

BANQUET ANGUS 2012 SALE REPORT

Banquet's Magical Million

In an almost perfect sale result, Stephen and Noeleen Branson and the extended Banquet Angus family and team backed up last year's extraordinary million dollar sale by again surpassing that figure at this year's sale last Thursday (23rd). 144 bulls sold to a top of \$26,000 and averaged a very solid \$7070; yet this sale still had value to suit every budget.

Last year's result was exceptionally strong at the top end and while there were still good value bulls, this year's sale produced a much more even result. The top end was back a bit and there was plenty of exceptional value to suit lower level budgets with 36% of the offering selling from \$3000 to \$5000. However, the middle ground was much stronger this year with 49% selling in the affordable \$5000 to \$9500 range.

To have buyers continue to come back and to collectively produce this year's result, the Bransons are clearly doing a whole lot right. It is human nature to question value when prices lift, but the success of Banquet genetics in the commercial field is indisputable. Clients regularly top the regional weaner sales and that is why a large group of commercial breeders' names appear on the buyers' list year after year.

Auctioneers Kevin Norris, Peter Godbolt (Landmark) and Ross Milne (Elders) kept the sale going along smoothly, extracting bids when needed, but mostly refereeing the multiple rapid fire bids coming from the large crowd with representatives from all states, plus New Zealand.

Ultimately successful bidders came from five states, but the bulk of the support came from commercial Victorian breeders.

The top priced bull was the result of a bidding duel between two repeat buyers from the northern states. Doug Tozer, Onslow Angus, Wallendbeen, NSW bid via phone hook-up with Elders agent Alan Hickey and despite the phone dropping out at a crucial point, he won the bull with his \$26,000 bid.

The bull, Banquet Forbidabull F485 (ET) was by Banquet Day Dream D053 and had the great matron Kiwi Dream on both sides of her pedigree.

He had wonderful balanced figures and at just 17 months weighed 815kg. This 7.5 frame score bull was very deep with great hind quarter muscling in particular and looked every bit an elite stud sire. His dam, Banquet W173, is one of Banquet's best daughters of New Zealand sire Hingaia 469 and her 2011 son sold for \$20,000. There were five other ET flush brothers in this sale and the six averaged \$9917.

Underbidder was Brad Saunders, Pheasant Creek Brangus, Wowan, Queensland. While disappointed at missing this bull he didn't go home empty handed, picking up one of the ET flush brothers at a relative bargain \$8000, then added Banquet Fred F342 by Banquet Cortez C153 for \$13,000.

Brad was the first of the Queenslanders to identify how well the Banquet Angus bulls perform in their Brangus program and more have followed. This year three other Queenslanders made a real impact on the result and including Brad's purchases, they went home with ten bulls.

Peter Attard, Shingle Hut, Moura was after a top sire and went home with the fifth top priced bull, Banquet Foundation F700 by the magnificent sire, Banquet Xtra Belief X0310 for \$17,000.

David and Julie McCamley, who run the successful Lancefield D Brangus herd at Dingo went home with three top bulls, paying \$9000, \$10,000 and \$11,000. Included in these purchases were two sons of the great impact sire Banquet Ballis B017. Rarely has a sire had such a big impact in the Banquet herd. 51 sons sold last year averaging \$9392 and included the \$32,000 top price. This year another 44 sold for an \$8636 average, 22% above the overall sale average.

Rounding out the Queensland purchasers were Jeff & Jeremy Shaw, JS Grazing, Injune. They purchased four bulls from \$3000 to \$11,000 to be one of the higher volume buyers.

Besides the Onslow top price purchase, three other NSW buyers made an impact. David and Gail Geddes, Warranboo Partnership, Holbrook purchased for the eighth consecutive sale and made one of their biggest impacts. They outlaid \$14,000 on the 19 month old and 835kg Banquet Fijian F734 at lot 27 and then went to \$18,000 for the next bull into the ring, Banquet Focal F739, both powerhouse sons of Ballis B017. Their EMA readings of +2.1 and +3.4 backed up their visual muscling.

