

# BANQUET ANGUS 2013 SALE REPORT

## Another Stunning Banquet Result

In commencing last week's blockbuster Banquet bull sale at Mortlake, Landmark auctioneer Kevin Norris said, "These bulls are in ideal paddock condition and will give you real weight gain and dollars in your back pocket."

To a sale barn packed to the roof, including 114 registered and mostly repeat buyers from five states, this was something most had already experienced. The resulting confidence in the Banquet product and service went a long way towards explaining the sale result in this present environment, where confidence and subsequent demand is much lower than the last few years.

138 big and powerful Angus bulls were sold from an offering of 144, achieving a top price of \$20,000 and averaging a wonderful \$5388. While this average was significantly down on the two previous record breaking Banquet sales for the Branson family, it was outstanding in comparison to most recent sales, especially in clearing that number of bulls in the one day.

In summarising their 14<sup>th</sup> annual sale result, principal Stephen Branson said, "The buyers have given us a lot in the past couple of years in particular and this was a time where we were able to give something back. New buyers were able to get in and purchase and we are confident they will get a genetic lift as a result, while regulars were able to get bulls with higher quality and performance levels for their same outlay. Our business is about making more money for our clients and from that perspective this was a wonderful sale result for us."

The sale started very impressively with the first 20 bulls averaging \$9675. Twelve bulls sold for \$10,000 or better and nine of these were in these first 20 lots. That section of the sale contained several bulls arguably as good as any ever offered by Banquet previously. However, from there on it became a market that was very much in buyers' favour. Half the offering sold for \$4000 or less, and 59% sold under the sale average.

The highlight \$20,000 top price was again paid by Charles & Cass, Kimpton, Toora West, Glenthompson through their agents MC Kerr & Co, Hamilton. This was for lot 7, Banquet Garton G275, the first of an impressive line of Banquet Duncan D412 sons. Weighing 925kg at 21 months off grass, he displayed wonderful balance, muscling and power, yet had smoothness and cover. Charles & Cass, who sell around 100 bulls per year privately, have paid the top price at Banquet five times since 2001 when their first top price purchase was Banquet Upright for \$21,000.

"He is a really powerful stud sire; he has balance and conformation; is a frame 8 bull, but looks about 6.5. His skin is magnificent, displaying his softness and easy doing capabilities. We looked hard and unanimously selected him to be the most complete bull in the offering; virtually fault free and we knew straight away that he was the one for us," Charles & Cass said.

"We want to breed a hundred like him. We love the Banquet cattle and what they are doing in our herd and those of our clients. We had a semi load of steers go off recently averaging 680kg and still with their milk teeth," Charles said.

"We've also recently sold 750kg cows and got \$1.45/kg, yet smaller framed and lighter cows in the same market only made \$1.25/kg. That's a no-brainer; it takes a lot to make up the difference with extra calves over a 4 to 5 year breeding life of the cows," he added.

There is also a family connection in that Charles & Cass's daughter and son in law, Oopy and Duncan MacGillivray, bred Banquet Duncan's sire, Wittalocka X10 in their Wittalocka herd near Keith in SA.

Maybe Banquet Duncan D412 will become the next boom sire at Banquet, taking over from B. Ballis whose sons have grossed over \$1 million in the last two years. Duncan had 12 sons in this sale including seven of the last 25 lots, these averaging \$8083, 50% above the sale average.

Underbidder on the sale topper was Banquet regular client Tom Shoobridge, Cleveland Cattle Co, Ouse, Tasmania, with Richard Cresswell, Deloraine bidding on his behalf. While he missed this bull, he did go to the \$15,000 second top price to secure lot 13, Banquet Granada G077 for his highly productive commercial herd. This was for one of the few Banquet Xtra Belief X030 sons in the catalogue whose sons have grossed over \$750,000.

Peter Smith and his son Evan from Preston were the only other Tasmanian's to operate this year. They produced two bulls at \$3000 and \$5000.

