

PERFORM

JUNE 2016



TE MANIA ANGUS
Your Partner in Profitability



IMPROVING THE PROFITABILITY OF YOUR HERD

Genetic gain can be compared to earning interest from your cattle. Whilst meeting market specifications and building a strong female herd, boosting genetic gain has a compound effect.

Choosing a bull with an Angus Breeding \$Index of \$122 provides \$20 more gain than the average (\$102) in the majority of commercial grass and grain finishing beef production systems. Combine that with the \$Index of the cow, divide by 2 and this is the gain that you can expect in the progeny (\$10 per animal).

This years' Northern Spring Sale Bulls have an average Angus Breeding \$Index of \$119, which is in the top 15% of the breed and provides on average, \$17 more gain (breed average \$102).

The Northern Spring Sale bulls will have more information collected on them than any other line up of Te Mania Angus sale bulls.

Whilst we continue to collect data on a myriad of traits, this years' Northern Spring bulls have also been part of research into Net Feed Intake (NFI).

NFI trials are an expensive exercise, but one that we feel is worthwhile. The information we gather on NFI helps our clients produce a more efficient, profitable animal.

The feedback we receive, with the assistance of genomic technology, will provide more accurate NFI information for the entire Te Mania Angus herd.

There will be 128 bulls for sale at Walgett on August 9th. This is our 10th annual Walgett bull sale and it features sons of some of the most proven and high performance sires in Australia, bred with a focus on structure, fertility, calving ease, growth, carcass and temperament.



Turn to page 2 to read how the Coulton Family from Goondiwindi further their multigenerational business with a focus on relationships and genetics.

TE MANIA ANGUS NORTHERN SPRING BULL SALE

128 Bulls | August 9th 11.30 am | Walgett saleyards



BREEDING THE BEST, BACKED BY FEEDLOTS

Relationships and a passion for genetics drives Te Mania Angus herd success for the Coulton family at Goondiwindi.

Story by Amy Lawson

Below: Andrew, David and Sam Coulton.

FEW would argue that success in business begins and ends with people, and the systems set up to manage relationships.

With most farming businesses being family-owned and managed, the value on relationships is even greater and the stakes sky-high.

David and Kim Coulton, "Morella", Boggabilla, south of Goondiwindi, have a multi-generation tale that epitomises what's possible, with family succession well underway and each of their three sons playing vital roles in the business today.

Managers and employees are considered their "most important asset", and agronomic, financial and marketing advisors all are respected and their input highly valued.

Kim is the daughter of Bob and Kerrie Crothers, who owned "Rangers Valley" at Glen Innes (where Kim grew up) and established its feedlot – now the fourth largest in Australia with a 32,000-head capacity.

She and David bought their first quality breeders from the Rangers Valley dispersal sale in 1999.

That childhood link with Rangers Valley continues today, with the Coultons marketing the majority of their Te Mania-blood Angus steers at 430-500kg to Rangers Valley Feedlot, in a supply arrangement that has through feedback highlighted the industry-leading performance genetics of their 4000-head Te Mania-blood Angus cow herd.

The Morella Agriculture cropping and cattle business encompasses a wide geographical spread, from Ebor in the NSW Northern Tablelands to the black soil plains surrounding Goondiwindi – the family's home town – to the iconic Channel Country.

The family runs most of their Angus breeders on the Goondiwindi properties, utilising natural pastures and forage crops when necessary, including to produce fodder to maintain cow condition during recent dry years.

"We believe this helps augment good weaning weights, marbling and female fertility," Mrs Coulton said.

"The seasons dictate exact weaning age but we do early wean.

"This is done by yard feeding and they are then worked outside with horses and motorbikes."

The male portion is then backgrounded and finished on high-rainfall rye/fescue/red clover pasture-based country in the Ebor district, east of Armidale.

In March 2015, the family were the successful tenderers to lease "Nappa Merrie" - 7,275 square kilometres of Queensland channel country located three hours west of Thargomindah, with double frontage to Coopers Creek and bound to the west by the South Australian border.



TE MANIA ANGUS NORTHERN SPRING BULL SALE

They retained the previous manager, Peter "Whip" Degoumois, and his family, to run "Nappa Merrie" and the Coultons all clamber to be first in line to help out during busy times of processing and mustering.

