farm – Peter was a fertiliser rep and Nikki has spent time as a teacher and also worked for New Zealand Bloodstock.

The pure Friesian cow herd has been invested in with quality genetics purchased over the years by Trevor and Mary.

Peter says they run the cows in two herds,



which can be challenging logistically but he believes it reduces stress and pressure resulting in happy cows who in turn conceive readily.

“We are relying on their natural fertility and that passes on through the generations.”

Calving on the Jury property is an intense period – the result of a short mating window of 9-10 weeks.

“While we don’t want calving to drag on, we are trying to implement a simple system where no veterinary interventions such as CIDRs are used, so natural cow fertility is really important to us.”

Artificial breeding in the herd starts 23 October and spans six weeks, with bulls used for tailing up for a month afterwards.

In selecting his Friesian bull genetics Peter calls on his LIC rep Sandi Thompson who he says has been a big help.

“She’s a really good rep and her genetics knowledge, along with our preferences, are formulated to chase the most efficient animal for our business.”

Peter says phenotypically he likes a nice black Friesian (this applies to sires and dams)

and with the dams he prefers a solid but medium-framed animal.

The first four weeks of the AI programme focuses on generating herd replacements and they use the best Friesian sire genetics from LIC over their top Friesian cows. Any B mob cows receive Hereford straws. Once there are between 100-120 herd replacements the remainder of the cows receive beef straws and are then followed up by two-year-old Te Atarangi Angus bulls.

All heifers are naturally mated with a Te Atarangi Angus yearling sire. The sires purchased from Chris and Karren Biddles, near Dargaville, are kept for at least a year following heifer mating and joined with the mixed-age cows as two- and three-year-olds.

The heifers are mated to Angus yearling bulls for several reasons.

“We wanted early calves to lift numbers on the dry stock block and being able to buy all our yearling bulls from the Biddles means they come from one source so it’s one biosecurity transfer – the bulls come in from the heifers and are carried through winter for following up with the cows the next year. It also means

Aerial view of the Coromandel property.

we have removed bobby calves from our business.”

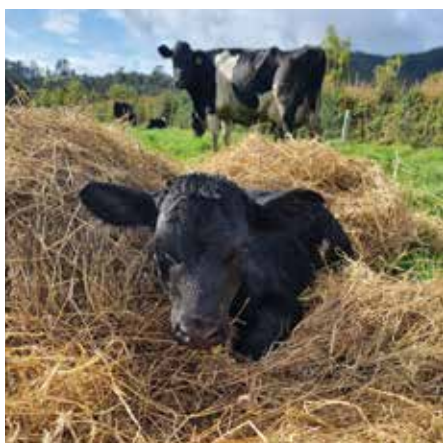
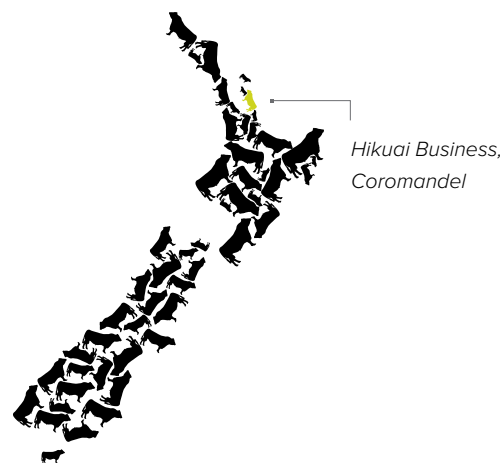
About 90 per cent of the Angus progeny are born in late July or early August and after about a month they make the transition to the dry stock property where Mary and Trevor continue to rear them.

All Angus progeny is carried through for a winter before being sold store at between 12-20 months old.

Peter says in future they will be aiming to have a high proportion of their beef heifers weighing 450kgLW or above at 20 months old.

“We like this sort of animal as they are underpinned by their works value, which would mean we could leverage a good price for them regardless of their destination. Whereas most of our steers are only marketable as store stock prior to their second winter.”

All Angus bull calves are castrated while any Friesian bull calf progeny is left entire.



PETER CAME ACROSS CHRIS BIDDLES IN A STUD TOUR VIDEO ON YOUTUBE AND LIKED WHAT HE SAW. "I THOUGHT THEIR PROGRAMME MADE THEM THE PERFECT PLACE TO GO FOR US, SO I MADE THE FIVE-HOUR TRIP TO DARGAVILLE TO THE SALE."

Peter came across Chris Biddles in a stud tour video on YouTube and liked what he saw.

"I thought their programme made them the perfect place to go for us, so I made the five-hour trip to Dargaville to the sale."

Not only do the yearling bulls work well they are incredibly quiet, and Peter considers the Biddles to be a good farming operation.

"They tick all the boxes and Chris's high profile reinforced his reputation."

When it comes to the selection of Angus genetics, Peter says he's still learning but he aims to buy bulls that rate in the top five per cent in birth weight for the breed. He also tries to target bulls that weigh just under 400kgLW and of sound conformation.

"Over time they stay a bit smaller, which is a positive for management and avoiding lameness on the dairy farm."

Six bulls are used so he can rotate and rest them during mating.

He has a budget of \$3200 per bull landed on his Coromandel property.

The economics stack up for the Jurys: the best bulls average approximately 50 live calves which are sold store and the sires are sold as beef animals after their second or third mating.

"I don't have a problem paying \$3000 for a bull. They tick all the boxes biosecurity wise and are fertility tested," Peter says.

When the bulls have finished work for the season, they are grazed on the dry stock unit and Peter says they are conscious of maintaining contact and handling the bulls regularly.

Bull care is important to Peter, and he has

learnt that there's less fighting if the bulls are run in pairs and rotated during mating so they can rest – aided by the flexible milking regime they employ.

"We reduce our milking frequency in December to look after our cows as summer starts, which in turn makes it a bit easier for the bulls."

All calves are reared by Trevor and Mary Jury, with calves spending the first few weeks of their life on the dairy farm before transitioning to the dry stock property.

Calves are fed on whole milk initially before moving to milk replacement and meal as they grow older.

Peter says the family has noticed how vigorous the Angus calves are at birth.

"They're so good at getting up and latching on compared to the Herefords and Friesians."

Other observations the Jury family have made include the Angus-cross calves being easy to train to drink from the calfeteria. In their business the Angus-cross calves have the least amount of animal health issues, and they are strong foragers.

Peter acknowledges he's still fine tuning his management practices and his knowledge is expanding when it comes to getting the best from his Angus sires.

He believes in taking the lead when it comes to dairy heifer mating.

"Our heifer mating programme is still in its infancy, and we aim for calving to be as stress free as possible for the heifers and I believe being proactive with heifer mating management helps get the best from them," he says. ■





MARLBOROUGH DRYLAND BREEDING PROVEN IN TAIMATE SALE SUCCESS

Tim Fulton

The Hickman family's Taimate Angus stud at Ward in southern Marlborough is constantly in motion and the recent purchase of additional local land proves the point.

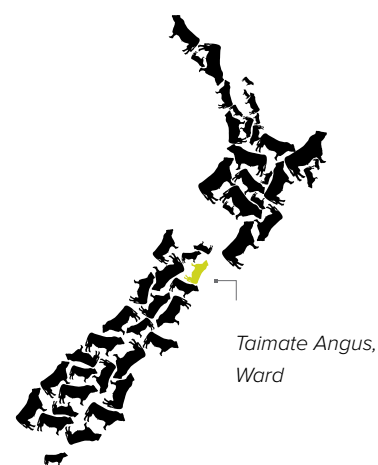
The property is "the only genuine dryland Angus Stud left operating in NZ – no irrigation, no dairy farms within miles, just a bloody big salt lake," Paul Hickman writes in Taimate's 2022 bull sale catalogue.

Taimate is a fixture in this famously dry part of the country, with an Angus stud going back

66 years and family on the place for more than a century. The cherished history is recounted at the farm gate, but down the drive it's all go with new projects.

The long-standing home block is 676ha, of which 85ha is planted in sauvignon blanc.

