



May 2017

STERN ANGUS NEWS



Record Offering of 105 Bulls

This year's offering of a record 105 bulls reflects the continued growth in the Stern herd and increasing demand for Stern bulls. The bulls display easy fleshing and power right through the catalogue, it's that consistency of our catalogue that many clients really appreciate. Consistency gives buyers plenty of bulls to select from.

We aim for a balance between a drive to pure EBV based breeding and lower performance phenotype breeding programs. Bulls such as Braveheart of Stern typify the classic Angus type coupled with strong EBVs that form the core of our breeding program.

Field Day at Stern

Stern was invited to host a Beef and Lamb 'Farming for Profit' field day in February to introduce breeders to the option of early weaning calves. We've been weaning at 150 days and less for ten years and in our summer dry (not this year) environment it has proven a very successful management tool.

Agfirst consultant Bob Thompson endorsed the program particularly in breeder finisher programs such as ours. Where calves are sold as weaners early weaning may be less profitable depending on growth rates post weaning. Weaning heifer calves and cull cows provides a part step and can make a huge difference to feed demand for cows when feed is limiting.



Stern Genetics Feature - Mackenzie Weaner Fair

There are eleven vendors of 25 or more steers at the Mackenzie Section calf sale and most of them, in fact 70% of them, use Stern bulls. That's not entirely surprising as Stern has been breeding bulls for Mackenzie Basin herds for eighty years and some stations have been buying Stern bulls for two or more generations. The top calves come through the ring at 270-300kg and just 10-15% of all calves are below 200kg. It is indeed a great display of Angus (and Hereford) calves.

Stern appreciates the support and congratulates all vendors on another outstanding offering this year.

Bull Walk
1pm - 4pm, May 23
Inspect in the paddock

Bull Sale
1pm, June 22

Client Profile

Fox Peak

Station

Mustering for weaning.

Operations at Fox Peak Station don't stay still for long. Purchased by Laurie and Teresa Williams in 2009 it then comprised 200ha of strong flat country north of Fairlie at Sherwood, and 3000ha of run country on the Two Thumb Range rising to 2000m asl. Since then additional run and paddock country have been amalgamated into the operations that now encompass two dairies and over 8000ha of high country.

It's very much a family operation with Laurie and Teresa's daughters Trisha, Sally, Casey and Casey's partner Cory all working on the property. Cory and Trisha on the beef side and Casey and Sally the dairy side.

The breeding ewes and merino wethers have gone, replaced with dairy cows and increased beef cow numbers. Approximately 60km of new fencing and pasture development programs on the easier run country have been a major undertaking. Today over 900 beef cows are managed by Laurie and his family in a simple program selling weaners at the Fairlie Section calf sale at Temuka. The top pen of steers this year weighed 231kg and fetched \$1090, with an average steer price of \$900. These are good calves, they're not fat because the environment doesn't allow that luxury, but they're calves that will perform for their new owners.

Needless to say Laurie has been using Stern bulls since he bought Fox Peak, I've found them to be the best survivors he says. "I've tried a few (others) but you might be surprised that the Stern bulls have been the best" (no we're not surprised Laurie!).

Selling the ewes has been good for the country, the ewes were aggressive grazers and their removal has made a big difference to our pasture growth on the low fertility country. While the run is unfertilised native country there has been 500ha of Matagouri sprayed which has also made a big difference to our ability to increase cow numbers. We're



Laurie, Uncle Gladston, and Ethan (Gladston's grandson)

not sure where numbers will settle says Laurie in his typical understated manner. I have a feeling there's plenty of upside.

The replacement heifer calves weigh around 215kg and are looked after as best as possible over the first winter on grass and are mated in late December. Heifers are calved on the best run country while the cows calve in run blocks. After weaning and pregnancy testing (93% last year) the cows work through the twenty run country blocks starting with Fox Peak run which becomes too icy later when the skiers descend for winter. Fox Peak Ski Field is a club field operated independently on the neighbouring property.

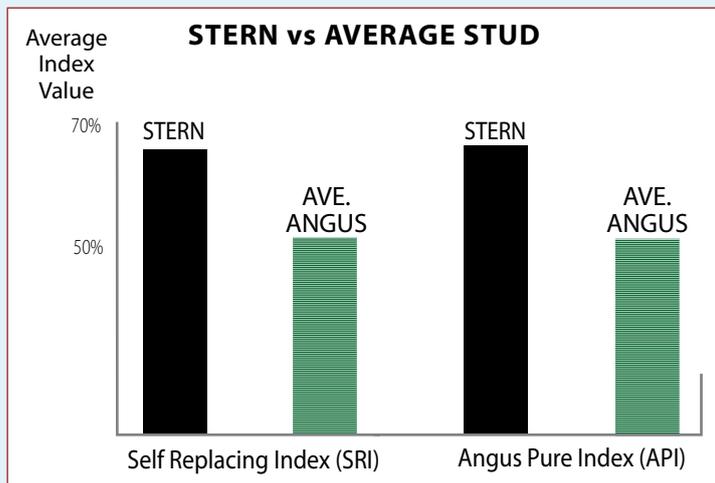
It took a bit of encouragement for Laurie to agree to this very brief overview of his operations at Fox Peak. That's typical of a family that likes to keep a low profile. It's interesting Laurie spent fourteen years shearing, milked cows, worked hard, developed dairy properties and finally bought Fox Peak Station. All this achieved by a guy who was brought up at Matauri Bay in the winterless Far North. It's also interesting the previous owner sold Fox Peak to reinvest in developing dairies on other properties it owned, whereas Laurie and Teresa saw potential and opportunities.

Congratulations to a hard working family and a great business.



2017 line of calves at Temuka.

Dollars in Your Pocket!



The above graph illustrates how the 2017 Stern offering is again way ahead of the average Angus stud in delivering dollars in your pocket! Our average index values are in the top third of the breed, in fact the top bulls are in the top 5% of the breed. The SRI combines EBV's into a single dollar value for a herd breeding its own replacements and killing surplus stock and API for a pure fattening operation.

Stockman of Stern Retained 2017



BW	200	400	600	MLK	SC	EMA	IMF	SRI
+5.8	+47	+79	+109	+15	+2.1	+3.1	+0.5	+110

Exciting 2017 Bloodlines

Stern 390



Son pictured.

BW	200	400	600	MLK	SC	EMA	IMF	SRI
+5.8	+38	+70	+101	+11	+2.6	+2.7	+0.4	+88

S Chisum



BW	200	400	600	MLK	SC	EMA	IMF	SRI
+5.2	+62	+102	+127	+16	+3.2	+7.7	-0.2	+172

Stern 308

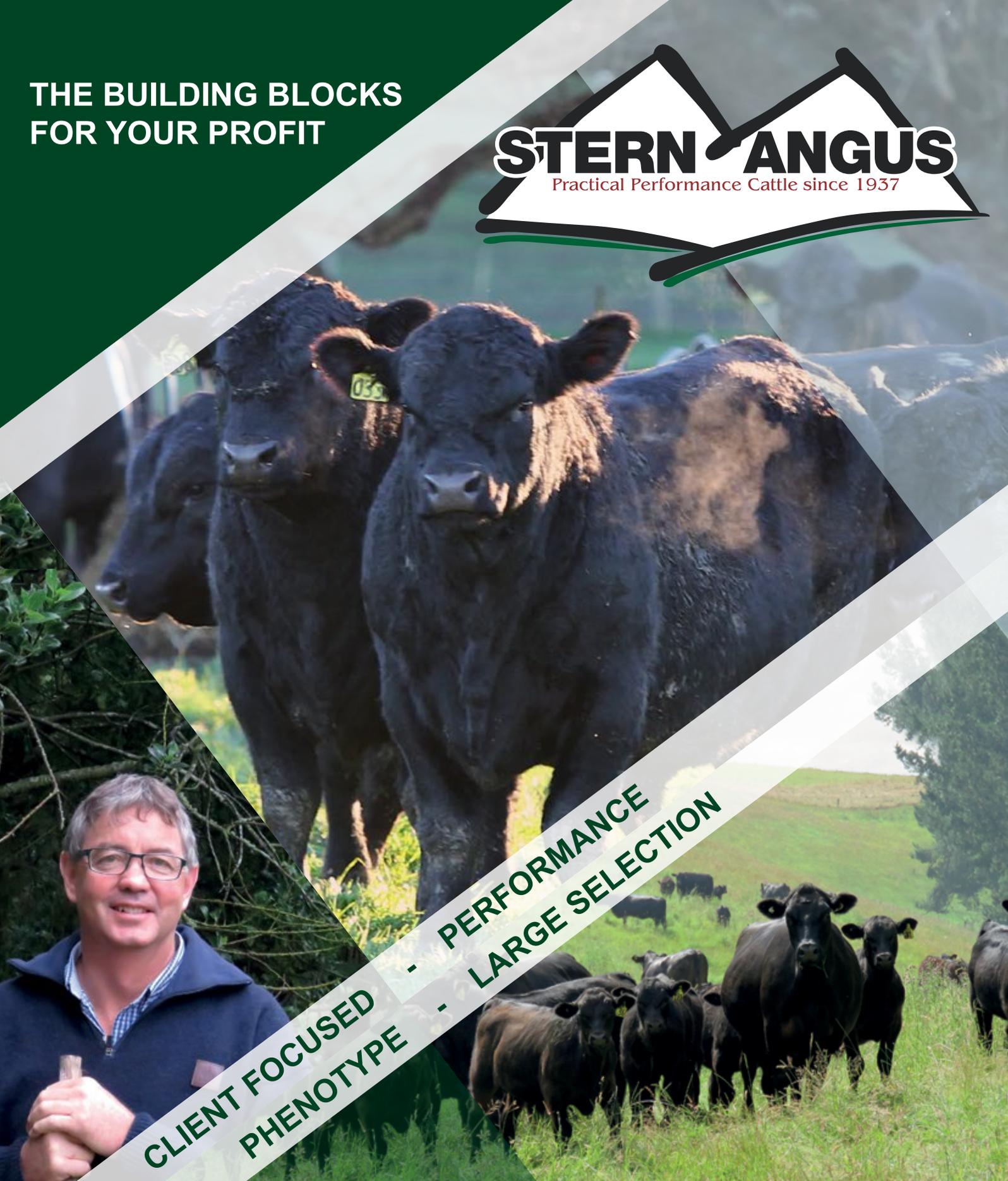


Son pictured.

BW	200	400	600	MLK	SC	EMA	IMF	SRI
+4.8	+40	+70	+89	+15	+2.7	+4.7	+1.1	+111

**THE BUILDING BLOCKS
FOR YOUR PROFIT**

STERN ANGUS
Practical Performance Cattle since 1937



**CLIENT FOCUSED - PERFORMANCE
PHENOTYPE - LARGE SELECTION**

105 BULLS SELL - JUNE 22 2017, 1PM

TOTARA VALLEY, SOUTH CANTERBURY

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