

Janmac soars to new heights

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, Poolaijelo.

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.

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.

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.

“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 270 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
Offered	152	144	32	26	184	170
Sold	152	144	32	26	184	170
Top	\$5000	\$5600	\$1900	\$1800	\$5000	\$5600
Average	\$1688	\$1262	\$1431	\$1117	\$1643	\$1248

Agents: Landmark and Rodwells

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

Photo Captions:

1. 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.
2. 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).

3. Janmac co-principal Grant Hausler is with Brian Johnson and Sam Limbert. Trading as LS Johnson & Son they purchased at Janmac for the first time, selecting 10 rams at a \$1630 average.
4. Kirsty Fower, Morambro Pastoral, Frances was another prominent new buyer at Janmac, purchasing 10 top Poll Dorset rams to \$1700 and averaging \$1570.