Taimate usually winters 6000 stock units - all stud cattle and trade lambs - and has been grazing stock off-farm since starting the vineyard development several years ago. In April the Hickmans bought an additional 118ha in the Ward area. The expansion should



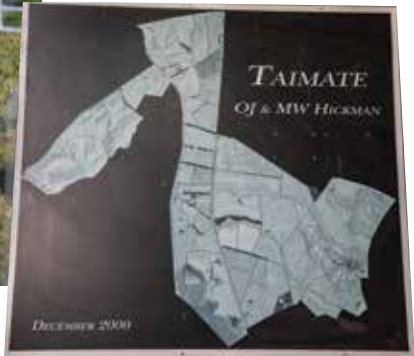
allow them to graze all animals on farm and push along the quality of the stud in genuine commercial farming conditions, Paul says.

Financially it's been a big challenge with massive grape development in recent years, though autumn 2022 was the first big harvest.

"Physically it's been a battle running the



Taimate Lazarus L12.



business short-staffed as we didn't have scale, but late in May we employed a stock manager and we've been helped by now having the new block."

Taimate is unforgiving; punished by lack of rain, a lot of wind, a short growth season and no irrigation. The climate is really challenging for feeding cattle, not least in the critical dry months of April and May. Angus are perfect for the farm system and environment.

"They're very fit for purpose. Sheep destroy this dry country by eating it down too hard and the wind blows it away," Paul says. "Our seasons are so feast or famine and so the Angus cattle we've developed complement that system by being able to hold themselves in times of shortage and excel in times of plenty."

Taimate selects for good temperament, first and foremost.

"Without that you have nothing, no matter how good any other part of the animal or paperwork may be. We work from the ground up physically. Data has to be good, too. Within reason, EBVs are very much proven; you just have to be careful that you're not trying to drive a Ferrari where you need a tractor, and vice versa."

As a breeder, Paul says it definitely helps having access to Angus' massive global gene pool.

"There are so many types of Angus cattle across the planet it's easier to find someone somewhere doing something similar. They are the only all-round, true multi-purpose breed. They adapt to any environment, great animals that also produce a great finished product."

As busy as the family is with new and ongoing projects, Paul has a down-to-earth approach to taking the stud forward.

"I prefer to do something I enjoy and see what happens. When I first came home in

1998 we sold five bulls and averaged \$2200. I dreamed of selling 50 bulls at \$5000 average, so never in my wildest could I have imagined getting the results we have in recent years."


This year's catalogue averaged \$11833 with more bulls catalogued and sold than ever before, yet 36 bulls sold for only \$5000-\$8000.

"For us as breeders, this is fantastic that such value was available. Everyone who wanted a bull, with any budget, was able to get one."

An estimated crowd of more than 350 had the enlarged shed heaving.

"The support of fellow stud breeders got the sale off to a flier and we are very humbled that six stud programmes chose to get their next sire from Taimate."


Looking back, it felt like the perfect sale, Paul says. ■



TAIMATE ANGUS

Semen available for sale

Contact Paul Hickman
Ph: 021 57 51 55
E: taimateangus@gmail.com



TAIMATE ROY R38

	CE	CEB	GL	BW	200	400	600	WVW	Milk	SS	DTC	CW	DMA	Rib	Trim	RBY	IM	Est He
FRV	+10.0	+7.5	-6.9	+1.5	+5.3	+9.1	+12.3	+10.6	+1.7	+3.7	-2.7	+6.2	+8.2	+2.0	-0.5	+1.1	+0.2	+3.2

Traits Analysed: BWT, 200WT(x2), 400WT, 600WT, SS, FAT, EMA, IMF, DDC, Genomics



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+79	+24	+1.9	-5.3	+73
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REMARKABLE SALE PRICE EXTRA SWEET

Tim Fulton

“...cing sugar on top,” Mike Smith says, after a two-year-old bull made \$81,000 at Kincardine’s annual sale.

Holding its first on-farm sale, the Queenstown stud sold the exceptional sire to the Giddings family’s Meadowslea Genetics at Fairlie in South Canterbury. The bull, Kincardine Rainstorme R25, was out of an American sire, Basin Rainmaker, from semen sourced by Genetic Choice New Zealand. Mike says his depth and thickness were exceptional and this, combined with an incredible temperament, made for a bull to be proud of.

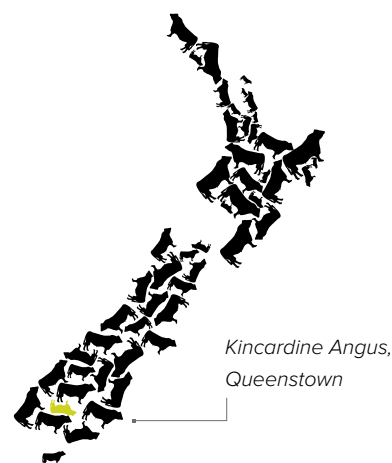
The sale at Kincardine Angus was the second highest in South Island history and a particular thrill for Mike’s parents, Alistair and Di, who established the stud in 1969 while farming in the mid-Canterbury foothills. The Smiths, senior, later share-farmed the stud

cattle with friends until Mike and Gemma took over the business.

In all, the auction moved 14 bulls for an average of \$14,585 and benefited from strong pre-sale interest. In the month before auction, the Smiths had stud breeders from all over the country travelling down to look at a couple of top young bulls, as well as all the commercial clients. A crowd of 70 attended in person, while another 50 joined in online through Bidr.

The bulls had a good balance of structural soundness and proven performance data, Mike says.

“It’s easy to go one way or the other – to have all the structural integrity and the low numbers [performance data] or you fan source some opportunities to try and keep your structural integrity and add the performance data into it. That’s what we’ve been quietly striving towards, without getting too extreme.”



Kincardine aims to raise the bar on bulls offered into the commercial beef sector and the stud sales are a bonus on top of that, Mike says.

His priority in bull selection is structural integrity, allowing a bull to freely climb hills when required, mate cows, and recover once the job is done. He also looks for a bull with calving ease, moderate birth weight, and good growth rates for 200-, 400- and 600-day weights.



PEOPLE ARE DOING SOME PRETTY EXCITING STUFF OUT THERE, HIGH ACHIEVING KIWIS JUST GOING ABOUT THEIR BUSINESS, AND OFTEN WHEN YOU'RE IN THE PADDOCK ONE-ON-ONE WITH THEM AND THE BULLS, YOU GET TO SHARE A BIT OF THAT.

"I also aim for good mature cow weight that's lower than the 600-day growth figure and carcase traits of high EMA positive fats and IMF to round him off. And he must look like a bull, not a steer."

Kincardine has 60 stud cows, sale bulls, and replacement heifers, as well as 250 crossbred ewes and buy in store lambs, as feed allows, on 130ha of lease land spread over two blocks 90 and 40ha apiece. The cows maintain pasture for the ewes and improve ewe performance while the sale bulls are run in conjunction with the lambs, maintaining pasture for lamb finishing. Heifers are wintered in rough blocks to tidy up, also allowing fresh pasture to come away in spring.

The stud below The Remarkables mountain range is squeezed for land space as the demand for housing land increases in this magnificent landscape, so Mike demands every cow produces a saleable bull.

From a crop of 22 bulls born two years ago, Kincardine sold 14 of 15 offered in this year's auction, having earlier sold four as yearlings. Just three of that original group of 22 were culled for failing to meet sale criteria.

"We really pride ourselves on 'what comes out of a cow should be worth selling,'" Mike says. "And if it's not up to it then the cow gets moved aside and a new heifer comes in. Someone gave me some advice a while back about being really tough on what goes into your herd and it's really paying dividends now."

Now that the stud has proven high performing female bloodlines, it is looking to do embryo transfer work to expand the herd. Besides farming, Mike and Gemma

own childcare centres in the Wakatipu area and a commercial property portfolio. It's an important source of income as they pursue farm ownership.

"We are exploring options to purchase more land to increase the cow herd and have been in negotiation with some people about running cows for us. Those discussions are continuing. So, that's an avenue for us to expand our cow herd as well."

