

BANQUET ANGUS 2016 SALE REPORT

Records at another Major Banquet

It was another fantastic day at the Branson family's Banquet Angus sale at Mortlake last Thursday, 25th February. With the stands packed to near capacity and with 107 registered bidders from five Australian states and New Zealand, there was a very good indication of a strong sale result.

However this year there was a different sale recipe. There were only 91 bulls offered this year, plus 150 PTIC commercial heifers on behalf Banquet clients, Margaret and Robbie Patterson, Drysdale Partnership, Mortlake to commence the sale.

In a total clearance, the bulls all sold to a relatively modest top of \$21,000 in comparison with some other individual bulls sold in the last couple of months, but at a fantastic \$8868 average, a record for Banquet. This exceeded last year's average by \$494, which was boosted by a \$40,000 top price component. The Patterson heifers also all sold to a record top of \$2700, averaging \$2411 and took the overall sale day gross to well over the million dollar mark.

Bulls were the commodity most of the registered bidders came to buy, with senior Banquet principal Stephen Branson describing the draft as the most even ever presented. They also came with extra physical fertility examination and morphology semen testing on top of the numerous other quality assurances given at Banquet, ensuring even less chance of any disappointing results for clients.

The evenness in quality was reflected in the consistently strong bidding throughout. Twelve of the first twenty lots sold for \$10,000 or better and 29 achieved this level by the sale's end. While the five figured sales accounted for 32% of the offering, 10% sold under \$6000, with 58% selling in the \$6000 to \$9000 range. This buying strength was built on the back of better marketplace prices and improved seasonal conditions in a lot of beef cattle areas around the country. However it hasn't yet flowed on to all producers as there was still some operating with lower budgets.

"If you look over these bulls, they have the capacity and thickness to put extra money in the pockets of their purchasers; with great length and width from hip to pin, an extra rib and the length of cannon bone to grow on," Landmark auctioneer Kevin Norris said as the first bull entered the ring.

It was Glen White, manager for Dunkeld Pastoral, Dunkeld who set the ball rolling with a winning \$14,000 bid on this first lot, then added lot 10 for \$10,000 to complete their buying early.

Brothers Alastair and Ian James, A7 Farms, Casterton also paid \$14,000 for the second bull offered, the 1000kg and 22 month old Banquet Keith K031. They also purchased two bulls, but waited until the last bull offered to make their second purchase at \$8000.

The James family, firstly parents Rod and Ann and now their sons have purchased at Banquet for every one of the last 21 years. Two other buyers at this sale also purchased in that first Banquet selling season, these being Keith and Merryll Diprose, Chartwell Farms, Romsey and Mick and David Page, Penshurst. They both paid \$9000 for select bulls in this sale, Keith and Merryll also paying the \$13,000 top at Banquet's inaugural spring bull sale last September.

Tom Shoobridge, Cleveland Pastoral Estates, Ouse, Tasmania is a regular top end Banquet bull buyer and he set the next early high of \$15,000 for lot 3, the very powerful Banquet Kodak K084, weighing in at 915kg at 21 months of age. The strength of this line is indicated by the bull's grand dam, B. Dream F253 that has had 4 sons average \$12,000 in past sales including the \$20,000 sale topper in 2009.

Three single bull purchases at \$16,000 lifted the top one notch further, these going to Dungay Park Angus, Dondingalong, NSW, Webb Pastoral, Glenburn, Vic, both of whom purchased heifers, and MJ & RF Patterson, Mortlake, who sold the heifers. The latter of these was the 11 month old and 530kg Banquet Lascelles L022, the first one offered from a select group of five outcross "baby bulls"; these averaging \$10,000.

Picking up another two of them was Chris Stanley, Chris Stanley Livestock, Woori Yallock. He purchased five bulls at an \$8600 average for Gippsland Water to be the biggest volume buyer for the fifth time in the last six years.

It was not until lot 72 that the top price of \$21,000 was achieved. This catalogue position was not a reflection of the vendors' opinion of the bull. Rather, he was penned with the group of 17 month old bulls he was raised with.

Banquet Katoomba K312, sired by Anvil Fusion and from a "Time Frame" daughter in the Banquet Dream family was a stud sire in every aspect. He weighed in at 720kg with exceptional muscling and hindquarter conformation for a bull of this age. His structural correctness was exceptional and his Breedplan figures were just as impressive. With a moderate birth weight EBV of 5.1 and growth figures up to 114 for 600 day weight, an EMA of 4.1 and IMF of 1.8, his overall balance was very hard to fault.

