

PERFORM

JULY 2018



TE MANIA ANGUS
BREEDING BETTER BEEF

STEP UP TO TE MANIA ANGUS

TE MANIA ANGUS NORTHERN SPRING BULL SALE

**100 BULLS | AUGUST 14TH @ 11.30 AM
WALGETT SALEYARDS**

The bull sale will be interfaced with AuctionsPlus and
will be conducted live on line in real time.

*See website for conditions



www.temania.com.au



+2.5

is the average IMF% for the Walgett sale bulls compared the breed average of +1.6

\$143

is the average Heavy Grain \$Index for the Walgett sale bulls compared to the breed average of \$113

\$121

is the average for the Heavy Grass Fed \$Index for the Walgett sale bulls compared to the breed average of \$108

**REFERENCE SIRE
TE MANIA KIRK K226**

A strong and powerful bull with great shape. Kirk sons are heavy with lots of growth. His 34 sons sold in our March bull sale averaged \$9,117.65

**100
BULLS**

**TE MANIA ANGUS
NORTHERN SPRING
BULL SALE**

**11.30 AM
WALGETT SALEYARDS
WALGETT NSW**



PREMIER BEEF EVENT

Rockhampton, Queensland again hosted Australia's premier beef event in May. Beef Australia is held every three years in Australia's beef capital, which has been running since 1988. This is the seventh event that Te Mania Angus has attended, first making the trek in 2000.

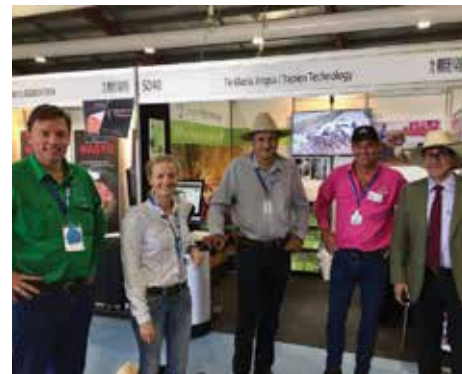
The event has grown considerably over the years with over 100,000 people coming through the gates this year. Industry players including 1,200 international delegates, over 5,000 cattle, 530 trade exhibitors, international chefs, seminars and ancillary industries.



Te Mania Angus and Sapien Technology shared a site in the Durack Pavilion. Throughout the week there was a steady flow of clients and interested parties visiting the site.

Beef 2018 showcased the latest advancements in technology, innovation and adoption.

This event is a great way to celebrate all that is great about our beef industry and the innovations needed to help it remain so.



From left: Rob Wyld, Sapien Technology, Julie McDonald, MDH Pty Ltd, Andrew Doljanin, Nutriment, Tom Gubbins, Te Mania Angus and Richard Sellars-Jones, RB Sellars



From left: David Reid, Minnamurra Pastoral Co, Rob Wyld, Sapien, Hamish McFarlane, Te Mania Angus, Brendan Fraser and Dennis Power, Minnamurra Pastoral Co.

THOMAS MACDONALD 'HUMBLED' TO WIN 2018 ZANDA MCDONALD AWARD

Thomas Macdonald, 24 year old Business Manager of Waikato-based Spring Sheep Milk Company, and Sir Don Llewellyn scholar, has scooped the 2018 Zanda McDonald Award.

The award, regarded as a prestigious badge of honour by the agribusiness industry, recognises agriculture's most innovative young professionals from Australia and New Zealand. It was launched in 2014 in memory of Australian beef industry leader Zanda McDonald, who died aged 41 after an accident at his Queensland property in 2013.

Now in its fourth year, the award is run by the Platinum Primary Producers (PPP) Group - a network of over 150 of Australasia's influential agri-business men and women, of which Zanda McDonald was a foundation member.

Thomas Macdonald was initially shortlisted with six other candidates, after the award attracted the largest number of applicants received so far.

Following interviews in Auckland in November, Macdonald was named as a finalist alongside fellow kiwi Lisa Kendall, 25 year old owner/operator of Nuture Farming Ltd and vice-chair of the Franklin Young Farmers Club, and Australian

Janet Reddan 33, former agronomist now cattle producer from Roma, Queensland.

The award, sponsored by Allflex, Rabobank and Pilatus, was presented in March in Taupo at the annual PPP Conference. Macdonald receives a prize package valued at \$50,000, which includes a trans-Tasman mentoring trip to farming operations and businesses, a place on one of Rabobank's Business Management Programs and \$1,000 cash prize. Macdonald will travel by a Pilatus PC-12 aircraft to parts of his Australian mentoring trip, enabling him to reach diverse and remote farming operations.