Helen Cowdrey, Tindaroo Partnership, Nundle bought for the first time, paying to \$7500 for four bulls, while Keith Diprose purchased three at \$5500 and \$6500(x2) for Touroma Farming, Pallemallawa, NSW.

Keith Diprose, Chartwell Farms, Romsey is a long term supporter of the Banquet program and also purchased 2 bulls for himself, paying \$9000 and an average breaking \$3500.

A first time Banquet buyer, Peter Delaney, Murroa East Pastoral Co and buying through Michael Kerr, Kerr & Co, Hamilton made a big and early impact by purchasing the second top priced bull at lot 4 for \$20,000. Banquet Fancier F046 was the first son of Banquet Cobee C084 to be offered and this 990kg and 23 month old bull impressed many pre-sale. Peter will use him by AI in his commercial herd.

Ross Davis, Preswon Pty Ltd, Benalla is another long-time supporter and top end buyer of Banquet bulls. Accompanied by his Rodwells agent Neville Colville, he again went for the best bulls, being an active bidder in both the higher selling bulls. He had more luck on his other bidding, taking Banquet Fitzroy F029, a Ballis son for the sale's third top price of \$18,500 and later adding two more Ballis sons at \$11000 and \$9,500.

Purchasers of last year's top bull at \$32,000, Charles and Cass Kimpton, Toora West, Glenthompson had a much cheaper day this year, paying \$9000 for Banquet Fashion F490, a Ballis son, and \$8000 and Banquet Flint F079, by Adjustment, both with huge growth figures.

Chris Stanley, Chris Stanley Livestock, Woori Yallock and agent for Gippsland Water at Sale, represented by manager Jono Craven were again the most prominent volume buyers. In committed bidding they purchased ten bulls, paying from \$6000 to \$9500 and averaging \$7800.

Besides the ones previously mentioned, it was a key group of repeat Victorian clients whose names regularly appear on both the Banquet buyers' list and sale topping results at regional weaner sales who deserve special mention. Banquet genetics obviously produce the right results in their herd and that is why they keep coming back and purchasing top bulls.

These included Doug Robertson, Grassdale, who purchased three at great value, paying from \$5000 to \$6500; Danny Kuch, Sale paid \$8500 and \$9000 for two top bulls; David Hurley and his daughter Diana, Dargo who went to \$11,000 for their only purchase this year; BE and MM Murphy, Casterton who paid \$10,000 for their only purchase, while Canavan Bros, Myamyn got in early and paid \$11,000, \$8000 and \$7000 for their three purchases. RM and HM James, Casterton have been buying from Banquet for every one of the last 17 years. They went to \$10,000 for their first purchase this year, but were then able to purchase at \$3000, \$6000 and \$4500 to average \$6375 for their 4 purchases.

At the other end of the time scale, Craig Wallis from Hamilton was a new client. He purchased 98 heifers from Doug Robertson at the weaner sales and on the basis of their breeding and quality came to Banquet and paid \$10,000 and \$6000 for two top bulls.

Dunkeld Pastoral Co's Glen White was an invaluable bidder, underbidding many lots before being successful on lot 73 at \$7000. He then added four more from \$4000 to \$9000 and averaging just under \$7000 for his 5 purchases.

Tasmanian bidders have also strongly supported the Banquet bloodlines and this year two were active. Trevor Hall, Quarterway Angus, Scottsdale went to \$13,000 to purchase Banquet Frontier F791, an impressive son of Banquet Cobee C084 backed by excellent growth, milk and scrotal figures.

Donald Bonney, Gunns Plains attended the Banquet sale for the first time after buying privately previously. He paid \$4000 for an Adjustment A082 son then went to \$12,000 for an Xtra Belief X030 son fifteen lots from the end of the sale, the only price over \$10,000 from lot 77.