The successful purchaser was Paul Hawkins, Elm Grove Cattle Co, Llangothlin, NSW buying through Elders Glen Innes agent Geoff Hayes. Taking a semen share in this bull were Richard and Vicki Rowe, Merchiston Cattle Co, Marton, New Zealand. The Rowes have been sharing genetics with Banquet since the early 1990s and opened Banquet's first ever auction. Banquet is retaining semen in this impressive youngster for in herd use. Elm Grove also purchased Banquet Kurdeez K271 for \$10,000. They have a small stud herd from which they breed bulls for their 240 Angus cows.

The second top price of \$20,000 was paid for Banquet Keast K214 by Richard Wadeson, RCW (Vic) Pty Ltd, Shepparton. With figures of +90 for 400 day weight, 118 for 600 day weight and 5.8 for EMA this powerful 17 month old youngster already weighed 760kg.

The bull will be used primarily for semen sales. Richard explained they had purchased the bull's sire, Banquet Graduate G464, but he had recently died.

"We were devastated to lose him, but then noticed there was a son in this sale. When we saw him we thought he was an absolute ripper and were determined we were not going to go home without him," Richard said.

RCW (Vic) Pty Ltd also invested in two impressive bulls at \$7000 and \$6000 late in the sale through their agent Andrew Dalton, Peter Wilson Livestock, Shepparton.

While this sale was exceptionally strong, for some of the regular top end bull buyers it actually proved to be cheaper. With two strong bidders on any one of about 10 top bulls, including several that Banquet had retained semen in for their own use, they could have made very high prices, but such was the number of high quality selection choices, these buyers all settled on different bulls.

Charles and Cass Kimpton, Toora West, Glenthompson have purchased from Banquet for at least 16 years and have paid the top price three times. This year their investment in a new sire, Banquet Knell K190 only required an \$11,000 bid.

Blyth Brothers, Fernleigh Angus, Elmbank have also purchased regularly, including the \$30,000 top price in 2014. This year their two purchases were both outstanding bulls that Banquet has retained semen in; Banquet Kamona K210 for the sale's third top price of \$18,000 and Banquet Kyneton K081 for just \$10,000. The dam of the \$18,000 bull was also dam of the \$13,000 top priced bull at Banquet's inaugural spring sale last September. Based on their quality, both bulls purchased in this sale could well have made much more in many of the previous Banquet sales.

Tim Wright, Elders Holbrook purchased for Banquet regulars, the Geddes family, Warranboo Partnership. They have also repeatedly paid near the very top sale prices, including the \$20,000 second top price last year. This year they secured Banquet Karoo K290 for just \$11,000 and then possibly the steal of the day, Banquet Kinglake K194 for \$12,000. Sired by Millah Murrah Equator D78 this ET son from one of Banquet's top breeding females, Banquet Dream A250 had extraordinary Breedplan growth figures of 96 for 400 day weight and 133 for 600 day weight.

David Hurley and daughter Diana, Dargo have also paid top end prices for their selections in the past for their renowned High Country herd. Although being underbidder on the \$18,000 third top priced bull, their two successful purchases at \$12,000 and \$8000 were at rates well below what they might have expected to pay from past sale results.

Barry and Damien Pitt, Sumatanga Park, Coonawarra and buying through TDC Penola led the five South Australian buyers at this sale. Getting in early, they snapped up Banquet Kirkpatrick K025 and Banquet Kevin K085 at lots 5 and 7 for just \$14,000 and \$10,000, the latter another of the sires Banquet has retained semen in. They realistically expected to pay much more for these two exceptional sires.

Other repeat South Australian buyers, Ken Badenoch through Ray White Keatley, Mt Gambier (three bulls at \$8000, \$8000 and \$12,000), Evan Pettingill, Millicent and buying through P & L Livetock Mt Gambier (two bulls at \$7000 and \$4000), and the Bourne family, through SAL Naracoorte (one bull at \$8000) were this year joined by MC, AD & CM Steinhart, Flaxman Valley, buying through Elders Roseworthy, with two bulls at \$11,000 and \$6000. Thus, 10 bulls went to SA at an \$8800 average; just under the overall sale average.

While three Queenslanders and past Banquet buyers took the time to travel to this sale, it was a phone order from Duncan Emmott, Longreach that put this state on the buying map. He was successful in purchasing four bulls, all at \$6000 to be the equal second highest volume buyer. While it has rained and the season is much kinder towards many Queenslanders, it hasn't yet rained dollars, so it was a mission of observation rather than action for the others.

Two other Victorian buyers were prominent in the volume buying. MA McCormak, Caldermeade and buying through Alex Scott Korumburra didn't purchase their first bull until 15 lots from the end. They obviously liked this Banquet Hudson H411 son, as they then purchased two more and a Banquet Granada G077 son in the next three lots, also going home with four bulls at a \$5000 average.

Craig Wallis, buying through Kerr & Co, Hamilton averaged \$9333 for three bulls last year and repeated that exactly this year. His top purchase, the 17 month old Banquet Knight K284 by B. Frederick F683 at \$11,000 was a particularly impressive youngster.

Last November, the Branson family offered their first ever significant run of females in their 'Belles of Banquet' female sale. The two top priced females in that sale had top descendants in this sale. G & R Maher, Stratford paid \$10,000 for Banquet Kadina K059, a grandson of the \$30,000 cow B. Champagne F338, purchased by Bannaby Angus, Taralga, NSW. Strathbrae Equity, Inverloch paid \$9000 for the son of the \$27,000 second top priced female from November that was sold to Heart Angus, Tamworth. They then added another bull at \$10,000, their two averaging a good value \$9500.

Doug Robertson, Nangana, Grassdale is another long term Banquet bull purchaser, and bred some of the heifers sold by the Pattersons pre-bull sale, these originally topping one of the Hamilton weaner sales in January 2015. He picked up another outstanding sire in Banquet Kenmore K249, an ET son of Millah Murrah Doc F159 for \$12,000, sure to assist him to continue producing sale topping weaners. PR & MA Gristede, Peterborough, Vic and Russ Davis, Preswon Pty Ltd, Benalla were other regular Banquet clients who each purchased 2 bulls at averages of \$9500 and \$8500 respectively.

The sale average of \$8868 was a Banquet record, but was primarily achieved on the extremely strong middle ground. While the top 20 or so bulls were collectively cheaper than many expected it was the significant lift in the middle and bottom prices that contributed most to this average. Buyers clearly have more confidence since the lift in saleyard results for young cattle over the last six months in particular, and if seasonal conditions and cash flow allows, they are now prepared to lift their buying budgets.

"The greatest compliment we can have is the size of this crowd and particularly the number of repeat buyers. We are focussed on being a Banquet family business and that very much includes our clients, whether they have been with us for one or twenty plus years," Stephen Branson said post sale.

Sale Summary	2016	2015
Offered	91	99
Sold	91	99
Top	\$21,000	\$40,000
Average	\$8868	\$8374

Agents: Elders and Landmark

Auctioneers: Kevin Norris, Landmark and Ross Milne, Elders



Pictured with the \$21,000 top priced bull at the Banquet bull sale are Dianna & Stephen Branson, Banquet Angus, Mortlake, Richard Rowe, Merchiston Cattle Co, Marton, New Zealand (semen share purchaser), purchaser Paul Hawkins, Elm Grove Cattle Co, Llangothlin, NSW and Paul's agent, Geoff Hayes, Elders Glen Innes.



Pictured with the \$20,000 second top priced bull at the Banquet sale are Josh McRae, livestock consultant for purchasers, RCW (Vic) Pty Ltd, Banquet's Hamish Branson, purchaser Richard Wadeson, Shepparton, his agent Andrew Dalton, Peter Wilson Livestock, and Banquet senior principal Stephen Branson.



Damien and Barry Pitt, Sumatanga Park, Coonawarra, SA are pictured with Hamish Branson, Banquet after the Banquet bull sale, and the bull they purchased for \$14,000, also purchasing another at \$10,000 two lots later.



Tom Shoobridge (back right), Cleveland Pastoral Estates, Ouse, Tasmania is with his livestock manager, Will Van Gemert (back left), Genevieve Van Gemert, Tom's partner Stacy McDonald, Banquet's Noeleen Branson and the \$15,000 bull Tom purchased at the Banquet bull sale.



Banquet principal, Stephen Branson (right) is pictured with regular Queensland clients Peter Attard, Moura and Ross Milner, Yeppoon. Peter and Ross drove all the way down to the sale to keep in touch with the Banquet program.



Banquet's Stephen (left) and Gordon Branson (right) are pictured with Alistair and Ian James, A7 Farms, Casterton. The James family is Banquet's longest serving client, having bought bulls every year for the last 21 years. This year they purchased two at an \$11,000 average.



Long term and loyal Banquet clients, Keith Diprose, Chartwell Farms, Romsey and Diana Hurley, Dargo are pictured after the Banquet sale. Keith purchased one bull at \$9000 after also purchasing the \$13,000 top priced bull at their spring sale in September, and Diana, along with her father David purchased two bulls at a \$10,000 average.



Dianna and Gordon Branson are pictured post sale with Glen White, manager for Dunkeld Pastoral co, Dunkeld in front of the bulls that included their \$14,000 and \$12,000 purchases.