

Janmac's buoyant rebound

A great following by clients who appreciate the carcass qualities and performance of Janmac Poll Dorset and White Suffolk rams, plus several new clients contributed to a terrific sale result last week at Goroke.

The Hausler family penned a wonderful line-up of 140 Poll Dorset rams and 24 White Suffolk rams that were very well paddock grown displaying weights around 120 to 140kg, but they were 'hard' with a capacity to still grow on.

"We are not into producing pampered and soft sheep," Grant Hausler said.

After the debacle of a false Johnes test last year restricting their South Australian clientele from competing, the Hauslers saw their return this year and a subsequent lift in returns.

Overall there was a total clearance of the 164 rams on offer at a \$950 average, up \$197 on last year's result. This lift was achieved on top of offering an extra 18 rams.

A big attraction was the offering of the first Janmac progeny of Kurralea 110011, the ram purchased in 2012 in conjunction with Ulandi Park for an Australian record at the time of \$28,000. There were 29 of these catalogued for sale and they sold to a \$2800 top and averaged \$1171, 23% above the overall sale average.

It was certainly these 110011 sons that attracted Kathy Simons, Pembroke stud, Telangatuk East to the sale for a prospective stud sire. However once there it was the outstanding credentials of Janmac 130299, a son of Ulandi Park 110380 that took her eye most. Weighing in at over 138kg and with a 48mm eye muscle depth, plus great structure and breed type, she bid to a new Janmac record of \$4300 before seeing off underbidders Darryl and Sherin Hobbs, Douglas, Victoria.

They compensated several lots later with the purchase of an Ulandi Park 090198 son, Janmac 130280 for just \$2000. Michael King, Netley Park stud, Bordertown paid the second top price of \$2800, this being for the most impressive of the K110011 sons, Janmac 130076Tw.

The commercial demand and competition was very strong at the start of the sale with just three rams selling under \$1000 in the first 40 lots. Chris Escott, Westech Ag jumped in early on behalf of his client, Alan Goldfinch, Padthaway, selecting five rams and paying from \$1200 to \$1400 to show the way.

Steve DiGiorgio, account S & R DiGiorgio through Landmark Naracoorte was back again and competed very strongly on the top rams, purchasing 12 from \$1500 down to \$800 and at an \$1100 average.

However it was last year's volume buyers, Kevin and Damien Merrett, representing their family partnership of KF, ML and PD Merrett, Apsley who were not only strong top end buyers, paying to \$1700, but also the biggest volume buyers again. Also buying through Westech Ag they purchased 19 top Poll Dorset rams this

year to add to the 23 they purchased last year. They averaged \$1216, up \$271 on last year's reduced competition prices.

The Merretts are large scale prime lamb producers in the Apsley area and have had great success with the Janmac rams for a long time.

"The best advice I received to be a successful prime lamb producer was that you don't skimp on rams as there can always be breakdowns, and you don't skimp on price. The cost of reduced performance from buying cheaper rams far exceeds the extra investment in buying the highest performers," Kevin Merrett said.

The success the Merretts are achieving with Janmac genetics hadn't gone unnoticed in their area, with fellow Apsley producer Leigh McGinty, accompanied by his son Daniel, attending for the first time and making a big impact. They purchased 14 rams from \$600 up to \$1400 and at an average of \$957 to be the second highest volume buyers.

Another significant purchaser was Danny West, Westwood Partnership, Edenhope. He has been buying from Janmac for more years than he can remember, including 16 rams last year. This year he selected another nine rams from both breed drafts, paying in the outstanding value range of \$600 to \$800. These will go over his first cross ewes, with progeny generally marketed to Swifts at Bordertown.

Other significant long term buyers included Paul Skinner, Ozenkadnook, and buying through PPH&S, he selected 8 rams from \$600 to \$900; and Ken Donaldson, Edenhope and buying through Rodwells Edenhope, also selecting 8 rams from \$850 to \$1000.

While the Poll Dorsets were up \$233 in their average at \$976, the White Suffolks were down \$42 on average, primarily because they sold in the second and last runs, when the competition had lessened somewhat from the hot bidding at the top end of the sale. The White Suffolks topped at \$900 and averaged \$794.

Grant Hausler said in summarising the sale, "After the emotional trauma and economic hit from last year, we are ecstatic with the result. The support from our loyal clients, combined with some very good new buyers was outstanding. We are particularly buoyed by the return of our SA clients and they purchased around 40 rams this year."

"Our Kurralea Eleven sons were very consistent and presented very well. There were rams there for all budgets, from \$600 to \$2000 which was very pleasing," Bryce Hausler said.

To top off their day they received the news they were successful in purchasing the top Kentish Downs Poll Dorset ram, K130291 at Holbrook for \$7000, that sale being held at the same time.

"That is great news as we think he will be the ideal ram to follow over our Kurralea Eleven daughters," Grant Hausler said.

Sale Summary	Poll Dorsets	White Suffolks	Overall
Offered	140	24	164
Sold	140	24	164
Top	\$4300	\$900 (x4)	\$4300
Average	\$976	\$794	\$950

Agents: Rodwells Edenhope and Landmark Naracoorte

Auctioneers: Leo Redden (Landmark) and Wayne Driscoll (Rodwells)



Janmac principals Grant (third left) and Bryce (right) are pictured with the representatives of the most prominent buying accounts at the Janmac sale, both from Apsley. They are Damien and Kevin Merrett (19 rams) and Leigh McGinty and his son Daniel (14 rams).



Kathy Simons, Pembroke stud, Telangatuk East, who purchased the \$4300 top priced Poll Dorset ram at Janmac, is discussing the sale and their bidding duel with Darryl and Sherin Hobbs, Douglas who were underbidders and then bought another top ram for \$2000.



Steve DiGiorgio (right), S & R DiGiorgio, Lucindale purchased 12 outstanding Poll Dorset rams at the Janmac sale. He is inspecting his purchases after the sale with Janmac principals, Bryce and Grant Hausler, Goroke.



Kathy Simons, Pembroke stud, Telangatuk East paid a Janmac record price of \$4300 for this impressive Poll Dorset sire, J130299. She is with Janmac principals Bryce and Grant Hausler and Bryce's three year old son Archie.