There, they have the capacity to run up to 20,000 head.

The property is presently running crossbred flat back cattle - a combination of breeders and steers to be turned off as bullocks or sold to feedlots, depending on the season and markets, and with ambition to tap into the increasingly popular grass-fed market.

"Last year, we sent some Angus heifers out there and they have acclimatised and are handling the area extremely well," Mrs Coulton said.

"We are now infusing Angus with our crossbred females out there.

"We have been lucky enough to have recently received a wonderful four inches of rain, which has set us up for an amazing winter."

"Nappa Merrie" is home to the iconic 'Dig Tree', made famous for its part in the 1861 Burke and Wills expedition.

Mr and Mrs Coulton's three sons, Thomas 30, Andrew 29, and Sam 25, each live on and manage separate properties for Morella Agriculture, bringing youth, enthusiasm and practical common sense to the group - Tom and Sam attended Marcus Oldham College and Andrew Sydney University.

Tom and wife, Bridget, are based at "Tandawanna North", Bungunya, Andrew at "Neilo", Toobeah, and Sam on the home place "Morella" at Boggabilla.

These properties all run Morella Agriculture's Angus breeding herd, which is split into age groups and multi-joined to sires with similar bloodlines.

The family also produces cotton, wheat, chickpeas, barley, sorghum and corn for grain and silage - from both irrigated and dryland farming.

Despite traditionally preferring to fly 'under the radar', the Coultons are now realising the need to support an increased growth in breeding numbers with a strong marketing strategy.

"We are looking at creating a beef brand and at present studying market opportunities overseas," Mrs Coulton said.

Mr and Mrs Coulton made the decision in 1999 to breed straight Angus cattle, availing themselves to the largest genetic pool of any beef breed in the country.

They utilised the knowledge and experience of southern NSW agent, Gerard Ryan, Brian Unthank Rural, Albury, to select a number of Angus females from various producers.

At the annual Gundagai short grass sale, the family paid a then-Australian record for three pens of Angus females.

They then headed back south in 2000 to purchase their first bulls from the Gubbins/McFarlane family's Te Mania Angus Stud, Mortlake, Victoria.

"They had a really good name and we really liked their bulls," Mrs Coulton said.

From there grew another strong business relationship, with the Coultons sourcing Te Mania ever since, including sale toppers such as in 2002, when they paid \$26,000 for Te Mania Ventilata V196, by B/R New Design 036 from the wonderful cow Te Mania Lowan R426 by Norman N48.

"We Al'd V196 extensively and he made a wonderful impact on our herd," Mrs Coulton said.

"This bull was still working as a paddock bull in 2009, which is testament to his wonderful structure, temperament and do-ability.

"Over the years, we have used 036 bloodlines extensively, followed by Ulong, Unlimited, Future Direction, Traveller, Kenny's Creek Sandy, Highmark, Yorkshire, Africa, Berkley, SAF Focus, Destination, Regent, and Ardrossan A241, whom we purchased and then sold back to Rob and Sally Bulle after several years of paddock use as we deemed him too good a bull just to be used exclusively by us.

"From these bloodlines, our bull selection has been based on the Japanese B3 market, focusing on marbling, yield and growth whilst also balancing eye muscle, calving ease and very importantly structure - in particular feet and temperament, and slick-coated animals where possible."

Morella Agriculture has always been at the top-end of suppliers to Rangers Valley Feedlot.

"Our steers are consistently in the top two or three performing herds at the feedlot with outstanding yield and marbling, while maintaining a strong uniformity," Mrs Coulton said.

"We follow a down-to-earth, practical breeding regime for our commercial herd.

"We strongly believe females are not to be overlooked and place strong emphasis on our maternal lines.

"If you have a poor quality cow, half the genes in her calf will be poor also.

"Regardless of how strong the bull is, one cannot overcome this handicap.

"Te Mania bulls have helped shape our maternal line with docility, strong calving ease characteristics and are wonderful milking mothers with very high fertility, constantly cycling and calving early."

The Coultons' Angus females consistently achieve conception rates of above 90%, even in poor years.

"We fertility test bulls every year and owing to the great structure of the Te Mania bulls, their breeding longevity is better than most of the breed," Mrs Coulton added.

The Coultons have been in herd building mode for some years so have retained most of their females.

