



angus Raff

2023 Newsletter

angus



Raff Angus

'Boots on the Ground' Angus Bull Sale

Friday 18th August 2023 @ 1pm

DRILLHAM, QLD



This year's sale bulls...

Mid-April our bulls made their trip north to Condamine in preparation for sale day Friday 18th August where 120 will be catalogued. This year's sale group offer as diverse a selection of genetics as we have offered over the many past sales.

We continue to select and use our highest performing home bred bulls that excel for maternal strength and real on ground performance. They add predictability with consistency of type. A total of twenty-three homebred sires will have sons selling offering a diverse array of slight genetic variance yet all deep in Raff Genetic maternal dominance.

United Kingdom continues to have genetic influence within our herd with direct sons featuring from sires Gilbertines Powerhouse, Rawburn Jumbo Eric T627, Penguin Henry M503, Idvies Eric S735 & Rawburn Boss Hogg.

Dominant International sires from past decades have been reintroduced into our program with sons selling from past leading sires such as - Hoff Limited Edition 594, Sitz Alliance 6595, Vermillion Dateline 7078, TC Stockman 2164, Bon View Bando 598, GT Maximum 88, Hyline Right Time 338, VPI Lord Patriot 9025, Scotch Cap OB45 and QAS Traveler 23-4. There is even a son selling whose sire was born in 1969!! These well proven sires continue to breed progeny with tremendous 'on ground and over the scale' performance - this is why we continue to use such genetics.

- 58th year of dedicated Angus Seedstock Breeding for the Australian Beef Industry
- 120 Herd Book Registered Efficient Black Beef Bulls
 - Fifty-five x 22 month old bulls
 - Sixty-five x 18 month old bulls
 - Three Used Stud Sires

As the Australian Beef Industry continues to have an ever-increasing amount of information available at our fingertips on Seedstock animals for sale, from the comfort and ease of our homes, we have named this year's sale the Raff Angus **BOOTS ON THE GROUND** Bull Sale.

This year we want 'Boots on the Ground' at our annual bull sale. We have named it as such because we believe it is time for the industry to bring some balance to selection and get back to the bull pens and look at the actual bulls and give opportunity to better understand the story of the breeder.

To give incentive we offer a 1% discount to successful purchasers who physically attend and buy. We do this as an incentive to come and personally inspect our bulls and give opportunity to gain insight into our program and allow for a better understanding of our type and our breeding direction.

United Kingdom AI Sires - sons sell...



Idvies Eric S735



Gilbertines Powerhouse



Rawburn Boss Hogg



Rawburn Jumbo Eric T627

Raff Angus Carcasses continue to be more Profitable...

Now in our 58th year of Angus Seedstock Production and following our re-location to a reliable grass growing environment we now have the opportunity to follow the tail end of male progeny, (currently the bottom 50% of male calves born) and tail end heifers through to a 100% Pasture Raised and On Farm Finished Yearling Prime MSA Graded Animals.

Whilst the maternal line's ability to calve with ease and rebreed annually while staying functional and sound is paramount, the ultimate profitability of their calves cannot be truly determined until such has a dollar value placed on them at a carcass standpoint.



Heaviest Carcase Weight was 410kg with this group averaging 367kg Carcasses.

Since our move we have been able to add this new dimension to the performance evaluation of our cattle – actual carcass feedback. This in our mind is the ultimate in determining the profitability of the genetics we are using and, whilst some fine tuning can always occur, proves that our breeding principals are profitable and that our breeding direction is on the right path.

This past twelve months has seen another year drop of steers and heifers along with surplus cull cows processed through both JBS and Greenham. 100% pasture raised the Yearling Prime & MSA graded carcasses give us a valuable opportunity to give insight on where our genetics stand up for National Comparison.

The complete draft of both Spring (October born) and Autumn (February born) steers were processed late December 2022 and early January 2023. When processed these steers had an average Carcase Weight of 341 kilograms, milk tooth, returning \$3,013/head.

Over the past twelve months, within the financial year, we have sold a total of 166 Herd Book Registered steers and heifers as 100% Grass Fed, No HGP, on farm finished animals. It must be noted that the steer portion were the 'tail end half' or bottom 50% of all male calves born and the heifers where the bottom or 'tail end' 10% of all heifers born. Despite this, when compared Nationally within the Meat & Livestock Australia myMSA dashboard, they achieved a 24kg heavier Carcase Weight and had more marbling with extra finish. At the average grid price of \$8.80 they returned an extra \$211/head or an extra \$35,026 for that consignment.

