

17th ANNUAL
ON PROPERTY
RAM SALE

Wednesday,
6th October 2021
1pm (Vic)



Janmac

POLL DORSET & WHITE SUFFOLK STUDS

EST. 1979

 AuctionsPlus
AUCTION LIVE ONLINE
& Interfaced with Auctions Plus
Pick of the Pens



WELCOME

2020 has come and gone and 2021 has thrown up plenty of challenges and rewards so far.

We are fortunate to live and farm in a reliable and diverse area and the returns from well managed mixed farms have never been stronger.

Livestock play a huge part on these farms and provide consistent and excellent returns to compliment the high input cropping systems we all seem to implement these days.

Whether it's the heavy sucker lamb, extreme weight export or the booming store lamb market, there has never been a better time to invest in quality stock.

Family life continues to be busy and it's important that we strive to get the balance right between an

increasing farm workload and some much-needed down time with family.

Thanks to Travis Crawford again for his input in the past 12 months, also to Brandy-Lee Cuming for her valued help during the busy lamb tagging time this year.



We are not chasing extremes at Janmac, we are simply striving to produce quality, profitable prime lamb genetics for our large and growing client group.

We value the friendships made and the success shared.

Kind regards,

Grant, Bryce and Families

For further information please contact: Grant: 0427 861 013 • Bryce: 0427 861 031

Selling agents:  **AWN** LIVESTOCK & PROPERTY David Hanel 0428 577 236 •  **Nutrien** Livestock Nick Heffernan 0439 157 398

QUIETLY ACHIEVING EXCELLENCE



Last year's successful auction (Left - Right) Grant & Bryce Hausler with the top priced ram, Lot 20 Sold to the Kelly family's Zacman Poll Dorsets

JANMAC SETS RECORD BREAKING SALE RESULT

Overcoming cross border challenges, Janmac Poll Dorset & White Suffolk stud set a new sale volume record for its 16th annual on-property sale at Goroke, Victoria, on Wednesday October 7, and doubled its previous year's top price ram result.

Janmac sits 46 kilometres from the South Australian border, six kilometres outside the SA/Vic border buffer zone, meaning SA agents and buyers were not able attend the annual stud sale in person this year.

Spirited bidding saw the stud achieve a record-breaking sale outcome as the border hurdle didn't dent the enthusiasm of interstate and local buyers.

In total, 221 of the 230 rams offered were sold at an average of \$1821 with a new top price of \$11,250. Four sales exceeded the stud's former highest price and sales were up from the previous year's top of 199.

Co-principal Grant Hausler, who runs the stud with his brother Bryce, was thrilled with the result.

"We know we have a good core group of clients but there were a lot of uncertainties with the border restrictions," Mr Hausler said. "We went above and beyond with inspection days across the border, and it has paid off."

Mr Hausler had taken a truckload of rams to Frances in South Australia for a pre-sale inspection day for the stud's South Australian clients.

"The top price doubled our previous record and we also had sales at \$8000, \$6250 and \$6000, all above our previous top. We're stoked."

There were 41 registered bidders on site and more than 30 on Elite Livestock Auctions. "There's no doubt that contributed to the success, particularly on the top end, and I'd expect we'll continue with that combination," Mr Hausler said.

He paid tribute to return clients. "It's a team effort and we've got a strong group of clients, some have been with us for 40 years and they know the sheep work, but we also had some new buyers this time."

Mr Hausler said there was deep quality in the offering which was one of the biggest sales in Victoria.

"There were very good buying opportunities at \$900-\$1000 in the last 30-odd sheep and that was quite deliberate," he said. "We'd sooner make sure everyone got a chance to buy rather than worry about the highest average."

He attributed the ongoing demand to "many years of investing in good sheep", which is continuing with the purchase of a \$20,000 White Suffolk last week to give that breed a lift.

The top-priced ram, Lot 20, 190025, was sired by Kurralea 234/16 which Janmac purchased for \$15,000 jointly with Ulandi Park Stud, sold to the Kelly Family of Zacman Poll Dorsets, Naracoorte.

Mr Hausler said he was a good example of Poll Dorsets. "He was 90 kilos in November last year; he was very fast growing and very good on his feet with good bone and type."

Samantha Kelly, Zacman Poll Dorsets, was happy with the purchase of the Lot 20 ram. "We had a limit in mind and went to that, but we thought the ram was well worth it," she said.

