

PERFORM

JUNE 2017



TE MANIA ANGUS

Your Partner in Profitability



Visitors to Te Mania Angus are often surprised to arrive in a paddock with up to 800 of our beautiful cows grazing in it. It really is a sight to behold.

We manage our female herd of 1,800 cows and 900 heifers in these large contemporary groups for a couple of reasons.

Running our cows in a commercially economic environment places physical pressure on the herd so uneconomic traits are quickly identified. This system acts as a giant filter to identify any animals that are not able to cope as well as their counterparts.

It is also very important to have mobs running in these large contemporary groups to ensure that Breedplan Estimated Breeding Values (EBVs) have the highest possible accuracy for each trait.

Te Mania Angus females must meet the following criteria in order to remain in the herd:

1. All females must have a calf every 12 months in line with the joining period.
2. All females must have a live calf, unassisted.
3. All females must have structural assessment scores between 3 and 7, including udders and teats.
4. Only a good temperament is acceptable.
5. All females must have EBVs which will increase profitability.
6. All females must maintain themselves in a desirable condition score.

Any female that fails any of these criteria, is downgraded to a recipient or sold.

The sole purpose of our female herd, is to produce genetics for our clients that improves their profitability.



Turn to page 5 to read how Duncan Clowes from Millthorpe NSW, ensures he stays at the forefront of the commercial Angus industry.

TE MANIA ANGUS NORTHERN SPRING BULL SALE

118 BULLS | AUGUST 8TH | 11.30 AM | WALGETT SALEYARDS

The bull sale will be interfaced with AuctionsPlus and will be conducted live on line in real time. Join us for a BBQ Dinner on the eve of the bull sale. Contact amanda@temania.com.au for more information.

TE MANIA ANGUS NORTHERN SPRING BULL SALE

Sale Stats

82%

of the Walgett sale bulls are in the top 20% of the breed for Marbling (IMF%)

92%

of the Walgett sale bulls are in the top 30% of the breed for Heavy Grain \$Index

+3.1

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

\$145

is the average Heavy Grain \$Index for the Walgett sale bulls compared to the breed of \$109

- On August 8th at 11.30 am we will conduct our 11th Walgett bull sale in the Walgett saleyards.
- 118 bulls will be catalogued for sale at auction.
- There will be 31 Te Mania Garth VTMG67 sons offered at the Walgett bull sale.
- Garth sons were in high demand at our March bull sale, topping the sale at \$30,000 for Te Mania Lackey L27. Garth combines a moderate birth weight, high growth rate and exceptional temperament. All four \$Index values are in the top 1% of the breed for the profitability traits. The 38 Garth sons sold in the March sale averaged \$11,105.
- Te Mania Gaskin VTMG555, a Tuwharetoa Regent son, has 11 sons in the Walgett sale. His 14 sons offered in March averaged \$11,285.
- Other exciting sires with sons in the Walgett sale include the up and coming Te Mania Jerome VTMJ131 (10 sons), Te Mania Jenkins VTMJ89 (5 sons), Te Mania Jack VTMJ70 (5 sons), Te Mania Jock VTMJ930 (6 sons) and Te Mania Deflation VTMD367 (12 sons)
- International sires represented include GAR Prophet and Reserve.

2017 REFERENCE SIRE: **TE MANIA JEROME VTMJ131**



10
SONS

2017 REFERENCE SIRE: **TE MANIA GARTH VTMG67**



31
SONS



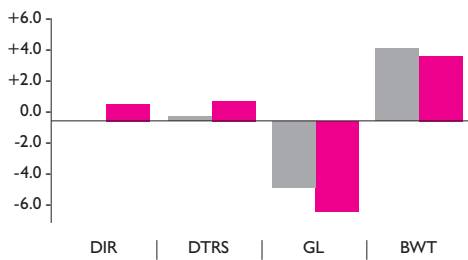
TE MANIA ANGUS NORTHERN SPRING BULL SALE



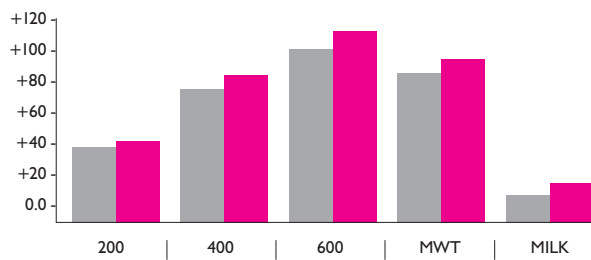
2017 TE MANIA ANGUS WALGETT SALE BULLS COMPARED TO ANGUS BREED AVERAGE

■ Breed av. 2015 drop ■ Te Mania Bull Sale Av.

