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**MEDIA RELEASE – JANMAC**

**OCTOBER 2020**

**Janmac sets record breaking sale result**

**Sold 221/230 Poll Dorset & White Suffolk Rams**

**Top Price - $11,250**

**Avg - $1829**

**Poll Dorset - Sold 182/191 offered, Top of $11,250, Lot 20, Avg $1860**

**White Suffolk - Sold 39/39 offered, Top of $2,300, Lot 112, Avg $1638**

Overcoming cross border challenges, Janmac Poll Dorset & White Suffolk stud set a new sale volume record for it’s16th 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.