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JOURNAL OF THE

Australian Lowline CATTLE ASSOC.

NEWSLETTER 1

JANUARY 1997

Lowlines in Microchip trial at Sydney

Australian Lowline Cattle may be the first breed of cattle to be identified at a Royal Show using RFID (Radio Frequency Identification) technology.

In an effort to overcome the difficulties being experienced with the use of conventional tattoos, the Royal Agricultural Society of NSW and ALCA are considering a trial, to allow the Lowlines to be identified using microchips at this year's Royal Easter Show in Sydney. The trial will allow both organisations to evaluate the practicalities concerning future use of RFID technology.

Lowline exhibitors at the show would be given the option of participating in the trial. Those cattle not participating in the trial would be identified in the usual manner by tattoos.

Cattle taking part in the trial would need to be microchipped and their microchip numbers notified to the RAS prior to the close of show entries on 3rd February 1997.

Mr Ron Smith of Animal Electronic ID Systems of Kiama NSW and myself would arrange for the microchipping of cattle to be done prior to the RAS deadline. Mr Smith's company would also supply a

reader to be used at the show, at no cost to our Association. The trial would be conducted at no cost to ALCA, but exhibitors would need to purchase microchips at \$7.10 per head.

The trial should demonstrate the benefits associated with RFID technology. In the past, identification of cattle at shows has been a frustrating and time consuming task for both inspectors and exhibitors due to illegible tattoos.

If the trial proved successful, the costs associated with the technology would need to be examined by ALCA before any decision was made concerning future use. Scanners required to read microchips currently retail for approximately \$450.00 each. If RFID was adopted for future use, a scanner could be purchased by the Association for use at major shows with promotion groups and individuals purchasing their own as required.

The trial should also generate some extra publicity for Lowlines at the Show, by way of newspaper articles and demonstrations.

It is likely that RFID technology will be increasingly used at future Sydney Royal Easter Shows for the identification of cattle and in the Commercial Steer competitions. The trial will enable Lowline Cattle to be at the forefront of RFID technology and demonstrate the innovative nature of our Association and its members.

Keith Smith

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Canberra Show Dinner

A dinner for ALCA members and guests will be held after judging at the Canberra Show on Friday 21 February, 1997. Arrangements for the dinner are being made by Des Owens of Mugga Lowline Stud, Canberra. To make a booking for the dinner or for enquiries please contact Des on phone number (06) 295 6661, as soon as possible

From the Editor

Happy new year everybody! Hope you all had an enjoyable Christmas and managed to get away from the farm for a few days.

1997 will be getting off to a busy start in this part of the country with the Royal Canberra Show commencing on the 21st February and the Royal Easter Show commencing in Sydney in late March. As you would be aware, Lowline Cattle will be judged for the first time in Canberra this year and we plan to make it a memorable event. Our cattle will be judged on Friday 21st February, 1997 and we also plan to have a dinner for interested people on that evening. Details of the dinner can be obtained by contacting Des Ownes on Ph 06 295 6661.

As the Royal Easter Show in Sydney this year will be the last to be held at the Paddington Showgrounds, the show promises to be a major event for Sydney in 1997. To assist in the

promotion of our cattle at the show I intend printing a journal with a colour front and back page. The Journal will be distributed to ALCA members in the normal manner and will also be available for distribution to the public at the show. The Journal will be a great means of promotion for the breed and for individual studs who choose to use it to advertise their cattle to the thousands of visitors at the show. In order to advertise their studs and to offset costs I ask as many ALCA members as possible to advertise in the Journal. **If you are interested in advertising in the Journal for the Easter Show in Sydney, please contact me ASAP on Ph/Fax (048) 29 2121 for advertising rates and deadlines.**

In the last issue of the Journal you should have received an insert regarding the update of the ALCA Constitution. Its vitally important that as many Association members as possible have input into this process. If you have ideas or concerns regarding our constitution please send them to Andrew Ristrom ASAP.