Mike is also involved in the wider beef sector, as vice chair of AngusNZ. He says he enjoys the positive and challenging discussions around the board table and the interaction with Angus breeders, who always have thought-provoking ideas on how to keep Angus at the forefront of the New Zealand beef industry.

He's finding AngusNZ has a real focus on a 'team first' mentality "and a commitment to progress which is a joy to be a part of".

"As a farmer you tend to live and breathe the breeding process, from an animal's birth to an on-farm sale. There are good constructive conversations and I really enjoy that side of it. And you're always learning something new," he says.

Personally, he finds those connections motivating – and good for general wellbeing.

"Farming's a busy lifestyle so any time that you get off farm and go and have a chat is a really positive move. People are doing some pretty exciting stuff out there, high achieving kiwis just going about their business, and often when you're in the paddock one-on-one with them and the bulls, you get to share a bit of that." ■



Innovation turns Mobile phone into **WIRELESS WEIGH SCALE**

Angus farmers will be able to turn their mobile phones into an animal weigh scale thanks to Gallagher's new innovative Wireless Load Bars.

The Wireless Load Bars are the first of their kind on the market and eliminate the most common failure point for weigh scales, their cables.

Wireless Load Bars remove the need for cables because they turn farmers' phones into a livestock weighing system.

"One of the biggest issues with current livestock weighing systems is damaged load bar cables," Gallagher product manager farm technologies Brian Rose says. "Failures are generally caused by chewing rodents, being stomped by animals, or getting crushed in gates. With the cables removed, this major issue is removed completely."

The Wireless Load Bars are a cost-effective tool for farmers. When coupled with Gallagher's Animal Performance App¹, they give farmers a total weigh scale herd management system in the palm of their hand.

"Farmers told us they were moving weighing platforms around their farms to weigh stock on different properties and the cables were an absolute nuisance," Brian says.

"We wanted to be able to provide them a total weighing system they could manage while out on the farm, from their phones, which they always have in their pocket."

The effective weighing of stock on farm helps track the success of food regimes, monitor when stock reach optimal weights for mating and forecast when animals will meet sale weights.

"Data like this is crucial to the success of

any Angus bull operation, especially right now when the cost of farm inputs, like feed, are skyrocketing. Having this type of information available in the palm of your hand helps transform farming systems into data-driven businesses. It ensures farmers get the best results for both their bottom line and the environment."

The Wireless Load Bars' wireless design includes a built-in module and antenna that is programmed to ensure smooth communication with mobile devices. Gallagher also incorporated a new low-power design for careful power management to ensure a long battery life that typically lasts at least ten years before it needs replacing. ■

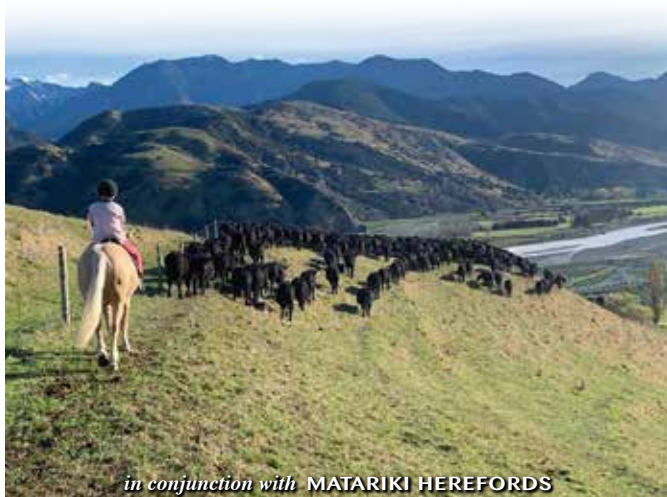
¹ Weighing data can be sent from Gallagher's Wireless Load Bars directly to your phone, provided you have an Animal Performance Plus subscription.

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AngusNZ Governance Report

PROFESSIONAL BOOST FOR YOUNG FARMER

A major farm move has given Kate Pont little time to sit still but she's glad she did so for a couple of days at AngusNZ's governance training in Feilding.

The two-day event for a group of young breeders in July included advice on the difference between governance and management – a timely subject for Kate and her family as Waimara Stud takes a big step in its succession planning with the purchase of a farm in Southland.

Kate and her husband Chris recently took over the farm at Wainuka Run in Eastern Bush, alongside Kate's parents, Tom and Sally. Other family are also involved and invested, living off-site.

Kate says it's been hectic couple of months getting started and the AngusNZ governance training was a refreshing break, offering insights into business on and off-farm.

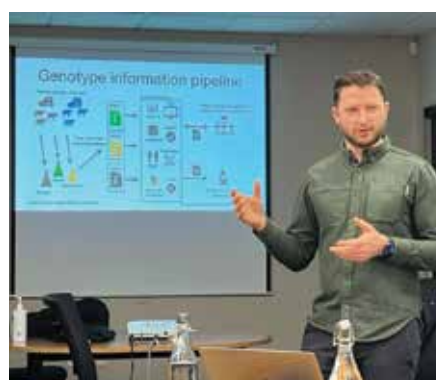
"I found it awesome for just re-setting in my brain, what our structure is, especially now that we're living on-farm with my parents, it's really easy to blur those lines between who's in charge and who's doing what. So, it was perfectly timed to re-think those ideas, but also it re-inspired me to joining the Angus board at some stage."

Waimara will hold its first standalone on-farm sale next year and Kate wants to do more to lift the stud's profile. At the governance training she sat in on the presentation of a new marketing plan to the AngusNZ board:

"I came home thinking we could do so much more there with marketing. That's probably one thing we're not good at, getting out there and really promoting our bulls and our breeding program. You can easily just sit at home and think that if they're as good as we think they are then they will sell themselves but in this day that is not always enough. So, I came home and decided that with the recent move and new sale location it's timely that we do a specific marketing plan."

It was great to see the awesome work that the marketing team is doing, she says.

"The combination of Anna, Adele, Katie and Tim is so good and it was inspiring to see the direction they are taking AngusNZ and how



they might be able to help us with our own marketing."

Kate's parents leased farms for more than 30 years until a move into farm ownership alongside their three children and partners.

Waimara Angus was founded in 1988 on a small lease property in Te Anau, starting with four cows from the Matanaka stud of Sally's father, Monty Ericson, and four cows from Cottesbrook. The stud initially bought in five cows a year from Te Mania, put in calf to a Scotch Cap. In 2006 the stud was moved to a new lease at Tumai - a 560ha, summer-dry coastal property in East Otago.

In 2011 Waimara bought 50 cows from Braxton Angus Stud and in 2017, after more than 30 years of leasing, the stud bought its own block - 600ha in Middlemarch on the Rock and Pillar. In 2022 to consolidate Waimara moved to the new Southland farm.

The stud now consists of almost 200 in calf cows and also sells 25 to 30 beef bulls plus yearlings annually. If Kate does become

*Left: Daniel Garrick -Theta Solutions
Right: Hayden Trotter, Alan McNeil accounting.*

an AngusNZ director in time, she would be following in the footsteps of grandfather, Monty, who himself served on the AngusNZ board.

Kate says the opportunity to attend the Governance Training in Feilding was really appreciated but as well as that it's always great to reconnect with other breeders and the board. "It's so good to hear all the progress that is being made with executing our strategic plan and moving the association forward. It feels like really exciting times ahead," she says. ■

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Dean Weastell – South Island Manager.

Stock feed firm meeting **HEAVY DEMAND**

Demand is growing for a variety of supplements as farmers look for more control of their inputs. Stock feed supplier J.Swap Stockfoods is in the thick of that business, with processing and storage facilities around the country.

J.Swap Stockfoods has five locations for bulk storage facilities. In the North Island these are Matamata, Mount Maunganui and New Plymouth, and in the South Island in Christchurch and Invercargill.

The family-owned company has been around for more than 80 years and has become a major supplier of stock food supplements to beef and dairy farmers, with expertise in formulating blends for particular diets “to try and hit a protein and starch spec”, J.Swap Stockfood’s Canterbury sales manager Dean Weastell says.