Quite a few Queensland buyers have come to realise the wonderful qualities and strength of the Banquet bulls in crossing programs over their Bos Indicus cattle in the last decade, and several were again to the forefront in bidding on top bulls. Peter Attard, Shingle Hut, Moura and buying through agents Hourn & Bishop led the way, successfully bidding \$14,000 for Banquet Gurry, a 22 month old and 910kg powerhouse son of Banquet Danby D347. He later also added an Xtra Belief X030 son for \$7500, having also paid \$17,000 for one of his sons last year.

Collectively, six Queenslanders purchased eight bulls. AG & LP McKinlay, through Landmark Emerald were prominent, picking up two bulls at \$11,000 and \$6000; their top lot being a B Dominator D345 son. Ross and Heather Milner, Yapoon paid \$6500 for Banquet Goodyear G883, while first time Banquet visitor Graeme Carige, Wandoo Pastoral, Baralaba went to \$9000 for B Glaze G762, a son of B Content C146 that displayed length, depth and thickness with a powerful sire's head.

Stephen Handbury, Anvil Angus and buying through Rodwells Alexandra is no stranger to top Banquet genetics having previously purchased several Banquet bulls including their record \$50,000 bull Banquet Time Frame Y135 in 2005, plus their \$38,000 record female, Banquet Kite A197 at the Sydney Royal Show sale in 2008. This year he purchased a top Duncan D412 son, Banquet Garrett G272 for \$12,000 at lot 8.

Another repeat buyer was Barry Pitt, Sumatanga Park, Penola, SA. Through his TDC Penola agent, Jamie Gray, he successfully bid \$10,000 to purchase the very impressive Banquet Frederick F683 (AI) (ET), coming in at 1035kg at 27 months. This bull has been used in natural matings at Banquet and semen is also being retained, with his dam being purchased from the Vermont dispersal sale. She is a descendent of Banquet's legendary foundation female, Kiwi Dream M41. Having got this bull at a lot less than expected, Barry then purchased Banquet Golding G306, another son of Duncan D412, also for \$10,000.

Five South Australian bidders purchased nine bulls in total. Legoe farms, through Elders Millicent paid \$5000 and \$4000 for two bulls, Woodsoak Pastoral, through Chay & Merritt, Millicent picked up two quality bulls at the \$3000 base price, Woodlana Station, KI and buying through Wardle & Co, Maitland paid \$6500 each for two bulls and FL & K Ryan, through Keatley Livestock, Mt Gambier purchased one at \$3000.

David & Gail Geddes, Warranboo Partnership through Elders Holbrook have been long term NSW clients, having paid \$18,000 and \$14,000 last year and \$19,000 in 2011 for top bulls for their 200

cow herd. This year they were beneficiaries of the lower price base and picked up B Goldstraw G782, a wonderful deep and thick 18 month old son of B Cortez C153 for only \$9000.

Don and Graham Star, Hillgrove Star Pastoral, through Landmark Albury were the only other NSW purchasers this year. Combined they purchased five bulls in the outstanding value range of \$3000 to \$4000.

No bidder in this sale was more important to the overall result than Jono Craven, manager for Gippsland Water, Sale and buying through Chris Stanley Livestock Woori, Yallock. For the third year in a row Gippsland Water were the biggest volume buyers. After purchasing 20 bulls at a \$7550 average over the previous two sales, they purchased another eight this year, paying to \$9000 and averaging \$6938. With their budget, in this sale they were able to get buying access to bulls that would have easily exceeded \$10,000 in the previous two years and no doubt they will get an extra benefit in the progeny. Jono reported he has already gained a 50 to 60kg lift in his weaner weights since using Banquet bulls.

Reid Agriculture, Gordon, via Ballarat and buying through TB White & Sons, Ballarat were also prominent buyers, purchasing seven bulls. They were able to get these for only \$3000 to \$4000.

Rod and Ann James and family, Casterton are probably the longest term Banquet clients, having bought from Banquet for the last 18 years. This year they went to a top of \$12,500 for Banquet Game Boy G451, sired by the USA Imported bull, LT Bandwagon 3105 that Noeleen found while on an intensive visit to the USA and Canada a couple of years ago. Banquet is retaining semen in this impressive youngster. The James family also paid \$6500 and \$5500 for two other quality purchases.

