

Sire lines 2012 – Inside this year's bull selling season

Nindooinbah's 'ultra' year

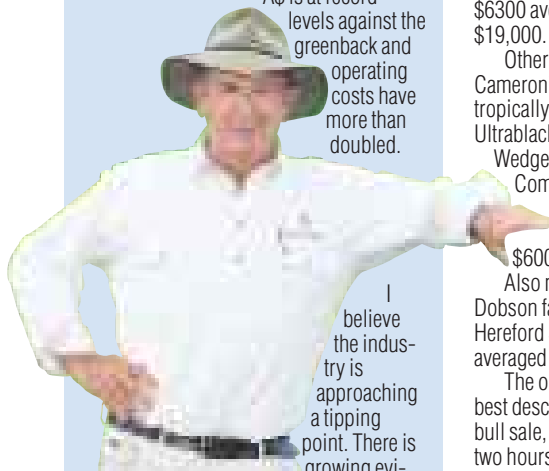
WHAT an amazing year ... our first ever heifer and bull sale and a great trip to Rocky with cattle for Beef 2012. We have achieved our best ever ET conception rates and started several R&D projects aiming to improve this even further. There are now more than 5000 calves sired by Ultrablack bulls on the Barkly and our new arrangement enables us to source a new line of quality Brangus genetics.

The year was also the start of an exciting new relationship with the Doyle Group on the extensively developed property Undabri at Goondiwindi, where the Nindy crew has spent considerable time during the year, calving out and AI-ing females and we have kicked many other goals. Over the past year there have been over a thousand visitors to our Nindooinbah ET facility from Australia and overseas. The issue of greatest concern with our Australian visitors (leaving aside the live beef trade) is the declining fertility of our northern herd and the need to urgently increase weaning rates.

The harsh reality is for at least the past decade, beef prices have not moved, the A\$ is at record levels against the greenback and operating costs have more than doubled.

I believe the industry is approaching a tipping point. There is growing evidence the introduction of Bos Taurus-derived cattle for crossbreeding in parts of the north will have a significant impact on fertility as well as a number of other benefits. Producers are asking two questions: should we introduce these genetics and, if so, which breed?

Other protein producers have significantly increased their productivity by focusing on the use of genetics and performance recording. The results have been amazing and we would recommend, if producers are considering the introduction of Bos Taurus and Bos Taurus-derived genetics they should only use genetics from a performance-recorded herd. At Nindooinbah we breed Angus, Brangus and believe Angus is the breed to tropically adapt with performance-recorded Brangus genetics to produce Ultrablacks. Angus has more performance-recorded data than any other breed, proven fertility and many other attributes. – EUAN MURDOCH, owner, Nindooinbah, Beaudesert.



By PETER LOWE

MOST of the annual single-vendor bull sales through Southern Queensland have posted positive results across the board with improvements in both averages and clearance rates.

Despite not selling a record-priced bull during the current selling season, most sales achieved figures above expectations with many stud masters happy with the fact that all, or most, of their bulls were placed.

Agents have described the market around the majority of sales as 'solid' with buyers and vendors striking a balance between value-for-money for producers and a viable income for vendors.

Some stud masters increased their sale numbers in order to bring back their average to a more sustainable level, which in the most part worked effectively.

The early sales kicked off the season on a high note with Andrew and Norah Cass, ANC Charolais, selling bulls to \$16,000 for a \$4927 average, which was arguably their best result to date.

John and Roz Mercer, Kandanga Valley Charolais and Charbray studs, completed the early circuit with an excellent overall \$4774 sale average which included the best private Queensland Charbray average of \$5041.

The Moore families, Lucrana Simmentals, made an outstanding sale debut after posting a \$6300 average for their bulls which peaked at \$19,000.

