There are 732 eight-month-old heifers in this mob. Our large contemporary groups (and tight joining patterns) gives us more accurate data. More accurate data gives us faster genetic gain. Faster genetic gain increases profit for you our clients.

TE MANIA ANGUS NORTHERN SPRING BULL SALE

100 BULLS | AUGUST 13TH @ 11.30 AM WALGETT SALEYARDS

The bull sale will be interfaced with AuctionsPlus and will be conducted live on line in real time. For more details go to temania.com.au

FREIGHT CONCESSIONS TO ROMA, QUEENSLAND*

www.temania.com.au

*See website for conditions

AuctionsPlus

These two-year-old bulls are mostly by proven home bred sires who have also been progeny tested through the Team Te Mania program, a coalition of 44 herds across SA, Victoria, NSW and Queensland.

They are Australian bulls bred for Australian conditions.

97%
of the sale bulls are in the top 30% of the breed for the **Heavy Grain $Index**

80%
of the sale bulls are in the top 30% of the breed for **IMF%**

92%
of the sale bulls are in the top 30% of the breed for **Heavy Grass $Index**

+2.8
is the average **IMF%** for the Walgett sale bulls compared to the breed average of +1.7.

+2.2
is the average **Scrotal Size** for the Walgett sale bulls compared to the breed average of +1.8

Top 15%
for all growth traits.

-6.3
is the average **Days to Calving** for the Walgett sale bulls compared to the breed average of -4.2

Top 10%
The average of the sale bulls is in the top 10% for the $Indexes, reflecting net profitability per cow joined for Angus Breeding Index, Heavy Grain and Heavy Grass markets.

TE MANIA ANGUS NORTHERN SPRING BULL SALE

100 BULLS

TUESDAY AUGUST 13TH 11.30 AM

HIGH PERFORMANCE 2YO ANGUS BULLS – SALE INTERFACED WITH AUCTIONSPLUS

The Te Mania Angus breeding program is focussed on producing high performance genetics that excel for commercial producers, right through the supply chain to processing and at the table. Our EBVs include data from Single Step Genomic analysis and extensive progeny testing, ensuring the highest possible accuracy, which is available for you to match your breeding objectives, in line with your own your management and feeding regime. Te Mania Angus females are excellent breeders, carrying on the genetic gain through future generations, capitalising on the research, development and reputation of Te Mania Angus.

PRE-SALE DINNER
The Gubbins and McFarlane families invite you to join us for a bbq dinner at the Barwon Inn, Monday August 12 at 6.30 for 7pm.

AUCTIONS PLUS
The bull sale will be interfaced with AuctionsPlus with live audio, online in real time. To bid using AuctionsPlus, you will need to be registered 48 hours prior to the sale.

For further details call 02 9262 4222 or visit www.auctionsplus.com.au

FREIGHT CONCESSION
Check our website for details temania.com.au

AuctionsPlus

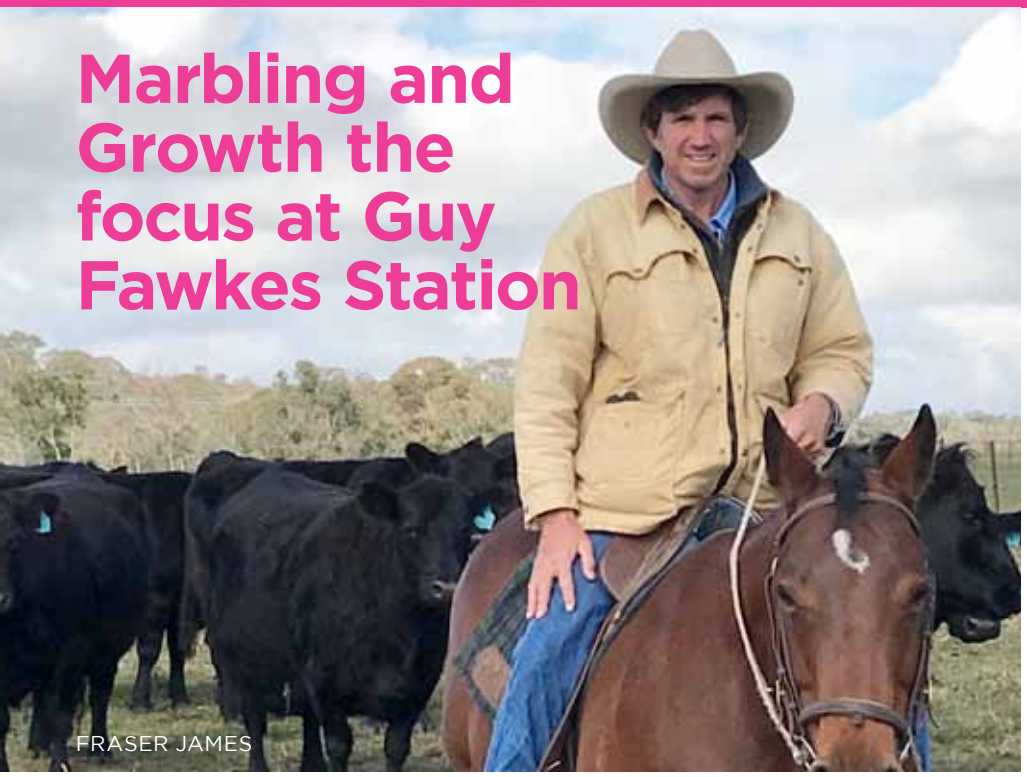
CLEMSON HISCOX & CO
02 6828 3444

REFERENCE SIRE: TE MANIA JOLSON J1337

18 SONS IN THE SALE

Jolson is today ranked in the top 1 percent for all growth figures and carcase, the top 2 per cent for fertility and 4 per cent for marbling. Jolson has had 506 progeny analysed across six herds, with 311 scanned and 176 genomically tested.

