



# Janmac

POLL DORSET & WHITE SUFFOLK STUDS

EST. 1979



## WELCOME

Grant, Bryce and their families once again invite all of our valued clients and friends to our 14th Annual Production Sale, to be held on Wednesday, October 3rd, 2018 at 1PM Victorian Time.

2017 saw excellent opening rains with a mild lambing season resulting in many exceptional lambing percentages for our clients. The lamb market found a new level and prices were consistent and strong throughout the selling season. Recent old lamb prices have reached prices not seen before and sucker lambs can be contracted at very profitable levels right through until November.

We are seeing a rare combination of high prices for merino wool, mutton and lambs. In areas where the season is favourable this will result in a very profitable year. Of course, we should keep in mind those further north who are experiencing very challenging conditions now and in the coming months.

The style of ram Janmac aims to breed needs to allow for a range of marketing options and clients systems. The range of breeds or combinations of have never been greater and producers need a clear vision of what works best in their areas and on their own properties.

Fast growing, well-muscled rams will always produce profitable lambs and the Poll Dorset and White Suffolk breeds consistently provide this.

The coming years should produce opportunities rarely seen before in livestock and Janmac is proud to play a role in this exciting industry.

This year we will offer approximately 200 rams to cater for increasing interest and provide options for our valued clients.

Please contact us at any time to discuss our program, or just for a chat.

QUIETLY ACHIEVING EXCELLENCE



## RECORD SETTING SALE

The Hausler family's Janmac Poll Dorset and White Suffolk ram sale at Goroke last Wednesday (4th October) achieved a total clearance of an increased offering of 184 rams, soaring to a new record average of \$1643, up \$348 on last year's previous Janmac record average.

The sale topped at \$5000, but such was the strength of consistent bidding on the wonderfully grown and presented paddock reared rams, that not one sold under \$1200 and 77% sold in the tight range of \$1400 to \$1800.

There were 54 registered bidders including many long term regulars who appreciated the quality of the rapid growing lambs the Janmac rams produce. However, they were also joined by seven new buyers who made a significant impact on the result.

One of these was Haydn Lines, Benealla Poll Dorset stud, Keith. Having travelled to the recent Kurrulea sale in NSW, he was outbid by the Hauslers on the two rams he liked, so was thus attracted to the stud that liked the same type of sheep he did. That decision was rewarded when he was able to purchase his ram of choice, the 139kg lot 3 ram, Janmac 160139 for the \$5000 top price. It also had the equal highest eye muscle depth measurement of 47mm.

Wayne Ladson, Millview stud, Mincha West was not far behind, paying \$4800 two lots later for Janmac 160393, with the same muscle measurement and only slightly lighter in bodyweight than the sale topper.

The 22 specially selected Poll Dorset rams sold as single lots to commence the sale saw seven go to ram breeding enterprises, while the total run 22 averaged a very solid \$2282.

Alternating runs of Poll Dorset and White Suffolk flock rams followed in pens of two, with the 130 Poll Dorsets topping at \$2200 and averaging \$1587, while the 32 White Suffolks topped at \$1900 and averaged \$1431.



Seven buying accounts purchased 10 or more rams, putting real strength in the middle ground of the sale. The highest volume buyer amongst them were long term regular clients Kevin and Damian Merrett, Glendonald Pastoral, Apsley. They went to the \$2200 top for flock rams in purchasing 14 outstanding Poll Dorsets, averaging \$1879. The Merrett family markets around 5500 lambs annually at top export weights and they certainly appreciate what Janmac rams achieve in their paddocks.

Not far behind in buying volume with 13 top Poll Dorsets to a top of \$1900 and at a \$1585 average was Karinya Farms, Poolajelo.



Brian Johnson, LS Johnson & Son and buying through Elders Naracoorte was a first time buyer at Janmac and liking what he saw, he bid to \$1800 and averaged \$1630 for 10 high quality Poll Dorset rams. Kirsty Flower, Morambro Pastoral, Frances was another new buyer at Janmac and she also selected 10 Poll Dorsets to \$1700 and at a \$1570 average. These two new clients collectively purchasing 20 rams at top value certainly put the pressure on the regulars to lift their bidding levels.

Also purchasing 10 Poll Dorsets was NW & EE Teate, Naracoorte, SA paying to \$1600 and averaging \$1570. Another to compete strongly in the same budgetary area was Ken Donaldson, Edenhope. He also purchased 10 top rams from \$1500 to \$1600 and at a \$1520 average.





Pictured with the \$5000 top priced Poll Dorset ram at Janmac are co-principal Bryce Hausler, David Hanel, Rodwells; purchaser Haydn Lines, Keith; co-principal Grant Hausler holding the ram; and Landmark auctioneer Richard Miller.

The McGrath family, Green Triangle Livestock, Strathdownie was another very select top end Poll Dorset buyer, purchasing nine rams at a top end \$1933 average.

While these buyers all operated exclusively on the dominant Poll Dorset offering, the buying pressure flowed over to the White Suffolks, with the 32 lifting \$260 in average from last year.

KP Farms, through Landmark Naracoorte paid the \$1900 top price in the White Suffolks. It was for one of four Whites they purchased along with four Poll Dorsets, their eight select purchasers being at a \$1938 average.

The increase in competition for these outstanding Janmac rams was clearly apparent in the buying of Goroke local Bill Rich, Rich Farming Trust. He purchased nine Poll Dorsets and four White Suffolks with his 13 rams averaging \$1455. This was \$422 higher than he averaged last year for 12 rams.

TJ & SJ Futerieal, Edenhope was another very strong buyer from both breeds. They purchased six Poll Dorsets and five White Suffolks from \$1300 to \$1600 and averaged \$1482.