Other inaugural fixtures were Nick Cameron's Nindooinbah bull sale of the tropically adapted Angus-based composite Ultrablacks for a \$3973 average and Jim Wedge and Jackie Chard, Ascot Cattle Company, sold a complete catalogue of polled, yearling Charolais and Angus bulls for in-excess of \$6000 each.

Also making their sale debut were the Dobson family at their Wararba Park Poll Hereford Sale, which topped at \$16,000 and averaged \$4245.

The old cliché, 'a quick sale is a good sale', best described Andrew and Anna Raff's Angus bull sale, which cleared 150 bulls in just on two hours to deliver their best sale result after bulls sold to \$40,000 and averaged \$6606, with a total clearance.

The Raff family also broke new ground employing the 'fee for service' agent, Michael Glasser, Glasser Total Sales Management, and his senior auctioneer Brian Leslie, who gave one of the best auctioneering performances of the season after completing the final run without missing a beat.

Benchmark sales such as the Bassingthwaite families' Yarrowonga/Waco Santa Gertrudis stud sale, recorded its best result in over a half-a-century, with a powerful \$7170 sale average, while David and Prue Bondfield's Palgrove Charolais had a million-dollar-plus result and the Price family, Moongool Charolais, had yet another consistent top-rung performance after their Charolais bulls averaged \$7619. In fact, all three benchmark sales dramatically improved their bottom lines while maintaining their status within their respective breeds.

In line with the resurgence of Herefords throughout Queensland, Steve and Debbie Reid's Talbalba stud led the way at the Southern Cross sale after their 55 Talbalba



Shad Bailey, Colin Say and Co, Glen Innes, NSW, Cameron Holliss, Lotus Herefords, Glen Innes, Elders auctioneer Andrew Meara, and Steve Reid, Talbalba Herefords, Millmerran, with the \$22,000 Southern Cross top-selling bull, Talbalba Zillmere.

Southern Qld bulls on the up

bulls averaged \$7563, a great result considering 23 more bulls found homes, and the Nixon families' Wallan Creek fixture also posted another excellent average of \$6750 for a similar number of bulls.

One of the standout sales was Alec and Mary Peden's Burenda fixture at Roma which recorded a solid \$5869 average but, more importantly, built a solid platform for future sales. Considering the superb presentation of their Angus and Brangus cattle and the outstanding pre and post-sale service provided by their manager Jonathan Schmidt, their future looks bright.

Other sales to post good results were the Adams family's Dangarfield Santa Gertrudis, with a \$6690 average, and the Boshammer family's Glenoch and Sandon Angus studs with a \$6122 average – both realising full clearances.

As with many of us newspaper scribes we know where to find 'the best trough' and, without discounting any of your hospitality, my vote goes to the Morgan family and Scott and Ann-Maree Attwooll, The Grove/Woolcott Shorthorn sale, for their superb MSA Shorthorn steaks. They conducted their joint sale via the electronic Helmsman system which worked a treat after The Grove bulls averaged \$6088 and the Woolcott portion averaged \$4382.

A special mention goes to the excellent



Ascot Cattle Company principals Jim Wedge and Jackie Chard, North Toolburra, Warwick, and auctioneer Craig Thomas, Colin Say and Co, Glen Innes, NSW, with the \$17,000 top-selling Angus yearling bull, Kansas Africa G205, at the inaugural sale last month.

service provided by the selling agents, Elders, Landmark, GDL and the numerous private agencies who made our job easier – Blake Munro of Elders who was a senior mentor to his charges and a welcomed stabilising influ-

ence, Landmarks new stud stock auctioneer Anthony Ball who made an immediate impact in his first year of selling and the late arrival of Harvey Weyman-Jones to oversee the GDL stud stock division.

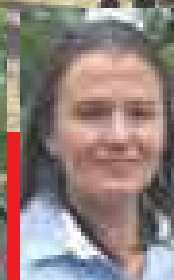
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Sharon, Peter and Jane would like to wish their many clients a very Merry Christmas and a Happy New Year

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