Keith Smith—Editor

Letters to the Editor

Dear Sir,

My objective is to inform fellow breeders of the potential value of the cattle we breed in an international market.

Our breed society, in my opinion, by virtue of the style of cattle we all breed, has mostly attracted to date well meaning "Hobby Farmers" with little or no experience in:

- Breeding cattle
- Breed development
- Livestock Marketing
- International Negotiations
- Assessment of breed potential

For these reasons, I feel that there is potential for breeders to be "taken advantage of" by highly experienced international cattle dealers.

Current Status

Recently, a noted cattle dealer from the United States visited many members studs, in Victoria and NSW including my own stud. As many breeders will testify, he proved to be a very charismatic, and I believe, sincere person. However, after much discussion with him over many meetings, the offers to buy cattle/embryo's turned out to be a good deal less than was expected. When analysing the negotiations with him, one must consider the following:

- The onus for passing quarantine was directly on the breeder along with associated expenses;
- The U.S. with a population of 270,000,000 has at this time approximately 7 head of Lowline

cattle. It can therefore be assumed the potential market is enormous for Lowline cattle;

- He was only interested in the very best style/bloodline of our breed.

The deal offered to many breeders was aimed mainly at embryos and heifers.

- For export grade embryos the offer was \$1500.00 (Aust.)
- For pure blood selected heifers the offer was \$4000.00 to \$6000.00 (Aust.)

The figures I have from a reliable source on what "Lowlines" are being sold for currently in the U.S. are as follows:-

- Heifer calves \$40,000.00
- Sexed P.T.I.C. Recipients \$25,000.00

In our own case several heifers were made offers on, (only our best). Several cows were selected for embryo donation (only our best). Two bull calves were selected, not only were they the best we had but both were exclusive blood lines.

When these two bulls were selected, Rick Pisaturo was also present and confirmed his selection. Before he (the American) made an offer for these bulls several days later, I had spoken to Rick about his assessment of a price I could expect for these style of bulls, on the understanding that Rick had many years experience behind him dealing internationally with cattle.

- Rick's assessed price \$25,000.00 * the American's offer \$ 7,000.00

It was at this time my concerns for marketing our breed internationally should be at the very least from an informed base; the very best scenario in my opinion would be the establishment of "single desk" selling structure. By this I mean setting up an independent central sales outlet where prices were fixed or negotiated from one point on behalf of the breeders.

This would facilitate a stronger bargaining base especially when it comes to quantity and would go a long way to alleviate the problem of experienced cattle dealers playing breeders off against each other.

We first, must understand the potential of what we are all breeding. It has been claimed over the past four years that these are "the most valuable cattle in the world" It is interesting to note, the most recent advocate of this claim came from the American who visited here recently, when he was promoting Lowline Cattle in his own brochure throughout the U.S.

From this perspective, surely the potential of these cattle must be realised as a benefit to Australian breeders who have had the foresight and determination over the past 4 years not as has happened many times before, particularly in livestock arenas where breeds have been hijacked overseas, developed, profited from and then superior genetic material sold back to the country of origin Australia.

To broaden the perspective on this subject, I have listed marketing exercises, of other breeds, one driven from the U.S., aimed at markets we are dealing in.

Miniature Herefords

These animals are currently being marketed in Australia by Superior Stock Selections.

This company has published extensive figures for investors displaying handsome returns projected up to 3 years from purchase. (These details can be faxed on request)

There are two offers currently listed:

1. Live calf at 7 days old with recipient mother \$18,000.00;
2. Choice of 10 month old heifers \$50,000.00 each.

WAGU

Takeda Wagyu are being marketed in Australia by Nugents and Sheldans (International) Pty Ltd.

Basically, the offer from this company is for the purchaser to outlay a minimum of \$500,000 for twenty PTIC recipients carrying full blood Wagyu unsexed embryos - ie \$25,000 per unsexed pregnancy.

Square Meaters

At a recent inaugural auction of this breed an Australian record was set for a yearling bull \$52,000. This breed is in **exactly** the same market as we are ... however, their guidance from day one has

been to set a commercial base, and on this foundation build the stud stock. Unfortunately, we have done the opposite ... it is for this reason, in my opinion, we desperately **all** need to co-operate in building **our** foundation in the commercial arena. We now have evidence that it can be done, and there is a demand.

The purpose of this presentation is an attempt to at least provide Lowline breeders with an informed base from which to assess their own position and to establish their own policies for dealing with international markets.

From my point of view, I feel we have released our breed too early, internationally. I consider the better path would have been to develop markets domestically more extensively from an organised base and then to offer 2nd grade animals internationally on an independent representative, single desk negotiations basis ... perhaps it's not too late!

Gary Hatcher
Glenfiddich Lowline Stud

Dear Sir,

The former members of the Peninsula Lowline Stud wish the following to be known:

Further to purchasing stock from the Ardrossan Lowline Stud, and the subsequent birth of 4 calves, the following claims were made:

- (a) That 2 calves have been born with markings that suggest very strongly that they are not purebred and that one is partly Hereford and one partly Fresian and do not meet the requirements of the Australian Lowline Cattle Association for registration as purebred Lowline Cattle.
- (b) That 2 calves have been born and are showing signs of not being purebred Lowline Cattle in that one calf is noticeably brown and one calf had an unusually high birth weight.

The following has since occurred regarding the above remarks:

- (i) After DNA testing it was confirmed that all calves were of pure Lowline stock;
- (ii) The calf that was "noticeably brown", it has now been established that this is not unusual to the breed;
- (iii) The calf that had "an unusually high birth weight" has now leveled out to the weight of the other calves of the same age.
- (iv) All signs of white markings on one calf have disappeared and the other has lessened.

We regret any adverse comment that may have been made that has caused any inconvenience or distress towards Jeanette and Peter Stebbins or the Ardrossan Lowline Stud.

Laurel & Piki Broadbent

News report from the Southern NSW and ACT Promotion Group

Hi all, Our group had a very successful promotion weekend at Murrumbatemen Field Days, on the 19th and 20th October, There were five studs represented, Tori Robinson, Yaramalong Stud. Des Owens, Mugga Stud. Peter and Greg Rhodes, Broken Arrow Stud. Russell and Joan Betts of Mittagong. Keith and myself of Keimoi Stud.

The Lowlines on display were two lovely heifers from the Mugga Stud, our two year old Bull Keimoi Black Apollo, and Broken Arrow's Diamond Princess and calf, They were a really impressive lot, and created quite a lot of interest.

The numbers were down on last year due to the fact that the Canberra Home Show took place on the same weekend, but this was not really a handicap as the people who did come were quality customers and not just there for curiosity. So our time was spent with people who were really interested.

The following weekend Keith and I took our bull Black Apollo to the Agview Field days at Camden, near Sydney. The event is a three day affair run by the NSW Dept. of Agriculture and the RAS. We were assisted on the first day by Russell and Joan Betts. The facilities at Agview are superb for both exhibitors and visitors and I believe this event should be better supported by our

Association in the future. The cattle are paraded twice daily and an MC conducts a commentary. I am continuously amazed at the interest our cattle create at these events. More and more commercial cattle people are taking an interest and seriously considering Lowlines as an alternative enterprise.

Our Secretariat at the RAS received quite a lot of enquiry after AGVIEW and Murrumbateman. I have asked Nicole Bryce (our Secretariat) if she could ask and record where inquirers first heard about Lowlines. Hopefully this will help us to target our promotional work more effectively.

ATTENTION...ALL SOUTHERN NSW AND ACT PROMOTION GROUP MEMBERS. We plan to hold a meeting at 11.00am on Saturday the 1st of February 1997 at Des Owens, Mugga Lowline Stud, Canberra. We intend having a Bar-B-Que lunch, and members could assist catering by bringing a plate of food. Please try to get there as this will be the last chance to organize the Canberra Show and believe me there is a lot to organize. (Also to assist catering could you please ring Des (Ph 06 295 6661) and let him know if you can attend.)

*Kind regards
Moira Smith*

News from New South Wales

The Singleton Show was held on the 4th, 5th & 6th of October with the beef cattle being shown on Friday the 4th. The weather was just right with plenty of sunshine throughout the day.

It was disappointing to only see six Lowline for judging compared to eleven last year.

The Singleton show society has shown interest in promoting our breed at next years show if we could have a turn up of at least 20 head. It would be advertised as The Singleton Lowline Feature Show.

This would be a very good opportunity to promote Lowline in the Hunter Valley, so if you are interested please don't leave it too late, to notify Tracey or I as it will take a bit of organising.

1996 SHOW RESULTS

Female 12 & under 16 months

Deerlittle Florabella 14/8/95
Deerlittle Lowline Stud

Female 30 months & over

Suzie Sweetapple 31/8/92
Wanna-Willa Lowline Stud

Male 6 & under 12 months

Goan Wandoo 11 27/10/95
Camden Lowline Stud

Male 20 & under 24 months

Boy Magic 2/9/94
Wanna-Willa Lowline Stud

Male 24 months & over

Freddie 23/7/93
Wanna-Willa Lowline Stud

Grand Champion Female

Deerlittle Florabella

Grand Champion Bull

Freddie

Mark Carter, Wanna-Willa Stud
PH/Fax (065) 7785633 • Mobile (014) 607656

News from Queensland

A new sub committee of the Queensland Lowline Promotion Group was formed to investigate Lowline meat from "ON FARM" to "ON PLATE".

A number of members have been asked by restaurants and local butchers in their areas to supply Lowline meat and as nobody appears to be able to meet this demand singularly, the group's motive is to eventually supply this commercial aspect collectively.

Lowline steers would of course be the first choice, but as numbers are still relatively small, our first aim is to identify Lowline crosses.

Most of the questioning on our part is to try to identify what the market wants. We know that the restaurants want the name LOWLINE on the menu, they want small, lean cuts of meat and most of all they want taste.

The butchers also want much the same, modern cuts of meat, lean small cuts, marbling, tenderness, no waste and above all again - taste. Taste ensures the customers return.

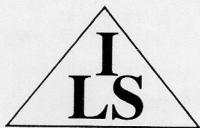
To address the small cuts, we are looking at Lowline cross, small Angus and Murray Grey. This not only keeps the size down but is consistent with marble choice and request. Quantity and consistency of certain cuts is an area of concern as is finding a market for the undesirable lesser cuts.

As to taste in the cross meat, both restaurant and butcher like the idea of gentle handling to point of delivery, this increases the tenderness quality. If in some way we could produce organic or chemical reduced meat and in Queensland be Q Care registered. (Q Care is aimed at eliminating toxic residue in the end product) All of the above is a much sort after commodity and it offers the customer something other than price comparison.

Above all, continuity of supply is the major concern, if the commercial outlets promote Lowline and then we can't guarantee supply, they then become reluctant to promote, even though there is a demand in the first place.

With this in mind the new committee has members from Stanthorpe, Rockhampton, Noosa and Maleny, with an aim, after initial investigations for viability, to build up numbers in their own areas to supply local markets first and discuss issues of expanding such markets. This way if one individual cannot fulfill the orders, then there is backup from members. If this commercial side of Lowlines becomes successful then this increases the demand for good quality breeding stock. In my opinion, if we do not go in this direction soon, then we risk the chance of going nowhere later.

Maureen O'Brien



INDEPENDENT LOWLINE STUD

Breeders of high quality stock are currently offering for sale:

Bull calf dob 1.5.96—An appealing little bull who is developing well with fine confirmation and a good attitude.