"Our cull cows each year always make a premium at the works, being high yielders and still having good quality meat," Mrs Coulton said.

The family all enjoy the diversity of the aggregation, which is reflected in their enthusiasm, diligence and passion for agriculture.



From left, Bridget, Tom, Kim, David, Andrew and Sam Coulton

At Te Mania Angus, we provide our clients with accessible, proven genetics. Our entire programme is designed to produce cattle that will increase the profitability of our clients.

At our March bull sale, 86 of the 133 bulls (63%) sold for less than \$7,000 and 89 (65%) of the 133 bulls sold, were by a homebred, Te Mania Angus sires.

Overall the 133 bulls were sold to a top of \$23,000, twice, with an average of \$7,353.

Whilst it is satisfying that our genetics are being purchased at these prices by successful stud and commercial herds, it is also very pleasing that commercial producers from across the country can get access to affordable, proven genetics that rank in the top percentiles of the breed.



From left: Tom Gubbins with Richard Evans and Nathan Reid, Mount Schanck, Mount Gambier SA



Grant Davis, DG Thompson Trust, Bellbrook NSW with Caroline McFarlane



Max Manefield, Ardenside NSW at the Autumn Sale

PRE-CALVING PROTOCOLS AND CALVING MANAGEMENT

Dr Craig Wood
Terang and Mortlake Vet Clinic

The selection of appropriate calving paddocks is an important aspect to consider leading up to calving.

Ideally, heifer paddocks should be easy to check, sheltered, clean, dry (where possible) and close to facilities to enable easy handling of cattle if intervention is needed. Be careful not to compromise animal fitness by containing heifers too much. Hilly paddocks are ideal for calving heifers. Encourage some exercise by placing any hay or supplementary feed away from water.

Plan to have alternative paddocks available if the calving paddock becomes heavily contaminated with faeces.

Heifers should have an intervention level of less than 5% and cows 0%. If the figures are higher than this then there may be several changes that need to be made to management/genetics. Using a low birth weight and a high calving ease EBV bull over heifers is one of the most important factors in preventing dystocia. Make sure you talk to your genetic supplier to ensure you are using the correct genetics for your herd.

Nutrition also plays an important part of pre-calving management and you should aim to have cows and heifers at a body condition score of 3-3.5/5. In heifers, it is important that the growth rate is consistent so that the frame of the heifers can grow out. We do not wish to make up body condition score in the last trimester of pregnancy, as this may lead to a greater incidence of calving difficulties.

It is also important that we are not reducing the body condition score in the last trimester of pregnancy as this may lead to an energy deficiency which may also lead to increased calving difficulties.

THE KEY – CONSISTENCY

Determining the appropriate time to intervene during a calving can be a difficult decision. Some guidelines are listed below.

- If the amniotic sack is visible for two hours and the cow is not trying.
- If the cow has been straining hard for greater than 30 mins and not made any progress.
- If the cow stops contracting for a period of greater than 20 minutes.
- If on palpation the calf is positioned in a way that will not allow for a natural birth.

It is also important to consider vaccines that may need to be given pre-calving. Cows start to produce colostrum approximately eight weeks prior to calving. If we are relying on the vaccine moving into the colostrum to give the calf a protective effect, then pre-calving is the best time to do it. Some calf scour vaccines rely on this.

It may also be important to consider any vaccines that may be required prior to joining, as it may fit better with your management plan to give them prior to calving. Pestigard may be an example of this. Discuss vaccination protocols with your local vet to determine the most appropriate vaccines for your individual farm.





ACCESSIBLE PROVEN GENETICS

At Te Mania Angus we continue our focus on efficient on-farm production.

We produce bulls that assist our clients in meeting their market specifications and improving their bottom line.

92 of the 128 bulls being offered in the Northern Spring Bull Sale in Walgett are by Te Mania Angus sires. These sires are all proven through the Team Te Mania commercial herds with data submitted to Breedplan, producing higher accuracy Estimated Breeding Values (EBV's).

Te Mania Festivity F327 has 15 sons in the sale. Festivity has been progeny tested through 12 herds that have contributed data to Breedplan. His very good figures across the board, rank him in the top 5% of the Angus breed for each of the four dollar indexes which calculates profitability in different markets.