During the past 3 years we have sold 560 on farm pasture raised Herd Book Registered steers and heifers. With an accumulative average over these years these Prime Yearling Milk Tooth Raff Angus animals have returned on average an extra \$395/head or an extra \$220,000 over this 3-year period when compared Nationally within the Meat & Livestock Australia myMSA dashboard.

The Commercial Breeder wants as many calves weaned at as heavy a weaning weight as possible. The Backgrounder wants these weaners to grow and reach feedlot induction weights as quickly as possible. The Feedlotter wants these backgrounders to finish their feed term with acceptable cover with good carcass quality, be of heavy carcass weights and again as with the Breeder and the Backgrounder have gained as much weight as quickly as possible. The Consumer wants to eat a piece of beef that is affordable, enjoyable, and produced as efficiently as possible.

Since establishment in 1965 the Raff Angus breeding program has been dedicated to performance recording – measuring all things measurable relevant to profitability. However, during these past five decades we have never lost site of the fundamentals of profitability – weight still pays.

Our bulls are purchased by clients who sell their progeny by the kilo - as weaners or as background feeders - while some maintain ownership through to target both the Yearling Prime and Jap Ox Grass Fed markets. For each of these varied programs they all want Angus Seedstock Bulls with the genetic potency to add as many kilograms as possible of raw weight into their progeny.



Raff Angus 100% Grass Fed Yearling Prime Milk Tooth MSA Graded Steers being processed at JBS Longford Plant Tasmania earlier this year.

The breeding decisions Seedstock Breeders make today reach the end consumer six years later. Despite such compounding of years and regardless of industry trends the Raff Angus business model has always been clear and simplistic. That is to produce seedstock bulls that produce as many calves as possible that weigh as heavy as possible at as young an age as possible to then grow on to produce as heavy and high yielding a carcass at as young an age as efficiently as possible.

- Profitable for the Cow/Calf Producer
 - Profitable for the Backgrounder
- Profitable for the Grass Fed Bullock Producer
 - Profitable for the Feedlotter
 - Profitable for the Processor

**The heavier they are
the more money they make.**

The Farm...

This past period has been quite remarkable for almost all sectors within Agriculture and a time we all deserved. For us it was a year of records and one that allowed us to push some buttons on farm to not only improve the day to day running of our business with investments in infrastructure but also investment in equipment to better manage the small windows for pasture renovation and the likes throughout the year. We had a professional team of fencing contractors from Queensland with us for over two months where they rammed in over 4,500 posts, used tens of thousands of screws for fence insulators and ran tens of kilometres of plain wire. With the intensive nature of our area, we re-discovered and



added near 5 kilometres of laneways along with new watering systems. These investments are substantial as we all know however are something, as I tell my family, that Anna and I will not have to worry about again in our lifetime!



The Cattle...

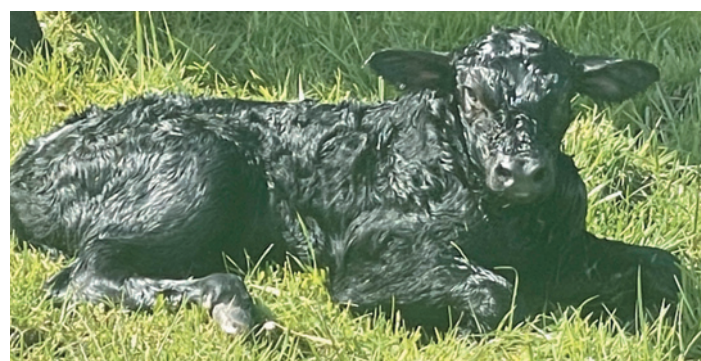
Since re-location we chose to take our time with our in-herd growth. The islands environment does present its unique challenges and because they are almost opposite to when in the north we needed time to better understand everything associated with such. This year we made our last spring mating's. We believe autumn calving (Feb/March) is better

suited, so all spring born heifers were carried over for a May joining. We will be calving a little over 200 Herd Book Registered cows this final spring, Sept/October, with over 600 HBR females to calve in the Autumn. Moving forward we think we will be close to full production with 800 HBR females calving down in the Autumn.



An opinion...

Small to small has a natural diminishing effect. It continues to intrigue me as to why there is an industry almost 'obsession' to select for low Birthweight EBVs within our breed. Angus cattle were never regarded as a hard calving breed. Is this a problem now because of a natural diminishing effect caused where small to small has not only reduced the animal frame size but because it has now also changed the animal's hip and pin skeletal shape? Is this the major contributor that has created a negative compounding effect on actual calving ease? If this is the case, then such a breed direction should only be considered a dangerous one.