From Christchurch, J.Swap Stockfoods services most of the upper South Island, including the West Coast.

Farmers operating under farm management plans and various associated regulations have become more precise and probably more scientific about their inputs, Dean says.

“People are keeping an eye on their pasture and stock feed companies are formulating

blends to complement what’s going on there. The days of simply feeding palm kernel or palm kernel blends in trolleys ad-lib – it’s certainly present but not at the rate or in the numbers of maybe 10 years ago.”

One of the best-known supplements is Palm Kernel Extract (PKE), a by-product of the palm oil industry in south-east Asia, derived from the nut of the palm fruit after the oil is mechanically extracted.

J.Swap Stockfood’s PKE is all sourced from MPI suppliers, meets MPI requirements and is certified GMO free. The company operates transitional MPI inspection sites for these official checks and describes the product as a cost-competitive, year-round source of animal protein and dry matter.

Products include Dried Distiller Grain Pellets, Soya Hull Pellets, Tapioca, Soy Bean Meal, Hi Starch Grain Pellets, Canola Meal and Kibbled Maize. Wheat Bran Pellets, Crushed Barley, and Golden DDG also go into the mix.

Dean, based out of an 11,000sq/m storage facility in southern Christchurch, says J.Swap Stockfood’s business is growing all the time, servicing customers throughout North Canterbury, Marlborough, Nelson and the West Coast.

J.Swap Stockfoods is vertically integrated, from import, storage and distribution and customer delivery. That confidence around supply has been a real advantage for the business, especially since Covid wreaked havoc on global supply chains.

There’s no denying that the cost of nearly all imported supplements has risen sharply during the Covid-19 pandemic, and everyone’s aware of the potential for supply constraints because of the war in Ukraine. Major shipping delays and other Covid-related woes have made the stock feed business harder for suppliers and farmers alike, Dean says.

Even shipping product from Australia has been difficult. However, a fair amount of J.Swap’s starch is extracted from Canterbury-grown wheat and barley, or kibbled maize grown along the east coast of the North Island.

“It’s really been a perfect storm, from Covid, supply chain issues, inflation and everything in between.”

Still, Dean finds that being a vertically integrated company gives customers confidence in stock feed importing, storage and delivery to farms. ■

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MATING SEASON

"In spring, there will still be yearling bull sales and the beginning of the mating season for some farmers, so we want to emphasise the importance of assessing the quality of your bull and checking it for injuries," FMG's Area

"The claims are mainly for injuries to the bull's back, hip, pelvis or hock and happen in the paddock," says Hayden. "These injuries often lead to the animal being euthanised. We recommend regularly checking bulls for



Manager Hayden Dunne says.

Hayden says 40 per cent of the livestock claims FMG receives are related to bull mating injuries.

"Our key piece of advice here is to consider the size of the bull before mating season begins," he says.

Tararua Breeding Centre recommends using bulls of a similar size or larger than the heifer to reduce the risk of pelvis or pizzle injuries.



lameness or injuries during mating."

Injuries to bull pizzles make up 30 per cent of livestock claims to FMG. Hayden says it's critical to test and check your bulls at the start of the mating season.

"Our claims data shows broken bull pizzles are a leading cause of bull injury claims during mating season. This leads to vet appointments or needing to get a replacement bull, which of course, interferes with farming."

QUAD BIKE SAFETY

It's important to remember that you are your farm's most important asset and getting injured can cause major disruption to your life and your business. So, as you're getting around on your quad bike, there are some key things to remember to keep yourself safe.

Multi-tasking is the nature of the job. However, one in five (21 per cent) quad accidents on farms occur when the rider is performing another task.

"Because they are concentrating on the task, they may not notice an unexpected change in the terrain or an obstacle in the way," Hayden says. "This can be anything from a cow to a fence post, a rock or a rut."

While the majority (more than 60 per cent) of rollovers occur on hilly slopes, in 15 per cent of quad accidents, wet or slippery ground was a contributing factor.

"It's important to remember that it doesn't actually take much to roll. An object 15cm in size (such as small logs, mounds, ruts, etc.) hit at the relatively low speed of 25 km/h, when a rider is not actively riding, can cause a quad bike to roll," Hayden says.

"The rider may pull on the handlebars to keep themselves upright, further exacerbating the turn of the bike and leading to rollover." ■

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Celebrating 50 years in business this year, Bayonet is NZ family-owned and operated, based in Tauranga. Since 1972 we've been a trusted trading partner to New Zealand's rural and construction sectors, producing wire products such as Fixed Knot and Kiwi Knot Prefabricated Farm Fence, Coiled Wire, Barb Wire, Hex Nettings, Fencing Accessories, Wire Construction products and more. In March 2020, after nearly five decades in the business, Paul Bishop officially passed ownership to sons Joel and Frank.

"We're proud to be further developing the business Dad started in '72," Joel says. "Employing Kiwis, manufacturing product right here in the Bay of Plenty and using Kiwi-made wire with a solutions-focused approach are at the core of the values we continue to hold tightly to. A lot has changed over the 50 years, however we remain passionately committed to supplying high quality products to farmers, fencing contractors and roofers New Zealand wide."

In October 2020 Bayonet invested in a purpose-built machine which is the only machine of its kind in New Zealand – a brand new UMC Fixed Lokk Machine (pictured). Fully automated from start-up to label insertion, this fabricator can produce high quality Fixed Knot and Kiwi Knot rolls of 1000+ metres in length with ease.

"Having the ability to produce both Fixed Knot and Kiwi Knot fabricated fence from the same machine gives our customers greater fence configuration flexibility, ensuring the right fencing solution for their situation. We can produce 50m rolls for hobby and lifestyle blocks, 100m rolls for farmers, 500m rolls for large farmers and fencing contractors with material handling equipment, and if you can handle them, 1000+ metre rolls are no problem for us either."

Bayonet have been experiencing high levels of demand for 800mm and 900mm high 500m rolls of Fixed Knot into sheep and cattle properties, as they have advantages that

shorter lengths don't have when combined with material handling equipment. "Previously we have made 500m rolls to order only, however, demand has grown to a level that we now have stock of 500m rolls in both our Tauranga and Christchurch depots."

A fencing contractor Bayonet has been working with closely recently installed 2km of Fixed Knot Deer Fencing in just 4.5 hours, delivering considerable labour cost savings to the property owner. The project only took 4x rolls of Fixed Knot 13x190x30x500.

To find out more about Bayonet's 500m rolls of Fixed Knot for your property, visit your local Rural Retailer or Fencing products specialist today, or we can have one of our sales reps visit you on site to assist you. ■

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Matauri Mack G176



Ngaputahi M122

Ngaputahi M122 Daughter



Our Goals are to produce cattle that have:

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



Matauri Mack G176 Son

**Yearling Bull Sale Wednesday
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2022, Balfour
at 2.30pm**

For more information contact:

Philip McCallum
027 230 2897

Katherine McCallum
027 410 9535



BLACK RIDGE

ANGUS STUD

On-Farm Bull Sale
Monday 26th September 2022, 11am
Offering 30 quality Yearling Angus Bulls

SIRE BULLS: Te Mania Buff 314, Stokman South Dakota N226,
Murchison Powerhouse N282, Black Ridge Hero Q004, Kaharau Jonah P343



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Inspection welcome: DEAN & TERESA SHERSON, p: 07 896 7211 m: 027 690 2033 | e: black_ridge@live.com.au