Marbling and Growth the focus at Guy Fawkes Station



FRASER JAMES

Fraser and Pam James feel pretty lucky to be living at Ebor up on the Northern Tablelands of NSW. They enjoy breeding cattle, they live in a beautiful part of the world and have a great lifestyle.

Their 960ha property, Guy Fawkes Station, is located 85km east of Armidale. It is plateau country at 1100m with basalt soils in a 1200mm annual rainfall band.

"Our enterprise sees us join 900-plus females including 250 heifers in an AI program," Fraser James said.

"Our target is the long fed feeder market with steers that marble – most of them go to Rangers Valley at Glen Innes with some going to Whyalla at Texas.

The James' strategy is to join the majority of their heifers in a single round synchronised AI Program. Those who conceive are kept, the rest are put to bulls and sold PTIC.

At any time the farm is running 1200 cattle – which takes a big jump each spring, rising closer to 2000.

It is an intensive system – very reliant not just on its rainfall, but on it falling at the right time.

Like many of us Fraser is also noticing the challenge of changing seasonal patterns.

"We are getting later Springs and drier Autumns. We are running a high stocking rate and with Spring calving cows we haven't got a lot of flexibility through Winter so we need to build a feed base in Autumn and ideally get an early Spring break for calving, he added.

"Our heifers calve over two weeks in July, the cows over eight weeks starting in mid August . Bulls go in at the start of November. We like to start off-loading steers to the feedlot in November–December at 15-16 months of age and 500-520kg.

Our focus is marbling and growth. Marbling is free, growth comes at a cost and I don't want 700 kg cows that have a high maintenance requirement. I'm sourcing lease bulls from Te Mania that are producing steers that marble well with a moderate growth profile and females that are fertile and functional with great temperaments and longevity.

Fraser and Pam recently sold a load of steers to a processor that were too heavy for the feedlot, there were a number marbling 3 with one 4 and one 5.

"I thought that was pretty impressive off grass, with them going out at 550-600kg," Fraser said. "Our calves are yard-weaned, trained for a week on cracked barley, cotton seed and some silage."

The James' have just finished preg testing and finished up between 93-95 per cent – their 10-11 year-olds averaged 92.8 percent but the returning first calved heifers topped them all with 95 per cent.

The couple purchased their property in 2004 and Fraser said in their first six years they did a lot of backgrounding for Rangers Valley, buying in steers to fatten.

In 2010, Fraser bought 200 heifers, the majority of which were PTIC to Te Mania Angus blood bulls. The next year he went to his first Te Mania sale at Walgett and came home with a line of seven bulls.

He joined Team Te Mania in 2012 and kept adding Te Mania Angus females to his herd – some from Susie Chisholm's Team Te Mania foundation herd at Adelong and others from another team member, Guy Fitzhardinge.

"I was focused on high-marbling cows from the start. Since 2012 I have been pure Te Mania Angus."

Today Fraser and Pam have 25 bulls on hand – perhaps a couple more than needed but Fraser is a pragmatist.

"If we need a replacement bull we are a long way from Te Mania Angus at Mortlake so it doesn't hurt to have a couple of spares on hand," he explained.

Being in the Team Te Mania program has given us early access to some great young bulls such as Te Mania Garth G67 that have been identified as something special.

"Hamish put us onto Garth in 2014 and we used him over all our heifers that year and again in 2015. He has had a big impact on our herd, the feedlots love him for his carcase attributes and we've been able to lease a number of his sons in the last few years to use over the older cows. That's a benefit I get from Te Mania, they join 2000 cows a year and I can source several bulls of a particular bloodline very easily.

"We were also impressed by Te Mania Governor G576 and have used him in our AI program the last two years. He has a moderate growth profile, with 4.3 IMF. We got some lovely calves by him last Spring and I'm expecting the same this year.

"Ebor is a long way from Mortlake but Pam and I make the trip once a year to catch up. It is such an impressive operation particularly how much technology is imbedded in everything they do. I always come home having learned something, whether it is some sage advice from Andrew or something I've picked up from having a drive around with Hamish or Tom.

In the scheme of things we are only a small producer and I don't plan on getting any bigger. We are very lucky to have some pretty good country and several feedlots that are Angus focused within a few hundred kilometres of Ebor. I'm looking forward to seeing the impact that new technologies such as genomics are going to have on our business and the industry more broadly. Te Mania genetics have given us a great foundation upon which we have built our business. Te Mania have been at the forefront of the Angus breeding industry for decades and I'm very confident that they will be great partners for a long time to come.

TAKING THE STRESS OUT OF STOCK HANDLING – FOR YOU AND YOUR STOCK

GEORGE AND PAULA WARREN, DANEDITE

DANEDITE'S George and Paula Warren have turned to a low-stress specialist to help them better manage the 1200 cattle they are running at any given time.

The couple say with those numbers time spent in the yards of the Camperdown enterprise they manage, needs to be "as efficient as possible".

Which is why Paula said they decided to take part in a Low Stress Stock Handling School (LSS) presented by Nic Kentish and hosted by Te Mania Angus in early April.