The Family...

When fresh parents we were always told to enjoy the moments of when your children are young as they soon grow up!! Harry, our eldest, finished grade 12 last year with a strong academic ATAR. He was lucky enough to get accepted into St Johns College within UQ in Queensland where he is now studying Sports Science. Haz has a real enthusiasm and passion for his Rugby Union and now playing Colts 1 for Sunnybank. I'm pretty sure rugby comes first, his mates second then the academics....



just a normal 1st year College Student. Charlie, our second, is just months away from completing year 12. He is planning to stay in Adelaide next year and considering a Building or perhaps Butchery Trade – we will all know by the next newsletter?? He is a good AFL player with plenty of talent, has great mates and

perhaps has found his childhood sweetheart – life is good for our Charlie. Our third and beautiful Georgina continues to be a young lass with extreme work ethic, high expectations and high ambitions. She inherited none of my academic inabilities and excels with her marks! Grade 10 this year GG is for now the normal teenage girl who tries to push her boundaries with her mum!! Finally, Olivia, now grade 6, is the pocket rocket of the family. At school in Adelaide with Georgina she has opportunities a plenty. She has discovered

hockey and just this year got stuck into girls footy. With two older brothers she learnt how to be tough and rough from a young age and can tackle people twice her size. She is exactly where a young girl should be – happy, carefree, loyal to her friends and loving to her family.

In Herd Performance Recording...

Every animal is Registered with Angus Australia and within the next year all will be HBR. We have not weighed our calves at birth for several years, but it is our intention to start weighing the Autumn drop for two reasons – firstly we won't get bogged trying and secondly it will obviously add more accuracy to the data.

Birth weight is important, however, their needs to be a little more balance than just looking at the one figure. Perhaps the industry needs to place a little more understanding on the size and the shape of the cow that the calf came out of. I.e., 6% of a 500-kilogram cow is a 30kg calf. 6% of a 750kg cow is a 45kg calf. Relative to the size of the cow the calf came out of there is no difference however industry perception is that the heavier calf will cause more calving trouble. I believe this is a totally inaccurate assumption.

Other raw data collection requirements are recorded within our herd are – calving ease, fertility, growth and carcase. We have not added structural or docility scores into the system simply because we, like many other producers, prefer to individually eyeball every animal and independently assess them ourselves. No doubt there will be a point where we will be forced to include this data however for now, as always, it's simply - if they have bad feet or are mad, they are simply culled.

What is new within our seedstock program is that we have recently submitted near one thousand DNA TSU tissue samples for both Parent Verification and Genomic Testing. By the end of this year every animal on farm will be Genomically tested and moving forward each calf drop will continue to be PV & Genomic tested for all traits.

In the early advent of Genomics, with substantial investment occurring, we got excited by the HD50K test. We particularly enjoyed access to the results as stand alone from any other performance system. Unfortunately, now, right or wrong, we as the owner of the animal's Genomic information do not get to see a stand-alone report. This genomic information is mixed within ABRI's database and a Genomically Enhanced EBV is created. We have chosen to whole herd test because we are a Seedstock Producer. It is important to provide our commercial clients with as much information as possible to help make informed purchasing decisions. The inclusion of such data only adds to and improves the accuracy of the information. However, Estimated Breeding Values (EBVs) are still just that – an estimate on an individual animal's genetic potential. An animal with a 65% accuracy is still 35% in-accurate so these should only be used as a guide – not a marketing tool or as the major selection tool for purchasing. I believe the integrity of the Producer and its program still to this day should have more weighting on a final selection decision than that of any scientific assumption.



Are Raff Angus committed to Queensland...

For fifty years we were selling Angus Seedstock genetics in Queensland. In 2015 we moved south for seasonal security. For the proceeding 5 years we removed ourselves from an annual Queensland sale whilst allowing time for better understanding of our new environment and to progress to a new business model. In 2021 we returned to Queensland with an auction sale following on with another in 2022.

The home of Raff Angus is Queensland. Raff Angus gives absolute assurance to our northern clients that we are totally committed to holding an annual auction sale for our bulls in Queensland.

