



115 Bulls Sell - June 20



Thank You

Bull Walk May 21, 1-4pm

When the hammer fell on the last bull of our 2018 offering I didn't know what to say. It had been a very, very good sale. I guess we were just at the end of what had been a very good year for farming across all species and the climate had played it's part as well - and we presented a great team of bulls! We work away like all of you to produce a product, we put it up for auction two years after conception and hope that snow, floods and earthquakes don't intervene for the one hour or so we have to realise value. It's not for the feint hearted.

So thank you, we're humbled by your support and challenged by the responsibility to continue to provide consistent quality genetics to the industry. We look forward to your inspection of a very good line-up again this year!

Born in the USA

It's all very well using a bit of American semen on recommendations but we felt it was time to visit again and see for ourselves the direction the biggest gene pool in the world is taking. Fe and I headed into the West last July and drove 6000 miles in four weeks from Colorado to Virginia, the last two weeks of our holiday were a little less frenetic in New York, Boston and up to Maine in the east (yes of course it was a holiday Fe!).

I didn't go expecting to see New Zealand type cattle, cattle with volume, bone and soundness. I wasn't expecting to drive around the corner and find another Stern herd.

But as we worked through the teams of bulls at AI centers and visited studs we did find a couple of bulls that would add value to our herd and we did find a couple of herds that will be interesting to follow in future. There are plenty of pitfalls with American genetics but we should remain open to the opportunities such a large gene pool offers. Yes their production systems are different but much of

that is a result of climate and soils that in many ways are way more hostile than anywhere in New Zealand.

Our philosophy is not to be blinded by others but to look and try new genetics whether from the US, Australia or New Zealand. Our job is to blend and sort through the resulting bloodlines and provide a consistent team of bulls that will add value across the EBV spectrum.

We wont get bull selections right every time and we're helped by not aiming at the extreme end of performance, but in order to help improve your profit we shouldn't ignore EBVs and a vast gene pool.



Musgrave Angus, Illinois.

Client Profile

The Brothers



Brothers Station owner Tim Allan.

Named after the range of hills between Pleasant Point and Fairlie The Brothers is farmed by the Allan family; Tim and Keely, and Tim's parents Greg and Julie. The Allans' shifted from Culverden eleven years ago selling an intensive flat property and purchasing The Brothers from long time Stern clients Hamish and Anne Steele.

The 920ha property was added to in 2017 with the purchase of Acacia Downs and now totals 1140ha (1,000ha effective). It runs from 150m to 650m above sea level with normally reliable summer country at the top and early limestone country at the bottom. Tim kindly grazed Stern cows the first autumn he took over Acacia Downs.

'Normally reliable' hasn't lived up to it this year however with The Brothers having the driest autumn in eleven years says Tim. It is very dry in South Canterbury.

The property runs 220 cows including 30-40 heifers, selling the bottom quarter of mixed sex calves at the Temuka weaner fair (ave 210kg). The balance are either sent to Five Star, killed or sold in calf by the second winter.

The cows certainly have a job ahead of them this year tidying up after 5700 ewes and 1800 hoggets. An exceptionally wet early summer has left plenty of tag for the cows while the calves will be wintered on kale. The cows do a great job providing a platform for impressive performance from the ewe flock which scans typically 170% and weans 140%.

When it comes to bulls Tim and Greg have been very strong supporters of Stern from the beginning. Tim will come down with PGGW agent Rob Harvey and go through the bulls before the sale to identify a handful of preferred bulls. This gives the opportunity for James or Donald to guide selection on a one-on-one basis.



Replacement heifer calves.

It's a relationship that works well. One of the top bulls we've purchased was 08254 that James recommended and we purchased sight unseen. He's left some magnificent females says Tim.

Good management of a good property and top genetics: a successful combination and a continuation of a fifty year relationship by Stern with the Steele and Allan families.

SFF changes EQ Specs.

EXCESS FAT IS PENALISED

Silver Fern Farms recently reviewed the EQ program that has rewarded suppliers for hitting measurable targets for Eating Quality. The review dropped F and T grade animals from qualifying.

The take home message is that excess fat is not welcome. All we need is adequate fat cover, besides it's so much cheaper to grow muscle than fat. In fact it takes ten times less energy to grow a kilo of meat than a kilo of fat.



Gartner Denowh Angus Ranch - Montana.

Comments From An Expert!

The people that regularly buy your mid range calves weighing 200-240kg are the experts. Cameron and Esther Moore at Montalto buy 1,200 heifer and steer calves annually and I bumped into Cameron at the Mt Arrowsmith calf sale earlier this month. He made some interesting observations:

We like to know where the breeders get their bulls from. He's been to Stern and likes to follow Stern genetics where possible.

We prefer to buy calves that are sired by registered angus bulls, we've found them to perform better than those sired by unregistered bulls. They're a generation ahead in performance.

The temperament and performance of extreme American genetics has been frustrating. We prefer deep bodied cattle that weigh and that's the number one profit driver.

The 1200 calves are taken through and killed at CMP or sold to Five Star.

We were pleased to give Cameron a schedule of vendors using Stern genetics and it was nice to see Mt Arrowsmith and Mt Potts calves later at Belvedere. Thanks Cameron for your comments.



James talking with Cameron Moore.

Exciting NEW 2019 Sires Millah Murrah Klooney



BW	200	400	600	MLK	SC	EMA	IMF	SRI
+2.8	+48	+92	+112	+20	+1.9	+6.6	+2.6	+153

Te Mania Powerhouse



BW	200	400	600	MLK	SC	EMA	IMF	SRI
+3.3	+52	+93	+117	+19	+2.9	+1.2	+1.8	+152

Stern 815



BW	200	400	600	MLK	SC	EMA	IMF	SRI
+5.9	+48	+96	+125	+17	+3.0	+2.0	+1.5	+120

Join us to
Celebrate
our

50th

Annual
Sale

83rd Year of Breeding

Thursday

20 June,

12.30pm

Sterndale, Pleasant Point

115 Bulls

View pre-sale bull video from mid May at

www.sternangus.co.nz

Follow us on facebook.

Contact JAMES 021 1864 796

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