Peter DeGaris and Jamie Gray TDC Penola, SA have a group of clients who appreciate the advantages they get from investing in Banquet bloodlines. The most prominent was BJ & DP Pitt, Coonawarra who purchased Banquet Fast F120, a wonderful Ballis B017 son for \$14,000. They also paid \$7500 and \$3500 account CW Hall & Co, Penola; \$5000 for D & A Balnaves, Coonawarra and a bargain \$3000 account Wooding & Co, Penola.

Woodlana Station, Kangaroo Island and buying through Wardle & Co, Maitland paid \$6000 and \$5500 for two high quality bulls.

Banquet principal Stephen Branson said the family was very pleased with the result, especially considering the increased number of younger bulls in this year's draft and they knew of quite a few regular buyers didn't need bulls this year.

“There was good value for all budgets right through the catalogue this year which pleased us. Those who know our program appreciate how these young bulls grow out and breed on, but we appreciate that for some newer buyers, the task of selecting their choices from such a large group of young bulls can be a bit daunting. That is why we are only too willing to help and give advice on the bulls most suitable for breeding objectives, whether this is at our annual sale, or privately” he said.

Sale summary	2012	2011
Offered	146	142
Sold	144	142
Top	\$26,000	\$32,000
Average	\$7070	\$7722

Sale gross: \$1,018,000

Agents: Landmark and Elders

Auctioneers: Kevin Norris, Ross Milne and Peter Godbolt

Photos from the Sale Day



Pictured with the \$26,000 top priced bull at the Banquet Angus sale bought via phone by Doug Tozer, Onslow Angus, Wallendbeen, NSW are Elders buying agent representative and joint auctioneer Ross Milne and Banquet principals Stephen and Noeleen Branson, Mortlake.



Banquet principal Stephen Branson (right) is with Peter Delaney (centre), Murroa East Pastoral Co, Hamilton and his buying agent Michael Kerr, Kerr & Co, Hamilton and in front of the bull Peter bought for the second top price of \$20,000 and will be used by AI over his commercial herd.



Banquet principal Stephen Branson is with Gail and David Geddes, Warranboo Partnership, Holbrook and the two outstanding powerful sons of Banquet Ballis B017 they purchased for \$14,000 and \$18,000. They have bought from Banquet for the last eight years.



Volume buyers with ten bulls at a \$7800 average were Gippsland Water, Sale. Here their agent, Chris Stanley, Chris Stanley Livestock and manager Jono Craven discuss their purchases with Banquet principal Stephen Branson, Mortlake after the sale.



Peter Attard, Shingle Hut, Moura, Qld is pictured with the bull Banquet Foundation F700 that he bought for the fifth top price of \$17,000 from last week's million dollar Banquet Angus bull sale at Mortlake.



Queensland visitors and buyers made a significant impact on the Banquet Angus bull sale purchasing ten bulls to a \$17,000 top. Pictured here are Heather and Ross Milner, Yagoon; Peter Attard, Moura (one bull @ \$17,000); David and Julie McCamley, Dingo (three bulls to \$11,000); Brad Saunders, Pheasant Creek Brangus, Wowan (two bulls to \$13,000); and Landmark Rockhampton agent Colby Ede.



Banquet principal Stephen Branson (centre) is pictured with Jeremy and Jeff Shaw, JS Grazing, Injune, Qld. The Shaws bought 4 bulls to \$11,000 at the highly successful Banquet sale at Mortlake.



South Australian buyers purchased ten bulls to \$14,000 at the Banquet Angus sale at Mortlake last Thursday (23rd). Here Peter DeGaris (left) and Jamie Gray (right), TDC Penola are with Coonawarra client and repeat Banquet buyer Barry Pitt. Barry bought an outstanding Banquet bull for \$14,000 while TDC Penola was buying agent for eight of the ten SA bound bulls.



Glen White, Dunkeld Pastoral Co, Dunkeld is pictured discussing his 5 purchases at the Banquet sale with principal Stephen Branson.