Paula described it as a "fantastic course".

"The whole day was very well executed thanks to Nic Kentish and we both found we had learnt a lot from it," Paula added.

"Better still, we also discovered we could put those strategies we have been shown into immediate practice in our yards and see the equally immediate benefits with the cattle.

"As well as our personal state of mind," she laughed.

Paula said as a couple focused on speed and efficiency, the first major change from the course was realising they had to "slow our approach, mentally, while working cattle in the yards".

She said by 'reading' the cattle and acting from their 'cues' that change actually made their yard work quicker and easier – "for the cattle and us".

"Although our animals are bred from Te Mania Angus stock, which are renowned for good temperament, we would still recommend this course to anyone wanting to improve their work ethic and reduce stress on their animals."

Te Mania Angus director Tom Gubbins said his stud has been hosting Low Stress Stock Handling Schools for 12 years and it has been transformational in the way he and their staff interact with the Te Mania Angus herd.

Tom said stockmanship is an important ingredient for successful livestock businesses.

He said human-livestock interaction has been changing and in the past 20-30 years most grazing operations have to varying degrees substituted the need for high levels of stockmanship by changing yard design and facilities.

"LSS has taught us that unfortunately our human nature has focused more on what we want and less on what animals want," Tom explained.

"Low Stress Stock Handling places the emphasis on mutually beneficial outcomes for stock and handlers regardless of yard design," he said.

"The foundation for LSS is four basic animal instincts that explain what animals want and why they behave the way they do, combined with seven principles that guide how we can interact with the animals to work with those natural instincts and produce low stress outcomes.

"If the right methods are implemented, livestock will move with less stress through most facilities. Moving stock can be a low stress, painless activity for the livestock and the handlers."

Tom said the business benefits of training people in animal handling were enormous, leading to improved production gains, better meat quality and higher economic return.'

He said research showed one of the major causes for losses in meat quality (bruises, mortality, meat downgrades) was caused by poor handling by the stock handlers.

"Jim Lindsay, the founder of LSS believed a person's attitude was the key to obtaining benefits for both people and livestock," Tom said.

"The right attitude promotes harmony between human and animal in the work environment," he said.

"We can put ourselves in a position to be able to consider the situation from an animal's point of view and therefore have an obligation to do so.

"When we have knowledge of how an animal reacts to different situations we can use that information to effect.

Being an effective stock handler is about knowledge, understanding, attitude and patience."

THIS IS THE GATE WE WERE NEVER ABLE TO GET THE CATTLE TO GO THROUGH

Following our participation at a Low Stress Stock Handling School (LSS) school at "Corea", Dunkeld a few years ago, we were keen for our new staff members to get on board and enable us all to be 'singing from the same hymn book'.

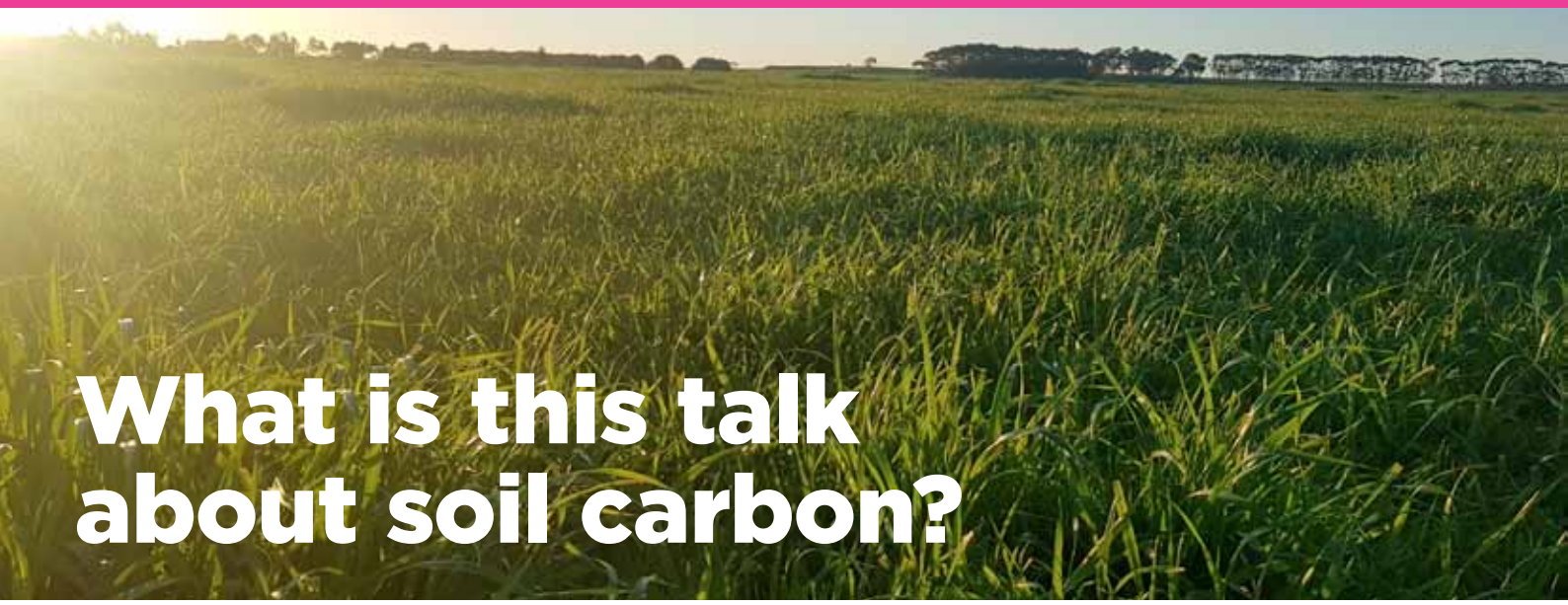
I know how I want stock handled, but have trouble communicating that to staff, in particular the 'why'. Nic Kentish and the LSS trainers re-train us on how to manage livestock and do it in a fun way that gets everyone on board.