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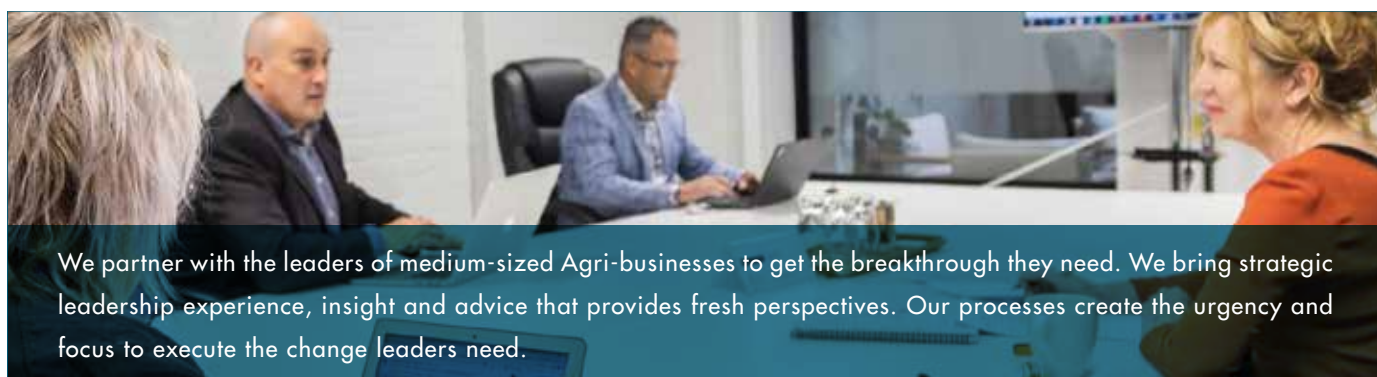
From the board table: **BETTER BALANCE THIS SPRING**

Kendall Langston

Across the board, winter has been a hard slog this year in most industries, including agribusiness. The challenge of staff absences, Covid-19 and winter illnesses, on top of gaps that have not been filled due to the full employment market, have meant heavier workloads for key people. Now add to that some challenging weather, inflationary price pressures, ongoing supply issues and some recessionary clouds gathering on the horizon. All this has made the promise of spring, with its changing cycle of work and longer, warmer days a welcome respite.

Bull sale season has been a busy and exciting time for our members and there have been some fantastic results. Whilst members of the board cannot attend every sale, we have worked hard to get to as many as possible, right across the country.

I love the adage, “slow is smooth, smooth is fast,” which we had drummed into us as infantry officers during my time in the New Zealand Army. It is a timely reminder that in order to move faster you sometimes need to slow down, get clarity, and execute the important things rather than those that are immediately urgent. By creating space,



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disrupting the churn, creating time to reflect (rest even!), to look at the patterns and data, and to think longer term, we can get better and better at doing the things that will take both our business and family forward.

Turning to business of AngusNZ, in early July we completed a full-day workshop introducing attendees to the best practice and disciplines of governance. The intent is to run this annually and it will not only support the effectiveness of future AngusNZ boards, but the businesses of attendees. The association's strategic execution plan was updated with a focus on further exploring several new revenue streams, the development of a medium marketing strategy and furthering partnership discussions with a number of like-minded entities as we seek to bring new high-value services and opportunities to our members. These businesses include those involved in genetics and the tech space, our sponsor companies and Angus Australia.

Our focus very much remains on ensuring we stay at the forefront of the New Zealand beef industry, influencing its future, supporting

our members to continue to grow and thrive as Angus breeders and creating opportunities to connect, collaborate and to have a bit of fun along the way. Our biggest challenge here is to ensure that as an association we are not complacent. The time to pivot and change is well before we need to, when we have options rather than when it is forced upon us.

We are now actively seeking members to put their name forward for selection onto our diverse and active board and I have spoken to a number of individuals who are interested in developing their governance and strategic thinking skills. We need a diverse range of board members who can learn new ways, who can adapt and shift mind-sets, and those who can play as part of a team whilst having the courage to put issues on the table and actively contribute solutions to the challenges that the organisation faces in the future. Members need to be avid communicators who can influence thinking and opinions through the use of data and robust debate, whilst respecting individuals. Sadly, the world is full of people who have great ideas and strong

opinions but there are not many who are actually willing to step up, implement and lead change. For those who do, the rewards are fantastic in terms of legacy and mana.

The next 12 months are going to be full of change and challenge within our businesses, the domestic and international economies and geopolitically. Whatever the next season brings, our farming and agribusiness community remains at the forefront of our economy and will continue to make a significant contribution to New Zealand.

Enjoy the spring; create some space to reflect, think ahead and to have some fun. It is all about balance.

And remember, "Slow is smooth, smooth is fast!" ■



OUR MOBS HAVE BEEN BOXED UP



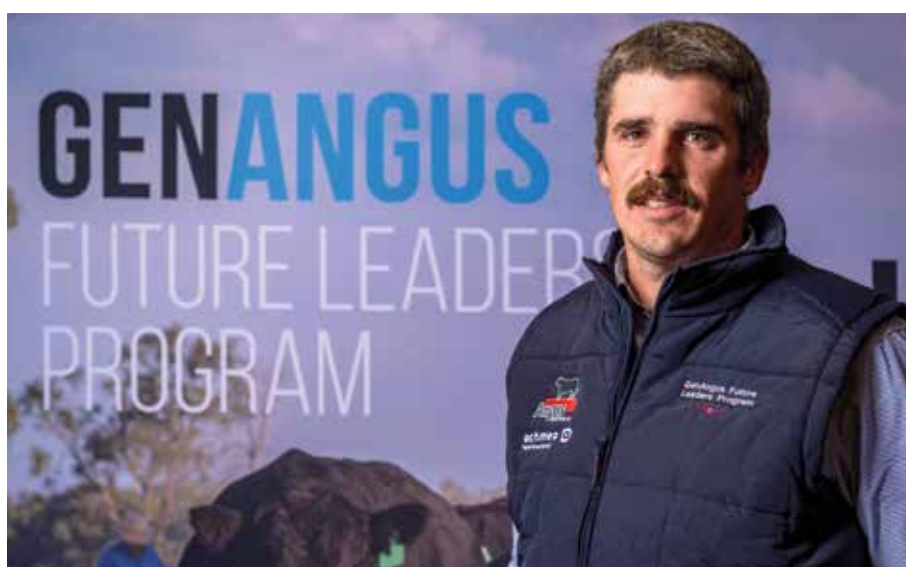
HALLMARK + WAITERENUI 2022
COMBINED YEARLING BULL SALE

*50 BULLS TO BE AUCTIONED
AT WAITERENUI ANGUS,
RAUKAWA, HASTINGS
1 PM, 23RD SEPTEMBER*



GEN ANGUS CONFERENCE A CHANCE TO MEET COUNTERPARTS AND BE INSPIRED

AngusNZ gave George Giddings, Nancy Crawshaw and George Philip an opportunity to attend the Gen Angus Future Leaders conference held by Angus Australia in Adelaide. We asked the trio to report back on their experience.



GEORGE PHILIP

It was a great privilege to be able to attend and be part of the New Zealand contingent.

The conference was an intense three days, packed with some great activities and industry-leading speakers. By far the best thing about the conference was rubbing shoulders with our Australian counterparts and gaining insights into the Australian beef industry, the different farm systems they operate, and the genetics directions they are taking.

In general the conference aimed to help equip the attendees with the tools to continue to develop and grow their Angus business.

The first speaker, and one of the most inspiring, was Pete Clark, who helped us start with the right frame of mind, which flows into business. The key theme from Pete, and through the rest of the conference, was consistency beats intensity – start small, create a habit and build on it. Get simple structures in place and build on them. He was very inspiring and encouraged us to develop a growth mind-set in our business, continue to lean in and embrace the unknown, and to compare

ourselves to our own improvement and not the gap between us and higher performers.

A global agricultural economic analyst talked to us about global agri-trends which was another very interesting topic. He started by discussing the risk of foot-and-mouth disease and lumpy skin disease in Indonesia and the likelihood and risk of either viral disease getting to Australia with the amount of tourist activity and the close proximity between the two countries. It was very much front of mind for the Australian beef industry, which was quite sobering when he discussed the potential impacts. On a more positive note he went on to discuss the global shortage of protein, with drought in the United States reducing its beef production. There was a gap to fill in the market and red meat producers should be excited by that. With economists predicting recession, he pointed out that retail beef has been recession-proof in six of the last eight recessions. He also mentioned that carbon neutrality will be required for market access by 2030, and that alternative proteins had lost market share to beef recently. Vegetarianism is holding in the United States

but the number of meat eaters has grown by three per cent.