Mr Macdonald said he was thrilled to have been chosen, and is particularly excited about the opportunity to get direct access to the wealth of knowledge that exists within the PPP group's membership.

"It's a real privilege to win the 2018 award, and I'm humbled to be associated with Zanda's name. I'm looking forward to spending time with some of agriculture's top business professionals, and expanding my horizons and networks.

Richard Rains, Chairman of the Zanda McDonald Award, says: "Thomas is a remarkable young man.

To have achieved as much as he has in 24 years is quite something, and a great credit to him. His intelligence, understanding of agriculture and big-picture thinking make him well placed as a future leader in our industry. I feel confident that Thomas will embrace the mentoring opportunities provided by winning the Zanda McDonald Award and look forward to seeing his career progress".



L-R: Richard Rains (Chairman Zanda McDonald Award), Thomas Macdonald, Shane McManaway (Chairman PPP Group)

THE MOLE PARTNERSHIP

GARRY AND LEANNE HALL
WARREN NSW



Picture courtesy of Leanne Hall

Beef farming: Environmental water flows key for Gary and Leanne Hall from The Mole at Warren

NICOLA BELL,
The Weekly Times



Family affair: Garry, Teague, Jet and Leanne Hall conduct cattlework on horseback on their property north of Warren in NSW.

Picture courtesy of Peter Harlow

BASED on the western edge of the NSW Macquarie Marshes, Garry and Leanne Hall's cattle production system is a little different than most.

The way they manage their Angus cattle, and how many breeders they join, is heavily reliant on water availability and environmental flows held in upstream Burrendong Dam.

The Halls' focus is on producing Angus cattle with good meat eating quality on their 5250ha property, The Mole, 114km north of Warren in the NSW Central West.

"Our main breeding country is in the Macquarie Marshes so water impacts our production system greatly," Garry said.

Similar to an irrigation crop farmer, their management and production is influenced by environmental releases and tributary flows that provide beneficial flooding.

"It dictates the number of cows we join, the number of calves we hang on to, but it's no different to an irrigator and we can budget on the available water," Garry said.

"Water is the key driver of the ecosystem function of the wetland. All grasses that grow here are frost sensitive and they dry off in winter, so they require inundation in the spring," Garry said. "It is a complex grazing system."

The Hall family has owned The Mole since 1934 and Garry said they continued to work with the environment and were constantly adapting to a changing environment.

For the past 26 years they have run Angus cattle, currently joining between 700 and 900 females, working on the premise that the optimum number of calves is 720.

Users of genetics from the Te Mania Angus stud at Mortlake for the past 15 years, the Halls joined the Team Te Mania program in 2009.

TEAM EFFORT

TEAM Te Mania is a partnership between beef cattle producers and Te Mania, allowing members access to the latest genetics through a bull leasing program and discounted artificial insemination.

It also provides team members the ability to collectively market their cattle under the Team Te Mania brand with production feedback provided back to Te Mania to provide valuable genetic information.

Garry said being part of Team Te Mania and leasing the bulls meant they received access to genetics they otherwise probably couldn't afford.

"Bulls are true to type and they are selected to suit our breeding objectives, we then provide our slaughter data back to Te Mania so we can then continue to improve on the objectives," he said.

Artificial insemination is also used, with between 200 and 300 joined with fixed-time AI each year, depending on the season. Garry said being part of the team meant they were always one step ahead on genetic gain.

"I like the excitement of being involved in those new sires early in their breeding careers," he said.

TEAM TE MANIA – THE MOLE

Cows and 15-month-old heifers are joined in October to calve in July-August.

"Females are run in the Marsh country and the pasture is high in protein for a short period in spring and summer, so when the calves hit the ground the feed quality is good," Garry said.

NORTHERN EXPOSURE

CALVES are weaned at about six months, depending on feed availability, for seven to 10 days.

"They are restricted in a small yard for two to three days, then moved to a holding paddock so they get used to being handled by people, dogs and horses," Garry said.

"It gives them exposure to different things so they know how to be educated for the rest of their life."

Garry and Leanne also use horses and dogs for handling stock.

"Using horses on cattle in the Marshes works well and it means we can retain all of our senses," Leanne said.

The Halls aim to breed steers for the export feedlot market because it suits their production system.