"He was a true-to-type Dorset with nice clean points and good structure and good type line and bum. We looked at him at the open day at Frances and he caught our eye."

A first-time buyer from Janmac, Ms Kelly said the rams this year differed





from past sales and better suited their needs. "They seem a little bit shorter than normal with a bit more thickness and bone, which was what we are picking."

Poll Dorsets dominated to achieve the four top prices. The second top price ram - Lot 3, 190247, went to Charlie Koch of Tallageira Pastoral Company, third top price ram - Lot 7, 190305, to Cameron Grundy for \$6250, and fourth, Lot 10, 1901024 to Pembroke Stud, Telangatuk East for \$6,000.

The stud's popularity with local farmers was evident with the number of volume buyers. Rich Farming of Goroke bought 22 rams to \$2000, A.G and L.E. Brook of Goroke 15 rams to \$1600, Ellis Brothers of Goroke 14 rams to \$2100 and McGinty Family Trust of Aspley 13 rams to \$2600, and KP Farms of Naracoorte 14 rams to \$2500.

David Hanel from Rodwells said repeat buyers, particularly locals, were a major force in the sale's success. "They have a lot of local support," he said.

"The field day in South Australia certainly helped the interest and enabled SA clients to view the stud and selected rams and then have the confidence to bid online."

There was increasing interest in the stud rams this year, with 10 going to stud interests. "That's a testament to the work they've put in. The studs have always been there, but the genetics are starting to flow through and showing on the scoreboard," Mr Hanel said.

Nick Heffernan from Nutrien Livestock in Naracoorte said the combined on-farm and online sales overcame the border restrictions and potentially attracted more bidders.

"Considering the conditions we were put under, the rams sold very well, and SA buyers supported the sale very well online. We had five clients bidding in our branch in Naracoorte who bought more than 30 rams," Mr Heffernan said.

South Australian buyers operated at the top end of the catalogue. Most sales were to commercial buyers, but this year's sale prompted more interest in stud rams. "Having the field day in South Australia helped that because they may not go to Goroke but could see them and bid online," he said.

Josh McDonald from Nutrien Warrnambool, said it was a solid sale that reflected on the quality of the rams and how they were shown. "There was a good solid crowd and top end rams that sold accordingly," Mr McDonald said.

There was more interest in the Poll Dorsets but the White Suffolks also sold well. "There was a mixture of stud and commercial buyers; a lot of breeders getting their flock rams sorted for the next joining, but a few studs were there too," Mr McDonald said.

Auction conducted by Nutrien Livestock Naracoorte and Rodwells, Edenhope and interfaced on Elite Livestock Auctions.



Regular clients, the McGinty family of Aspley

2020 SALE SUMMARY

**Total Rams on offer:
230 (96% clearance)**

**Elite Poll Dorset Rams: 191
offered/182 sold**

**Top price:
\$11,250 (Av. \$1,860)**

**White Suffolk Rams:
39 offered/39 sold**

**Top price:
\$2,300 (Av. \$1,638)**



The Rich family's 22 rams purchased at the 2020 sale

2021 SALE DETAILS

The 2021 sale will now be interfaced with the familiar Auctions Plus platform, in addition to our physical on farm auction.

Please ensure you are registered prior to the sale if you intend to use Auctions Plus.

Contact your agents or Auctions Plus if you require help or information.

HEALTH STATUS

This year's sale team have been backlined with Extinosad, given a booster shot of Glanvac 7 in 1 and drenched with Triguard at shearing.

They are Gudair vaccinated at marking and receive Eryvac and Scabiguard.

All rams are Brucellosis Accredited Free (2102).

We are proud of our stock and their presentation and fully guarantee their health status.

COVID-19

All are welcome to attend our Sale to inspect and select our stock.

All requirements will be met, and we ask that you QR code in at the Sale and observe the current requirements.

- If you are comfortable with prior inspections, this can be arranged at any time.
- A South Australian inspection day will be held on the 24th of September at the Frances Recreation Reserve at 10.00 am (S.A. time). The stud group will be there, plus a small selection of flock rams.
- The lamb rolls and snacks will be available – all individually presented.
- We would ask, if possible that rams purchased on Sale Day are picked up to minimise double handling, however transport and delivery can be arranged if required.

THANK YOU

To all who continue to support us.

Stay safe, regards

*Grant, Kerry, Grace, Emma, Carl and William
Bryce, Hannah, Archie and Ava*

Catalogues available on Sale Day, or before if required, from Janmac or Agents