Sire: Glebe Imatoff M0046

Dam: Quambi Louise L411

Recips in calf from 16.9.96

Dam: Quambi Louise L411

Sires: Palmdale Duke M0006

Magic Man M460

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Licensed Semen
Magic Man DOB 8.8.92

TRA M460 HB No. M0056 \$100 p/straw

*At 98cm Magic Man is one of the
associations smallest foundation sires*

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BENDIGO AGRICULTURAL SHOW RESULTS

BULL OVER 30 MONTHS

1st Eliza Park Aaron—*J & M Farrell*

BULL 20 -24 MONTHS

1st Burnt Creek Eric—*J & G Arthur*

SENIOR CHAMPION BULL

Burnt Creek Eric

Reserve

Eliza Park Aaron

BULL 12 - 16 MONTHS

1st Beag Ni Centaurus—*C Weston & J Ovenden*

2nd Avonsleigh Julius—*A & P Beech*

3rd Pandella Park Black Adonis—*A & P Poole*

BULL UNDER 12 MONTHS

1st Ardrossan Rosco—*P & J Stebbins*

JUNIOR CHAMPION BULL

Beag Ni Centaurus

Reserve

Avonsleigh Julius

GRAND CHAMPION BULL

Burnt Creek Eric

COW OVER 30 MONTHS

1st Ardrossan Susannah—*P & J Stebbins*

HEIFER 24 - 30 MONTHS

1st Keimoi Capella—*A & J Ristrom*

2nd Brackengrae Jill—*G Podbury*

3rd Brackengrae Joy—*G Podbury*

HEIFER 20 - 24 MONTHS

1st Avonsleigh Jessica—*A & P Beech*

2nd Binnowee Shirley Temple—*J & M Farrell*

3rd Binnowee Miss Gidget—*J & M Farrell*

4th Ardrossan Sandrena

P & J Stebbins

SENIOR CHAMPION FEMALE

Keimoi Capella

Reserve

Avonsleigh Jessica

HEIFER 16 - 20 MONTHS

1st Ardrossan Cleo—*P & L Broadbent*

2nd Ardrossan Celia—*P & J Stebbins*

3rd Ardrossan Cherob—*P & J Stebbins*

4th Ardrossan Chrystal—*G & J Knight*

HEIFER 12 - 16 MONTHS

1st Avonsleigh Jewell—*A & J Ristrom*

2nd Ardrossan Carla—*P & J Stebbins*

3rd Pandella Park Black Alice—*A & P Poole*

HEIFER UNDER 12 MONTHS

1st Avonsleigh Elle—*A & P Beech*

2nd Ardrossan Rhoda—*P & J Stebbins*

3rd Wanamara Jedda—*G & J Knight*

JUNIOR CHAMPION FEMALE

Ardrossan Cleo

Reserve

Avonsleigh Elle

GRAND CHAMPION FEMALE

Keimoi Capella

SUPREME EXHIBIT

Keimoi Capella

SPECIAL GROUP OF THREE

1st *A & P Beech*

2nd *P & J Stebbins*

3rd *J & M Farrell*

MOST SUCCESSFUL EXHIBITOR

P & J Stebbins

KEIMOI



LOWLINE STUD



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CONSISTENT EASY CALVER, TO CALVE EARLY FEBRUARY, 1997 TO TRA K208,
ONE OF THE BEST BULLS IN THE LOWLINE HERD

QUALITY HEIFERS ALSO FOR SALE

Enquiries to Keith or Moira Smith

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Elmore Field Days

Australian Lowline Cattle made their debut appearance at the Elmore Field Days and proved to be a big attraction. Elmore Field Days are renowned for attracting visitors from all over Central and Northern Victoria and this year had an attendance of 45,000.

