

## Two Days Spectacularly Rolled into One

The combined Allendale and Days Whiteface bull sale on Monday reinforced the clear belief that commercial cattle producers have in the breeding qualities Poll Hereford cattle hold in today's beef industry. A large crowd including 57 registered bidders competed very strongly throughout for the high quality line-up of 74 bulls, producing an outstanding average of \$9514.

In a 97% clearance, they topped at \$24,000 for Lot 51, Allendale Zanzibar L131 (AI) (P), being purchased by Nick Laucke, Laucke-Merrina, Bordertown. His \$24,000 price tag was a new record price for this sale, being \$2000 better than the \$22,000 paid in 2009 by Glenrobin Grazing, Mansfield.

With Landmark auctioneer Gordon Wood calling the early shots, the sale opened strongly with a successful \$13,000 bid on Allendale Chisel L7 by repeat buyers Henty-Anderson Partnership, Henty, Victoria, buying through LMB Linke Livestock.

In early bidding, buyers are often feeling out the market, but clearly the strength of the current commercial market place has given producers confidence and the realisation that values for bulls would rise simply through the resultant strength of competition.

The first ten bulls averaged \$11,375 but the sale remained very strong throughout. Even after 50 bulls sold the average was \$10,420. The \$24,000 record was a headline but the real feature was how spectacularly solid the sale was, with 50% of bulls selling for \$10,000 or better, making the lead sale bulls cheaper in comparison.

The 20 month old and 834kg sale topper, sired by Allendale Anzac H187 that sold in Dubbo in 2014 for \$30,000, was the bull Nick Laucke came to buy, coming back a couple of times leading up to the sale to check his progress.

"He's such a beautifully balanced bull, good headed, great length and with good figures, especially for carcase traits," Nick Laucke said.

Underbidder James Russell, Russlyn Park, Balmoral obviously supported those views.

While Alastair and Jayne Day's Allendale stud took the top price honours, it was Lachy and Lou Day's Days Whiteface stud that achieved the highest average. Both vendors sold 36 of their 37 bulls through the ring, with the Days Whiteface bulls averaging \$9819 and the Allendale bulls averaging \$9208. The overall sale average of \$9514 was up \$1296 on last year's exceptionally strong result and \$4297 on two years ago, reflecting the fortunes of the beef industry during that time.

Days Whiteface sold 21 of its 36 bulls in the range from \$10,000 to \$16,000; their top price also being achieved well into the sale. Phoebe Farrell, Ashmore Farm, Warrnambool and buying through her Landmark agent Nick Madison, paid the \$16,000 for Days Emerald L163 (P), sired by Days Wizard J207.

Phoebe was a losing bidder on a \$22,000 bull offered at Wodonga last year and was not going to miss her pick bull at this sale. Ashmore Farm runs approximately 300 Poll Hereford breeders, targeting the heavy steer markets.

Allendale also received \$16,000 for Allendale Gallipoli L32 (AI) (P) by Days Robin Hood H38. This impressive 22 month old and 860kg bull is a descendent from two top grand dams that have accumulated over \$300,000 worth of bull progeny. The buyer was Gary Bowyer, Robe, buying through Elders Millicent. The strength of repeat buyers in this sale was a feature, with two prominent on the next run of prices at \$15,000.

Jamie Beckingsale, Rodwells Mansfield has been bringing clients to this sale for as long as it has been running, two of these this year being Michael and Nerida Hanlon, Sacul Investments, Howes Creek Station, Mansfield who paid last year's top of \$17,000. This year they purchased two bulls at \$15,000 each, both from the Days Whiteface draft; Days Bruiser L70 (AI) (P) by the \$90,000 Days Calibre G74 and Days Globetrotter L107 (P) by Days Elaborate J59. The latter youngster was the junior and grand champion at the 2016 Adelaide Royal Show.

Jamie Beckingsale was also buying agent for PL & J O'Halloran (two bulls to \$9000) and Dhuramein Investments (one at \$4000).