We had several financial experts speak about the banking, accounting, insurance and succession planning aspects of our businesses. They encouraged us to find our “Why?” What gets us out of bed in the morning? Then surround ourselves with a team of professionals we trust to help us achieve our goals. To achieve our goals we need to have the growth mind-set and right attitude. The All Blacks book “Legacy” was mentioned by most speakers, so the Aussies must be learning from us. Auctions Plus CEO Angus Street encouraged us to be a little vulnerable as when we were vulnerable, we were either winning or learning.

There was also a couple of great sessions on marketing and social media, which encouraged us to put some work into understanding our market and figuring out how best to target it, which flowed through to the social media session that encouraged us to use social media more to tell our story, educate our market and engage in constructive dialogue with our community/audience.

Another very interesting session involved understanding and developing our breeding programme. This highlighted the impact that selection based on EBVs has on the progeny's performance, which emphasised that there were very real benefits from utilising the data provided to us. This led us to focus on our own concise breeding objective and to set goals and put plans in place to achieve it. Next came a discussion about future traits that we should be thinking about and potentially looking to capture data on and breed for, these being methane emission, longevity and incidences of illness.

It was an extremely rewarding and quite intense conference. To anybody who had the opportunity, I would thoroughly recommend applying to attend this course in future. ■



NANCY CRAWSHAW

There was a great line up of speakers throughout the event speaking on farm insurance, succession planning, farm advisory, accountancy, rural banking, marketing, breeding objectives and Global Agri trends. The ones that stood out for me were: Pete Clark, from 21 Whispers on Mindset 21; Angus Street, the CEO of Auctions Plus; and Milly Nolan, with DISC Profile Assessments. It was a great event to meet industry leaders and network with young professionals within the Angus breed.

The first speaker of the event was Pete Clark, from 21 Whispers on Mindset, which set the conference off to a great start. Pete explained how our mindset can affect our performance in everyday tasks and how we attack challenges we face in business. We looked at how our mentality affects us as individuals and also the teams we work with. Pete explained how business owners, no matter how big or small, create the mindset environment for their staff and contractors

which can have significant impacts on business performance. The key take-home message for me was 80 per cent of the results come from 20 per cent of the effort and we as individuals and businesses needed to ensure we were working in a growth mindset to maximise performance.

Milly really stood out with the DISC profile assessment; she found a way to make her presentation on the four different personality types relatable to all participants. I've been lucky to complete a number of profile assessments through different work/conference opportunities, but none have really hit home like this one. The highlight was when we split into groups based on our personality types to build a tower and each different group attacked the challenge differently, based on what they were most comfortable with. This really illustrated how different personalities within a team looked at problems in different ways.

Auctions Plus CEO Angus Street gave us

considerable insight into the running of the company. He showed us how being vulnerable can actually make you a better leader. It's easy for leaders to run through their success stories but Angus went through all the bumps he'd had along the way and explained how their team had worked together to overcome these. Angus explained the most important thing in a business is "the people it had on the bus" and how Auctions Plus utilised willingness versus ability to assess current and potential employees.

With the generous sponsorship of AngusNZ, I was extremely fortunate to attend this event. Angus Australia put together an impressive line-up of speakers covering a range of topics. It was great to have youth from AngusNZ and Angus Australia working together and discussing the various challenges faced by Angus producers in each country. This really helped us get a new perspective on issues.

Thank you to Achmea Australia, the Gold Sponsor of the event. It was eye-opening to learn about how farm insurers can be the first person on the ground to assist farming families rebuild after catastrophic events. Angus Australia and Achmea Farm Insurance have done an incredible job in creating a programme for the 18 – 40 age group, who previously have dropped off the radar after exceeding youth age limits.

If you are eligible and willing to learn, I encourage anyone to apply for this opportunity. I have gained tools to use in business and my career that will add value to what I do. ■

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GEORGE GIDDINGS

CONVERSATIONS ABOUT CATTLE HIGHLIGHTED SHARED OBSESSION

I would like to sincerely thank AngusNZ for the opportunity to travel to Adelaide to attend the GenAngus week, as well as the Canterbury ward for their contribution to flights. This was an excellent week which I would thoroughly recommend to anyone. I strongly endorse AngusNZ continuing to support this programme.

Three of us from New Zealand attended, as well as 25 or so Australians. Because of Covid-19 disruptions, the previous two cohorts of the course were also present for the first day and dinner on the first night, which was a terrific opportunity to meet young breeders from across Australia.

The first day was all about attendees getting to know each other, as well as those from the two previous conferences. We undertook a high ropes course and an escape room team

problem-solving course. Both of these took longer than normal, mainly because we all spent much more time talking about cattle than doing the actual activities! This was followed by a few days of classroom-based learning, focusing on a wide variety of issues, all of direct relevance to our group, with dinners and drinks each evening at which we had some great conversations.

It was terrific to see the passion and enthusiasm we all shared for Angus cattle and farming in general, and as a group we all had a huge amount in common. The majority of Angus studs in Australia are similar setups to those of most New Zealand breeders, typically family farming operations with 150-300 stud cows, selling 30-40 bulls per year into their local area, alongside big sheep and often cropping enterprises.


My family had just purchased Kincardine Rainstorme a few days earlier, and several of the participants were well aware of him already – I went to tell some people about

him, and one of them already had a photo of our bull on his phone!

The key difference in beef production in Australia, however, is clearly the abundance of cheap grain, leading to massive domination of feedlotting throughout the industry. While there are some small pockets where cattle are finished on grass, the huge majority of cattle are sold store to the feedlots at 18 months or so, where they are grown right out until 30+ months of age. Our Australian colleagues were amazed that in the South Island most of our clients aim to have cattle away, prime, off grass, at the same age. They were astute and knowledgeable enough about stock to understand this means profound differences in the type of cattle we need to breed for our environment.

This led to more conversations around EBVs, genomics, and selection. There has been concern in Australia that some New Zealand cattle taken over there have not performed in the way genomics suggested they should. These discussions led me to firmly believe we need the reference populations those genomic EBVs are generated from to include bloodlines representative of the New Zealand herd – run in New Zealand conditions where cattle are finished on grass.


Another highlight for me was the presentation from the CEO of AuctionsPlus, as well as a good conversation afterwards. That auction platform is growing at tremendous pace in Australia, and there were obvious commonalities with our own Yourbid platform.■



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TOP SELLING BULL HAS FINE PEDIGREE

Tim Fulton

The country's top-selling two-year bull for 2022 was clearly the top bull of his type in the Meadowslea catalogue, stud principal David Giddings says.

The South Canterbury stud sold Meadowslea R705 for \$92,500 at its on-farm sale in late June. The bull is by the well-known sire Meadowslea N166. His dam is a daughter of Meadowslea's best known sire F540 and was the top 10-year-old cow at Meadowslea's recent female sale.

"His sire is a really outstanding bull and all the under-bidders and purchasers came down and viewed him as well. And the grand-sire is Turihaua Crump who is now 13 years old and still standing in the paddock, as is his maternal grand-sire F540 at 12yrs old, so there's a huge amount of longevity in the pedigree," David says.

"We would have liked to have used him ourselves as a yearling but because his bloodlines are so related to everything we've got we weren't able to do that. But he's been a standout, really, the whole way."

He says Meadowslea R705 suited the "Gisborne-type, North Island-type bull."

"[He has] probably a bigger frame than we're used to, but a very powerful head and bone and breed quality that people are looking for in a stud bull."

The bull had the needed X-factor as well: "Wonderful skin and temperament and can move exceptionally well."

Meadowslea stud was also a notable buyer in the recent two-year-old sales, paying \$81,000 for Kincardine Rainstorme R25. This is a bull that David says "ticks an awful lot of boxes" for efficient and sustainable beef

production, as well as the environmental carbon footprint issues that will be so important going forward.

Meadowslea will offer out the bull's semen to both the commercial industry and stud breeders, opening bidding for a week on the stud's own Yourbid online platform. The sale is expected to create opportunities for international buyers, because the bull's semen qualifies for use in the United States and Australia, as well as embryos for Australia.