We have been fortunate to have access to our selling facilities at our previous farm in Drillham and we will continue to use these facilities for as long as we can. Our breeding direction on type has not changed. We still want our bulls to look like bulls with strong heads and muzzles with good bone and extra weight for

age. Dad had a client from the north give him simple advice many decades ago – he said ‘...first and foremost they need to simply eat, reproduce and survive’. These simplistic words are the cornerstone for all our breeding decisions – To forage they must be able to cover large distances. To reproduce they must be good servers. To survive they must be sound with good constitution and a will to live.

Management currently is that our bulls head north around four months prior to sale. Along with other Seedstock suppliers they are fed a bull ration at Condamine before being trucked to Drillham for the sale week. Moving forward we plan to send them over even earlier, potentially as weaners, to allow for improved management and marketing. As we all know plans take time, but we have a plan for the future that will only continue to progress our program and the Raff Angus name forward into the future.

The Path to Efficiency.

The beef industry's growing focus on sustainability and its methane footprint must surely prioritize towards a greater genetic selection emphasis on cattle with superior meat yield and growth rate. Research is now indicating this to be the case. Muscle and fat have a negative correlation. It was interesting to read that to lay down a kilogram of fat, an animal eats six times the amount of grass than to lay down a kilogram of muscle.

Animals with an early maturity pattern have an inherent point where they can no longer convert feed to muscle. Instead, they simply lay down fat and become inefficient. Animals of late maturity, that keep growing, have an inherent point where they take too long to finish and themselves also become inefficient. We acknowledge the fact that our herd became a little towards the later during the late 1980s, now some four decades ago. However, we always have and will continue to maintain the belief that an animal with frame has more potential to convert feed - grass or grain - to a red meat protein with more efficiency. Unfortunately, it is difficult to measure efficiency within a grass fed or pasture production system. However, it is interesting to observe that animals reported by science to have strong growth traits with the genetic capability to produce big carcass weights of high yield are also reported to be Efficient through the NFI Estimated Breeding Value. That is they are expected to eat less feed per day relative to their weight and rate of gain.

“With the entire industry's goal towards Carbon Neutrality by 2030 and moderating methane, efficiency of our production system becomes increasingly important. An efficient animal that takes less days on feed and produces a heavy carcass weight must obviously produce less methane.”



Raff Napoleon N327 - reported as a Breed Leader for NFI-F That is a bull reported to have the genetic capacity to eat less feed per day relative to his weight and rate of gain. Numerous sons sell Friday 18th August

Genetic Diversity -

The Angus Breed has a diverse and varied genetic spread throughout the world. However, with the ever-increasing selection emphasis on paper there is a natural and obvious tendency for specific lines to dominate. One would assume it is a natural occurrence for any species scientifically assessed or not – the fittest survive or the strongest dominate.... With Angus the breed really struggled over past decades to be able to keep a diverse mix of genetics within those animals that were scientifically reported as top performers. Whilst still something we must be aware of there are now some genetics (International AI Sires) that have varied pedigrees and are scientifically superior. Whilst we have used some of these sires with success, we continue to be frustrated on how poorly our own high-performance cattle within our paddocks that are of true outcross genetics are reported.

To date, very few of the high-\$\$Indexing AI bulls we have used have bred better livestock than our own. For us, we will use a 'paper bull' if his pedigree and phenotype are right, however, we will always use our homebred genetics that perform as well in the paddock despite them having limited genetic linkage to mainstream and despite them being left behind on paper.

Recently used AI Sires with sons selling August 2024



EG Eyes Onyou



Ellingson Three Rivers 8062

Marketing...

Some studs have numerous staff that allow the principals to communicate and visit clients regularly. Others designate set periods where they can manage time and workload whilst some simply let their cattle do the talking for them knowing that they are only a phone call away. Fortunately for us our client base understands our marketing model which is one that has been very simplistic for decades. We send an annual newsletter to all

clients and Angus Australia members. Past clients and those that enquire receive sale catalogues. We use both digital and paper media methods during pre-sale marketing campaigns. We have a website. Whilst our social media is there, until our children step in this path is currently underdone and 'casual'. We hope that past, present, and future clients appreciate our style and remember we are only a phone call away for any queries.

Tasmanian Agritourism – we welcome you...

After many years of planning, we will at last be taking accommodation bookings this spring and beyond for those that want to take a glimpse into our new farming environment, see the sites of King Island or simply relax and unwind.



Peppertree Farm Stay is a beautifully renovated self-contained home that offers a peaceful and enjoyable retreat for six guests on King Island's only Certified Organic Farm. It is set on a green and highly productive 200-acre title that was developed post World War II. This retreat boasts three bedrooms, one with master ensuite, and is in the midst of the countryside.