The steers are grazed on forage crops of barley, oats or wheat from when they are 230-250kg weaners and grown to 400-500kg, when they are sold to feedlots.

The heifer progeny is assessed and either kept as future breeders, culled, or sold through Team Te Mania avenues. Fertility and longevity were two key breeding objectives.

"Females have to rear a calf every year. It is no good having animals on the place which aren't productive," Garry said.

The Halls have a long history of pregnancy-testing and any females not in calf or that come in at branding without a calf are culled.

"The real criminals in our system are those females who are tested in calf, then come in at branding without a calf, they have gone 12 months without any increase in value."

SHORT STOP

GARRY said they liked selecting for a short gestation length, which helps with calving ease because the calf is smaller and heifers have longer to recover before getting back in calf.

Meat-eating quality is also important to the Halls.

"We are food producers. If we want to achieve a premium we have to produce a high-quality product," Garry said.

"We choose moderate carcass traits, but we still want them to perform above average for eating quality, so it is about finding the balance."

Garry said they were not only conscious of improving the quality of their cattle, but also the quality of the landscape, soil and ecosystem.

Part of their property is Ramsar listed – this is a List of Wetlands of International Importance as defined by the Ramsar Convention.

"We are grazing in an environmentally sensitive area so we are conscious of the impact on the environment and we are extremely aware of our social licence."

"In our grazing system the main principle of it is not to stock it too highly while it is wet."

While they don't "rotational graze" as such, Garry said they do include a rest period in paddocks at optimal time of plant growth.

"We've got a particular type of pasture which needs to store energy in autumn, so we try to include a rest period."

The Mole has an average annual rainfall of 400mm.



^ Riding high: Teague Hall helps muster cattle at The Mole

Pictures courtesy of Leanne Hall

✓ High steaks: A Kelpie cools off during a muster at The Mole.





TOOLONG DELIVERS A MARBLED PRODUCT WITH EXTRAORDINARY CONSISTENCY

If you were wondering what the ingredients are when it comes to producing high quality marbled beef, try and catch up with Andrew Malloy, the Livestock Procurement Manager for the Japanese owned Rangers Valley's Cattle Station & Feedlot, at Glen Innes, a dedicated producer of longfed Angus & Wagyu beef.

Rangers Valley feeding programs include – Angus, fed up to 270 days, and Wagyu 350 days (and more). There is also a shortfed Angus product which is fed for 100 days.

As Mr Malloy explained: "Marbling simply does not happen overnight". But he agreed it was most likely to happen in cattle with a proven track record and with industry-leading figures in growth rates, eye muscle area and, critically, IMF (intramuscular fat). So one of the first places he turns for a product he knows will perform is Toolong, an Angus herd at Woolsthorpe, about 30km north of Warrnambool in Victoria's southwest.

"When you feed your cattle slowly, as we do, you must have cattle with the right genetics to maximise their feed conversion potential and create the best marbling outcomes," he said.

"Our cattle are fed scientifically designed rations that provide all the protein, energy, vitamins and minerals needed for growth and development, ensuring a natural growth rate, similar to that of a pasture fed animal is achieved, this results in not just maximising the marbling; it enhances

consistency, flavour and melt-in-the-mouth tenderness," he said.

For Toolong's Jackson family the journey to this market demand began when they decided to hitch their genetic wagon to the innovative Team Te Mania program more than 20 years ago as a foundation herd in an enterprise which today spans three states and has 42 member herds.

Mr Malloy said the Te Mania blood Toolong cattle, along with other Team Te Mania herds, deliver a product of extraordinary consistency. "When you need cattle that will marble at least 3.5, and you are going to feed longer than usual to get there, you have to be confident the cattle you purchase will deliver. And that's exactly what Toolong does, every time."

Toolong's Jon Jackson said his family's business was once all about perennial ryegrass and clover – and one calving. However, that has all changed in the pursuit of the best possible production; one that not only reflected genetic excellence but also better balanced the Western District seasons. Now calving down as many as 1100 cows, Toolong joins half of its herd in autumn and half in spring, giving it twice the use of its bulls." The topography of our property means it can be very wet in spring making it impractical to successfully calve all cows in the spring but by calving half the herd in spring it requires less supplementary feed, has lifted cycling and conception rates and has all but overcome bull

breakdowns in the spring, with its conditions drier than the depths of the notorious Western District winter." Mr Jackson said.