Norma Belcher, buying through Elders Yarram made two significant purchases; Banquet Garzdo G132, a son of B Zappa for \$11,000 and B Gambier G154, a son of B Ethridge for \$7000. These value buys were both made in the hot competition first 20 lots section of the sale.

Eddington Pastoral Co, buying through JM Ellis & Co, Hamilton went to \$10,000 and \$7000 for Duncan & Cortez sons for their highly credentialed herd, to also be prominent buyers.

Mick Page, buying through Elders Heywood also went to \$10,000 for his only purchase, Banquet Giblin G087, a full brother to the \$20,000 bull purchased by Peter Delaney, Murroa Pastoral Co, Hamilton in last year's sale.

Other important contributors to the overall result include PC Nixon & Co, through Elders Bairnsdale (four bulls from \$4000 to \$7500); Bob Haworth, through Elders Camperdown (four bulls from \$3000 to \$4500); Denholm Green Pastoral Co, through Landmark Mortlake (three bulls from \$3000 to \$4000); K & J Wyatt, through Elders Heywood (three bulls from \$3500 to \$5000); GJ Collins, through Landmark Warrnambool (three bulls from \$3000 to \$4000); Lane Bros also through Landmark Warrnambool (two to \$7500); Dunkeld Pastoral Co, through LMB Linke, Hamilton (two to \$9000); W & T Aitken, through Landmark Casterton (two to \$8000); NT & SM Nugent, through Costello Rural Corryong (two to \$8500); and Woodlands Romsey, through Rodwells Kilmore (two to \$6500).

Banquet principals Stephen and Noeleen Branson noted that 73 of the bulls offered through the sale ring this year were sired by bulls that have been sold through the same sale ring in past sales. With semen being retained from 13 of the bulls offered this year, there is clear evidence that they are giving clients access to their best genetics, explaining a significant part of the Banquet success.

### Sale summary

Offered	144
Sold	138
Top	\$20,000
Average	\$5388

**Agents:** Landmark & Elders

**Auctioneers:** Kevin Norris (Landmark) and Ross Milne (Elders)

### Photos from Sale Day



*Banquet principal Stephen Branson is pictured with Cass & Charles Kimpton, Toora West, Glenhompson, who purchased the \$20,000 top priced bull, Banquet Garton G275, pictured behind them.*



*Banquet's Gordon & Noeleen Branson are with Richard Cresswell (left), Deloraine, Tasmania paid the second top price of \$15,000 at this year's Banquet sale for this impressive bull, Banquet Granada G077 on behalf of fellow Tasmanian and repeat Banquet client, Tom Shoobridge, Cleveland Cattle Co, Ouse.*



*Pictured is Banquet Gurry G228, the powerful bull purchase by Peter Attard, Shingle Hut, Moura, Queensland for \$14,000, with Peter and Banquet co-principal Noeleen Branson.*



*Banquet's Gordon (left) and Noeleen Branson (2nd right) are with Queensland buyers at this year's Banquet bull sale. They are Graeme Carige, Baralaba (1 bull at \$9000), Ross & Heather Milner, Yagoon (1 bull at \$6500), and Peter Attard, Moura (2 bulls at \$14,000 and \$7500).*



*Barry Pitt, Sumatanga Park, Coonawarra, SA paid \$10,000 for the very impressive Banquet Frederick F683 (pictured), and then added another bull, Banquet Golding G306, also for \$10,000.*



*Ecstatic Banquet principals Noeleen (left) and Stephen Branson (3rd right) are pictured with happy buyers from 3 states after the Banquet sale. They are David Geddes, Holbrook, NSW (1 bull at \$9000), Peter Attard, Moura, Queensland (2 bulls at \$14,000 & \$7500) and Evan and Peter Smith, Preston, Tasmania (2 bulls at \$5000 and \$3000).*



The inspection pens pre sale.



Banquet principal Stephen Branson assisting long term client Rod James with bull details pre sale. The James family from Casterton have bought from Banquet for every year for the past 18 years.

This year they bought 3 bulls to a top of \$12,500.



The Banquet team of sale day helpers, including auctioneers Ross Milne (Elders) and Kevin Norris (Landmark).



Just part of the large crowd in one section of the seating at the Banquet Angus bull sale.