The other very strong repeat buyer was Shiloh Park, buying through Ray White Keatley's Brian Spring, Mt Gambier. They paid \$15,000 for Allendale Chisel L6 (P), an ET son of Remintal-West Game Day (ET) 74Y (Imp CAN) and full brother to lot 3 (\$11,000 and Allendale's lead bull for Wodonga in May. However principals Steve and Thea Witherow and their manager John Richardson didn't stop there. They purchased five bulls in total at a \$13,100 average, two from Allendale and three from Days Whiteface. Shiloh Park turns off weaner cattle in the late spring Mt Gambier markets and averaged just under \$1300 for 130 late last year.

Volume buyers are generally the key to a successful sale with bigger numbers on offer like this one, putting a strong floor in the market. Such buyers don't come much stronger than Locky and Paddy Weir, Todd River Pastoral, Alice Springs. They were also the biggest volume buyers for the last two years with 15 bulls in both those sales and averaging \$5767 last year. Buying through Elders Alice Springs they repeated those buying numbers this year, but went substantially higher, paying \$10,000 three times and averaging \$7733.

"We try to consistently turn off heavy 300kg carcass weight cattle, so sustained growth traits are important. It has been a really good past 12 months which is allowing our cattle to bloom but we are only half way through summer yet," Locky Weir said with an air of caution so necessary in the central Australian cattle country.

Cam Anderson and Sarah Harvey, Eringoarrah Station, Winderadeen Corporation, Wantabadgery, NSW and buying through Pattison Livestock were back again after purchasing eight bulls at last year's sale, investing in another seven bulls to \$10,500 twice and averaging \$8714 in very good buying. Their average was just \$589 higher than last year in a much stronger sale. They market 14 to 18 month old young cattle, mainly to feedlotters.

Todmorden Cattle Co, Oodnadatta and buying through Landmark Balaclava's Kelly Evans purchased five very good bulls from \$7000 to \$11,000 and averaged \$9200 to round out the bigger volume buyers.

Other prominent buyers included PJ & VJ Tischler, buying through SAL's Mat McDonald, Naracoorte with three bulls to \$11,000 and averaging \$8333 and David and Susan Sleigh, Sleigh Pastoral, Ruffey, Vic and buying through Elders Euroa's Damien Harrington with two bulls at \$11,000 each.

34 of the 57 registered bidders were successful in purchasing at least one bull. Elders auctioneer Ross Milne described the sale as, "Very solid yet in relation to today's cattle market there were still plenty of good value bulls as well."

The vendors were extremely pleased with the result, Lachy Day saying, "It was an outstanding result principally built on the great support from repeat clients."

Echoing that, Alastair Day said, "Repeat clients set the scene which was great but it was also good to see some new competition as well."

Sale Summary	Overall		Allendale		Days Whiteface	
	2017	2016	2017	2016	2017	2016
<b>Offered</b>	74	78	37	40	37	38
<b>Sold</b>	72	78	36	40	36	38
<b>Top</b>	\$24,000	\$17,000	\$24,000	\$17,000	\$16,000	\$16,000
<b>Average</b>	\$9514	\$8218	\$9208	\$7350	\$9819	\$9132
<b>Agents:</b> Landmark and Elders						
<b>Auctioneers:</b> Gordon Wood (Landmark) and Ross Milne (Elders)						



*Pictured with the equal second top priced bull and top price for the Days Whiteface draft are purchaser Phoebe Farrell, Ashmore Farm, Warrnambool, her agent Nick Maddison, Elders auctioneer Ross Milne, Landmark auctioneer Gordon Wood and Days Whiteface principal Lachy Day.*





*Vendors Lachy Day, Days Whiteface (left) and Alastair Day, Allendale (right) are pictured with the key volume buyers, Paddy and Locky Weir, Todd River Pastoral, Alice Springs, (15 bulls average \$7733) and Sarah Harvey and Cam Anderson, Winderadeen Corporation, Wantabadgery (seven bulls average \$8714).*



*Vendors Alastair Day (left) and Lachy Day (right) are with Shiloh Park representatives, manager John Richardson, Tom and Jillian Richardson, principals Steve and Thea Witherow and their agent Brian Spring, Ray White Keatley. Shiloh Park was a very strong buyer with five bulls to \$15,000 and averaging \$13,100.*