



RMA AWARDS OF EXCELLENCE PRESENTED TO NATHAN & SHAD

Two local stock and station agents were recognised for their hard work and achievements in late July.

Shad Bailey and Nathan Purvis of Colin Say and Co received awards at the annual Rural Marketing Agents (RMA) Conference and Awards held at the Gold Coast.

RMA was established in 1994 and has a membership of 90 outlets across the eastern states of Australia. Membership is restricted to private businesses.

RMA aims to provide its members with networking facilities for the marketing of Livestock and Property, and to increase their business skills and management performance.

Mr Bailey, a partner in Colin Say and Co, won an RMA Award for Best Livestock Salesperson. He was nominated by Colin Say and Co principal Craig Thomas and company's office staff for his excellence in selling livestock both in person and on the Auctions Plus system.

Mr Purvis is also a partner at Colin Say and Co and was also nominated by Mr Thomas and staff. He won an RMA award for Best Marketing and Innovation for his novel Potential Show Steer sale held in March and the Dulverton

Genetics Auctions Plus Sale held in June.

The awards were presented at Jupiters on the Gold Coast on Friday night.

The award was a big shock for Mr Bailey who didn't know he had been nominated.

"I was speechless and very honoured," he said.

Mr Thomas said he was delighted with the results.

"It is deserved recognition for a lot of effort that goes into their day-to-day activities," he said.

"I know a lot of our clients would join with Colin Say and Co in congratulating them."

Mr Thomas said that Shad and Nathan had to beat off a lot of other nominations.

"It was a big pool of agents represented and to win two of the major awards they only gave out six awards which was outstanding."

Ben Lonergan

Story & Photos from GI Examiner



SUCCESS AT BRISBANE ROYAL SHOW 2010

In the best steer competition in the country, local exhibitors Nathan Purvis, Bob, Belinda & Chad Williamson shone through with great success.

- 1st JUNIOR LED STEER ON HOOF 375-400kg
- 1st JUNIOR LED HEIFER 375-419kg - RESERVE CHAMPION HEIFER ON HOOF - RESERVE JUNIOR HEIFER CARCASE COMPETITION.
- 2nd IN LED STEER OPEN 401-430 kg.
- 1st JUNIOR LED STEER CARCASE AND CHAMPION.
- 3rd OPEN STEER CARCASE 376-400KG. Class 3
- 6th OPEN STEER CARCASE. Class 5
- CHAMPION LED STEER JUNIOR CARCASE SCORING 94 POINTS, ONE POINT BEHIND WINNING GRAND CHAMPION ON 95 POINTS.

There were 323 high quality steers exhibited this year at the Brisbane Ekka. Congratulations to Nathan and the Williamsons.





Dulverton Durabul Delivers



The 29th annual Dulverton Angus Bull Sale was conducted on property at Shannon Vale Station, on Monday the 26th July.

Although a smaller crowd was in attendance at this years sale the repeat buying support from as far south as Coonabarabran, west to Moree and north to Injune & Rockhampton was quite exceptional when considering the number of Angus bulls to come onto the market in coming weeks.

Sixty five Angus bulls went the auctioneers hammer with 63 registered bidders. The bull sale catalogue offers breeders a cross section of the Angus breeds foremost AI sires and is complemented by some outstanding home bred bulls. The Dulverton herd joins in excess of 250 purebred angus females and has consolidated its client base over many years. The maternal traits that are all important to commercial producers continue to replicate for a loyal following of mainly repeat buyers.

The top price bull was Lot 1 at \$14,000 was an AI son of Hyline Right Time 338 to repeat buyers Glen & Loi McKinlay Emerald in all 9 sons of 338 averaged \$7944 with the McKinlay also procuring another 338 son at \$9000 Phillip Reardon "Talasinga" Graman also procured a 338 son to \$10,000, volume buyer of the day was Tony Clift Curlewis, Kilburnie Cattle Co who purchased 14 bulls paying to a top of \$10,500 for a standout son of Five Star Zeus Z51 a BR Midland son who has performed exceptionally well at Dulverton and was represented by 14 sons in this years catalogue.

Longstanding bull clients John Spinks Grantham Pastoral Co, Gratham Uralla procuring four calving

ease bulls to \$6500 while Armidale based breeder Warrick Grieve payed to \$8750 for a Dulverton Blaster B111 son who is stamping his calves with growth & natural thickness at Dulverton and was represented by 11 sons in the catalogue.

Lachlan & Trudie Mace Red Ridge Grazing Stange QLD procured 3 bulls in succession for their 900 cow breeding operation paying \$8500 twice and taking home 2 U91 sons. A Parb Design Plus son who at 11 years old has left a lasting legacy of high price bulls and wonderful replacement females in the stud herd.

Local buyers included Geoff & Pauline Smith who purchased two bulls to \$6000, Wollen Partnership Red Range payed to \$6500, Robert & Judy Miller, Rosehill Holdings 2 bulls to \$7000, Eric Newsome Blue Granite Pty Ltd Dundee to \$5500, RM & M Johnston Sandy Flat 2 bulls to \$7250, Agriabs Pty Ltd to \$4000, Tanameera SA & CA Say 2 bulls to \$4750 and CFM & TJ Klinger purchased a bull for \$4500.

Vendors Greg & Sally Chappell were delighted with the high average and the total clearance, buyers certainly endorsed the breeding program at Dulverton and competed strongly on an attractive line-up of bulls.

Selling agents Colin Say & Co P/L Glen Innes, thanked the gallery of buyers who had travelled long distances to get to Glen Innes, with sale auctioneer Craig Thomas complimenting the vendors on a terrific run of bulls and offered on a very light preparation. CT

**Don't forget the
Dulverton Genetics
Auctions Plus Sales
scheduled for 2011.**

**If you are looking to buy or sell
Dulverton sired cattle please
contact Nathan Purvis**

0427 324 078,

or Greg Chappell 02 67321 246.

**We are looking at holding two
sales, one in Autumn and one in
June (TBA).**



TOP PRICE: Lot 1 Dulverton Durabul D059 (APR) (AI) purchased by AG & LP McKinlay for \$14,000

'GOOD CONDITION' LOTUS BULLS TO \$6,000

Bulls reached a top of \$6,000 at the Lotus Hereford stud and commercial bull sale on Friday 30th July.

There were 35 bulls offered at the on-property sale at "Old Farm", with 17 sold for a 49 per cent clearance to average \$3,588.

Volume buyers included Boorook Partnership, "Boorook", Tenterfield, which purchased four bulls at an average of \$3,250.

Kingsgate Station, Red Range, purchased three bulls for an average of \$3,666.

Leppington Pastoral Company, Billabong

Station, Forbes, also purchased three bulls for an average of \$3,666.

The top-priced bull, Lotus Dart, sold for \$6,000 to local buyers, JC & GS Sutton, "Fern Hill", Glen Innes.

The 23-month-old bull was a son of Charvel Xylem from Lotus Last Day 24. Dart weighed 844kg, with 10mm of fat on the rump and seven mm on the rib, with a 119cm² eye muscle area.

Repeat buyers, Alt Brothers Pastoral Company, "Springvale", Dundee, secured a bull for \$4,500, and JC Watson, "Rosedale", Red range, bought one bull

for \$4,500.

Selling Agent, Mike Wilson, Mike Wilson Stud Stock and Bloodstock, Armidale, said the clearance had been disappointing.

"The bulls were in good paddock condition and good working order," he said. "I suppose the only thing the buyers may have been looking for is a little extra finish."

The sale was conducted by Colin Say & Company, Glen Innes, and Mike Wilson Stud Stock and Bloodstock.

The Land Newspaper 5/8/10.



Faces enjoying the Holliss hospitality

AMOS-VALE HEREFORDS & BROOKLINGTON ANGUS

FIRST-time Amos-Vale buyers pushed the top price for Hereford bulls to \$9250 at the Campion family's 26th on-property sale at Pinkett on 6th August.

The two-year-old 706 kg bull, Amos-Vale Unarmed, went to Colin Howe "Colwarren" at Gum Scrub, near Rollands Plains on the Mid North Coast, who runs a small Hereford stud to supply regular clients with herd bulls, along with his own commercial herd.

Mr Howe said he wasn't expecting to have to pay quite so much but did not have another bull picked out and had been the underbidder at several Hereford sales this season and was keen to obtain a sire with proven breeding behind him. Of the 34 Hereford bulls offered, 23 sold to an average of \$3641, with five more selling after the sale to a \$2600 average. Noel Campion and his son Mark also run the Angus stud "Brooklington", which cleared five of its six offerings at the sale to a top of \$3750 to Thora beef producers via Dorriggo stock agent Brain Darby, and

an average of \$3350.

The second top priced Hereford bull also went to the Mid North Coast, courtesy of father and son Mick and John O'Brein "Wallibree" at Wauchope, who will use their \$6500 purchase over Hereford cows for weaner production.

The O'Briens made their selection based on the bull's length, mobility and true Hereford colour.

Long-time Amos-Vale buyers Jim and Dianne Freeman "Shady Acres" at Tyringham took four bulls to an average of \$3812 for use over a straight Hereford herd to turn off 600kg-plus bullocks. Peter and Emma Heaghney "Wyoming" at Guyra, who have been purchasing from the Campion's for 43 years, took home two Hereford bulls to a \$2750 average and two Angus bulls for a \$3000 average this year.

They run a straight Hereford herd for replacement heifers, with the steer portion going as feedlot entry cattle at 450kg by 18 months, and a black baldy herd for weaner production.

Those at the sale put the lower-than-expected clearance rate down to the big presentation of Hereford bulls for sale this season and fewer cow numbers about.

Agents pointed out throughout the sale that in light of what producers were currently getting for cull-for-age bulls, the buying represented very good value. Selling agents were Armitage and Buckley, Armidale and Colin Say and Co P/L, Glen Innes.

Story and Photos courtesy of The Land Newspaper.

Shad accompanied Mark Campion to the Thornleigh Hereford Bull Sale at Bingara recently where Mark purchased a Kaludah Jerry son. He is in the top 10% of the breed for 200, 400 and 600 day growth. He is only an October calf who is already showing great growth for age. He was purchased for his true sirey outlook, structural soundness and muscle pattern.



Far Left: Jim Freeman, Mark and Wendy Campion

Left: Noel Campion, Victor Moar, Mick and John O'Brien & Colin Howe

Above: Colin Howe purchased top price bull of \$9250



THE LARGEST GALLERY OF POTENTIAL BUYERS I HAVE SEEN AT AN ON PROPERTY SALE.



21 YEARS ON

1990 FEBRUARY—

"OBX" CATTLE DISPERSAL.

The changing of ownership of Rangers Valley station and the expansion of the feedlot set the scene for a once in a lifetime dispersal of an outstanding herd of mainly Hereford cows and calves.

I have no doubt that a new Australasian record for commercial cows and calves was set when a pen at the dispersal was knocked down at \$3300, to Mrs Shirley Pye McMillan "Branga Plains" Walcha (its worth noting that in recent times many sales since have claimed records often at or around \$3000).

The quality of the stock on offer was outstanding, the timing of the sale was impeccable as cashed up woolgrowers and established cattleman went toe to toe. Sale

auctioneer was Tony Dowe "who turned up late" and kept a huge crowd anxiously waiting and no doubt speculating as to the values about to be received.

From a personal perspective the dispersal was an unbelievable entry into private agency and I would freely admit that having to settle the sale caused then partner Warwick McDonald some heart palpitations as he signed off on a **million dollar cheque.**

A quick scan of the photos will show Bob Blair, Dalgety manager booking the sale with Rangers Valley partner principal Bob Crothers in the rear of the photo. Richard Eldershaw, Dalgety stockman and now possibly one of Rangers Valley longest serving employees. Andy McGeoch with megaphone and Tony Dowe in full cry.