Te Mania Garth G67 with 15 sons in the Walgett sale, also ranks in the top 5% for all dollar indexes. He has had 1,144 progeny analysed by Breedplan, from 19 herds.

Progeny testing these sires across commercial herds, allows breeders to select genetics which are proven under Australian conditions.

In March this year, we sold seven sons of Te Mania Governor G576, who sits in the top 10% for profitability across all four indexes. His sons, accessible on the open market, sold for an average of \$10,428.

Te Mania General G429, by Regent, progeny tested and recorded through 11 herds, is a trait leader for fertility, marbling, 200D and 600D growth, which enables commercial producers to target and boost specific traits, with confidence.

We also introduce new outcross sires to the herd. At Walgett this year, we are offering 12 sons of Sydgen Trust 6228.

TE MANIA GARTH G67 HAS 15 SONS IN THE WALGETT SALE

This sire was selected for his calving ease and high growth figures along with high EMA, his sons look very impressive at this age.

Overarching all of the above, are the essential qualities of structural soundness, temperament and fertility. These sale bulls have been independently assessed for structure and temperament twice, and examined by a Veterinarian twice. The structural scores, and structural EBVs are published in all sale catalogues.

Te Mania Angus continues to research and develop new technologies and this line up of bulls have all been tested at Tullimba Research Centre for Net Feed Intake over 70 days. Results from this testing will be submitted into Breedplan, which will in turn contribute data back into the breeding herd.

2016 Northern Spring Bulls compared to Angus Breed Average

Calving Ease				Growth & Maternal					Fertility		Cwt	300kg Carcase						INDEX\$			
DIR	DTRS	GL	Bwt	200	400	600	Mwt	MILK	SS	D C	Cwt	EMA	RIB	RUMP	RBY%	IMF%	Doc	ABI	DI	HGI	GI
-0.1	0.0	-3.5	+4.3	+41	+75	+98	+87	+14	+1.6	-3.6	+54	+4.4	0.0	0.0	+0.2	+1.5	+4.0	\$102	\$101	\$104	\$102
-1.0	+0.0	-4.6	+4.5	+46	+82	+109	+93	+18	+2.2	-5.4	+59	+5.2	-0.1	+0.1	-0.1	+2.9	+6.7	\$120	\$107	\$134	\$112

Breed av. 2014 drop
Te Mania Bull Sale Av.



HIGH COUNTRY REPORT, MANSFIELD

JAMES AND EMILY McCORMACK

James and Emily run the Te Mania Angus recipient and donor cow herd at Mansfield in North Eastern Victoria

As I write this in early May, time is flying along as we quickly approach winter (although temperatures are not yet reflecting this fortunately). We are currently in a beautiful time of year with the paddocks turning green and magnificent sunsets. The photography department head up the paddock most nights from about 5pm onwards to capture some of our beautiful evenings.

It has been an interesting 12 months in (a bit too) sunny Mansfield. We have been home for four years now, since moving from Mortlake and haven't really seen a decent spring yet. An average to late autumn break saw us enter a pretty tight winter which fortunately at the time stayed relatively dry. The only problem with this was, it packed up completely when we hit the spring months. Hence a very busy late spring and summer feeding cattle. We are only just starting to slow the tractor up now with some grass starting to poke its head out of the ground. A couple of bigger rainfalls saved us on the water front but we just couldn't get the grass over the line.

Despite the season, the calves still grew well, the recipients were taking embryos well due to a lot of internal fat removed during the winter and the donors are producing solid results with the embryo collections.

The cows have come through the dry period in condition score 3 which I feel is relatively conservative but right where I want them to be. June -August can present challenges so I don't want them to be too down in condition going into these months.

For most of the summer they have been run in two separate mobs, determined by age and condition score and fed accordingly. For the past eight weeks they were all run as one and rotated around a couple of paddocks (with lots of supplementary feeding). This was attempting to grow grass after a couple of solid

rain events. We didn't really manage to grow grass due to any follow up rain being about a fortnight late each time. BUT what I did achieve was to keep the perennials above ground ready to go when we finally did let go, and also kept most clover alive that shot at the end of January.

It was fascinating how tough the clover was.