Long term Janmac supporters, Westwood, Edenhope continued their strong support, with seven rams including five White Suffolks, mostly at \$1400 each and average \$1414.



Janmac co-principal Grant Hausler is with Brian Johnson and Sam Lambert. Trading as LS Johnson & Son they purchased at Janmac for the first time, selecting 10 rams at a \$1630 average.

AM & JA Carter, Edenhope purchased only White Suffolks, picking up five from \$1300 to \$1600.

A delighted Grant Hausler said post sale that their decision to add another 14 rams to the offering without compromising the overall quality was vindicated.

“Competition for the first 100 rams today was as strong as it has ever been and the seven new buyers made a really significant impact,” he said.



Grant (2nd left) and Bryce Hausler(right) are pictured post sale with key flock ram buyers, Damian Merrett, Apsley (14 rams to \$2200) and Ken Donaldson, Edenhope (10 rams to \$1600).

“I think the amazing result was really a case of the stars aligning; a culmination of three important factors coming together: the great season, the strength of the lamb market and the quality of genetics we have been building towards for a long time.”

“We are very excited about the future, with the first progeny of our \$13,500 Kurralea sale topping purchase from last year amongst around 240 ram lambs currently well on their way for next year’s sale which will allow us to again lift our sale numbers while maintaining quality,” Grant said.

Sale Summary:

	Poll Dorsets		White Suffolks		Overall	
	2017	2016	2017	2016	2017	2016
<b>Offered</b>	152	144	32	26	184	170
<b>Sold</b>	152	144	32	26	184	170
<b>Top</b>	\$5000	\$5600	\$1900	\$1800	\$5000	\$5600
<b>Average</b>	\$1688	\$1262	\$1431	\$1117	\$1643	\$1248

Agents: Landmark and Rodwells

Auctioneers: Richard Miller (Landmark) and Wayne Driscoll (Rodwells)



Kirsty Fower, Morambro Pastoral, Frances was another prominent new buyer at Janmac, purchasing 10 top Poll Dorset rams to \$1700 and averaging \$1570.



#### VALE: MALCOLM (MAC) DOUGLAS HAUSLER (1941-2018)

Malcolm was born on the 28th January 1941 at Bordertown, SA. He was the third child and only son of Ernst and Viola Hausler, his three sisters being Lorraine, Joylene and Heather.

After initially settling at Geranium Plains, SA to Mundulla in 1939, they then moved to Custon, south of Bordertown where they share farmed on the Makin property.

After starting his schooling at Pooginagoric in 1946, Malcolm completed his formal education at Goroke at age 14; his parents having moved their young family to 'Glyn-Villa' at Goroke in 1949.

After leaving school he spent his early working years alongside his father, plus shearing in local sheds. During his younger years he rode horses, hunted with his loyal dogs and ferreted.

In April 1968 Mac married Janet Hobbs at the Horsham Methodist Church and they settled at Minimay. For many years he ran a piggery, feeding the pigs before breakfast, shearing all day and then feeding the pigs again at night.

The hard work produced its rewards as Mac and Janet purchased their Goroke property in 1974. They were blessed with the gift of their children, Grant, Narelle and Bryce and moved to the property when Bryce was just one month old.

In 1997 Mac and Janet welcomed Grace, the first of their nine grandchildren, with Lucy, Emma, Olivia, Carl, Thomas, William, Archie and Ava following. His grandchildren were a source of great adoration for Mac.

In 1979, a time of little money and with the responsibility of a young family, Mac commenced the Janmac Poll Dorset stud, a significant undertaking at the time.

He quietly continued developing the stud and produced quality rams for prime lamb producers for over 30 years.

Now 39 years later, sons Grant and Bryce run the Janmac studs and still have friends and clients from those very early days buying rams. It was with admiration and great personal satisfaction that he witnessed the stud's 2017 sale which saw their best ever result, selling 184 rams averaging \$1643.

Mac's community involvement was long and extensive. This included the Goroke Lions Club (for 43 years), the CFA, Goroke School Council and the local Lutheran Church, while he had a deep passion for football, fishing and gardening.

His significant community contributions were never for his own satisfaction, but for the greater good of all, epitomising the Lions motto; "We serve."

Malcolm (Mac) and Janet lived a loving life together and would have celebrated their Golden Wedding Anniversary on the 13th April. Mac will be dearly missed by not only his immediate family, but also the wider community, including many Poll Dorset breeders.

## HEALTH STATUS

Janmac Rams are fully Gudair vaccinated and have Brucellosis Free Accreditation (2012). All rams were back-lined with "Avenge" at shearing, recently vaccinated with 8 in 1 vaccine and drenched with "Combitak." Our rams are fully guaranteed for their first season working. We are proud of our stock and guarantee their health status.

THANK YOU to all who have supported us during the 2017 season and also in the difficult times since Dad's passing. We feel fortunate to live in a great farming community with many wonderful friends and clients.

Janmac is working hard to provide the best commercially based rams to the industry and is investing heavily in the future. We will offer approximately 200 rams including 40 outstanding White Suffolks on sale day.

Delivery can be arranged on all rams purchased if required .

Our famous "Janmac Lamb Rolls" and complimentary refreshments will again be offered prior to the sale.

All are invited to stay and share a drink and a chat after our sale.

The 2018 Sale is being held:

**Wednesday, October 3 at 1.00 pm (Victorian time)**

We look forward to seeing clients and friends on this day.

Regards

*Grant, Kerry, Grace, Emma, Carl and William.*

*Bryce, Hannah, Archie and Ava.*