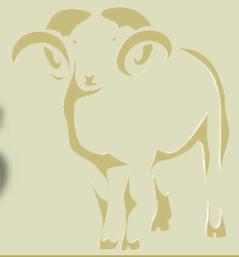


# MERRYVILLE NEWS



## Newsletter of Merryville Merino Stud, Boorowa

Spring 2018

Volume 26

### Wal's Message

**This time last year I spoke of the excellent price rise for fine wool with a market indicator of 1500c/kg. The price as we now know has increased to 2000c/kg and looks steady at this rate. The premium for traditional types has increased and things look good for 2018/19.**

This price did not just happen, it's a result of growers' decision to put money into marketing in 2010. With a Wool Poll coming up, now is not the time to back off on marketing. Our higher wool price has now flowed through to higher garment prices. I suggest we keep funding marketing at 2% or higher to support this higher garment price.

You would have seen in the press Minister Littleproud's review of performance of AWI. This review contains recommendations that impede on growers' rights and the Board cannot legally



**The Merryville Stud Roger Birtles Memorial March-shorn group presented by Rick Power, Landmark Stud Stock and chief steward of GSSM 2018.**

accommodate some of them. All recommendations in this area will go before growers at AWI's Annual General meeting for your vote. I suggest you take an interest and vote on these important matters that will affect the future of our industry.

The season is tough as we all know but it will rain and the markets have never been

better. It is a case of feeding to protect our core breeders for the inevitable season recovery.

We have had great support in the sale ring this season topping at GSSM at \$12,000 with the next lot in line selling for \$10,000.

Armidale saw Merryville exhibit both the top-priced (\$18,000) and second top-

priced (\$17,000) Merino rams. Merryville's last lot of the Armidale sale went for \$12,000. In Mudgee, Merryville again topped the sale at \$17,000 while our first lot sold at \$10,500.

I have asked Scott Carmody to provide an analysis of his thoughts of the market and his article is included later in our newsletter.

## Merryville On-Property Unhoused Ram Sale

Friday 14th September 2018 – 1pm at "Beverley", Boorowa

ENQUIRIES

Wally Merriman Ph 02 6385 3333  
Landmark, Boorowa Ph 02 6385 3666

George Merriman Ph 02 6385 3282  
Elders, Boorowa Ph 02 6385 3107

# Sydney Success



ABOVE: Grand Champion Superfine Wool Poll Ram. Merryville was awarded the Most Successful March Shorn Poll Merino Exhibitor of the 2018 Sydney Royal Easter Show.

BELOW: Grand Champion Fine Wool Poll Ram.



I regard Ringmaster Superior 14th as one of the best Superfine Rams I have bred. He is certainly the biggest. He has a micron of 18.4 and fleece weight of 12.9kg of true superfine 74s style wool. He weighed 134kg and his lambs will be available next year at our On-property sale.

## Where to buy Merryville stock in 2019

GSSM (Canberra)  
Ram Sale  
*January*



Merryville Ewe Sale  
*February*



Armidale Ram Sale  
*February*



Mudgee Ram Sale  
*February*



Inverell Ram Sale  
*February*



Bendigo Ram Sale  
*July*



Ballarat Ram Sale  
*July*



Hamilton  
Sheepvention  
*August*



Merryville  
On-Property Ram  
Sale  
*September*

# Highlights

## Merryville

### GSSM 2018

Most Successful Exhibitor

Roger Birtles Memorial March Shorn Group  
– 1st

Champion March Shorn Superfine Wool Ewe  
Champion March Shorn Fine Wool Poll Ram  
8 rams sold to a top of \$12,000 and average  
of \$5,875

Top price of \$12,000 sold to HM Barty &  
Sons, Redesdale, Vic

### Armidale 2018

Top price of \$18,000 and second top price of  
\$17,000 sold to Lynoch Pty Ltd, Armidale

JE Newnham & Co, Delungra \$12,000

Edington Partnership, Armidale \$8,500

7 rams sold to a top of \$18,000 and average  
of \$9,929

### Mudgee 2018

Top price of \$17,000 sold to HM Barty &  
Sons, Redesdale, Vic

GJ & RA Rayner, Sallys Flat \$10,500

7 rams sold to a top of \$17,000 and average  
of \$6,571

### Royal Canberra Show 2018

Supreme Merino Fine Wool Exhibit

Junior Champion Ewe

Grand Champion Poll Merino Ram

Grand Champion Poll Merino Ewe

Grand Champion August Shorn Ewe

### Sydney 2018

Most Successful March Shorn Poll Merino  
Exhibitor

Grand Champion Superfine Wool Poll  
Merino Ram

Grand Champion Fine Wool Poll Merino  
Ram

### Bendigo 2018

Merryville sold 7 rams averaging \$4,929 with  
our top of \$10,000 sold to David Grills  
Partnership of Armidale.

## Merryville clients

**CONGRATULATIONS** to the many clients who have continued  
to enjoy success in the past twelve months, including:

### 2018 GSSM WINNERS

- The Walton family, Wurrook, Rokewood – Champion August Shorn Poll Ewe, Reserve Champion August Shorn Ewe.
- Peter & Jayne Lette, Conrayn, Berridale – Supreme Exhibit, Grand Champion Ram, Champion Sale Ram, Champion March Shorn Ram.

### 2018 CANBERRA ROYAL WINNERS

- Peter & Jayne Lette, Conrayn, Berridale – Supreme Merino Superfine Wool Exhibit, Grand Champion August Shorn Ram, Grand Champion August Shorn Ewe, Most Successful Merino Exhibitor.

### 2018 SYDNEY WINNERS

- Peter & Jayne Lette, Conrayn, Berridale – Supreme Merino Exhibit, Supreme Merino Ram, Grand Champion Superfine Wool Ram, Champion Housed Ram Fleece.
- The Van Eyk family, Shalimar Park, Walcha – Grand Champion Ultrafine Wool Ram.

### 2018 AUSTRALIAN FLEECE COMPETITION

- Peter & Jayne Lette, Conrayn Merino Stud, Berridale – 3rd Stud Ram Ultrafine (19.6 – 20.5), 2nd Stud Ram Extra Superfine (16.6 – 17.5), 2nd Stud Ram Fine (18.6 – 19.5), 1st and Champion Stud Ewe or Wether Fine Medium (19.6 – 20.5).
- HM Barty & Sons, Beverley Merino Stud, Redesdale, Vic – 1st and Reserve Champion Stud Ewe or Wether Ultrafine (15.6 – 16.5), 3rd Stud Ewe or Wether Extra Superfine (16.6 – 17.5), 3rd Stud Ram Superfine (17.6 -18.5).
- NT Collins, Hunterston, Vic – 1st Commercial Ewe or Wether Ultrafine (15.6 – 16.5).

### 2018 AUSTRALIAN SHEEP & WOOL SHOW (BENDIGO) WINNERS

- The Crawford family, Rockbank, Victoria Valley – Grand Champion Ultrafine Wool Ram, Reserve Grand Champion Superfine Wool Ram, Victorian Bred Merino Ram of the Year.
- The Walton family, Wurrook, Rokewood – Grand Champion Superfine Wool Ewe, Reserve Grand Champion Superfine Wool Ewe, Reserve Grand Champion Fine Wool Ewe, Best Exhibit of 3 Merino Sheep 1st, Best Exhibit of 5 Merino Sheep 2nd.

## Merryville blood Wethers set a record for Guyra

At the Guyra saleyards in April 2017, vendor Graham Marshall 'Come-by-Chance' sold 234 large framed mainly 3-4 year old September shorn Merryville blood wethers to \$203, setting a record for the Guyra sale centre. Congratulations to Graham who has been a long-term purchaser of Merryville stock through the Armidale Ram Sale. He is a very astute breeder.

# Merryville Annual Highlights

## 2017 On Property Ram Sale

Merryville's 18th Annual On-Property Ram Sale was held on 8th September 2017 where 141 rams were offered to a top of \$4,250. The sale averaged \$1,858 across the board and there was consistent interest in the offering of Merino and Poll Merino Rams.

Top price at \$4,250 was bought by long standing client Ron Veness of Rye Park. Bred in a Ringmaster Syndicate, the 2015 drop ram had a current micron of 16.4, SD of 2.8 microns, CV 16.5 and CF 99.5.

There were 2 second top-priced rams purchased for \$4,200 each. Lot 38 sold to JF & JE Baxter of "Marcole Park" Old Junee. This Superfine wool Poll merino ram was May shorn and tested at 18.7 micron, 2.9 SD and CV of 15.5%.

Checkers Partnership, "Checkers", Cargo bought one ram at \$4,200 and another at \$4,000. This buyer purchased 8 lots during the sale to average \$2,850 for their Fine wool, May shorn purchases.

Southeast Gippsland client, Neil Collins, travelled to the sale to secure 2 lots at \$3,400 and \$3,200. Lot 11, an Ultrafine wool, March shorn ram was a September 2015 drop ram with a current micron of 16.0, SD 2.7 and CF 99.8. Lot 40 was by Francesco Ultra, a Superfine wool, may shorn ram who tested at 16.6 micron, 2.8 SD, CV of 16.9 and CF of 99.8.

Geoff Burey "Tareela" Guyra made two purchases at \$4,000 and \$3,800 for Fine Wool 2016 drop rams, both sired by Grand Monarch 44th.

Tony & Winsome Price, Boiga View, Pyramul, NSW again returned to the sale to purchase lot 32. The Prices have been using Merryville blood for 46 years.

## 2018 On Property Ewe Sale

On Friday 15th February 2018 our 34th Annual On Property Ewe Sale was held at "Geegullalong", Boorowa, NSW. It was a full clearance with a total of 1050 stud and flock ewes sold for a \$117.01 average.

A draft of 243 cast-for-age stud ewes averaged \$152.57

a head and 215 maiden stud ewes averaged \$151.20. Flock maiden ewes averaged \$120 a head while CFA flock ewes averaged \$80 a head.

Victorian repeat buyers, the Barty family from Beverley Merino Stud, Redesdale, bought one of the top-priced pens of stud ewes for \$200 a head. This pen of 28 CFA Superfine stud ewes were June shorn and just had their lambs weaned.

Another repeat buyer from Victoria, the Glenn Brothers, Bendigo, secured the only pen of 17 Poll Merino ewes for an equal top-price of \$200 a head.

New buyers, Stan & Colleen McCann of Grenfell, NSW, bought 4 lots (100 head) of CFA and 1.5 year old stud ewes at an average of \$133 per head.

## 2018 Great Southern Supreme Merino Show and Ram Sale

The top-priced ram at the 2018 GSSM Ram Sale in Canberra was again sold by Merryville Stud. HM Barty & Sons, Redesdale, Vic, purchased the superfine wool ram for \$12,000. Bred in a Ringmaster Syndicate, the 2015 drop ram measured 16.5 microns with SD 2.2.

Second highest price, at \$10,000, was paid by Michael Green "Boudjah" Cooma for a Poll Merino Ram. This was the top-priced Poll Merino Ram of the sale.

Crookwell clients, Paul & Margy Seaman secured the first lot of the sale for \$5,000. Sired by Magnussen, the 17.2 micron ram had a SD of 2.7, CV of 15.7 and CF of 99.8.

Of the 8 rams Merryville sold, they averaged \$5,875 for the sale.

Merryville was again proud to win the Roger Birtles Memorial March Shorn Group class. Other awards won during the show include the Most Successful Exhibitor, Champion March Shorn Superfine Wool Poll Ram and Champion March Shorn Fine Wool Poll Ram.

## Self-replacing 18-micron Merino Ewe Flock – Best Enterprise

**NSW Department of primary Industries Sheep Development officer, Geoff Casburn, said the story was positive for sheep across the board, with a wether enterprise proving a real winner.**

Wool enterprises have boomed in 2017 with sheep industry analysis showing gross margins for Merino fine wool enterprises have risen by 55 percent since 2016 to generate \$554 per hectare.

Self-replacing Merino flocks with 18-micron wool had the highest gross margin at \$55.43 DSE, and the two top

enterprises benefitted from high prices for finer wool.

"We saw a huge 61 per cent leap for 18-micron wether enterprises, generating \$51.73 DSE or \$517 per hectare".

This is exactly the model that we use in our commercial operation. To get the best out of this model you must have heavy cutting fine wool sheep with type that will tempt the top end Chinese as well as mid range Italian competition.

We also need to conduct this enterprise with a moderate ewe bodyweight of some 65kg.



# Merryville Poll Merinos

## **The Merryville Poll Merino Stud continues to perform at the highest levels.**

In 2015 Merryville Poll Merino Stud won the following:

GSSM: Junior Champion Fine/Medium Wool Poll Ram, Champion March Shorn Fine Wool Poll Ram, Champion March Shorn Fine/Medium Wool Poll Ram and Champion March Shorn Fine Wool Poll Ewe. This Junior Champion Fine/Medium Wool Poll Ram then placed 3rd in the Objective Measurement Class at the 2015 Sydney Royal Show. With a 19.5 micron fleece this was the highest yielding and most valuable fleece of the class at 82.1% and \$125.39 respectively.

Canberra Royal Show: Champion Superfine Wool Poll Ram, Champion Fine Wool Poll Ewe.

Sydney Royal Easter Show: Grand Champion Superfine Wool Poll Ram, Junior Champion March Shorn Poll Ram, Champion March Shorn Superfine Wool Poll Ram, Most Successful March Shorn Poll Merino Exhibitor.

