

# BANQUET ANGUS 2011 SALE REPORT

## Banquet sets new benchmarks for excellence

For those astute enough to attend the 2011 Banquet Angus bull sale at Mortlake, and there were over 500 of them, it will be a day to remember.

They saw the culmination of years of dedicated, no compromise work and wonderful client service by the Branson family come to fruition when an absolutely outstanding draft of 142 Banquet bulls sold to \$32,000 and averaged \$7722, resulting in a sale gross of \$1,096,500!

There were 182 buyer registrations and it was standing room only inside the sale barn as Landmark auctioneer Kevin Norris kicked the sale off with a \$14,000 sale to John Maclauchlan, Sale, Vic for Banquet Eureka W109. Karen Arnott, "Koomoorang" Angus, Currabubula, NSW then successfully bid \$20,000 for Banquet Elporto E110 to give an indication that the top end heat was really on.

Such was the strength of demand for the very top Banquet bulls, there were almost two sales; the first being the first 50 lots and the second being from lots 51 to 150. The first 20 bulls averaged \$14,925 the first 50 lots saw 20 bulls sell over \$10,000, six sell for \$20,000 or better and the 45 that made it to the sale ring averaged \$11,267.

It would be wrong to presume there was not real value for money in such an outstanding result, but the volume of 142 even quality bulls ensured plenty of buying options. In comparison, the latter 100 lots produced a very solid sale result in line with industry and seasonal trends, topping at \$12,000 and averaging \$5072. There was great value buying to be had with 29 bulls selling for \$5000 or less and 14 under \$4000.

The \$32,000 top price was paid by Banquet regulars, Charles & Cass Kimpton, Toora West, Glenthompson, Vic. This was for the outstanding and powerful Banquet Eston Boy E231, an AI son of Banquet Ballis B017, the 2010 Adelaide Royal Angus Feature Show Grand Champion bull. With figures to match his looks, highlighted by +95 for 400 day weight, +126 for 600 day weight and +3.1 for EMA, he was the main highlight in a continual run of highlights. Karen Arnott was also the underbidder on the sale topper after her earlier lot two purchase.

David & Gail Geddes, Warranboo Partnership, Holbrook have purchased a top Banquet bull for the previous six sales and this year was no exception. They went to \$19,000 before securing Banquet Earnest E369 for their 200 cow herd; while Bruce Graham, FB Graham P/L, via Tumorrana paid \$18,000 for Banquet Ethridge E083 through Landmark Albury, rounding out the NSW purchasers.

Including these three NSW purchases, 18 bulls went to interstate buyers, one to Tasmania, two to Queensland and 12 to South Australia.

Banquet regular Tom Shoobridge, Cleveland Pastoral Co, Ouse, Tasmania paid \$17,000 for Banquet Eastern E038, another impressive Ballis B017 son. MA, PJ, CP & JF Attard and CI & JE Underwood, both from Moura were the successful Queensland bidders, purchasing bulls at \$5500 and \$7000 respectively.

South Australian buyers provided strong buying support with Mt Shank Estate, buying through Miller Whan & John, Mt Gambier being the most prominent. They paid \$18,000 at lot 10 for Banquet Enver E128, another Ballis son and also paid \$7000 and \$6000 for impressive bulls late in the catalogue.

Oopy MacGillivray, Wittalocka Angus, Keith was back again after she and husband Duncan paid last year's \$20,000 top price. Through her buying agent Jono Spence, Spence Dix & Co, Keith she successfully bid \$8000 for Banquet Eagleton E692 at lot 31 and then seven lots later picked up Banquet Eastman E465 for \$14,500. These 18 and 17 month old youngsters were also sons of Ballis.

TDC Penola's Peter DeGaris successfully bid \$12,000 for Banquet Eloy E658, another Ballis son and the highest priced bull after lot 50. Five other South Australians bought, headed by P & GM & AR Bourne, Naracoorte (one @ \$8000) and EC, AM & AJ Pettingill, Millicent (two @ \$4500 & \$4000) being the most prominent of them.

Banquet Ballis B017 was the outstanding sire in the catalogue. It is not often that one bull has such an influence, for he had 51 sons in the offering. These included the top priced bull and averaged a tremendous \$9,382; 36% of the offering and 22% above the sale average price. For those who missed out on this prepotent sire's progeny this year, stud principal Stephen Branson said there were 190 Ballis sired 2011 calves on the ground and he would expect 60 to 80 to be in contention for next year's increased annual sale offering. This would be in light of the ever increasing demand for the Banquet bulls with this year's average being up \$1858 on 2010 despite an increase of 28 bulls being sold.

Commercial Victorian buyers provided the dominant buying strength in the sale where 93 of the 182 registered bidders were successful in purchasing from one to ten bulls. Chris Stanley Livestock, Melbourne and bidding for Gippsland Water, Taralgon, was the biggest volume buyer. They purchased 10 top bulls from \$5500 to \$9000 and at a \$7300 average, adding to the five they purchased last year.

