

# PERFORM

JANUARY 2020



**TE MANIA ANGUS**  
BREEDING BETTER BEEF



## It's much easier to be green when you are not in the red.

**GOING CARBON NEUTRAL** on a livestock property is nothing to panic about according to Victorian producer Fiona Conroy.

It doesn't even have to be a primary goal of your operation – it will occur naturally the better you run your land and your cattle.

And she's got 25 years of figures to back it up.

Fiona said if the goal of the Australian red meat industry is to be carbon neutral by 2030 – no problem.

She said she and partner Cam Nicholson began their journey with trees, lots of trees, and while their program is being continually refined and improved it has also achieved their long-term plan – a highly productive, heavily stocked property running a self-replacing finewool flock

and performance recorded Angus herd on the Bellarine Peninsula, east of Geelong.

"Agriculture is responsible for just under 13 per cent of the greenhouse gas emissions in Australia – the main emissions come from the energy industry and transport, but agriculture and the red meat industry especially, gets a lot of the blame for being bad for the environment.

*Continued page 6*

### **MONDAY 3 FEBRUARY Beef Week Preview**

From 9am, Te Mania Angus Mortlake VIC

### **WEDNESDAY 4 MARCH 2020 Autumn On-Property Bull Sale**

12 noon, Te Mania Angus Mortlake VIC

### **FRIDAY 6 MARCH Team Te Mania Online Commercial Female Sale**

11am, Only on AuctionsPlus

# Breeding Success.

## Beef Week Preview

Monday, February 3, from 9am  
Te Mania Angus, Mortlake VIC

## Autumn On-Property Bull Sale

## 150 BULLS

Wednesday, March 4, 12 noon  
Te Mania Angus, Mortlake VIC

## Team Te Mania Online Commercial Female Sale

Friday, March 6, 11am  
Only on AuctionsPlus

## Details

Hamish McFarlane  
0427 641 606

Tom Gubbins  
0429 952 197



**VTML92 TE MANIA LANGLEY**

This AI conceived son of Prophet presents with good overall shape, capacity and body length with a moderate frame. There is strong maternal breeding on the dam's side of this bull's pedigree with the past six generations all being ET conceived and combined they have contributed 220 progeny to our herd. Langley has been used in both our stud herd and progeny tested through our Team Te Mania program.



**VTML614 TE MANIA LAYCOCK**

This son of the legendary Te Mania Berkley B1 has an outstanding report card. He is in the top 1% of the breed for calving ease (dir), days to calving, marbling and the heavy grain \$Index. He has good frame, body length and athleticism. Maternal strength on the dam's side of this bull has seen the past four generations all being in the embryo program. Combined they have contributed 283 progeny to our herd. In addition, the dam of Laycock at nine+ years of age remains active within the stud herd.



Ross Milne 0408 057 558  
Clarke Roycroft 0409 677 281



## JANUARY 2020 ANGUS AUSTRALIA BREEDPLAN

Tag	DOB	Sire	Calving Ease				Growth &		
			Dir	Dtrs	GL	B Wt	200	400	600
L0092	29/07/2015	G A R PROPHET	+8.7	+5.7	-6.7	+3.1	+58	+100	+126
L0553	11/08/2015	TE MANIA DEFLATION D367 (AI)	+0.4	+2.6	-5.3	+3.3	+48	+87	+107
L0614	13/08/2015	TE MANIA BERKLEY B1 (AI)	+11.7	+6.7	-8.2	+3.0	+58	+102	+121
L0646	13/08/2015	RENNYLEA G317 (AI) (ET)	+0.5	+4.7	-5.0	+6.4	+48	+98	+132



## REFERENCE SIRES



### VTML553 TE MANIA LATHAM

An outcross pedigree that has been used within our stud herd over both cows and heifers. In all he has 208 progeny within our herd. Latham presents with good body length and moderate frame and a quiet disposition. All are attributes which present well in his progeny.



### L646 TE MANIA LEGEND

This is a very exciting bull. He is in the top 1% of the breed for all the \$Index values, marbling, milk, days to calving and scrotal size – and the highest recorded sire for scrotal size! Prominent females from our Jedda, Dandloo and Lowan cow family lines sit back in the pedigree of this sire, namely VTMY32, VTMC404 and VTZ53. Each of them have made significant contributions to our herd. There is maternal longevity on the dam's side of this bull with the past six generations all having run through our donor program.



## PRE BULL SALE DRIVE

Tuesday March 3, 3pm  
Te Mania Angus cattle yards,  
Mortlake VIC

Join us at 3pm on the eve of the bull sale for a farm drive. Take a look over the breeding herd and the sale bulls before they are auctioned at 12 noon on Wednesday March 4.

We will be taking farm tours from 3pm, please let us know if you are coming by contacting us [admin@temania.com.au](mailto:admin@temania.com.au) or (03) 5264 1606.

Maternal		Fertility		CWT	Carcase					Feed	Temp	\$INDEX				
M Wt	Milk	SS	DC	750d	EMA	Rib	Rump	RBV%	IMF%	NFIF	DOC	AB	D	HG	G	
+106	+22	+3.5	-6.8	+69	+7.5	-0.4	-1.1	+0.5	+3.7	+0.42	-6	\$156	\$137	\$183	\$142	
+82	+15	+0.1	-4.4	+68	+5.1	-1.2	-1.3	+0.1	+3.2	+0.33	+33	\$123	\$116	\$138	\$115	
+116	+12	+1.3	-9.5	+73	+4.5	+0.1	+0.4	-1.3	+4.0	+0.04	-8	\$154	\$135	\$182	\$137	
+109	+28	+5.7	-8.9	+71	+9.4	-0.4	+0.1	+1.0	+3.9	+0.84	+20	\$172	\$137	\$210	\$151	



## Join us for a “Day in the Yards”

**Make our next “Day In The Yards” an opportunity to come and see the Te Mania Angus breeding program detailed in a very hands-on setting.**

Te Mania Angus is recognised for embracing the latest technology and research data as the framework for its management programs and this will be on display at all of these events.

It will also be a great opportunity to meet directors Tom Gubbins and Hamish McFarlane as well as the rest of the Te Mania Angus team.

Part of our commitment at Te Mania Angus is to share all our information and experience with seedstock and commercial producers, clients and students. It is a very open look behind the scenes of what we do and how we run our 1800-plus cow herd and bull breeding program.



The “In The Yards” events also include property tours for interested visitors and access to any information we have about breeding and management – these are very informal days that still impart plenty of valuable information and we would love to see as many people attend as possible.

Full details for all events can be found on our website, please visit [temania.com.au](http://temania.com.au)

### DAY IN THE YARDS PROGRAM

**February** (date TBC):  
**Weaning and Pregnancy Testing**  
Mortlake Vic

**Tuesday March 3**  
**On the eve of our autumn bull sale, come for a farm drive and look over the sale bulls and breeding herd**  
Mortlake Vic

**July** (date TBC)  
**Calving** Mortlake Vic

**October** (date TBC)  
**Artificial Insemination and Breeding**  
Mortlake Vic

**November/December** (date TBC)  
**Structural Scoring** Mortlake Vic

## TE MANIA ANGUS MARCUS OLDHAM SCHOLARSHIP



**MATTHEW CONNELLAN OF “CRAIGLEA”** NSW, has been awarded the 2020 Te Mania Angus Scholarship to assist with his Farm Business Management course at Marcus Oldham.

Since finishing school Mathew has been employed with Craiglea Pastoral for two years. The operation runs 2000 Angus breeding cows and a dual-purpose sheep operation in the Central Tablelands of NSW.

Since Matthew’s commencement he has worked closely alongside the Farm Manager to significantly increase the herd by 700 breeding cows. Alongside lifting stocking rate through development of underperforming country, investment into fencing/water infrastructure and development of best cattle management practices. The business has simultaneously focused on increasing the genetic base of the herd as quickly as possible through a committed large scale heifer AI program.

Making the decision to enrol into Marcus Oldham, Mathew hopes to further build on his knowledge and develop his expertise to make a positive impact on the future of Australian agriculture especially the commercial cattle industry.



## LOW STRESS STOCKHANDLING SCHOOL (LSS)

Low Stress Stockhandling School will be held in Mansfield, VIC, on April 21 and 22.

Contact [lucy@temania.com.au](mailto:lucy@temania.com.au) to register your interest or go to [lss.net.au](http://lss.net.au) to find out more.



# Profitability is a trait and success is heritable



**PROFITABILITY** should be considered by beef producers as a heritable trait because it gives a more concise target for which to aim.

At Te Mania Angus, we work very hard to gather all the genetic information, collate it and make it available to all interested breeders or producers.

The most essential decision to be made when investing in genetics is...

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## How do you want your genetic selection to increase your profitability?

That decision will influence you regardless of your market – whether you are targeting the supermarket, grassfed trade or are going after the high-marbling, longfed market.

Te Mania Angus has worked for many years – underpinned by the almost 25 years of progeny testing through

Team Te Mania – to find and propagate genetic lines with the most commercial potential.

At the Te Mania Angus Beef Week field day on Monday, February 3, people will see bulls on display with all their information available to be read and discussed. We will be on hand to go through the information with anyone who would like to hear how

it could help fast-track the genetic performance of their herd. We can help to tailor a breeding direction, so all your animal management efforts are being rewarded to their full potential genetically.

Te Mania Angus has a range of maturity patterns in the bulls we produce, so that

you can find one that suits your target market and conditions.

If you are in that grassfed and supermarket trade, you need to balance mature size and maturity to your target carcass weight of 280-320kg.

You only need cow size to be as big as it needs to be. It is not efficient to be incurring high maintenance costs on genetic lines that you are not utilising.

Where you are targeting the longfed market, with a target carcass weight of 400-450kg, we can deliver those genetics too, with decades of data and breeding to back it up.

Please come along in February, talk to our consultants about the bulls best suited for your business – both for immediate use in joining programs as well as fitting into the long-term goals of your enterprise.

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## “IT’S IMPORTANT THE BEEF

**INDUSTRY** can demonstrate it too can be carbon neutral - we need to be seen as being part of the solution to managing greenhouse gas emissions rather than part of the problem,” Fiona said.

“There are two parts to the calculations we do: working out the emissions which come from livestock, fertiliser and lime, and electricity and fuel; then calculating how much carbon is being stored on-farm in soils and trees.

“We’ve analysed our carbon emissions based on calculation methods used by the Emission Reduction Fund which allow us to calculate our livestock emissions for every class of stock based on its age and production stage each month. Livestock are by far the biggest source of our carbon emissions – in the order of 97 per cent in our farm operation,” she said.

“We then use soil tests and our soil test history to calculate changes in soil carbon levels over time, along with figures developed by the University of Melbourne to conservatively calculate how much carbon is being stored in the trees on the farm. About 55 percent of the carbon we capture is being stored in the soil and 45 per cent in trees.

“In 1995 our soil held 2.6 per cent carbon and this year that figure was 2.94 per cent.”

“It might seem like a small change but our soils currently hold 141.5t of carbon per hectare in the top 30 cm of soil, so just a small shift in numbers, such as the ones above can mean an annual change of 2.4t/yr CO<sub>2</sub>e/ha.”

Fiona says the foundation of this successful management of their property and their carbon emissions is soil fertility, productive perennial pastures and rotational grazing, trees and only running productive animals.

“We are talking about a dynamic system, sometimes things are up and sometimes they’re down, but carbon neutrality really is a side issue of being productive,” Fiona explained. “But you have to be dedicated, ruthless even, with how you set up your property and your herd and how you run them,” she said.

“Once you have a baseline on your carbon sequestration and your on-farm performance you know which way you need to go.

“The better your pastures – and don’t forget, perennial not annual – and the better your stock the more you can carry and the more carbon you can sequester.”

Fiona described good animals as ones with exceptional fertility, that can get in calf, calve as a two-year-old and be good mothers.

She said any animal that is not productive, that does not have growth, calving ease and fertility has to go as it is not a contributor to the bottom line and is not a contributor to your management of carbon emissions. But with all that Fiona – a self-confessed data nerd – insists the key is measuring everything that happens on farm. That and profitability.”

“With the advances coming down the pipeline, such as rumen supplements and vaccines that could further reduce the methane emissions of livestock, we will make more big strides,” Fiona said.

“However, they would just be the icing on the cake. But if we get our basics right, we’re almost there,” she said. “In fact, there are a lot of producers out there who are probably already carbon neutral but haven’t got the figures.

“We soil test a third of the farm every year and we also measure ground cover, pasture performance, livestock performance and more,” she said.

“So we know we’ve had a steady increase in soil carbon and we know about half the carbon we are fixing is in pastures and half is in trees.

“We can see the ability to keep putting it in the bucket will taper off but a small percentage is still a lot of carbon.”

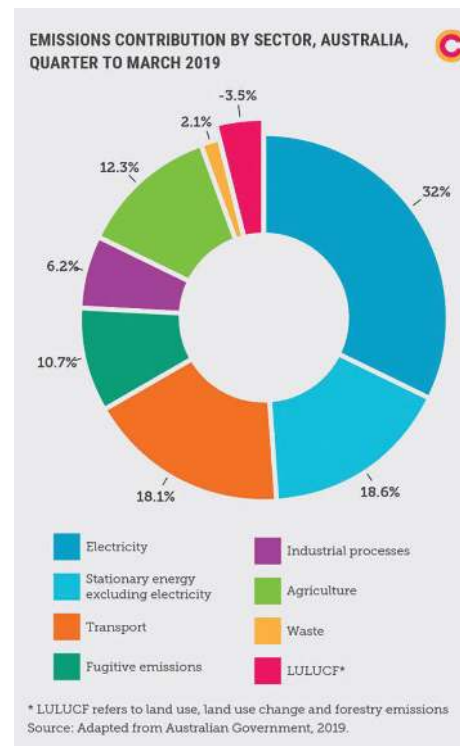
Even better, Fiona said carbon neutrality has not had the much anticipated

negative impact on their stocking rates – it had actually supported it.

Carbon neutrality, biodiversity and profitability were not antagonistic. They go together she said.

“The bottom line is you have to be making money. Everything has to focus on production but take carbon neutrality with it,” she said.

“It’s much easier to be green when you’re not in the red.”



## TREE PLANTATIONS AT FIONA CONROY'S PROPERTY







## King Island reigns over a spectacular season

**KING ISLAND FARMERS** Tim Schuurings and partner Claire Perry (and children Lucy 7, and Otto, 3) are a growth business.

They just don't want their cowherd growing anywhere near as fast.

But to clarify, they mean in size not numbers.

The couple are currently calving down 580 Angus cows on 400ha, and when you are producing beef cattle in country that has such a high-profile brand of its own, you know second best won't be good enough.

Because King Island Beef is where a not insignificant portion of each year's turnoff will end up – and that means hitting a strict target of 220-420kg with a minimum marble score of one (but the higher the better) to get in the front gate.

Right now Tim is working overtime to keep a neutral look on his face, knowing how hard it is for so many other farmers across the country.

But he, and every other farmer on the island, can't help themselves.

Their season has been nothing short of spectacular, and in a rainfall belt that delivers 1000mm on an 'average' year Tim said some of the oldest farmers on the island could not recall there being this much grass in paddocks at Christmas.

"We are strictly grassfed, we don't feed out, running our commercial cows on a strict regimen that very quickly sorts out the top animals from the rest and we are adamant that any non-performers are immediately out," Tim added. "Heifer, cow or bull, if they don't pass muster they are gone."

"Anything empty or anything wrong with a calf and they are fattened and sold in the winter around 280-290kg to the JBS King Island Beef brand – there are no second chances," he said.

"All our steer calves go to Claire's father and brother – usually at around 278-280kg and they grow them out to a 320kg carcass weight – and they are about 20 minutes away from here."

Spring calvers with an all-natural joining program, Tim has cut the number of days the bulls are with heifers to 30 days but his cows still match the island standard of six weeks.

Which enhances his commitment to fertility – any female, heifer or cow, that does not conceive is gone immediately – and gives him a more precise and narrower calving window.

He also has all bulls semen tested every year. A bad result gets one more retest and if still below the benchmark he's gone too.

"We run one bull to every 30 heifers and one to every 45 cows and faced

with an annual breakdown problem we started looking around for a solution, and that's what got us to Te Mania Angus," Tim explained.

"A guy I was working with used them, and I knew Te Mania Angus had a good name in the industry and I liked the look of the animals they produced," he said.



KING ISLAND FARMERS TIM SCHUURING AND PARTNER CLAIRE PERRY WITH THEIR CHILDREN LUCY AND OTTO





## DIARY DATES

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12 noon, Te Mania Angus Mortlake VIC

### **FRIDAY 6 MARCH Team Te Mania Online Commercial Female Sale**

11am, Only on AuctionsPlus

If you are not currently receiving our catalogue and would like to receive an Autumn Bull Sale catalogue, please email [admin@temania.com.au](mailto:admin@temania.com.au)

[www.temania.com.au](http://www.temania.com.au)

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