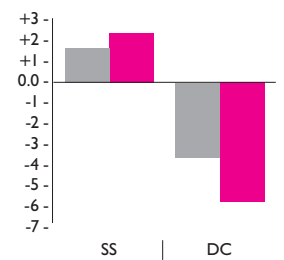
CALVING EASE



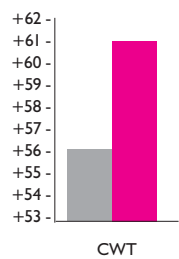
GROWTH & MATERNAL



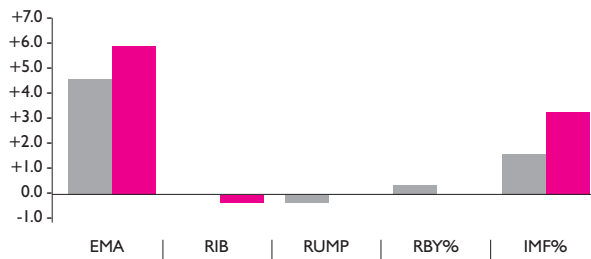
FERTILITY



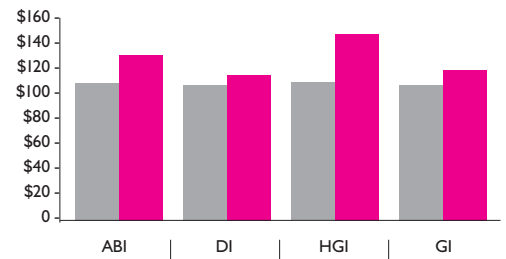
CARCASE WEIGHT



GROWTH & MATERNAL



\$ INDEX VALUES



	CALVING EASE				GROWTH & MATERNAL					FERTILITY		CWT	300kg CARCASE					DOC	INDEX			
	DIR.	DTRS	GL	Bwt	200	400	600	Mwt	MILK	SS	D C	Cwt	EMA	RIB	RUMP	RBV%	IMF%	Doc	ABI	DI	HGI	GI
Breed av. 2015 drop	0.0	+0.1	-3.7	+4.3	+42	+77	+100	+87	+15	+1.7	-3.8	+56	+4.6	0.0	-0.2	+0.3	+1.6	+5.0	\$106	\$103	\$109	\$105
Te Mania Bull Sale Av.	+0.7	+1.0	-4.9	+3.9	+46	+84	+111	+93	+20	+2.2	-5.9	+61	+5.8	-0.1	+0.0	-0.0	+3.1	+11.4	\$128	\$114	\$145	\$119



TE MANIA ANGUS MARCUS OLDHAM SCHOLARSHIP

TIM HOUSTON from North Bunarba, Mungindi NSW was this year selected as the recipient of the Te Mania Angus scholarship to aid with his studies at Marcus Oldham Agricultural College.

Tim is studying Farm Business Management at Marcus Oldham. He grew up on a family cropping and cattle farm located 30 kms east of Mungindi in northern NSW.

ONLINE SURVEY WINNER

Te Mania Angus recently engaged Schuster Consulting Group Pty Ltd, to assist us with redefining our strategic direction to ensure we continue to play an important and valuable role in the Australian beef industry.

In this capacity, Schuster Consulting recently conducted an online survey to gain an insight into the role Te Mania Angus plays within the broader beef cattle and seedstock industries. This will aid in identifying opportunities to enhance the Te Mania Angus offering and help us better meet the needs of our clients and these industries.

In appreciation of the time and valuable feedback of those who participated in the survey, we awarded one lucky participant a prime Angus cube roll (randomly selected from the surveys).