Malcolm Davies, Greenwald Pastoral Co, Foster and buying through Elders Leongatha purchased eight bulls from \$3000 to \$8500 and at a \$5625 average to also be a significant volume buyer. Mark Stoney, Sugarloaf Nominees P/L, Melbourne and buying through Landmark, Alexandra purchased four from \$4500 to \$6500 in astute value buying.

However, it was another repeat buyer, Ross Davis, buying through Rodwells Benalla manager Neville Colville, who had a major impact on the top end sale result. They were underbidders on several of the highest priced lots, but were successful in

purchasing three bulls, all over \$10,000. A Springdale Herco 600 son at \$15,000 was their top buy.

Those who paid high by outbidding Ross, included Robert Love, Jumbuck Park, Violet Town (the second top price at \$21,000 for Banquet Eureka E216 and buying through Landmark Euroa); Trevor Solly, Riggs Creek and also buying through the same agent (\$20,000 for Banquet Ewan E223); Dale West, Kilcoolin Pastoral Co P/L, Riggs Creek and also buying through Landmark Euroa (Banquet Ellington E215 for \$20,000); and Clive White, Fish Creek (\$20,000 for Banquet Eumundi E223).

Canavan Bros, through Kerr & Co, Hamilton have been long time supporters of the Banquet bloodlines, with their weaners regularly selling extremely well in the local weaner cattle sales. This year they paid \$13,000 for Banquet Elkton E675, another top Ballis son. Chris Roberts, Gerangamite paid \$12,000 and \$10,000 for impressive bulls, while Doug Robertson, Grassdale (\$10,000 & \$5500), Bill Bouchier, Jilpanger (\$10,000, \$9000 & \$8000), Will Allen, Denholm Green Pastoral Co, Hexham (\$10,000), Norma Belcher, Woodside (\$11,000) and Calliem Mason, Codrington (\$10,000) were other prominent five figure buyers.

Buyers of two or more bulls included R & A James, Casterton (three to \$7000), P & S Loffel, Wool Wool (three to \$5500), RP & I Bradshaw, Lismore (three to \$5500), P & M Gristede, Lorangamite (three to \$9000), The Hurley family, Dargo (two to \$8000), David Bassett, Blackburn South (two to \$7000), Grant & Reggie Stuart, Bendigo (two to \$9000), Stuart McLeod, Macarthur (two to \$9000), Danny Kuch, Darriman (two at \$7000 each), Burn Brae Trading P/L, Smeaton (two to \$6000), David Star, Granya (two to \$5500), John McErvale, Branxholme (two to \$5000), Leon Condon, Codrington (two to \$6000), and RA, SM & AR Cameron, Coleraine (two to \$5500).

An elated Stephen Branson said post sale that naturally he was delighted with the result, but the standout positive from the sale was the improved quality that will be seen in the commercial steers in the next few years as a result of the many commercial producers who had invested in top performing, elite quality bulls.

## **Sale Summary**

<b>Offered</b>	<b>142</b>
<b>Sold</b>	<b>142</b>
<b>Top</b>	<b>\$32,000</b>
<b>Average</b>	<b>\$7722</b>

Agents: Landmark & Elders

Auctioneers: Kevin Norris (Landmark), Ross Milne (Elders) & Peter Godbolt (Landmark)

## Photos from the Sale Day



Pictured admiring the \$32,000 top priced bull, Banquet Eston Boy E231 after the record breaking Banquet sale are Banquet principals Stephen (left) and Noeleen Branson (right) and the purchasers, Cass & Charles Kimpton, Toora West, Glenthompson, Vic.



Banquet principal Stephen Branson (centre) is pictured with repeat clients, Gail & David Geddes, Warranboo Partnership, Holbrook, NSW and the \$19,000 bull they purchased at this year's sale at Mortlake.



Oppy MacGillivray (centre), Wittalocka Angus, Keith is with her agent Jono Spence, Spence Dix and Co, Keith and Banquet's Gordon Branson and the \$14,500 bull, Banquet Eastman E465, one of two she bought on the day.



Tom Shoobridge, Cleveland Pastoral Co. & repeat Banquet client from Ouse, Tasmania is pictured with his agent Gordon Boon, Banquet principal Stephen Branson and the \$17,000 bull, Banquet Eastern E038 that Tom bought at this year's Banquet record breaking sale.



Banquet principals Stephen & Noeleen Branson, Mortlake, Victoria are with Karen Arnott (centre), Currabubula, NSW after this year's fantastic Banquet bull sale. Karen paid \$20,000 for lot 2 and was also underbidder on the \$32,000 top priced bull.



Ross Davis and his buying agent, Neville Colville, Rodwells Benalla had a big influence on the fantastic Banquet sale result, underbidding several of the top priced lots before being successful in purchasing three top bulls over \$10,000 and topping at \$15,000. They are seen here making their pre-sale inspections.