

## Loyal clients give Glen Devon big lift

Volume, capacity, doing ability, muscling and constitution were descriptions regularly given out by Landmark auctioneer Gordon Wood to describe the terrific line-up of 100 Glen Devon Poll Dorset rams as they came through the sale ring at the Hart family's annual ram sale at Two Wells on Monday.

In a gallery dominated by repeat buyers from three states, these were attributes that most were familiar with and is what they keep coming back to compete for. There were also a few new faces in the crowd and they should have appreciated the strong endorsement the rams were given.

However, such was the bidding strength of a key group of regulars, that few others got a serious look in. In line with the current buoyancy of the lamb industry, seasonal conditions pending, the strong bidding resulted in a total clearance of the 100 rams, to a top of \$2400 and at a wonderful average of \$1537.

This was a big lift of \$333 on last year's result and was built on the back of very strong commercial demand. In comparison, last year's undervalued sale averaged \$1204, but this year only 13 rams sold at \$1200 and one at \$1000, with every other ram above that. The budget range was pretty much set in concrete from \$1200 to \$2000, with only eight rams selling outside this range and seven of these were above \$2000 and in the first 18 lots.

The sale commenced with the offering of eight specially selected rams. Robin Steen, PPH & S Naracoorte successfully bid \$2000 on behalf of Haydn Lines, Benealla stud, Keith for the first ram offered, GD 170145Tw that stood third in the pairs class at the recent Adelaide Royal.

Brenton Lush and his son Nathan, Corriedale Hills stud, Inman Valley came specifically to purchase lot 3, GD 170276, sired by Leenala 150007, having an EMA EBV of 2.2 and a C+ index of 200.3. To Brenton's surprise he was able to secure it with a \$2200 bid, so he then bid to the sale top of \$2400 for lot 5, GD 170361Tw by Derrynock 140015.

"Both these rams are vey good for early growth, body length and the clean points that we are looking for, plus they offer different outcross bloodlines, so we are very happy to have picked up two rams within our budget range," Brenton said.

Splitting them was GD 170379, sired by Kentish Downs 150467, the ram that carried the three-coloured ribbon for Junior Champion ram at the Adelaide Royal. Michael Cook, Bsarma Farming, Minlaton won the right to take this impressive July drop ram home with just a \$2200 bid.

Michael said he expected to have to pay a lot more and while he also had a bigger budget, no one was prepared to push him beyond commercial value.

The eight specially selected lots averaged \$2125, with the other four going to commercial clients.

Two strong regulars started their purchasing on these lots. Lloyd Mudge, Pt Wakefield bid to \$2200 in picking up six top rams at a \$1470 average, completing his purchasing by lot 27.

Going one better was Jim Downer, Mt Beevor P/L, Nairne. In purchasing seven rams to a top of \$2100, he picked the eyes out of the top lots and averaged \$1871. Similarly, he finished his purchasing at lot 29.

In some years after the top end buyers start to drop out, the price has fallen down a level but that didn't happen this year.

Nanni DiGiorgio, S & R DiGiorgio and buying through PPH & S Naracoorte's Robin Steen, started his buying account at lot 8 for \$2000 and completed bidding on the very last lot at \$1300. The DiGiorgio family has been a long-term supporter of the Hart family's rams and Nanni was more than happy to make the trek north from Lucindale to purchase rams that consistently produce the goods in their prime lamb operation. He was once again the biggest individual buyer with 22 rams at a \$1655 average.

Keeping everyone on their toes and the strong bidding going was BR & C Ouyen agent, Darren Old. The Victorian Mallee region has also been a very good supporter of Glen Devon with up to eight producers in that region entrusting this agency to purchase their rams from this stud in past years. Operating for four clients on this occasion, Darren purchased 34 rams in total, paying to \$2000 and averaging \$1435.

Bringing the third state into play was AWN Goulburn agent, Denis Hewitt. Buying for 3 clients in that NSW region, he purchased 6 rams.

Adam and Leanne Jamieson, Adalis Pastoral, Snowtown, also longer-term regular buyers who were seeking numbers to a budget, had to adjust their bidding as the strength of the sale just kept going. They successfully bid on 10 at a \$1260 average in the auction and were then able to get the balance of their requirements from the stud's private selection rams post sale.

In thanking everyone for their great support once again, Lachlan Hart said they were very pleased with how the rams had presented, despite the tough season.

"We are exceptionally pleased with the level of support we have received today. We never take that support for granted, but it is wonderful when we get an endorsement of our breeding program like we have today."

"We have deliberately not joined the race to produce the highest figured sheep, but instead aim to produce functional, highly fertile and active sheep that offer higher performance with consistency and durability, ensuring buyers can get longer productive breeding life and value out of the rams they purchase," he said.

Sale Summary	2018	2017
Offered	100	96
Sold	100	94
Top	\$2400	\$2000
Average	\$1537	\$1204

Agents: Landmark Clare and Elders Roseworthy



Glen Devon principal Lachlan Hart (3<sup>rd</sup> right) is pictured with a group of dominant buyers that collectively accounted for 73% of the ram purchases. They are Darren Old, BR & C, Ouyen; Leanne Jamieson, Adalis Pastoral, Snowtown; Jim Downer, Mt Beevor P/L, Nairne; and Nanni DiGiorgio, Lucindale and his buying agent, Robin Steen, PPH & S Naracoorte.



This \$2400 top priced ram was one of four purchased by stud breeders. It is held by purchaser Brenton Lush, Corriedale Hills, Inman Valley who is with Glen Devon's Rob Hart, Nathan Lush and Landmark auctioneer Gordon Wood.