The winner of the prime Angus cube roll was John and Jan Buhlmann, Millicent, SA.

Many thanks to those who took the time to respond to the survey and we look forward to providing the Angus industry with world leading genetics and service into the future.



LOW STRESS STOCK- HANDLING COURSES

In April, we hosted a Low Stress Stockhandling School (LSS) at the Te Mania Angus headquarters near Mortlake. We have hosted many of these courses over the years and do so because we believe very strongly in the philosophy and practice of LSS and have seen the benefits for ourselves.

These courses are invaluable and we encourage anyone who works with livestock to become involved. If there is not a course coming up near you, become a host and you too will see the benefits when working with livestock.

About Low Stress Stockhandling

Stockmanship is an important ingredient for successful livestock businesses. Human - livestock interaction has been changing. Over the past 20-30 years most grazing operations have to varying degrees substituted the need for high levels of stockmanship with improved yard design and facilities. Unfortunately our human nature has focused more on what we want and less on what animals want.

Low Stress Stockhandling uses the concept of natural stockmanship where the emphasis is on mutually beneficial outcomes for stock and handlers regardless of yard design.

The foundation for Low Stress Stockhandling is four Basic Animal Instincts that explain what animals want and why they behave the way they do. In addition there are 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 without stress through most facilities.

Moving stock should be a stress-free, painless activity for the livestock and the handlers.

LSS believes that a person's attitude is the key to obtaining benefits for both people and livestock. The right attitude promotes harmony between man and animal in the work environment. 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 stockhandler is about knowledge, understanding, attitude and

patience... and if you develop the first three, you won't need much of the last one.

The business benefits of training people in animal handling are enormous as it leads to improved production gains, better meat quality and higher economic return for the livestock industry.

Research shows that one of the major causes for losses in meat quality (bruises, mortality, meat downgrades) is from poor pre-slaughter handling by the stock handlers. Animals should be able to be moved through the entire system without force from people or mechanisms.

2 Day Stockhandling Schools

The Low Stress Stockhandling School is relevant to all livestock production industries and the people who work within them. Past participants have varied in age from 4 to 78 with skill levels ranging from very experienced and competent stock people through to total beginners.. All participants need, is a willingness to learn.

Methods relating to the Principles are taught through a combination of direct teaching and practical situations that allow each participant the opportunity to work livestock both inside and outside the yard. LSS prides itself on providing an atmosphere that encourages each person to feel comfortable to participate and learn through practise. Emphasis is placed on developing a sound understanding of the key information through experience and the majority of the school time is for this.

As a participant at an LSS School, attendees will learn how to manage their attitude to give them the best outcomes from the time they spend with their stock. Imagine the feeling of ending each livestock working session feeling calm and satisfied with stress free animals!

Time is allocated to deal with specific issues and areas of interest relevant to the participants and their industries. Topics including animal welfare, OH&S, imprinting young animals, the weaning process, feedlot entry preparation and de-stressing animals are covered. The goal is that participants leave the school with a broader knowledge and understanding of stockhandling which will help them make informed decisions to achieve maximum, cost effective production gains with low stress livestock, what ever their situation may be.



DUNCAN CLOWES SPENDS TIME AND MONEY IMPROVING HIS ANGUS HERD

NICOLA BELL, *The Weekly Times*, 22nd Feb 2017

Buying the best genetics to start his commercial Angus herd has put Duncan Clowes at the forefront of the breed. And Duncan's philosophy for the way he manages his livestock and property only adds to his success.

"A farm is like an oil painting of your life, which you can keep adding to. I want to make a difference to how I found it," he said.

Buying his first Te Mania-blood Angus cows in 2010, Duncan, along with wife Eileen and daughter Jessica, have expanded their commercial herd to now run about 800 breeding cows at their 1093ha property at Millthorpe in Central West NSW and 607ha leased property at Orange.

Originally running crossbred ewes when his father, Gordon, bought the property in 1973, once Duncan started running the farm in 1983 he started breeding superfine wool Merinos, because he liked the science of breeding and the fibre. Now they run about 1200 Merino ewes and 800 crossbred ewes alongside the cattle.

Duncan began his interest in Angus cattle in 1998 when he was backgrounding steers for Rangers Valley feedlot. "We got paid on weight gain and I saw a huge difference in performance among the steers which they source throughout eastern Australia," he said.

While they joined their 100 Hereford cows to Angus bulls to start with, he said the market was headed toward feedlotting and Angus were providing a premium, so he moved in to an all Angus herd. He bought his first Te Mania-blood cattle from Adelong producer Susie Chisholm in 2009.

Gene Marker

Happy with their performance, Duncan then set about expanding the herd and approached Te Mania to join their Team Te Mania progeny test program, so he would have access to the "best genetics".

Since then he has bought 500 cows and heifers directly from Te Mania, which he said had "fast tracked our herd to the top of the pyramid". Spending close to \$1 million on establishing the herd, Duncan said being a part of Team Te Mania meant he had access to leading sires through AI

and a bull leasing program, and he had provided the data through progeny testing to Te Mania. As well as naturally joining, he said they artificially inseminated about 500 cows a year now.

He uses fixed-time AI on cows and heifers – which he described as a "big breakthrough" – which results in about 60-70 per cent in calf for the heifers.

Joining is from October to December, with bulls removed in January and pregnancy testing a month later. The embryos are foetal aged so Duncan knows if the females are in calf to the AI sire or their first or second cycle to the back-up bull.

The females are then put into calving mobs based on pregnancy scan data for ease of management. Once calved, these mobs become joining mobs as they will all cycle within eight weeks of giving birth and can be AI'd at the same time.

"This provides us with better management than running them in ages, and it is beneficial for joining and eventually allow us to offload the slow breeders," Duncan said.

"By putting pressure on fertility we should eventually cut our calving period to six to eight weeks."

Birth Sweet

Heifers calve in late July, with the main cow herd calving in August-September. Data recording starts at birth, with birthweights recorded, while carcass scanning and eye muscle area scanning happened at about 14 months.

A specialised calf catcher is used for weighing and tagging calves at birth.

Duncan believes in the power of data. He said much of the success of the Te Mania cattle was because of the years of astute breeding and validation of the data through the Team Te Mania program. "The Angus breed is where it is today because of data collection and feedback and Angus breedplan," he said.

Duncan said he yard weaned calves in March for about three days and fed silage. While he said heifers had to be structurally sound, they also looked at the raw data and breeding values to select replacement heifers.

For bulls, he puts emphasis on balanced growth and fertility traits and eating quality traits, such as higher marbling, as well as docility scores. All heifers are kept and run on a grazing crop, usually oats, before about 120 are selected for replacements and joined, while the steers were moved to the leased property.

The steers are then finished to 450-500kg, which they reached at about 14 months, and sold to Rangers Valley. Duncan has been taking advantage of selling lightweight heifers less than 300kg to a Chinese live export order. Last year he sold heifers for \$1750 on farm.

Feed for Thought

He measures the performance of his cattle by seeking feedback from the feedlot and entering steers trials. In 2013, a steer won the champion individual carcass steer in the Australian National Field Day steer competition, with a pen from the same sire winning third place for carcass. He said he liked to put steers in as sire groups as it was more beneficial to pick a trend.

On the sheep side, having grown disillusioned with the wool market, Duncan said they have moved to growing more "easy care" Poll Merino sheep focusing on wool productivity, growth rates and fertility, rather than fibre. The average micron was 16.5 across the flock.

Looking ahead, the 55-year-old does not look like slowing down. Duncan said he wanted to keep 350 heifers this year to expand the herd and buy more land. However, he said when it came down to it, he preferred quality not quantity.

"Breeding is what I am passionate about and it's why I got in to Merinos in the first place," he said. For risk management, Duncan makes his own silage and stored 1600 large square bales underground last year.

"We can budget on the feed and I sleep better when we know we have feed," he said.

"I don't like to risk our genetics, so we don't want expo sure to drought where we might have to sell cattle." With the property at 1000m above sea level, they often get snow and a winter drought. "We fed for eight months last year, but we are capitalising on it now," he said.