Celia Weston (Beag Ni Stud), Bev Crowley and Graeme Podbury (Lilliput Stud) and Julie Knight (Wanamara Stud) spent 3 very busy days discussing the benefits of the breed to many eager listeners. On display was Celia's 15 month old bull, Centaurus, Bev and Graeme's 25 month old heifer, Joy and Julie's 11 month old heifer, Jedda. All were straight from the Royal Melbourne Show and in wonderful condition.

It was very gratifying to hear comments like "You've got some very nice animals there" and when you begin discussing the animals with the person, find out that they are a commercial beef breeder and, in a lot of cases, an Angus breeder.

Some of the old timers we spoke to said that they had bred Angus in their younger days and that our Lowlines were very similar to the Angus they had then.

Dairy farmers were interested in the possibility of using a Lowline bull over Fresian heifers because of the calving problems they are experiencing at the moment after using Angus bulls.

Other people were surprised at how beefy they were in comparison to the Dexters which were in another area.

The size of the Lowlines in comparison to other breeds on display was also a drawback and many were impressed that women made up a large number of Lowline owners and handlers, owing to the breeds docility and size.

Lowlines have once again been put to the test in a new area and have triumphed.

Julie Knight
Wanamara Lowline Stud

"I know why that's a Bull!"

On the suburban fringe of Melbourne lies Nillumbik Shire which operates a community farm for the education of their ratepayers and other interested parties. At the end of November this year, Edendale Farm, celebrated its 100th birthday and we were invited to bring our Lowlines to the party. There we joined the normal residents of the farm and other guests (emus, ostriches, llamas, alpacas, etc.) for the day's celebrations.

The farm management had particularly targeted the local pre and primary schools and by 10 o'clock on a beautiful spring morning the children (and their parents) began to arrive.

We heard the statement "I know why that's a bull! from many little children during the day, and the reaction from their parents was either white faced horror, or redfaced embarrassment. Silence, and then our query to the child "Why" "Because it has a ring in it's nose." Dozens of relieved parents!

The day was a delight with lots of interest shown in the Lowlines (by the parents) and lots of rubbing, stroking and attention for our bull Donny (from the children)

This was a great finish to the 1996 year of showing and exhibiting the Lowlines.

The highpoint of the more serious showing side came at the Sunbury Agricultural Show where Pandella Park Black Adonis (known to his friends as Donny) was awarded Supreme Champion Junior Male Interbreed—somewhat to the obvious chagrin of the owners of a number of the larger breeds.

The judge made a point of coming to us afterwards to tell us that he was "a grand little bull and came very close to Supreme Exhibit". Very pleasing to us for the sake of the breed and, let us freely admit, a great feeling personally as well.

Our thanks to him for his willingness to acknowledge a new and different breed.

Pam and Andrew Poole
Pandella Park Stud

ALCA MERCHANDISE

White polo shirt embroidered motif	\$25
Car magnets (pair)	\$50
Stickers	\$2
Metal badges	\$4
Cloth embroidered badges	\$6
Socks (sizes m & l)	\$8
Herd book	\$25
Show cow name plates	\$4
Weatherpane	\$120

ALL PRICES ARE PLUS POSTAGE

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Ardrossan Lowline Stud
RSD EMU CREEK VIC. 3539
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ERRORS IN SYDNEY ROYAL EASTER SHOW CATALOGUES

All intending exhibitors for the 1997 Sydney Royal Easter Show please note—the classes advised in the 1997 catalogues are incorrect. The RAS will be advising ALCA members of the correct classes. Further information can be obtained from the RAS Phone (02) 9331 9111. Entries close on Monday 3rd February, 1997 at 4.30pm.

LICENCED SEMEN

SANS PLUTO P004, DOB 7.10.94

\$50 per straw

Sire: J222 • Dam: L487

Placed 3rd in classes at Sydney & Brisbane Royals 1996

Junior Champion Gympie Show 1995
Tamworth Show 1995

Pleasing progeny from personality, plus early mating, extremely agile bull.

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Sans Garrett

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