Yourbid, launched during Covid lockdown in 2020, allows auctions of multiple lots to be run simultaneously. Meadowslea is using the platform to take its brand and business to a growing international market.

"We run seven sales a year of our own but we've also run sales for others, including bull and sheep breeders in Scotland."



**THE SOUTH CANTERBURY
STUD SOLD MEADOWSLEA
R705 FOR \$92,500 AT ITS
ON-FARM SALE IN LATE
JUNE. THE BULL IS BY
THE WELL-KNOWN SIRE
MEADOWSLEA N166.**

Meadowslea R705.

To enable that off-shore business, Meadowslea has set up a website: yourbid.org.uk.

"It's been a game-changer, really, with the online platforms. It gives us a chance to get our message out there a heck of a lot quicker. The whole genetic business tends to be global once you get these sort of things going."

David says there's "amazing interest" in New Zealand genetics at the moment, as international feedlot production faces a supply

and price squeeze, heightened by the war in Ukraine.

New Zealand's sustainable, grass-fed production should pay off in this environment, he says.

"I think we'll see more of that going forward as the grass-fed industry takes over, because the grain-fed industry is going to have all kinds of problems now with the grain prices worldwide – the cost of it and carbon footprint – everything really." ■



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60 Yearling Bulls


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KayJay Cow (602kg) & Calf (359kg) March 2022.

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ANGUS TWO-YEAR-OLDS

hit the heights at sales

Tim Fulton

IN OTHER SALE HIGHLIGHTS, KINCARDINE AT QUEENSTOWN SOLD AN \$81K BULL TO MEADOWSLEA, WHILE IN GISBORNE, THE TANGIHAU ANGUS SALE TOPPED \$72K AND DONATED THE PROCEEDS OF LOT 42 TO SURFING FOR FARMERS. TURIHAUA'S BEST WAS ALSO \$72K.

It was an exceptional season of AngusNZ two-year-old bull sales.

Highlights abounded, none more so than at Meadowslea in South Canterbury on 24 June with a top price of \$92,500 for Meadowslea R705, sold to KayJay Angus in the Wairarapa.

The bull was the top price in the South Island and nationally – a rising 2-year-bull that comes from a line of long-living bulls, including a 13-year-old grandfather.

Topping the North Island, Brian and Sharon, Rob and Tracy Sherson at Shian Angus also had a powerful result in Taumarunui, with a \$92k sale to Orere Angus and Kaharau Angus.

It was a fitting way for Shian Angus to celebrate 50 years of breeding this year and the sale was an opportunity for charity, too. Both Shian Angus and another Sherson family stud, Black Ridge Angus, donated the proceeds of a single lot each to Starship Children's Hospital, Oncology Ward 27.

The gifts served as a thank you to everyone involved in the care of Dean and Teresa Sherson's 14-year-old son Nick, who was

diagnosed with leukaemia in October 2020. Together, the Shersons set about giving back, recognising the care, treatment and support they've received so far as Nick continues treatment.

Between the two studs, and the generosity of other rural businesses, the total amount raised for the hospital sat at more than \$32,000 in mid-June.

In other sale highlights, Kincardine at Queenstown sold an \$81k bull to Meadowslea, while in Gisborne, the Tangihau Angus sale topped \$72k and donated the proceeds of lot 42 to Surfing for Farmers. Turihaua's best was also \$72k.

At the Combined Gisborne Angus Bull sale (Orere Angus, Waimata Angus, Cricklewood Angus and Tawa Hills Angus), an Orere Angus lot went for \$65k. The last day on the East Coast was capped by Turiroa Angus topping \$50k.

Among other highlights, Woodbank Angus, north of Kaikōura, netted \$65k in a sale to Stern Angus, while at Ward, Taimate Angus' best sale was \$52k to Shian Angus. ■



2YR OLD BULL SALE RESULTS 2022

MAY

Date	Stud Name	offered / sold	Ave \$	Top \$
19	Ruaview	18 / 13	6000	8500
19	Puketoi	24 / 20	6800	12000
19	Glenwood	12 / 11	6680	13000
20	Penvose	32 / 32	8000	15000
24	Delmont	31 / 30	7433	15000
25	Kincardine	15 / 14	14585	81000
27	Waimara	26 / 25	7980	18000
28	Bannock Burn	12 / 11	6569	9000
30	Umbrella Range	28 / 28	11500	19000
31	Tarangower	37 / 30	8150	14500
31	Peters	19 / 18	7000	12500
31	Colvend	15 / 14	6421	11500

JUNE

Date	Stud Name	offered / sold	Ave \$	Top \$
1	Pikoburn	13 / 13	8807	13500
1	Hingaia	42 / 35	7785	14000 x 2
2	Shian	42 / 33	11863	92000
2	Black Ridge	34 / 33	11212	27000
2	Puke-Nui	29 / 29	9362	18000
3	KayJay	41 / 41	13024	32000
7	Nethertown	20 / 13	6307	10500
7	Oregon	34 / 33	12333	36000
8	Tapiri	18 / 17	8676	13000
8	Dandaloo	33 / 29	10050	18000
8	Merchiston	40 / 26	8076	17000
9	Pine Park	33 / 29	7000	11000 x 2
9	Riverlands J	20 / 19	7657	16500
10	Te Whanga	23 / 23	9195	13000
10	Rolling Rock	21 / 21	9714	20000
10	Earnsclough Station	49 / 49	8642	18000
13	Atahua	35 / 23	9652	34000
13	Mt Possession	20 / 15	7980	13200
13	Martin Farming	32 / 25	7540	20000
13	Mt Mable	43 / 34	9676	20000

JUNE

Date	Stud Name	offered / sold	Ave \$	Top \$
14	Dandaleith	29 / 29	9380	18000
14	Brookwood	26 / 17	8176	13000
14	Sudeley	50 / 48	9104	20000
14	Elgin	28 / 20	8950	18000
15	Aywon	18 / 17	5563	8000
15	Te Kupe	4 / 4	6313	7250
15	Hallmark	32 / 32	12046	31000
16	Kaiwara	26 / 21	7777	13000 x 2
16	Okaka	19 / 14	4089	5750 x 4
16	Fossil Creek	66 / 66	11878	21000
17	Wairerenui	43 / 40	7200	13000
17	Red Oak	35 / 34	10005	16000
20	Leefield Station	16 / 16	7180	9000
20	Blacknight	11 / 11	7000	9000 x 2
20	Taimate	78 / 78	11833	52000
21	Woodbank	62 / 58	12017	65000
23	Stern	96 / 94	11276	30000
24	Meadowslea	71 / 62	9800	92500
24	Ratanui	28 / 28	11678	20000
27	Tangihau	41 / 41	14463	72000
27	Orere	12 / 12	15583	65000
27	Waimata	11 / 8	7100	
27	Tawa Hills	8 / 5	6300	9000
27	Cricklewood	7 / 7	13571	20000
27	Kaharau	66 / 64	12500	65000
28	Turihaua	69 / 69	12731	72000
29	Kenhardt	46 / 46	9304	15000 x 2
29	Turiroa	52 / 52	11642	50000
30	Glanworth	32 / 27	6685	12500
PT*	Pinebank	32 / 32	7250	10000 x 2

JULY

Date	Stud Name	offered / sold	Ave \$	Top \$
6	Matauri		6833	14000

AngusNZ makes every effort to accurately record sale results but takes no liability for any error or omission in this content.

*PT Private Treaty

Beef + Lamb New Zealand Genetics

NOMINATIONS OPEN FOR GROUND-BREAKING BEEF PROGENY TEST



DR JASON ARCHER

Angus breeders are being encouraged to nominate bulls for inclusion into the across-breed Beef Progeny Test which is part of the ground-breaking Informing New Zealand Beef Programme.

Informing New Zealand Beef's (INZB) Science Lead, Jason Archer, says the purpose of the Test is to gather data from herds where Angus and Hereford are run together on an equal footing.

"It will allow us to demonstrate the differences and similarities between the two breeds, along with the benefits of hybrid vigour, but the main purpose is to evaluate good Angus and Hereford bulls on the same base."