Traditionally to maintain post weaning growth calves have been strip grazed on rape and tonic summer crop but with summer rain becoming less reliable silage has become the mainstay. Annual ryegrass and clover is sown for winter grazing and harvested as silage.

Hay is fed to the autumn calving cows in autumn and winter with rolled or pit silage for spring-calving cows and calves over summer then to all weaners and autumn calved heifers in autumn.

"Traditionally we sold the steers in the 400-450kg range but with our better Te Mania Angus genetics and management programs we now sell them at around 500kg to maximise returns," Jon says.

"We endeavour to sell the first run of autumn steers in April/May and the balance are grazed on both perennial and annual ryegrass and sold in July/August when supplies are low and there is often a premium available," he says.

"Spring steers make use of their second flush of spring feed and are sold around December and January while our surplus females are sold on Auctions Plus and privately on farm. There has been occasion over the last few years when the season has been tight that I have sent steers to the Riverina to be backgrounded before sale to



Rangers Valley. It still provides profit from the extra growth and there is extra feed for the stock at home."

"For us the difference was getting in as a foundation, and progeny test, herd in the Team Te Mania program," Jon says. "Today we only use Te Mania Angus genetics as part of our Team membership and we lease 18 bulls over a three-year cycle, backed up with Te Mania Angus semen in the AI programs," he said.

In the progeny testing program of Team Te Mania genetics from its newest sires are run through the program before they were commercially released.

This helps validate figures and performance data so when the stud markets bulls and semen it knows it was only adding quality to the national gene pool.

The geographic and climatic spread of the Team Te Mania member herds across South Australia, Victoria and NSW lets us trial genetics in different environments.

Foundation herds such as the very professionally run Toolong enterprise have joined us on this genetic journey and the outcome of that investment is demonstrated by the demand from Rangers Valley.

Mr Jackson agreed, and said "through the lease program we are supplied with cutting-edge bulls at a reasonable, and fixed, cost and if one breaks down it is replaced quickly".

He said his herd was bred to supply the longed market with sires selected with good IMF figures, not excessive 600-day growth EBVs and moderate mature weights. It costs more, he said, to feed a big cow than a smaller one but his heifers can still handle birthweight EBVs of 4-4.5 if they are well grown and not too fat.

"That dramatically increases our potential sire availability, and we also place quite an emphasis on the Heavy Grain Index in sire selection," Mr Jackson added. "The average Heavy Grain \$Index for the 21 bulls on hand is \$162, which sits in the top 5% of the Angus breed, which has an average of \$113.

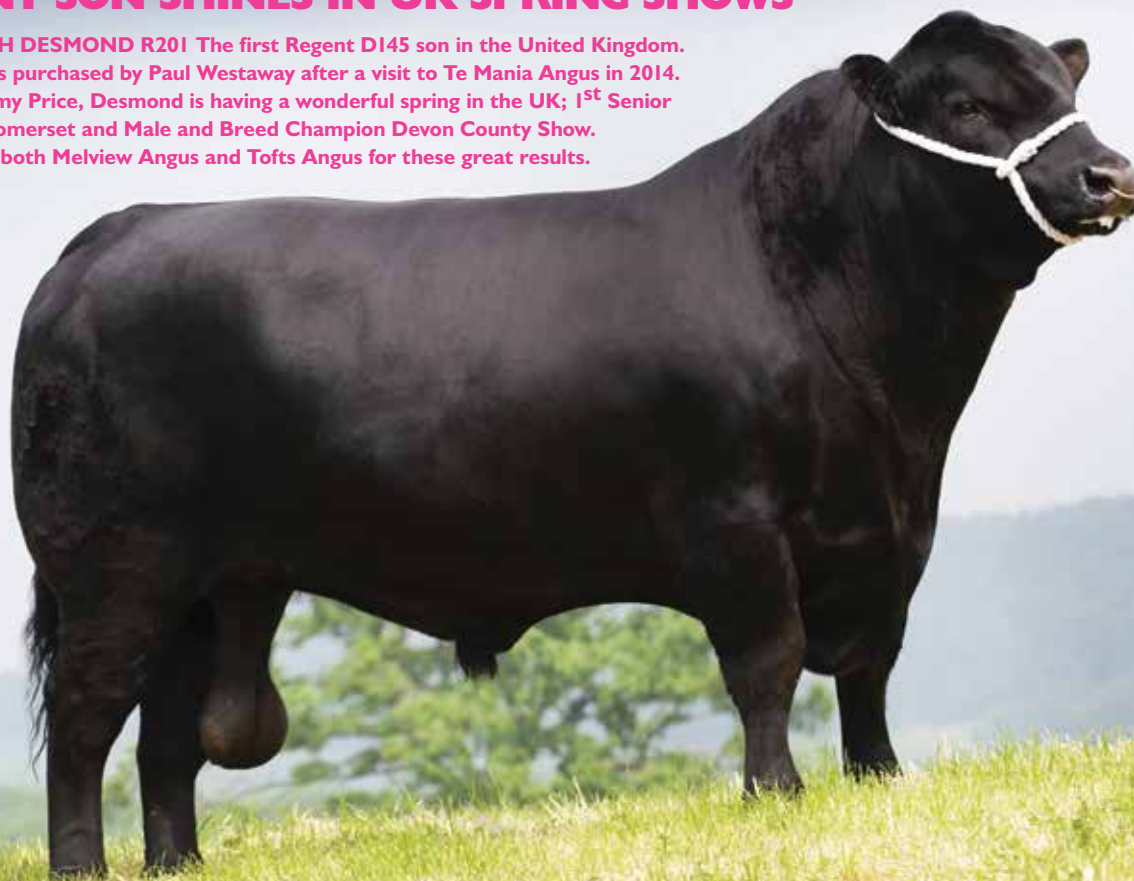
At Toolong there is a strong emphasis placed on AI that provides the means to increase the rate of genetic improvement of the herd at an affordable cost. The development of Fixed Time AI programs has certainly increased the ability to join larger numbers of cows to AI. All treatments need to be done exactly on time but the actual AI is completed quickly in one session eliminating repeated yardings which is valuable time management as the property is run with a labour force of two.