In February we got late March type weather with overnight dews and mild days, beautiful weather for farmers who have autumn calves hitting the ground. Then we hit March. Well, it let fly with heat that was unreal for this part of the world. The autumn calves that wait for the heat to pass before calves hit the ground absolutely copped it and had their work cut out keeping calves hydrated. The pleasing thing was the clover mostly limped through all of this and when the sky finally went our way in late April it has hit the ground running (within reason). Like most years it has been another educational one, but obviously you never get two years quite the same.

My silage yields were almost halved from the previous years. We had an extraordinary July that actually grew grass last winter. Some astute locals applied Nitrogen in this month and saw their yields unaffected as opposed to myself, applying it as I normally do and getting no benefit. July growth in Mansfield is extremely uncommon, so in future I think maybe I should be a little more flexible rather than get set in my patterns.

Years like this show how cheap it is to grow grass rather than purchase it in!

We are now looking forward to a bumper crop of Te Mania Angus embryos this year, to again ensure all the Te Mania Angus clients have the latest and greatest genetics at their disposal.

We anticipate a good season with rewarding prices for the entire production chain.



ALL HANDS ON DECK AT THE CATTLE YARDS

WITH ROB HERRY, TE MANIA ANGUS CATTLE YARDS MANAGER

Whilst summer held on longer than we would have liked, the Warrambool May Race Carnival has been run and won, bringing with it, as usual, some welcome rain. It's almost a guarantee of rain these days, if only we could convince them to change it to March.

The past few months have been very busy around the yards. We weaned all the calves in early January, at five to six months of age, to kick start the year. Due to the dry conditions, we have weaned at the start of January, instead of the end, for the last couple of years.

Yard weaning here at Te Mania Angus is a three day, two night process and runs very smoothly. During their time in the yards the weaners will go through the race several times, getting needles and a change of ear tag, to get their own identity. We aim to make the yards a very stress free place during weaning, for both staff and cattle. Often we can be seen walking around the pens, quietly moving through the weaners and even having the odd chat with a few. This is usually the time we can pick out our favourites, follow them for the next twelve months, then see if they top the sale!

In January, Jim Green returned to structurally score the G, H and J cows over two days. With Jim's independent tick of approval the cows can continue in the stud herd here at Mortlake. The few that don't make the grade are usually transported to Mansfield to join the recipient herd.

The Beef Week field day on the 2nd of February kept us as busy as usual. With over a hundred people coming through the gate to view the 2016 Autumn Sale Bulls at our selling complex, we enjoyed chatting to people from far and wide, including New Zealand. A couple of days later we were at it again, preg testing over 1,500 animals in two days.

The lead up to the sale is always a very hectic two or three weeks in the yards. The sale bulls are all washed for filming by Ben Hooper, which can take three or four days depending on conditions. They are also vet checked by our vet, Dr Craig Wood, then washed again, weighed and lot numbered a day or two from the sale, all this in amongst dozens of people walking around them in their paddocks before the day of the sale. Everyone works extremely hard, it's all hands on deck and all systems go. A recently retired, highly valued member of staff once said, "This is our grand final, we've all just gotta get stuck in and make it happen." Thanks Nails, the footy reference is even more valid now the Bulldogs are going alright for you!

With another bull sale behind us for autumn, the action in the yards went up another gear. Trucks were taking bulls all over, for more than a week, with two or three loads some days. Making sure the right bulls, went on the right truck, at the right time, to the right buyer, keeps everyone on their toes. In between all of these departures we were vet checking the Walgett bulls for our Northern Sale in the spring.

April also was a busy month in the yards for us with vet checking, drafting and loading 120 bulls sold to northern Australia. We also had all of our L Heifers come through the

yards, some of them several times, to fill an order for China. A few of our sires were also brought into the yards for on farm semen collection.

Looking into the not too distant future, the yards will be a hive of activity, yet again. The maiden PTIC heifers are scored by Jim Green in June and then again in January as a lactating female to ensure we get udder scores with the other age groups. All of the L drop will go through the yards in June to get booster needles, a drench and freeze branded. Even though we freeze brand using liquid nitrogen, making it quicker than dry ice, we will still have to allow six to seven days in the yards to complete it. Luckily our contractor, Damien Sotter, is flexible and we don't have to go seven days straight, we often break it up over a few weeks, it's easier on the arms that way. Before, after or during freeze branding, all of our pregnant animals will come through the yards for their yearly boosters and drench as well as a bit of a tidy up, with their tails and the hair around the ear tag trimmed to allow for better identification. The cows are currently running in three mobs, Heifers, First Calvers and Cows.