LSS has given our staff confidence and techniques for working with new cattle with different levels of training and temperaments. We background up to 500 wagyu steers and heifers per year and trade PTIC cows. With LSS I know that new cattle can be inducted and processed quickly and calmly and be out grazing and putting on weight as soon as possible. With large mobs being rotationally grazed, I know that our staff can confidently shift mobs on their own in a safe and proficient manner.

We also run 6,000 composite ewes and drafting sheep is now a very pleasant experience where the yards are almost silent and ewes follow each other stress free around the bugle in no time. I used to find it frustrating when on the drafting gate and staff couldn't keep the sheep flowing. Nowadays we're walking around the yards giving hi-fives!

Thank you to Te Mania Angus, Nic Kentish and LSS for making Mount Hamilton a better place for people and livestock.

Tom Whinney
Mount Hamilton Pastoral Company, Nerrin Nerrin Vic



What is this talk about soil carbon?

Adding soil carbon to a property is now an additional income source, albeit a lumpy one. The Emissions Reduction Fund (ERF) has contracted to purchase over 16 million tonnes of abatement from soil carbon projects over the next 7 years. This provides a guaranteed price, regardless of politics. The Carbon Farming Initiative, which enshrines the legislation to allow carbon trading in Australia, has always been a bipartisan policy.

So what are the economics?
There are four drivers of profit in a soil carbon project.

The first and most important is the carbon sequestration rate in tonnes of carbon added per ha per year. The best conditions are a cool climate, a clay soil and rainfall above 500mm pa with perennial pastures.

The second is obviously the price received for the CO2. This has been low over the last few years but shot up around 45% in 2018. That trend is likely to continue as demand increases and exceeds supply.

Third is the measurement cost. This is a two edged sword. A cheap, minimum requirement level sampling design comes with the risk of high variance, which can significantly reduce the carbon for sale. Very high sampling intensity is accurate but comes with a price tag which is too high. The art for a contractor such as Carbon Link, is in finding the sweet spot, where accuracy is affordable but saleable carbon yield is optimized. We are conducting a considerable amount of research into this question.

The fourth is scale. Project overheads on small properties eg 200ha, make it very hard to be profitable without a very high sequestration rate. Soil type and climate influence the sequestration as does management.

The following table provides an estimate of the internal rate of return (IRR) on investment over 25 years from investing in baselining a carbon project. It assumes a $20/t CO2 price and only 50% of all carbon being sold and is done with an optimal degree of accuracy.

Table 1. Estimated 25 year returns from carbon projects

Scale (ha)	Sequ. Rate (t/ha/yr)	Investment	IRR (%)	Nett Cashflow
500	2	$82,800	8	$107,000
	4	$82,800	29	$612,000
	6	$82,800	43	$1,116,000
1500	2	$98,000	37	$1,064,000
	4	$98,000	62	$2,600,000
	6	$98,000	79	$4,090,000
3000	2	$113,000	55	$2,500,000
	4	$113,000	84	$5,500,000
	6	$113,000	104	$8,500,000

It is clear from the data above that a project with scale and a high sequestration rate is likely to nett more from carbon income than from livestock production. Sequestration rate is the biggest driver of profit from a carbon project and there can be a lot of money in it.

FEED CONVERSION RATIOS – COMPARING APPLES WITH APPLES

Beef cattle are unfairly criticised for having a poor feed conversion ratio compared to other animals. There is a perception cattle eat more feed than other animals and produce fewer kilograms of beef/protein per hectare.

The complication with this statement is that to only measure how much is eaten then compare that with the weight they put on is simply not comparing apples with apples.

While cattle do eat a lot, the benefit of a beef animal is that it has a rumen that digests what would otherwise be worthless low quality, fibrous food.

The rumen is one of the miracles of nature. In vast arid tracts of Australia, where no other agricultural pursuits are possible, the beef cattle convert valueless fibre into protein, which is digestible for humans. That fibre would otherwise oxidise back into the air as carbon.

Scientists compare that program with fish.

The feed conversion ratio of fish is 2:1 while beef cattle fall between 5:1 and 7:1 – depending on the quality of the feed.

However, fish eat high protein (around 35 percent protein, often sourced from other fish) to reach that 2:1.

Krill is harvested from the sea, taken to land where it is pelletised, steamed and dried, and then fed to fish. That is a significant carbon footprint!

Comparing these two systems, an animal will graze, walk around and harvest the food by itself.

Its progeny will then be reared on that product, via its mother's milk, before being taken to be finished on grass, or grain for the last 90+ days, before processing.

Many non-rural people believe beef animals are fed in feedlots all their lives. It's categorically not true.

Of the animals that go into a feedlot, only a small percentage of their life is there, to increase meat flavour and tenderness for the restaurant industry.

Terry McCosker
Resource Consulting Services

TRANS-TASMAN BEEF COW PRODUCTIVITY PROJECT

TOM GUBBINS is convinced Te Mania Angus will only breed fat for the purpose of fat rather than breed fat to use its weak correlation to fertility in a bid to get more fertility.

The Te Mania Angus director said no serious breeder or producer should act without finding the facts of the trait itself.

Which is why Te Mania Angus and members of Team Te Mania have been part of the Trans-Tasman Beef Cow Productivity Project since its inception.

Meat and Livestock Australia and Beef + Lamb New Zealand are investing millions of dollars into the joint beef research project, a first for trans-Tasman red meat industry relations.

It is a project, Tom said, focused on finding the right science, rather than relying on unsubstantiated individual opinions.

"We push the boundaries of other traits of production – such as growth, carcase, yield, birthweight and calving ease – but to keep everything balanced objectively, we need to compare all the traits that would be affected by any genetic gain in others," Tom said.

"The Trans-Tasman project has been collecting age of puberty data on heifers, and on fat and fertility results, and all this information means the data can now be analysed to ascertain whether some of those traits are influencing cow fertility," he said.

"But the essence of the project is it has quantified what until now has been assumption, perception and opinion – and all subjective."

Tom said the interesting thing was the project has shown animals that aren't even cycling before going into a joining program are still getting pregnant.

He said out of all the research and data some fascinating things have come out of this body of work.

"While we all know fat influences fertility, if you feed your animals well going into, and through joining, they were more likely to get into calf than if you didn't," Tom said.

"That's not the same as when you try to breed them to be fat, it makes no difference.

"That's also another interesting finding because genetically fertility is different to fat," he said.

"We have been assuming, even hoping that is the case but this work has quantified it.

"Genetically fertility and fat don't have a significant correlation, which is often very difficult for farmers to understand because at the end of joining your empty pen can appear in a lower condition score than the pregnant pen, so the easy assumption is the genetic correlation with fat and fertility is in fact high.

"But it's not, all those animals are there for some other reason that made them thin and infertile. To accurately work out a genetic influence you need to understand the relationship between the animals, ie aunts, uncles, cousins"

One of the goals of the Trans-Tasman Beef Cow Productivity Project has been to maintain conception rates and get an animal in calf earlier, because the earlier you do it in the joining process the heavier the calf is as a weaner.

The earlier breeders can achieve conception at a higher rate, the more kilograms of beef you grow per hectare.

"And that," Tom added, "is something all farmers understand and value because that's the business they are in.

"Even better, you get more beef for the same cost," he said.

"It is pointless seeking a boost in the fertility profile of your cow herd from genetically fat animals – you must select for fertility not fat."

One of the issues raised at the most recent TTBCPP meetings was apparently an obvious one but one, at the same time, the committee felt needed to be spelt out.

Tom said that involved everyone agreeing farmers feed their animals for the mean of the group. He said if you had 100 cows in a mob you would feed them for the 50 percentile band.

"If they require 10kg of feed then you feed them 10kg a day," Tom said.

"The cattle in that median percentile band will eat that 10kg a day and gain weight, but the smaller/early maturing animals will still eat 10kg a day and they will get fatter.

"But the animals that are a bit larger/later maturing will also only eat 10kg a day when in fact they need 12kg or more – so they will get thinner," he said.

"So if you modify the growth rates of the animals to improve the lean ones in your mob, what happens is you produce a new mob and they may require 9kg of feed.

"But you are still feeding for the mean, so you still have large and lean animals across the population of your mob, still giving you lean animals."

Tom says the solution is to perhaps, draft your animals into different feeding groups. (This is not something that we can do in our stud herd as it mucks up our contemporary groups)".

"It seems from this general observation that large cows eat more, which they do per head, but you need to bare in mind that their progeny grow faster which compensates for the extra feed that the cow eats.

It is important to choose a cow size that matches your environment and market. Large cows are more efficient biologically as long as you can feed them.

Docility – highly heritable and mostly manageable

Te Mania Angus director Tom Gubbins looks at the heritability of docility within the stud's breeding program, how it is measured and managed and what can be discerned from generations of data supplied to Angus Group Breedplan

Docility is very heritable in cattle and, I would imagine, in we humans as well. I have tried that as well but my wife started getting a bit cranky when I put the children in a crush. Funny thing, so did they.

At Te Mania Angus to measure docility, we crush-score our animals on a scale from 1 to 5, using the Angus Breedplan description below. All Te Mania Angus cattle are run in large contemporary groups, which means variations in animal temperament provides quantifiable information to accurately calculate a heritability in the trait.

We need to understand discovering heritability is like an audit of the process – just as an accountant balances the books, adding different columns to cross check. Now heritability is calculated and checked, it means a portion of the variation in the trait is influenced by genetics and this is what we rely on to make our breeding decisions.

Let's look at this from a different viewpoint. Due to the fact we score thousands of related animals in constructed groups, they have a different mean and distribution of docility scores to other related animal groups.

To achieve results where this genetic variation can be repeated at different times and locations with the same result is the evidence it works.

Most Te Mania Angus cattle will score around 2 – we rarely get any 4s or 5s anymore because we have been doing it for so long our bell curve has moved towards 1. So the genetic distribution is more likely to be docile. We also perform docility scores on all the young weaners as this information improves the accuracy of the weaners' parents – and the entire herd – now and into the future.

Te Mania Angus has been measuring docility for 20 years and collecting the data a long, long time before the EBV was developed. Our herd is particularly quiet phenotypically because we put all our stockmen and women through Low Stress Stock Handling schools and handle our animals with care.