"The adoption of the FTAI program allowed us to AI 890 head last year resulting in more top quality replacement heifers and more calves on the ground earlier reaching sale weight in a shorter time. Heifers are cycled twice in an endeavour to pick up any that did not conceive the first time around.

"After the program the heifers are split into three mobs for the back-up bulls." Jon says.

REGENT SON SHINES IN UK SPRING SHOWS

OAKCHURCH DESMOND R201 The first Regent D145 son in the United Kingdom. Desmond was purchased by Paul Westaway after a visit to Te Mania Angus in 2014. Bred by Jeremy Price, Desmond is having a wonderful spring in the UK; 1st Senior Bull North Somerset and Male and Breed Champion Devon County Show. Well done to both Melview Angus and Tofts Angus for these great results.





DATA COLLECTION FOR QUALITY OUTCOMES

The Australian beef industry is driving towards increased quality outcomes, particularly with respect to provenance, production values and eating quality. These outcomes are not satisfied by traditional low cost, commodity production. Whilst quantity produced will always be tremendously relevant to achieving overall profitability, product must also meet increasingly demanding consumer needs.

More and more, data collection systems are capturing the quality outcomes along the supply chain. This data is disseminated back to beef producers, both in information packages and price signals. This has clear implications for beef

producers. Maximising profitability will require producers to be active in measuring, managing and driving both quantity and quality outcomes in their production systems.

Technology exists today, to help beef producers measure and manage outcomes, but all too often it is seen as a detriment to the operational process, rather than a benefit. It is seen as a costly, labour intensive and complex process that only delivers incremental benefits.

However, current technology has superseded these problems. NLIS based identification allows for systems to "talk" to each other. With the wave

of a (Bluetooth) wand, animal ID, weights, joining, treatments, mobs, movements, pregnancy testing and drafting has all been automated, requiring minimal manual input from producers and allowing for the most accurate data collection possible. Best of all, these systems are simple to use, even with limited technical know-how.

Te Mania Angus have always been early adopters of technology in the industry. They have been using Sapien Technology's KoolCollect and KoolPerform systems since 2004 to not only manage their own data collection and analysis but to incorporate the data collected from the members involved in Team Te Mania for full visibility on their animal's performance. Te Mania are also using Koolnote on farm to manage day to day tasks.

Te Mania Angus have extensive pedigree records on their breeding animals which they accurately manage through Sapien's software systems by recording everything from joining and pregnancy histories to birth weights and growth performance. The benefits Te Mania Angus has seen through having a system that not only simplifies data collection but assists in decision making in the yards, have made the implementation of these new systems worthwhile and noticeably profitable in the long run. Incorporating new technology into an already successful business can help simplify processes and save valuable time where it counts.