This season will be the Beef Progeny Test's third mating and until now the Test has been run solely at Pāmu's Kepler Farm near Manapouri, with Angus and Hereford cows run side-by-side with crosses going both across breeds and within breeds. A second Progeny Test site has recently been identified in the central North Island and the expansion into the North Island will allow the inclusion of Simmental genetics into the Test.

"This allows us to get a good handle on the maternal performance and hybrid vigour of the crossbred cow," Jason says. "It will give us more capacity to analyse these breeds together as a dataset."

Hybrid vigour is of most value in traits with lower

heritability such as maternal traits.

Breeders who have successfully submitted bulls into the Test receive a wealth of information on the performance of their progeny. This includes their finishing performance – in the case of steers – and their reproductive performance in the case of heifers. The heifers are retained for two matings, so bull owners will get information about the heifer's reproductive success and the performance of her first calf.

Nominated bulls will be assessed by a selection panel including B+LNZ Genetics staff, representatives from the Progeny Test sites and Massey University.

Each bull selected will be used across at least 50 cows. In most cases semen will be used across multiple years to contribute to robust linkages across years.

B+LNZ Genetics, with support from MPI, is leading the INZB programme. The overall aim of the seven-year programme is to improve profitability and enhance sustainability across New Zealand's beef industry through the development and adoption of improved genetics.

Nominations close on Monday 22 August. Breeders interested in nominating a bull can go to the B+LNZ Genetics website for more information and a nomination form: blnzgenetics.com. ■



DONALDSONS WIN

Plate to Pasture award

Alan and Cathy Donaldson from Taumarunui have been named the Silver Fern Farms Plate to Pasture winners for 2022.

The Donaldsons farm a total area of 2,500 hectares with a mix of Romney sheep and Angus cattle. They have been supplying Silver Fern Farms' Waitotara site for 40 years.

Silver Fern Farms Plate to Pasture Awards are now in their ninth year, celebrating leading Silver Fern Farms suppliers of lamb, beef, venison, and bull beef who consistently supply the company with quality stock and produce food with consumer needs in mind.

All Silver Fern Farms suppliers are assessed on the consistent specification and presentation of stock, as well as their Farm Assurance status. They supply direct via Silver Fern Farms Livestock agents, and are also scrutinised on their shareholding, supply volume and timing and use of FarmIQ tools. Six regional finalists are then evaluated by a judging panel to determine the overall winner.

Head Judge Melissa Sowden said the Donaldson's focus on being a consumer-driven business that was both economically viable and environmentally conscious stood out for the judges.

"The Donaldsons are a real family unit and really play to everyone's strength. Not a lamb leaves the property unless it has been reviewed by Cathy, who is the matriarch of the family. Their succession planning and focus on the sustainability of their land for future generations was extremely evident."

Speaking to Rural Exchange host Dominic George immediately after the family received their award, Alan cited a partnership approach with Silver Fern Farms and a focus on the customer as being key contributions towards taking out this year's award.

"We've had a lot of faith and trust in what Silver Fern Farms believes in. They've given us the direction going forward; we've put our faith in that and supplied animals to their specifications."




Tom, Cathy and Alan Donaldson receiving the Silver Fern Farms Plate to Pasture Award.

"By being a fully paid-up shareholder, we've been able to get space at the right times which has been critical. We've also changed some of our farming practices to fit in some off-season killing. It's been a great partnership."

Alan, an AngusNZ board member, said his farming operation had a total focus on understanding and responding to consumer demand.


"Without a customer, we don't have a product to sell. If you want longevity in business, whether as a meat company or in farming, if you're not supplying to the customer's demand or needs you won't survive," he said. ■



PUKE-NUI

— ANGUS —

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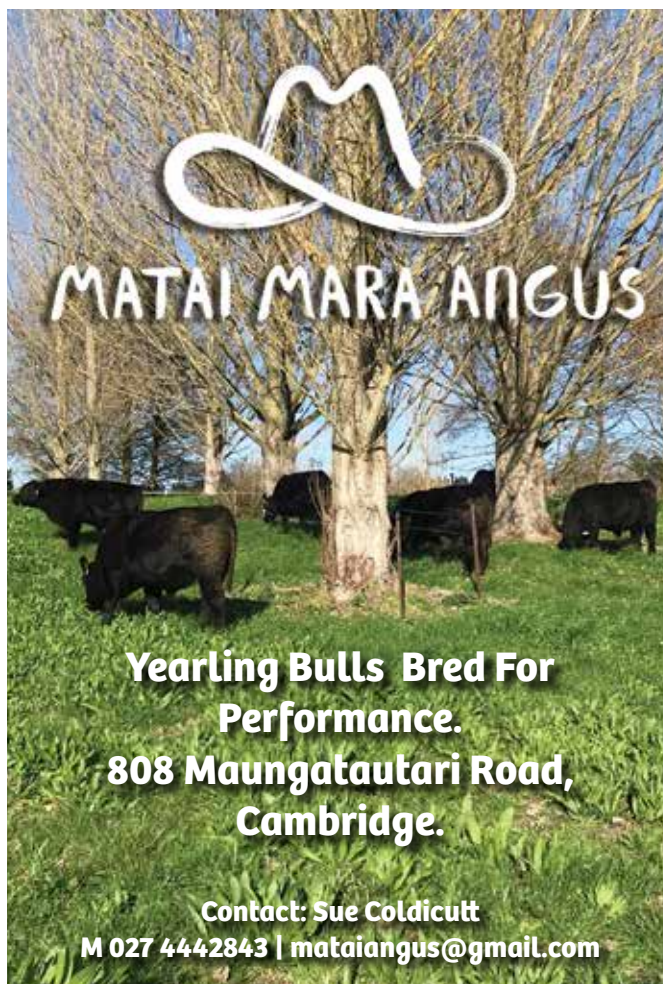
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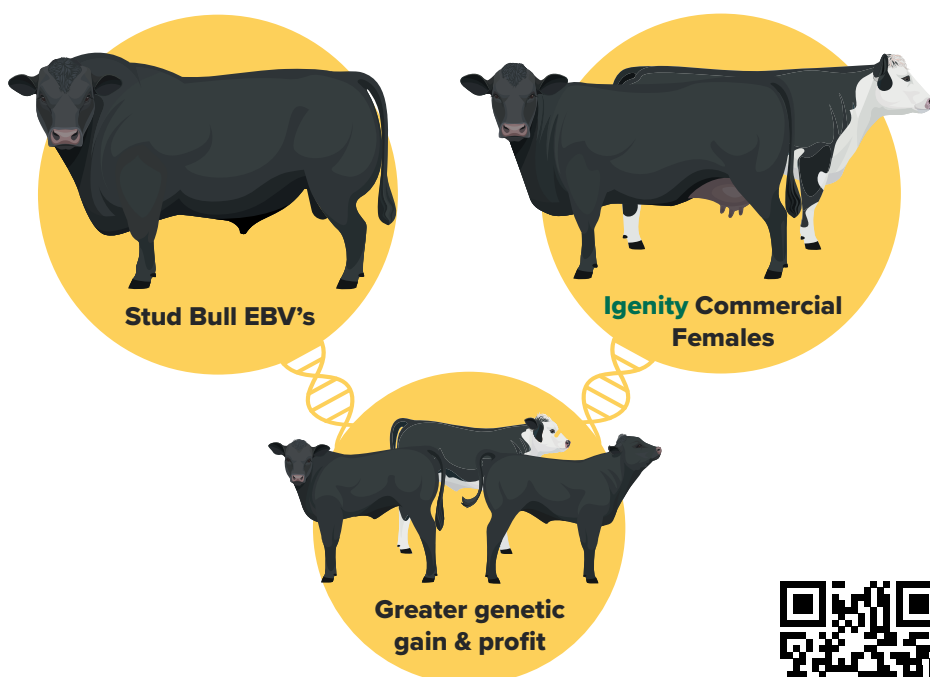
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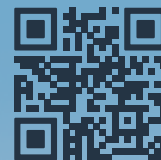


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