This management protocol does not bias the EBV because it is calculated on the variation between animals. Related animals in different herds will get different scores but the rank of the animals will be similar.

If you compare that to a different herd collecting temperament data where the animals are phenotypically wild, for whatever reason, then the variation between them is what they are looking for. So the animals that are quiet in their herd will be related to the quiet ones in ours, it's just that the score will be different.

At Te Mania Angus we don't generally cull on the phenotype. We always cull a 5, but we wouldn't cull a 4 straight away. We would give it a second chance in a month or so and see what it does at that time.

The data itself would not change; it would stay as a 4 but it is important that the animals scored on that day were all scored at the same time and in the same contemporary group so they can be compared for the purposes of statistical accuracy.

Te Mania Angus runs mobs of as many as 250 weaners, who get scored together at weaning, which we do at 4-4.5 months. The cows then need to be weighed and condition scored to work out the cow's mature weight, plus we do a few more cow productivity traits at this time. The cows are put away in the paddock and the calves go through the yards that afternoon for all the initial assessment of weighing and temperament scoring.

We don't publish the temperament score, we publish the genotype, the EBV.

At Te Mania Angus we are selling bulls to improve our clients in breeding profitable offspring.

Therefore we try to encourage our clients to use genotypic information (EBVs) rather than phenotypic (looking at the raw data, weights, scrotal size, scans) because the genotype is what they need.

SCORE	1	2	3	4	5
CODE	DOCILE	RESTLESS	NERVOUS	FLIGHTY	AGGRESSIVE
	Mild disposition, gentle and easily handled, stands and moves slowly during handling, undisturbed, settled, somewhat dull, does not pull on headgate when in crush, exits crush calmly.	Quiet but slightly restless, may be stubborn during handling, may try to back out of crush, pulls back on headgate, some flicking of tail, exits crush promptly.	Manageable but nervous and impatient, a moderate amount of struggling, movement and tail flicking, repeated pushing and pulling on headgate, exits crush briskly	Jumpy and out of control, quivers and struggles violently, may bellow and froth at mouth, continuous tail flicking, defecates and urinates during handling, frantically runs fence line and may jump when penned individually, exhibits long flight distance and exits crush wildly.	May be similar to score 4 but with added aggressive behaviour, fearful, extreme agitation, continuous movement which may include jumping and bellowing while in crush, exits crush frantically and may exhibit attack behaviour when handled alone.

Photo courtesy of Ruby Canning

Two young leaders take out prize in top Australasian agri-business award

For the first time in the award's five-year history, not one but two young Australian agriculturalists have been crowned as winners of the 2019 Zanda McDonald Award.

Queenslander **Shannon Landmark**, 27, and **Luke Evans**, 28, from the Northern Territory will share this prestigious badge of honour, which seeks to recognise young professionals in the primary sector from Australia and New Zealand.

Landmark is a trained vet, and the coordinator of the Northern Genomics Project at the University of Queensland. Her work focuses on improving genetic selection and reproductive technology and sees her working with beef producers, beef extension officers from state governments, consultants and vets, and university researchers and scientists.

Evans, 28, is the Station Manager of Cleveland Agriculture, based at Rockhampton Downs Station, a 450,000-hectare beef property in Tennant Creek Northern Territory. He not only runs this significant operation, but also mentors' youth, and provides on-the-job training and employment opportunities at the property.

Richard Rains, Chairman of the Zanda McDonald Award, says "The judges were faced with a very tough decision when it came to singling out one winner, as both Shannon and Luke are carving out their own distinct and different paths in their careers. However, we just couldn't separate the two on their leadership qualities, determination and spirit,"

We felt that both would get immense value from the prize, particularly the tailored mentoring package, which will provide them with a great insight into some of the best agriculture farms and companies in the industry. We're committed to recognising and supporting talented young individuals in the ag sector, and this prize package will really help take both of their careers to the next level."

Landmark and Evans were initially shortlisted with four other candidates, with interviews held in Brisbane last October. Following these interviews, they were named as finalists alongside kiwi Grant McNaughton, 34, Managing Director of McNaughton Farms, a 6300-hectare sheep and beef operation in Oamaru, North Otago NZ.

The award, sponsored by Allflex, Pilatus, CBRE Agribusiness, Zoetis, MDH and Rabobank, was presented in May at the annual Platinum Primary Producers (PPP) Gala Dinner, in Port Douglas. This was part of the group's annual PPP Conference, a group comprising of 150 influential agri-business men and women from across Australasia, of which Zanda McDonald was a foundation member.

Landmark and Evans will each receive a prize package which includes a trans-Tasman mentoring trip to farming operations and businesses from within the PPP network, $1,000 cash, a place on Rabobank's Farm Managers Program and membership to the PPP Group. The pair will each travel by a Pilatus PC-12 aircraft to parts of their Australian mentoring trips, enabling them to reach diverse and remote farming operations.

TE MANIA ANGUS MARCUS OLDHAM SCHOLARSHIP

Cara Fagan of Coonamble, NSW has been awarded the Te Mania Angus Scholarship to assist with her Farm Business Management at Marcus Oldham in 2019.

Cara is third generation on their family commercial Angus breeding operation and has been involved from a young age helping out on the property. She has grown up immersed in cattle and conversations about improving the herd and the integrity of the breed.

In 2018 Cara commenced studies at ANU, Canberra and realised her heart was is in agriculture. She made the bold decision to move to Marcus Oldham, Geelong where she is thoroughly enjoying the study and the new community of like-minded students.

We wish Cara every success following and sharing her passion for Australian agriculture.

JAMES McCormack, manager of the Te Mania Angus donor and recipient herd at Mansfield, reports even the legendary high country has not escaped the clutches of our drought, which has ravaged large tracts of agricultural land for more, in some cases, than 18 months.

WELL, like most farmers in the southern Australian agriculture Te Mania Angus at Mansfield has confirmed what demanding times in which most of us are trapped.

Mansfield decided it would go out in sympathy with everyone else – much to my dismay – with 2018 looking like breaking some dry records.

However, they remained intact – but only because of some unexpected but welcome rain in January and December propping it up. At Mansfield we came out of a very tight winter with no sign of grass until July. This got the pasture applications going, with low fodder reserves taken into account.

From here we were fortunate enough to harvest normal quantities of silage which got the cows and calves through until weaning – but we did have to sacrifice a little bit of quality to achieve quantity. The silage got us over the line until mid-January.

Amusingly we had trucks loaded with straw arriving as trucks loaded with calves were leaving.

The cows received a little bit of an immediate nutritional shock as the silage was replaced with straw, with preg testing done within a week and empty cows booked in and destocked as quickly as possible.

The straw was fed until late March alongside some long paddock grazing. Then I started on the long term reserve of pasture hay.

The cows at this stage were sitting in condition score 2.5-3 by now so it was getting to the stage they needed looking after and I could no longer slowly drain the fat off their back.

My fodder reserve was budgeted to last until the middle of May, which I felt was conservative. Now I have changed my mind on this as we ended up having to purchase canola hay to finish us off.

We received our autumn break in early May but not a really convincing one. The countryside is a fantastic colour but growth has been relatively slow. I am only just about to start a grazing rotation now at the start of June.

Obviously, we have been more fortunate than a lot of areas but it has been a slog for the past 18 months. We have over-sowed 15 percent of the property with annual ryegrass to lift our winter growth and bolster paddocks, which will hopefully cut for fodder next spring. Water storages are extremely low and will hopefully be remedied in the spring months.

I was always a bit sceptical of canola Hay, with stories and-off-the-record horror stories. But now I have used some that was made correctly I am a big fan. The cows were literally running their tongues along the ground picking up every last bit.

Our ET program went very well, with a high percentage of the embryos implanted in the first round.

This put pressure on our inventory again so we had to start flushing cows for the second and third rounds – and as sure as day follows night conception rates ended up a little lower than normal, which I hope was seasonally influenced but overall we ended up implanting around 450 embryos for the spring.

Unfortunately I selected the hottest day of the summer to preg test (it hit 46C) but refused to cancel as I had cows booked in.

Anyway it's very refreshing to be looking out again at green paddocks and we hope this is the case until November.

SINGLE TOUCH PAYROLL

The Australian Taxation Office (ATO) has introduced a new streamlined reporting process called Single Touch Payroll (STP) as part of their strategic direction towards automation.

The STP process changes the way in which employers report payments such as salaries and wages, pay as you go (PAYG) withholding and super information to the ATO directly from their payroll solution at the same time they pay their employees. Real time data is becoming the preferred option across many platforms and allows the ATO to align government reporting to the changing digital world.

STP reporting was originally mandatory for employers with 20 or more employees, to start reporting from 1 July 2018. The Australian Government have now expanded this to employers with 19 or less employees, to start reporting from 1 July 2019.

The new reporting system does create potential issues for small businesses who are not yet digitalised with their accounting records. Micro-employers (1-4 employees) may be eligible to report their STP information through the Business Portal or via their adviser on the Tax Agent Portal.

The ATO, together with software providers have come up with a range of no-cost and low-cost STP solutions that are now available. These options should be considered with the entities overall activities to determine if this is the best way for the entity to start their digitalised journey.

For employees, they will now be able to see a running total of their earnings through their MyGov account. The STP reporting process will also eliminate the need for employers to provide Payment Summaries (from 1 July 2020) to staff but should provide to staff members upon their request.

More information can be found via the ATO website: https://www.ato.gov.au/Business/Single-Touch-Payroll/

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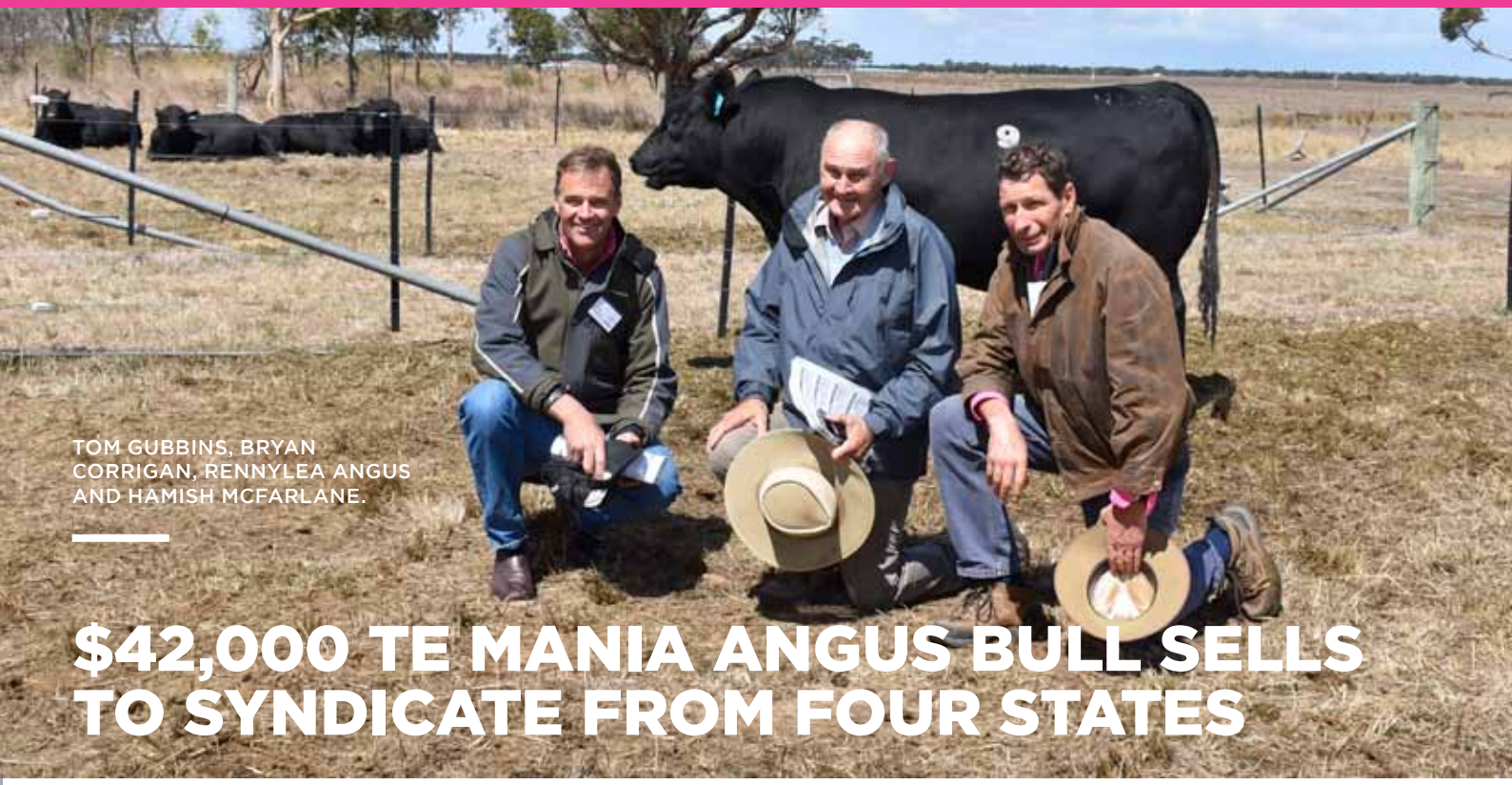

TOM GUBBINS, BRYAN CORRIGAN, RENNYLEA ANGUS AND HAMISH MCFARLANE.

$42,000 TE MANIA ANGUS BULL SELLS TO SYNDICATE FROM FOUR STATES

A syndicate of six covering four states secured the $42,000 top-priced lot at the annual Te Mania Angus autumn on-property sale in March.

Spearheaded by Rennylea, Culcairn NSW and Pathfinder, Penshurst Victoria, the syndicate fought hard to secure Lot 9 – Te Mania Newly N549.

The ET son of Te Mania Jenkins J89 and donor dam Te Mania Lowan J464 now has owners in Victoria, NSW, Queensland and Western Australia.

Syndicate spokesman Bryan Corrigan, Rennylea, said the impressive young sire would be kept at Pathfinder and shared with Booroomooka, Bingara NSW, Little Meadows, Crooked Brook WA, Khancoban Station, KhancobanNSW and McRae Pastoral at Goondiwindi in Queensland.

Bryan said the "well-muscled and quiet" bull would be "an excellent fit with the breeding programs" of his new owners.

"We were particularly impressed with his calving ease, growth and carcase figures, and we will be looking for him to deliver on that," he said.

The top-priced bull was the highlight of the sale which averaged $7266 and saw bulls sell to six states.

Te Mania Angus director Tom Gubbins said "we are seeing a real phase in Australia where the industry is grasping quantitative genetics.

Processors are paying more for marbling and using data to draft PICs. Beef producers are choosing Te Mania Angus genetics to ensure they are increase their profitability"

Tom said like many in the catalogue, the top-priced bull Te Mania Newly N549 was highly ranked across the EBVs and $ Indexes.

"He was in the top one percent of Angus Group Breedplan for calving ease direct and calving ease maternal and milk and in the top five pc for gestation length, birth weight, 400-day weight, 600-day weight, scrotal size, carcase weight, intra-muscular fat (IMF) and all four Angus selection indices and top 10 pc for eye muscle area (EMA)," Tom said.

Te Mania Angus combined with Elders Ltd, Dick Smith Transport and Sapien Technology to donate $6,000 from proceeds of the bull sale to Blaze Aid's "Wire & Post Fund" for NQ Flood Relief. A further $2,200 was contributed by Team Te Mania vendors and Team Te Mania, following the Online Female sale on the Friday after the bull sale.

"The Te Mania Angus breeding program, coupled with the Team Te Mania data, underpins EBV's 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."

DR ROBERT BANKS, DIRECTOR ANIMAL GENETICS AND BREEDING UNIT (AGBU) UNIVERSITY OF NEW ENGLAND

DIARY DATE

NORTHERN SPRING BULL SALE

TUESDAY, AUGUST 13TH 2019

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

www.temania.com.au

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