THE THREE SECRETS OF PROFIT

Dr Terry McCosker Director and Co Founder, RCS

In any business, there are only three things you can do to increase profit. Those things are very obvious when pointed out, but because very few people know them we call them the Three Secrets of Profit.

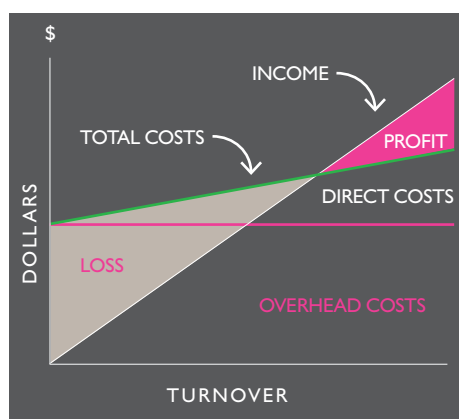
They are the only things you can do to increase profits in a business, regardless of whether it is a grazing business, a taxi business, a motel business or a fast food outlet.

The Three Secrets are:

- Reduce overheads;
- Increase turnover or number of units sold; and
- Increase the gross margin per unit

Overheads are sometimes called fixed costs, although they should never be called that as they are not fixed! They include labour and its related costs, land and its related costs (e.g. rates, fertiliser on pasture, repairs and maintenance on fixed assets) and administration costs such as telecommunications, accountancy and legals.

The goal is to have overheads at around 30% of total turnover, i.e. no more than 30c in every dollar of gross product should be spent on overheads.



Turnover is defined as the gross product of a business, which is the sum of income and closing inventory less purchases and opening inventory. Therefore, turnover is cash and non-cash earnings.

Turnover is measured as gross product over assets. A good turnover ratio for livestock is 15%, which means that the business turns over 15c for each \$1 of closing assets. Companies such as Coles and Woolworths have turnover ratios of 320%. This means they have high turnover with low margins and a very low asset base.

Agriculture, on the other hand, has a very low turnover ratio due to the value of land. It must therefore have high margins to make up for low turnover.

Gross Margin is used to compare enterprises. It is the gross product minus direct costs. Direct costs are directly related to the number of units, such as DSE or hectares. Examples of direct costs include tags, freight, supplement, selling costs and levies.

A good gross margin ratio for a grazing business would be 70%. This means 30% of the cost of producing a product is in direct costs.

Overall return on capital is therefore driven by overheads, turnover and gross margin. This sits around 1 to 2% for the average beef producer and can be 6% for the top 20% of beef producers, and 10% for the top 5%.

The Three Secrets to Profit is just one many topics covered at the RCS Farming & Grazing for Profit™ Schools. At these seven-day schools we take an in-depth look at the many factors contributing to a successful operation – business, land, soil, production and people – and help you to develop an action plan for driving your farming and grazing business forward and into the top 20%. We have a number of Farming & Grazing for Profit™ Schools coming up in southern states in the near future: Wagga Wagga NSW (10-16 July), Ballarat VIC (15-21 August) and Mt Gambier (3-9 October). For more information on these schools, and the many services that RCS provides, visit www.rcsaustralia.com.au

Reliable, accurate EBVs – why do they matter, and how do we get them?

Dr Rob Banks, AGBU

There's a lot happening in the world of beef cattle breeding and genetics – genomics, new traits, new indexes – but some key things remain fundamental. The most important foundation for all beef cattle genetics is reliable EBVs. It's worth reminding ourselves of why reliability matters, and what drives it.

We use EBVs to help pick the animals with the right genes for the job we want the animals to do. The more accurate the EBVs are, the more confident we can be that we will get the right animals.

Accuracy tells us how close the EBVs are to the true genetic merit of an animal. We can only determine that in practice by conducting a very large progeny test – with hundreds or thousands of progeny per sire. The accuracy in such a case would be very close to 100%.

If we have no information at all about an animal, the EBV accuracy would be zero. Where we have some information, such as the animal's own performance, or the EBVs of its parents and other close relatives, the accuracy will typically be somewhere in the range 40-70%.

This might sound not that useful, but it simply means that our selection will be 40-70% as effective as if we had EBVs with 100% accuracy. Another way of saying this is that we will make 40-70% as much progress in selecting for the trait or traits we are interested in, compared with what we could achieve if we had 100% accurate EBVs.

Sometimes people say that 50% accuracy means that using EBVs is no better than tossing a coin. This is not correct – tossing a coin is the same as EBV accuracy of 0. If we wanted to pick the best half of a group of animals and we did it by tossing a coin, on average we would get half of them right – animals from the top half. That means we would pick animals no better than average. 50% EBV accuracy is much better than that!