Two Twenty-Two Farm Stay has also undergone recent renovations, transforming it into an ideal vacation retreat also

accommodating up to six people. This homestead offers a tranquil setting where luxury, comfort, and nature converge creating a unique experience for guests. Both homesteads are just a short twenty-minute trip from town with the two world renown gold courses just a little further – Ocean Dunes and Cape Wickham.



Our family-run farm, with its cows descending from those first purchased in 1965 in Queensland and now grazing the lush pastures of King Island, offers personal farm tours where you can hear firsthand of our breeding, re-location, organic and our generational family farming journey. For Bookings, please contact our Farm Stay Manager - Kim 0475 124 149.

How do Raff bulls handle heading back to the north...

Anna and myself were attending the remarkable 70th birthday celebration of Ced Wise when I had a fellow Angus bull producer ask me quite frankly "...how do your bulls handle the northern environment when coming from such a different environment in the south?" A fair enough question and one that I could answer quite adamantly. The first response was that we have not changed our type. We still choose to breed Angus bulls of good frame size with the ability to walk out. Secondly prior to selling our bulls at auction we were selling bulls privately straight from King Island to areas like Blackwater in Central Queensland.

Whilst arriving sore footed from their over 2000km road trip, within several weeks they had settled, recovered and subsequently adjusted and survived without concern. We now send our bulls up earlier and when a lighter weight during more favourable weather conditions when feet are hard enabling them to bounce back and recover faster. We have now sold over 300 bulls in the north since our move. Whilst odd variances and apart from standard bull injuries, we can comfortably and honestly comment that our bulls adjust without concern into the northern environment.

Breeding Angus Seedstock for
58 years for the Australian Beef Industry

Raff Angus
'BOOTS ON THE GROUND'
BULL SALE

FRIDAY 18TH AUGUST 2023

120 ANGUS BULLS
- Sell at Drillham, Queensland
- Sale starts at 1pm -
Angus Genetics bred to grow fast & weigh heavy
with extra Carcase Weight, Yield and Feed Efficiency

www.raffangus.com.au • Andrew & Anna Raff 0429 691 975
andrew@raffangus.com.au

1% Rebate applied for any purchaser in attendance at the sale





MINIATURE SCHNAUZER PUPPY'S FOR SALE



At time of printing this newsletter Anna still had several pups available from a recent litter.
 If interested please phone 0427 196 064. Email - anna@raffangus.com.au



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'BOOTS ON THE GROUND'

Spring Bull Sale

120 - Efficient Grass Converters - 120

sell at 'Mundibulanga', Drillham Queensland.



AuctionsPlus
Australia's Livestock Marketplace

Friday 18th August @ 1pm



Each lot's individual Raw Data will be available pre-sale - Actual Weight, Average Daily Gain, Scrotal Size, Frame Score, Eye Muscle Area, Rib/Rump Fat, IMF% - these bulls have been managed within strong contemporary groups allowing for meaningful and direct in group comparison

Breeding Soundness Examined & Morphology Tested by Ced Wise AB Services

Vaccinated - Ultravac 7in1, Pestiguard, Vibrio & Bovilus MH + IBR

Fully Performance Recorded - Genomic Tested & Parent Verified

Tested free of Pesti Virus and double vaccinated with Pestigard

Individual Lot Videos and photos will be available 1st August

Individual lot commentary about the bull himself

Contacts -

Andrew Raff

Anna Raff

Mark Duthie - GDL

www.raffangus.com.au

Phone - 0429 691 975

Phone - 0427 196 064

Phone - 0448 016 950

Email: andrew@raffangus.com.au

Email: anna@raffangus.com.au

Email: mark.duthie@gdlrural.com.au



KEY DATES -

5th July - Individual Bull Lot Listing will be available within Angus Australia SALES CATALOGUE site.

20th July - Sale Catalogues will be posted to past clients and those that request for one.

1st August - Individual Bull Videos and photos will be available

4th August - All Bull Sale Lots updated Raw Data information will be available - Ultrasound Scanning, Frame Score, Scrotal Size, Weight & Whole of Life ADG

Catalogues will only be sent out to past clients and to those that request for one....

To receive a catalogue and future information please fill out the following and post to -

Anna Raff, Raff Angus, 12 Boskenna Avenue. NORWOOD South Australia 5067

Or simply email us with your postal information to - andrew@raffangus.com.au

Name: Phone:

Address:

..... Email: