



Colin Say & Co P/L

PROPERTY MARKET

CALL CRAIG THOMAS TODAY 0428 669 500

The property market continues its amazing run with buyers outnumbering listings and high end properties leading the charge. Outstanding sales up and down the tablelands are setting new benchmarks and dry sheep equivalents are taking a back seat to the cow area equivalent now being freely quoted at \$20,000 a breeding area. Notably buyers are pre approved with finance and are auction ready. Long auction campaigns are no longer a major consideration as purchasers have prepared to commit to opportunities that may arise.

We wish to thank Gordon and Sally Wollen for the opportunity to sell "Buckandor" at Red Range and the highly successful online clearing sale that resulted.

Graham & Karen Baker downsized with the sale of "East Braemer" 20km west of Inverell privately to Chris and Leonie Manuel. The Bakers reinvested in the 770 acre "Brymaroo" only 10 minutes north of Glen Innes on the Bullock Mountain road.

"Mosgeil" at Ben Lomond followed with an expression of interest offer from neighbours "Palgrove". The accepted price was aligned with values presently quoted in the Ben Lomond area. These are some of our sales reflecting the strength of the present market.

We currently have buyers looking for property to establish in our area. Not surprisingly with our reliable rainfall and the consistent ability of the region to produce outstanding livestock off grass.

At the time of going to print "The Downs" and "Mayfield" are sure to be a price setter for future transactions. Position water and scale should attract strong interest with an early December auction scheduled.

Burrabogie is situated 55km from Glen Innes via Wellingrove.

3242 Emmaville Road Yellow Dam Via Emmaville NSW 2371 comprising 853.5 hectares.

Soils consist of basalt running to traprock country. Some areas being deeper soils running to rocky outcrop country.

Rainfall average 768mm.

Water No 2 creek and Quince Tree Creek.

Subdivided into 29 paddocks.

Arable presently 242 hectares or 600 acres. Suitable for feed crops mainly rye grass, lucerne, oats and turnips for grazing with dry sheep and wethers turned into the lighter country.

Lucerne is baled and stored for seasonal use and sold periodically.

A garlic crop is currently planted for a summer harvest (November) with reticulated water connected.



RURAL LIVING AT ITS BEST

Erinsvale is situated 24km from Glen Innes and 61km to Inverell.

1029 Polhill Road, Wellingrove NSW 2370 comprising 90.53 hectares and 223.70 acres.

Bitumen road frontage

A quality family home thoughtfully planned

Subdivided into 11 paddocks

Permanent Wellingrove Creek

Soils consist of granite and alluvial flats and paddocks running to higher ground



INAUGURAL BATTALION SPECKLE PARK SALE

Grant & Kylie Kneipp now trading as Battalion Livestock will be adding another stud sale to the 2023 calendar with the announcement of their Inaugural Speckle Park Sale to be held at the Glen Innes Showgrounds on the 17th April.

The Battalion Speckle Park Stud was established in 2016 with the purchase of 8 frozen embryos resulting in two bulls and two heifers. The two bulls went on to sell at the Scone multi-vendor sale for the top vendor average of \$22,000 and setting the sale record that still stands today at \$26,000. The two females were retained as foundation donors with one of them, Heartbreaker M1 being regarded as one of the breeds top producers in the world with progeny sales now grossing over half a million dollars. This cow has put Battalion Speckle Park on the map having held Australian records with her progeny (including top price embryos \$5050 per embryo, top price bull \$45,000 and semen from a son at \$860 per straw). M1's progeny also currently holds the World Record for a Speckle Park heifer selling for \$100,000 earlier this year.



"We started breeding Speckle Park cattle to diversify our breeding program and run a second breed side by side with our Hereford stud. The natural thickness and carcass merit drew us to the breed. We've always tried to breed cattle with extra thickness and structural correctness whilst maintaining a strong emphasis on constitution and temperament. We have found our Speckle Park cattle tick those boxes and allow us to breed industry relevant animals that have the ability to perform and match up competitively in the current market."

"For the past 5 years we have been improving our genetic base and marketing our stud bulls and females at the Scone multi-vendor sale with great success. Now the time has come where we have the confidence, we are breeding Speckle Park cattle to a very high standard and have the numbers and ability to conduct our own sale with the assistance of the Colin Say & Co team. Although our history of highlights so far has all been stud sales we transition into our own sale with a strong emphasis on breeding and supplying industry relevant and desired bulls for the commercial market. The bulls being offered at the inaugural sale have been bred to add power, performance and profitability whilst being pedigree assured, vet semen and soundness evaluated, Pesti Virus negative and Tick Fever Vaccinated."

The sale will consist of 50 lots, including Bulls, Heifers, Embryos and Semen.

Stockmans Report:



2022 a year for records some good, some outstanding and some totally disappointing.

Seasonally we haven't seen many to challenge the La Nina experience this year.

The northern rivers with areas around Lismore, Casino then the flash flooding of Byron Bay and Ballina. Then our western neighbours weren't spared with inundated crops.

Now as I write the Lachlan River has tanked and Molong, Forbes and further downstream reel from one event to the next. Then Eugowra was washed away in a freak storm.

Record breaking cattle prices what an extraordinary ride for breeder producers. Weaner sales from 2021 to 2022 went from happy to ecstatic with \$1800 to \$2100 averages from weaners softening the memories of devastating drought and replenishing overdrafts depleted with stockfeed and added expenses of freight and agistment let alone the mental wear and tear.

The seasonal turn around driving confidence and boosting quick returns, feeder steers at \$6 liveweight, processor cows nudging \$4 and the Wagyu trade reeling off \$10 trades.

The challenges ahead for our growing herd will be felt at the abattoirs, ability to process swiftly and at capacity. Beef remains king of protein but it follows a slower process to achieve this status.

Bull sales 'Boom Boom' the old adage 10 weaners to the replacement sire rang true with outstanding results across all breeds, producers are benefitting from positive developments, with switched on breeders using genetic data and kill sheet feedback. Industry relevant information is reaching producers in time to make informed purchases. This in turn assists marbling and performance off grass and grain, benefitting all sectors and most importantly delivering a great end product.

2022 has been a trying time for sheep producers wet conditions bring additional management challenges; worms, fly and sore feet to mention a few. However sheep trading is still a positive option for a quick turn over, it looks the most stable market going forward. The key in our environment is not overstocking and presenting a well finished article.

An industry shortage of shearers particularly in southern regions and the peaks and troughs of supply have tested processors and producers.

The outstanding season has pushed forward new season lambs. On the bright side technology using D A identification and AI programs are delivering superior genetics. Group breeding schemes are fast tracking performance and fat scoring is improving the end product and satisfying customer demand.

As we look ahead we see 2022/23 as one of the best ever trading or breeding years ever seen. Our future still looks bright with a very strong season upon us and a ever growing population and a world wide shortage of protein. As we see America in a huge drought presently, if when their luck changes our extra supply may be able to fill their supply gap.

As Covid becomes a way of life that we continue to deal with, hopefully we can achieve a greater workforce back into our abattoirs and the farming sector to help this industry go from strength to strength.

Bring on 2023 wishing everyone a Merry Christmas and a Happy New Year enjoy your family time over the break and reflect how lucky we are to live in this great country. As we spare a thought for other parts of the world.

Cheers Nathan

The Last Hoorah: Dulverton Angus Sale 24/05/2023

Well, the day has arrived that Greg and Sal have decided to retire from staging their Annual Dulverton on-property Angus Bull Sale, but not without a grand finale set down for Wednesday 24/05/23. The decision has not been taken lightly. Greg and Sal have truly enjoyed their sale days. While there are always those many anxious moments associated with bull sales, the rewards have, in the main, far outweighed the expulsion of that “nervous energy” associated with the many unknowns unique to putting on an on-property bull sale. The Dulverton herd has achieved a modicum of success, as witnessed by the sales of the past twenty years. Greg and Sal are very proud of their achievements with the Dulverton herd and are extremely grateful to the many people who have contributed to their combined success, including the current Team Dulverton (Tim Grob, Owen Walmsley, Sam Donnelly, Toby Bruce, Stephanie Chappell and Fiona Meyer), past Team Dulverton members Aaron Graham, Michael Lee, Alex (Bizzy) Barbara, Rachael Dahl & Sam Redden and the sales team at Colin Say and Co.

Greg and Sal most definitely acknowledge that the interaction with their many loyal, long term clients on sale day is a magnificent feature of their sales and one they will most definitely miss. Greg and Sal do trust these many relationships will continue to flourish over the next decade - “People make the World go ‘round”.

Importantly, the couple have no intention of retiring from breeding Angus Bulls. The challenge of getting a couple of steps closer to “The Near Perfect One” is still driving the dedicated couple. For example, they have A.I.'d 130 cows to Dunoon Re-Charge R102 and to their shared purchase (John and Selena Sylvester) sire, Alpine Next Gen R272. Further, 137 “S” heifers have been inseminated to Dulverton Smart Missile S058 and Dulverton Smart Missile S068, both are by Enhance. D.S058 is one of the highest Igenity Beef Profile indexing sires in Australia and The USA; he registers a score of 71.

The other exciting young sire prospect being used over 55 of their “R” females is Clunie Range R762. This young fella combines two Farrer cow families, the Naomis and Mayflowers. The Farrer Naomi family originated from a heifer donated by Geoff Sanderson from the Tia Walla stud and the Mayflowers from C.J.(Jim) Anderson's N'Goora stud. What a thrill for Greg and Sal to find a sire they had to have, whose pedigree traces back to two cows Greg gratefully received from The NEAB (New England Angus Breeders) as foundation cows into the Farrer herd almost fifty years ago. Greg and Sal eagerly await the progeny of this special set of young sires and then with on-selling them to those of you who wish to continue the quest of “Producing Beef of the non-failing eating experience consistently and priced competitively”.

The Beef Industry, and Angus cattle more specifically, have absorbed Greg and Sal since 1980. The experiences have been challenging, absorbing, testing, at times frustrating, yet most definitely character-building, rewarding and not to be “swapped for quids”.

Sal's summary of the where to from here is simply “Business as usual without the sale. Call Chaps prior to the end of March, when the bulls will be 16/17 months, with your enquiry”.

See you at Shannon Vale for the very last Dulverton Angus Bull Sale Wednesday 24/05/2023.



11TH ANNUAL RMA NETWORK WORKING STOCK DOG AUCTION 12/11/22

New sale record lot 10 Mandaley Tex

A/c: Jeremy & Annie Grills selling to \$29,000
to The O'Kane Family

Second top price Gwydir Ken

A/c: Ross Fletcher \$23,000 to Burleith Pastoral
Co

- ◆ Sale average \$8,375
- ◆ 36/42 dogs sold
- ◆ 40 registered bidders on-site

Congratulations to our vendors, the successful purchasers and thanks to the underbidders.

Big thank you to all who helped make the day a success and to Peter and Margo Hogan for the venue.

- ◆ Dogs selling to NSW, QLD, VIC & TAS
- ◆ Numerous dogs selling via AuctionsPlus



COLIN SAY & CO PTY LTD

PREMIER

WEANER SALE



~ SHOWCASING THE BEST THAT THE NEW ENGLAND HAS TO OFFER ~

"Leading by Results"