So, we want accurate EBVs (sometimes called reliable EBVs) – how do we get them? What contributes to making EBVs to be as accurate as possible? The four key factors are:

- Accurate recording of non-genetic effects – date of birth, and which group each animal is run with (these are known as management groups)

- Effective records – performance data is more useful when each management group includes progeny of a number of sires per group, and each sire has approximately similar numbers of progeny

- Ideally all animals in each group are recorded for all important traits -

Any bull breeder can achieve these three – the last depends on the size of the bull-breeding herd

- Large scale and large management groups – all other things being equal, data collected in large management groups is more useful

All 4 factors are in place in the Te Mania breeding program. Having information recorded on progeny or close relatives, such as half-sibs, also contributes strongly to the EBVs on sale bulls being accurate. The progeny test that underpins Team Te Mania is an excellent example of how to collect and use exactly that sort of information.

What changes with genomics?

This article is not focussed on genomics, but it is worth briefly looking at what changes when genomics is in place, as is now the case for Angus BREEDPLAN.

For the stud breeder who already has a strong recording program in place – applying the 4 factors outlined above – genomics helps by making EBVs for young animals a bit more accurate. This is because genomics maps the relationships between animals slightly more precisely than simply keeping normal pedigree data.

At the same time, genomics can allow the stud breeder to get EBVs for traits they themselves have not recorded – traits which have been recorded in the reference population (see below).

For the commercial producer, if you're buying from a stud with good performance recording and genomic testing of young bulls (and heifers potentially), genomics means that the bulls available will have more accurate EBVs, and potentially will have EBVs for more traits than has previously been the case. This means that bull-buying can be more effective – more reliable EBVs on more traits.

What determines how useful genomics is?

It's really important to stress that genomics is no silver bullet. Accurate genomic breeding values depend on having a large reference population. The reference population is those animals in the breed with performance records and DNA recorded (ie their genotype).

The Angus breed in Australia has a very solid reference population. That comprises the Angus Sire Benchmarking Program plus data (performance and DNA) coming from a number of key studs including Te Mania.

In addition, the data being collected through the Team Te Mania network on well-recorded progeny of animals with genotypes collected in the stud, contributes to the Angus breed genomic reference population – helping make the EBVs more accurate and on more traits.

The reference population keeps being added to each year – new performance and DNA data on new animals – and this is essential in order to build and maintain the accuracy of the genomic EBVs.

Having a strong reference program in place helps the bull-buyer – there is more accurate EBV information on more traits on the bulls on offer.

Key Points;

Beef cattle breeding is fundamentally about identifying the genetic merit of animals. EBVs are the way we describe genetic merit.

EBVs can be more or less accurate depending on how much data has been collected on each animal and its relatives, and how well that data has been collected.

Genomics can enhance the accuracy and trait range of EBVs on animals.

The Te Mania breeding program, coupled with the Team Te Mania data, underpins EBVs that are as accurate as possible, on essentially all traits contributing to profit in beef cattle production in Australia. They help make buying bulls as risk-free as possible.

Te Mania Angus Marcus Oldham Scholarship 2018

Henry Falkenberg, from Wannon in Western Victoria, was this year selected as the recipient of the Te Mania Angus scholarship to assist with his studies at Marcus Oldham Agricultural College.

Henry is studying Farm Business Management. He grew up on his family farm, Mepungah, in Western Victoria, where his love of farming began. After two years working on farms in Willaura, Western Victoria and Moulamein, NSW, Henry has really enjoyed his year at Marcus so far. Good luck with the rest of your studies Henry.



Winter has arrived in the Western District and with it some much needed rain. A great deal has happened here at the Mortlake property since our last newsletter in January. We weaned all the bull and heifer weaners in January, plus the Mansfield weaners arrived in Mortlake to join the mobs. The next couple of months were focused on our Southern autumn, on-property bull sale, held on March 6th. We had a complete clearance of all 168 bulls offered and achieved an average of \$8,726. The bulls were all delivered to their new owners within a week of the sale, by the ever reliable Dick Smith Transport. The next few months involved a great deal of feeding cattle with silage and hay. The lack of feed in the paddock due to the dry season meant that this job was performed seven days a week, continuing into June. In May, we were finally able to get some moisture in the ground which allowed us to sow the rye grass and phalaris pastures in the summer fodder crop paddocks. The main cattle yards are getting an overhaul with work about to begin on our other yards at the eastern end of the farm. All the cows will soon be coming through the yards for pre calving checks and structural assessment on all heifers was done this month, by Jim Green. We bid farewell in May to one of our longest serving employees, Rob Herry, we wish him well in his endeavours and thank him for his humour, hard work and good nature.