We will be expecting the first calves on the ground late July. With a very tight calving pattern, thanks to our fixed time AI program, we are once again looking forward to being very busy, very soon, as every calf is weighed, sexed and tagged at birth.

Interestingly, the first calf for the last three years has been born on July 18th.

There is always something going on at the yards at Te Mania Angus and we are always willing to show people how we do things and why. Often we take people around the farm to see the bigger picture of how we operate, I encourage you to get in touch and come 'round for a cuppa and a chat.

PASTURE REPORT

WITH FERGHAL BERRY, TE MANIA ANGUS PASTURE AND LIVESTOCK MANAGER

The livestock and pasture programme at Te Mania Angus is designed to be environmentally conscious with a long term, sustainability vision. We use fertiliser that is less conventional, such as Bokashi fertiliser and liquid foliar spray. We sow crops and pastures with zero and minimum till technologies. If any chemicals or baits are used, environmental consideration is given top priority in the decision making process.

At the end of the winter the foliar spray is used as a growth stimulator to help with grass growth and silage production going into the spring. During the spring, silage is cut with a target of 2,500 to 3,000 tons going into an above ground pit.

At the same time, we are either sowing down turnips or getting paddocks ready to sow millet. Turnips and millet are the most used fodder crops on the farm. The millet is grown on the farms black flats that are likely to go back down to phalaris. The millet crop is sown using a direct drill and the phalaris pasture that is sown in the autumn is done early with a disc roller. The turnips are used on the lighter country that is going back to rye grass. The turnip crops are sown with the disc roller and the perennial rye is sown using the drill. This method spreads out jobs like levelling and rock picking across the year. This autumn there has been 240 Ha sown down to both phalaris and perennial ryegrass.

Also in the autumn, nearly the entire farm is spread with Bokashi fertiliser. This comes in about 55 B-double loads, with the 2,300 tons worth of fert arriving through the month of March. This type of fertiliser has been selected for its good composition of mineral elements as well as all the other benefits coming from the biological and organic materials.

All the pasture work that goes on during the year all goes toward growing out healthy bulls and heifers that are going to have a long and productive life.

After calving, the cows with calves at foot are given the pick of pastures but are not supplementary fed.

Weaning is influenced by the quality of the pasture on offer, the availability of the yards through the busy months of February and March and our ability to mix a ration for the weaners. Therefore weaning is locked into the month of January. January also fits in well with the early weaning benefits of rumen development, plus it gives us a chance to focus on the calves whilst the cows are able to graze on slightly lesser pasture. This means that we are able to control the rate of growth on all the weaners.

The goal of this period of feeding weaners is to grow out strong, healthy animals that are going to perform well for our clients and us in the long term and reach their maximum potential.



Above: Charlotte French, Agriculture student from Cirencester University, UK on placement at Te Mania Angus, trying her hand at freeze branding.



Purchasers of lot 58, in our Southern Autumn Bull Sale, Greg and Sally Chappell, Dulverton Angus, Glen Innes, NSW with Tom Gubbins.

“Te Mania Kilkenny K912, sired by Te Mania Governor G576 ticked all the boxes for sound structure, temperament, calving ease and adequate growth.

“We were shopping around for another top sire with a focus on eating quality and the strength of this herd for carcase trait bulls, is widely recognised.

“The success of this bull's sire line gave us the confidence to travel down from Glen Innes. The added bonus was his dam is a Mittagong family cow and our first cow about 30 years ago was Te Mania Mittagong C65; so it was going back to our successful roots in a way, while also gaining the performance levels of his outcross sire.”

GREG CHAPPELL DULVERTON ANGUS, GLEN INNES, NSW

DATES TO REMEMBER

TUESDAY 9 AUGUST AT 11.30 AM

NORTHERN SPRING BULL SALE – WALGETT

MONDAY 30 JANUARY 2017

BEEF WEEK – BULL SALE PREVIEW

WEDNESDAY | MARCH 2017

SOUTHERN AUTUMN BULL SALE

Contact us to receive your Northern Spring Bull Sale catalogue
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