Friday 31st March - 9am

Craig Thomas

0428 669 500

Nathan Purvis

0427 324 078

Shad Bailey

0458 322 283

Steve Daley

0400 406 667

2023 Sales Calendar

First Inverell Cattle Sale 2022	Tuesday 10th January	Inverell Saleyards
First Sheep Sale 2022	Tuesday 10th January	G.I Saleyards
Double A Cattle Co Murray Grey Dispersal	Saturday 21st January	Clarence Town
New England Dorset Fair	Wednesday 1st February	Guyra
Store Sheep & Lamb Sale	Tuesday 14th February	G.I Saleyards
Yasloc Prime Lamb	Tuesday 21st February	G.I Saleyards
14th Annual Show Steer Sale	Monday 27th February	Glen Innes Showgrounds
Annual Yasloc Poll Dorset Ram Sale	Friday 3rd March	Euroa
Colin Say & Co P/L Premier Weaner Sale	Friday 31st March	Glen Innes Saleyards
Battalion Speckle Park Sale	Monday 17th April	Glen Innes Showgrounds
Speriby North Angus Bull Sale	Friday 19th May	Wallies
Dulverton Angus Bull Sale	Wednesday 24th May	Shannon Vale Station
Battalion & Cara Park Bull Sale	Monday 3rd July	Glen Innes Showground
Top of the Range Murray Grey Sale	Friday 7th July	Glen Innes Saleyards
Lotus Hereford Bull Sale	Thursday 27th July	Old Farm
Amos Vale Herefords Bull Sale	Thursday 27th July	Brooklington
Swanbrook Angus Bull Sale	Saturday 29th July	Marble Hall
Led Beef Extravaganza	9th & 10th September	Glen Innes Showground
Ascot Angus & Charolais Spring Bull Sale	Friday 15th September	Allora
12th RMA Network Dog Auction	18th November	TBA

2023 calendars are now available at the office

Local dates to remember:

Dundee Campdraft - 27th December 2022

Glen Innes Pony Camp - 27th December 2022 - 1st January 2023

Emmaville/Deepwater Pony Camp - 28th December 2022 - 1st January 2023

Glen Innes Races - 7th January, 2023

Deepwater Races - 21st January, 2023

Pinkett Campdraft - 13th & 14th January, 2023

Glen Innes Show – 10th, 11th & 12th February, 2023

The team at Say & Co Rural would like to take this opportunity to thank you for your continued support throughout 2022. We would like to wish you all a safe and happy Christmas and we look forward to working with you again in the New Year.

Holiday Trading Hours:

**Saturday 24th—Tuesday 27th of December
CLOSED**

**Saturday 31st—Monday 2nd of January
CLOSED**

**Back to normal trading from Tuesday the 3rd of
January 8am**



14th Annual Show Steer Sale

Colin Say & Co P/L invites you to enter the Annual Show Steer Sale

27th February, 2023

Sold in single lots, cents per kilo, Weaners only

PRIZE MONEY ON OFFER

For Further Details Contact

Nathan Purvis: 0427 324 078

Shad Bailey: 0458 322 283



Photos courtesy of The Land

A FEW OF OUR AUCTIONSPLUS HIGHLIGHTS FROM EACH MONTH

VENDOR	MONTH	DESCRIPTION	PRICE	PURCHASER
Mayo Grazing Co Emmaville	February	124 1st X NSM Ewes 2 tooth	\$280.00	Armidale
Clarevaux Station Glen Innes	February	575 Mixed Sex 2nd X Lambs	\$166.00	Wellington
BR & SM Anderson Matheson	March	139 NSM Merino Ewes 6 years	\$200.00	Moree
Yarraford Trust Glen Innes	March	197 1st X NSM Ewe Lambs	\$275.00	Glen Innes
RS & BJ Williamson Guyra	March	62 Hereford/shorthorn Weaner Steers	\$2200.00	Hamilton
Narrie Holdings Deepwater	April	28 x 28 Angus Cows & Calves	\$4200.00	Casino
PJ & JM Newberry Pinkett	April	44 Angus Steers	\$2170.00	Armidale
Old Farm Pastoral Co Pinkett	April	38 PTIC Hereford Heifers	\$3620.00	Inverell
RJ & AM Landers Glen Innes	April	31 Angus PTIC Heifers	\$3400.00	Rutherford
GDJ & BE Clarke Glencoe	April	115 NSM Angus Heifers	\$2780.00	Casino
Ben Vale Pastoral Emmaville	April	42 Angus PTIC Heifers	\$3580.00	Guyra
Marine Project Management Glen Innes	April	38 PTIC Heifers	\$3720.00	Inverell
Swanbrook Farming Inverell	May	123 Angus Steers Weaners	\$2020.00	Miles
Wollen Partnership Red Range	May	33 Angus Cows & Calves	\$5120.00	Ben Lomond
Rosehill Holdings Glen Innes	June	40 Angus Yearling Heifers NSM	\$2620.00	Dalby
Quilty Pastoral Co Glencoe	June	47 Angus Yearling Heifers NSM	\$2540.00	Dalby
Yarraford Trust Glen Innes	June	30 PTIC Angus Heifers	\$3200.00	Roma
GA & KA Baker Ben Lomond	July	80 Angus Yearling Heifers NSM	\$2610.00	Millmerran
SA & FH Thompson Deepwater	July	186 1st X Ewes & Lambs	\$300.00	Armidale
PA & CM Gellie Guyra	September	47 Angus Yearling Heifers NSM	\$2620.00	Armidale
Glengariffe Pastoral Glen Innes	October	55 Angus X Yearling Heifers NSM	\$2395.00	Millmerran
Titibar Pastoral Co Deepwater	October	32 x 32 Angus Cows & Calves 24 x 24 Angus Cows & Calves	\$4720.00 \$4700.00	Wagga Wagga Delungra
S & E Ulrick Guyra	October	24 x 24 Angus Cows & Calves 1st Calvers	\$4120.00	Glencoe
Palgrove Pastoral Co Bukkulla	October	30 PTIC Heifers	\$3320.00	Goondiwindi
La Palma Beef Co Taroom	November	43 Hfd & Ang X YIng Steers 62 Hfd & Ang X YIng Steers	\$2270.00 \$2235.00	Inverell Casino

Continued AuctionsPlus highlight pictures

DON'T FORGET AUCTIONSPLUS SHEEP SALES TUESDAY AND THURSDAY

CATTLE SALES FRIDAY

RS & BJ Williamson



PJ & JM Newberry



Old Farm Pastoral Co



Yarraford Trust



S & E Ulrick



Palgrove Pastoral Co



Agistment

Do you wish to turn grass into money. Agistment of livestock is a great trading option and can spread your cashflow.

Contact Nathan, Shad or Steve with any availability, good yards and access coupled with reliable water could lead to some additional funds in this bountiful season.



For your information please note

- ⇒ Last Glen Innes Sheep & Lamb sale
13th December
- ⇒ Last Inverell Cattle sale 13th
December
- ⇒ Inverell Store Cattle sale 8th
December

Please remember for 2023

- ⇒ Fat Cattle Sales every Tuesday in
Inverell
- ⇒ Sheep & Lamb sales fortnightly in Glen
Innes
- ⇒ Store Cattle Sale every 2nd Thursday
of the month in Inverell

Please book early for pen allocations call
the office on 02 6732 1266

You're invited to the Colin Say & Co & Say & Co Rural annual

Christmas Party

Wednesday 21st December

5pm to 10pm, Glen Innes Racecourse

Please RSVP by Wednesday 7th - 5pm

Colin Say & Co

office@colinsay.com.au

02 6732 1266

Say & Co Rural

saycorural@bigpond.com

02 6732 2287



Please note:

The Colin Say & Co office will be closed for the Christmas period
from 12 noon on 21st December & reopen Tuesday 3rd January 9am - 5pm

If you require any general livestock or property enquiries please contact:

Nathan Purvis 0427 324 078

Steve Daley 0400 406 667