TE MANIA GARTH SON WINS IN NEW ZEALAND

At the recent Angus NZ Association Championships, Te Mania Matrix 16018, bred by The Wilding Family of Te Mania New Zealand, took out three classes and Reserve Champion Angus overall.

Te Mania Matrix is a very easy doing, free moving, balanced bull, ranked in the top 1% for SRI and API New Zealand \$indexes. As winner of "People's Choice Award", he is well regarded in the flesh as well.

Matrix was part of the inaugural PGG Wrightson Livestock National Video Sale, where he was sold for \$35,000.

Congratulations Te Mania New Zealand on this great result.





Photo by Emily McCormack

James and Emily McCormack Nenagh Pastoral Co

James and Emily are responsible for the Te Mania Angus embryo transplant programme from their home near Mansfield, Victoria.

It's been a little while since the last Mansfield report and a fair bit has happened since then.

We've broadened our horizons slightly by about 20,000kms, with a trip to Scotland for the World Angus Forum last year. We were fortunate enough to attend the Highland show which was amazing with all of the different heritage sheep breeds and a very different type of Angus animal than what we're trying to achieve.

We were treated to a great time with second to none hospitality from very friendly people. A lot of the breeding programmes over in the UK have quite different breeding objectives to ours, but they do a very good job with what they set out to achieve.

After the Forum we had a week of visiting farms and getting the whole Scottish experience, which may have had the fringe benefit of tasting the odd Scotch!

Our eldest son Sebastian came home from his studies in Tasmania to look after the farm and younger siblings and he did a great job. An interesting observation was that I put a mob of heifers, eight weeks off calving into the back paddock with adequate angle involved, fully expecting them to run out of grass while I was away and tighten up slightly.

The grass grew a bit which never happens in July up here, so after 3 1/2 weeks, I came home and they looked fantastic. I almost started having calving ease nightmares, but a few weeks later they started calving and we didn't see the calving jack come out once. I am only referring to 50 heifers, but their body condition had improved a lot and my joining rates were picked up immensely within that group. Achieving embryo pregnancies in 1st calvers is tough work. Hence it led to an overall increase of about 5% in cows PTIC to Embryo Transfer this year.

Seasonally, the dry winter of 2017, turned into half a spring, which shut down and the other half of spring was very late. This didn't help with bulk feed, but did increase the milking ability of the cows, this resulted in the entire drop being 18kgs

heavier than ever before at 4 months. I am paying for the lack of bulk now with the cows slowly grazing the fence posts, so like the rest of the countryside we are hoping for a kind winter and a wet spring.

From an embryo point of view, it was as tough as I have experienced from a production perspective. We kept on doing the same thing as always with some subtleties and fought an uphill battle all the way. Some cows got flushed an extra time on top of what we normally do. Then we hit joining and got an extraordinary quantity of recipients fit to receive an embryo. So the pressure was on right through and ended up 10 short for the joining after 3 rounds with about a 10% increase in round 1 which is a massive positive.

This year, embryo production is flying with 300 embryos in the tank after only two flushes and we only need another 80-100 to be under control. We have 327 ET pregnancies on the way for the 2018.



Te Mania Angus bloodlines are extensively progeny tested and proven through commercial beef herds. Over 7,500 direct carcase records and over 4,400 carcase marbling and intra-muscular fat % records have been analysed by BREEDPLAN, ensuring very strong reliability of those EBVs – allowing breeders and producers confidence in identifying animals with the right genetics for profitable beef cattle production.

DR ROBERT BANKS, DIRECTOR, ANIMAL GENETICS AND BREEDING UNIT (AGBU), UNE

DATES TO REMEMBER

NORTHERN SPRING BULL SALE

TUESDAY, AUGUST 14TH 2018

AN AFTERNOON IN THE YARDS

AI & BREEDING – NOVEMBER

STRUCTURAL ASSESSMENTS – SEPTEMBER & DECEMBER

Dates to be confirmed

If you are not currently receiving our catalogue and would like to receive a Spring Bull Sale catalogue, please email admin@temania.com.au



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