THE CLIPEX CRUSH PULLS ITS WEIGHT

With **Rob Herry**

The days of the old, noisy crush have gone. We did get so much mileage out of the old one, but when there is more weld than original steel, enough is enough.

The new Clipex crush is longer, higher and heavier than the old one, so we had to start by lowering the concrete floor. This alone was a two day job, by the time we cut out all the old concrete and dug down to the right level for the base. When I say “we” I mean Tom! The concrete was poured and the Clipex crush was then eased into position and bolted to the weigh bars.

Unwrapping the control box that hangs off a huge multi hinged arm, I was like a kid at Christmas! The old crush only had two buttons, it was like me, fairly simple. Our new Clipex crush, at first, looked like something from mission control, buttons everywhere. It even has a remote mechanism.

A steep learning curve began and the new Clipex crush was fully operational.

We had Chris Haesler from Clipex come out to commission the crush and he was brilliant at showing us how to use all of its innovative technology and functions.

Over the last few weeks we have put through over a thousand head and the nerves have well and truly gone as I am catching them all, well almost all, I soon get told if I miss one. This new Clipex crush helps a lot, as I can use the remote to let out and automatically let in animals. It is so much quieter as it is pneumatic and the cattle seem to want to keep moving to it and through it.

Within the next month we will have set up a new drafting system out the front of the crush, that will all be connected back to the control box and allow me to draft cattle remotely, up to five ways.

For more information go to clipex.com.au



MOTHERING DISSERTATION ABSTRACT

Charlotte French BSc (Honours) in Agriculture, Royal Agricultural University, Cirencester

“Does the mothering behavior of beef cattle in extensive grazing systems in Australia impact on the production performance of calves, from birth to weaning?”

The purpose of this study was to try and identify the impacts that the mothering behaviour of beef cattle has on the production performance of calves and also to see what factors potentially influence this mothering behaviour. To achieve these aims, research was carried out on a herd of 1200 Angus breeding cattle run at Te Mania Angus in Victoria, Australia.

In order to ascertain the mothering behaviour of each calving animal and its bond with its offspring,

a mothering behaviour score was created and applied through observation within the first 24 hours after birth; 1=abandonment, 3=little interest, 5=optimal, 7=protective, 9=Injurious. A previous score was also used which assessed the temperament of the mother when her calf was being handled; 1=Very aggressive, 2=Very attentive, 3=Indifferent, 4=Apathetic. These scores were collected along with the calves birth and weaning weights.

The results show that the mothering behaviour score has a statistically significant ($P=0.002$) correlation with calf weaning weight with $R=0.093$ and $R^2=0.65$. The correlation graph also shows that this positive relationship occurred between the mothering behaviour score of 1 and 6, indicating that as mothering behaviour improves, the weaning weight increases. No significant relationships were found between

the mothering behaviour score and the calf average daily live weight gain, or between cow calving temperament and calf weaning weights or ADG. The latter of these indicates that the temperament of the mothers after calving has no impact on their offspring’s performance.

The findings also show that as the age of the dam increases, the mothering behaviour score improves and the mothers get more aggressive towards the handler. Also, the lighter the calf, the more apathetic the cow and the greater the level of abandonment and injurious mothering scores.

The results suggest that good mothering behaviour does have a positive impact on calf production, but more research is needed to achieve more definitive results.



GET A BIRDS EYE VIEW OF YOUR BUSINESS AND ASSETS

Jerry and Sara Grayson, of THE DECISION FARM (TDF), announce their new Drone Services, Surveys and Products designed by farmers, for farmers across all sectors; pastoralists/graziers, beef and sheep studs, wool, cropping, olives, citrus, orchards and vineyards owners.

Giving you useful, understandable and actionable data from TDF's drone surveys.

Jerry Grayson is fresh from speaking at the Team Te Mania Workshop and Field Day on the topic of Disruptive Technologies and how drone surveys have changed the face of agriculture, enabling farmers across Australia to be more time and cost-efficient.

THE DECISION FARM offers a range of surveys, services and products tailored to farmers' needs: -

OPTION 1

To the DIY Farmer / Drone Pilot who already owns their own drone – Jerry and Sara share their knowledge with each farmer on how to get maximum usage from their DIY drone (Phantom

P4, Mavic etc), at a cost to each farmer of \$750/ half day, including programming autonomous flight into a farmer's drone so he/she can; monitor water levels in troughs, monitor health of stock, monitor fence-lines, plus many other applications including mustering stock.