Mark Sheehan (now at PT Lord and Dakin at Dubbo) are just a number of the players photographed at the "OBX" dispersal.

The sale was conducted in extremely wet conditions and the younger cattle were trucked to the "breeders" sale that was conducted at the Glen Innes saleyards later in the day.

Doug Meyer and family played a big role in mothering, drafting and penning of the cattle. The task of mothering was done mainly on horses in the paddock pre sale. Then importantly the smooth dispatching of such a large draft of cows and calves to their new owners post sale.

CRAIG THOMAS.

RURAL PROPERTIES WITH CRAIG THOMAS - 0428 669 500

Properties can be viewed at www.colinsay.com.au

"Braeburn"

Bolivia Railway Station Road

142.7ha - 353ac - \$675,000

Country living at it's best!



Situation: 60km north of Glen Innes, 30km south of Tenterfield via New England Highway.

Topography: Gently undulating with areas suitable to plough and resow, running to rocky outcrops. Mainly loamy granite soils.

Homestead: 3 bedroom brick veneer north facing aspect, large sunroom (woodheater), 2 bedrooms with built-ins, large western facing covered deck, kitchen (dishwasher, electric stove), playroom, dining room (heater and chimney). Comfortable family living area. 2 car garage (lockup) on cement slab and poly water tank. Woolshed & poly water tank. Older structures include large hay shed, utility shed, dairy.

Water: Brickyard Creek traverses the property east-west, numerous dams and some good quality internal fencing.

Remarks:

Braeburn is easy access, 1km to the New England Highway via Bolivia Siding Road.

The property is presently running agisted cattle in good winter condition .

Country living at its best, renovated home close proximity to Tenterfield, good quality Apple tree country regarded as good safe granite country.

Ideal starter property or enjoy country living in the foothills of the Bolivia Range.

Vendors are relocating and keen to sell realistically priced at \$675,000.



"Karinya"

Mt Mitchell Rd, Glencoe

344ha - 850ac

Performance & Reliability

A highly regarded property situated just 3km east from the village of Glencoe, nestled in the foothills of Ben Lomond.

A long fertilizer history and under the present owner 1100T of lime has enabled permanent pastures to grow and thrive. The owner estimates 50% of the property could be cultivated. Weed maintenance has been A1.

22 paddocks, 21 dams, Marowan Creek frontage and a reticulation system supporting 22 troughs give Karinya a point of difference when quoting performance and reliability. Improvements include a comfortable 3 bedroom (with built-ins) brick veneer home with a renovated kitchen/living area and rumpus room, laundry with a second shower. Lock up garage and a second toilet.

3 stand woolshed (2 equipped) with quality sheep yards (shed is in immaculate order), 3 bay machinery shed, 3 bay workshop with concrete floor and 1 bay lock up.

30 tonne silo (flat bottom), 1 new central set of cattle yards, plus a second set of yards with crush and loading facility in close proximity to house for all weather access.

The property is very well fenced and additionally 50-60% is electrified. The quality of fencing is excellent.

Karinya enjoys a reliable 925mm rainfall or 37 inch. Introduced tree breaks for shade and shelter complement the natural stands of Yellow Box, White Gum, Peppermint and a small pocket of Stringy. The majority of soil type is Basalt running to a Basalt/Granite mix on the south eastern boundary.

Winter 2010 the property is lambing down 4001st X Ewes and calving 100 Poll Hereford Cows. Rated at 5 DSE the property is equally suited to a cattle only operation and would ideally fatten 400-450 steers annually.

Remarks:

Karinya is the complete package and comes with a very strong recommendation.

Proximity to the New England Highway and the quality of the improvements suggests Karinya would be an outstanding location for a stud sheep/cattle operation.