OPTION 2

To the DIY Farmer/Drone Pilot who doesn't own their own drone – as per the above option but Jerry will also talk through each Farmer's specific requirements, help them wade through the myriad of drone options on the market and then select for them the drone best suited to their farm and their requirements. The cost for this option is from \$2,950 including the drone purchase, training by Jerry, and all the programming of autonomous flight at option 1 above.

OPTION 3

Stock Counts – using either a photo the farmer supplies taken from his DIY drone, or using TDF's thermal sensor, TDF take an aerial image of stock, import it through their software, and output the photograph with each animal individually counted and numbered – indisputable evidence of stock numbers. DIY priced at 5 cents per animal - minimum charge \$150. Thermal priced at 10 cents

per animal counted, with a minimum call-out charge of \$750 (7,500 animals).

OPTION 4

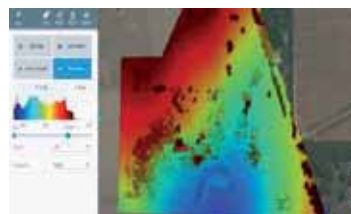
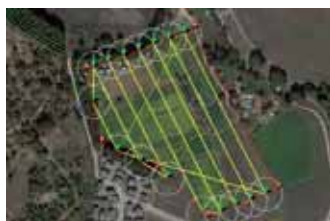
At a professional level – using TDF's Inspire quadcopter, Jerry and Sara carry out higher-end surveys than a DIY drone can do, on small acreage of up to 200 ha. A bench-mark survey of your entire farm is priced at \$16/ha, minimum survey 100ha at a time.

OPTION 5

At a professional level – using their own fixed-wing or hybrid drones and sensors TDF carries out the highest-end survey work, and on larger acreage. This allows farmers to explore efficiencies such as; increasing crop yields, decreasing fertilizer costs, weed management, plant vigor analysis, volumetric measurement of silage pits, and managing drainage and irrigation problems.

THE DECISION FARM has published a helpful 'Guide to Drones in Agriculture' with illustrations of the specific surveys offered.

Contact Sara on 0438 059912 sara@helifilms.com or Jerry on 0438 054531 jerry@helifilms.com to order your copy of the guide or to chat through your requirements.



MARCH BULL SALE REPORT

**156 BULLS OFFERED,
156 BULL SOLD TO
A TOP OF \$30,000
SALE AVERAGE \$9,282**

This was the largest draft of sale bulls we have ever offered at one time.

We were very pleased with the 100pc clearance rate, selling to five states.

Jodie and Shane Foster (pictured right) of Boonaroo Angus, Casterton, purchased the top priced bull, Lot 8, Te Mania Lackey L27 for \$30,000.

Our next bull sale will be conducted at the Walgett saleyards on Tuesday August 8th.



DIARY DATES TO REMEMBER

2017

**TUESDAY 8 AUGUST
AT 11.30 AM
NORTHERN SPRING
BULL SALE**

2018

**FRIDAY 2 FEBRUARY
BEEF WEEK
BULL SALE PREVIEW**

2018

**WEDNESDAY 7 MARCH
SOUTHERN AUTUMN
BULL SALE**

2018 ZANDA MCDONALD AWARD

Applications for the prestigious 2018 Zanda McDonald Award will be open soon.

The award is an initiative of the the Platinum Primary Producer (PPP) Group in honour of Zanda McDonald, a prominent identity in the Australian beef and livestock industry and a foundation member of the PPP group.

Applications are open to people 35 years or under, working in the primary industry sectors in either New Zealand or Australia.

Applicants must display strong leadership and visionary characteristics and a desire to improve their industry.

The winner of the Zanda McDonald Award will receive a tailored mentoring programme designed to help further their career/work, a place in the Rabobank Farm Manager's programme and a cash prize.

More information is available at www.pppgroup.org

Contact us to receive your Northern Spring Bull Sale Catalogue
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