A lot of these sheep were sired by Pemcaw Poll, an outstanding sire who is proving his worth throughout Australia. As well as the Merryville Champions, he has sired the Grand Champion Ram at Wanaka in New Zealand in 2015, a top price poll ewe of \$12,000 and a grandson was Victorian Ram of the Year and Grand Champion Poll Ram at Bendigo in 2016.

Merryville Poll Stud's results at the 2016 Sydney Royal Easter Show include:

- Most Successful Exhibitor in March Shorn Poll Merino Section
- Grand Champion Poll Ewe
- Grand Champion Fine Wool Poll Ewe
- Grand Champion Fine/Medium Wool Poll Ewe
- Junior Champion March Shorn Poll Ewe
- Champion Fine Wool March Shorn Poll Ewe
- Champion Fine/Medium Wool August Shorn Poll Ewe
- Champion Fine/Medium Wool March Shorn Poll Ewe

In the Objective Measurement class, a Merryville 2 tooth poll ram had the highest eye muscle depth at 40.0 mm, with a fat depth of 3 mm. This ram also had the 2nd highest poll fleece value of the class.

At the 2017 Sydney Royal Easter Show 'Merryville Cas' was the Grand Champion Fine/Medium Wool Poll Ram. This poll ram went on to win his Objective Measurement class cutting 15.8kg at 18.1 micron. No poll ram has ever cut this sort of weight at this micron.

Merryville Poll Merino Stud exhibited two grand champions in Sydney 2018 with the Grand Champion Superfine Wool Poll Ram earlier judged champion March-shorn and growing 18.4 micron wool with a 2.8 micron SD, 15.2pc CV and 99.8pc CF. In the fine wool poll section Merryville showed Grand Champion and Reserve Champion rams.

## Performance & Production

### **Increasingly shows are including Performance Classes in their schedules to give a more objective view of a sheep's value.**

These Performance Classes use objective measurement for both wool and meat, looking at Frame & Confirmation, Body Weight, Fat Depth, Eye Muscle Depth, Staple Strength, Coefficient of Variation and Fleece Value.

Merryville Stud has proven the profitability of both its rams and ewes in the Objective Measurement Classes at the Sydney Royal Easter Show in recent years. In 2017 a Fine/Medium Wool Poll Ram was the winner of the OM 6 tooth & Over Ram class. 'Merryville Cas' cut 15.8kg of 18.1 micron fleece at a yield of 83.5% for a total fleece value of \$277. The 121kg ram had an eye muscle depth of 32mm.

In the Sydney 2016 Objective Measurement 2 to 4 tooth class, Merryville had the second highest fleece value for 'Merryville 14' (the Supreme Merino Exhibit) with a 15.4kg, 18.5 micron fleece with a yield of 72%. A Merryville 2 tooth poll ram

had the highest eye muscle depth at 40.0 mm and a fat depth of 3 mm. This ram also had the 2nd highest poll fleece value of the class.

In Sydney 2015 'Merryville EM Cas' placed 2nd in the Ram 6 tooth and over class with a 125.5kg ram with 18.8 micron wool, a fleece yield of 74.9% and fleece value of \$138.06. A younger poll ram in the 2 to 4 tooth class placed 3rd in his class. With a 19.5 micron fleece this was the highest yielding and most valuable fleece of the class at 82.1% and \$125.39 respectively. In the 2 to 4 tooth Ewe class Merryville secured 2nd place with a 17.7 micron, 12.5kg fleece valued at \$108.23.

Merryville Stud recorded a record wool weight of 18.36kg in the performance class of the 2015 Dubbo Show and Sale. The ram won the class with a micron of 17.8, SD of 2.9, CV of 16.8% and CF of 99.8%. The fleece was valued at \$155.33 and received 160 points from a possible 160 for the fleece value. The eye muscle depth and fat depth also obtained maximum points.

The Objective Measurement Class for Rams 6 tooth and over at Sydney

in 2013 was won by a Fine/Medium ram from the Merryville Uniform family during his first showing. This ram weighed 113.5kg after shearing a 12.4kg fleece of 18.1 micron wool yielding 75.2% and valued at \$116.66. The ram's total value was \$409.00 and its eye muscle measured 42mm with a fat depth of 4.2mm. This eye muscle measurement was the highest in the class. Merryville's entry in the Ram 2 to 4 tooth class also had the highest eye muscle measurement of 41mm.

Merryville won the Objective Measurement Class at Dubbo in 2013 with a ram cutting 14.6kg wool with a micron of 17.4 and 139kg body weight. The ram scored a perfect score for his fleece which was valued at \$126.44. This follows on from Merryville's Castellon ram which cut 14.8kg at 19.2 micron in 2012.

In 2012 in the performance classes at Sydney Merryville placed 1st and 3rd with two rams. The prize winning ram was a 4 tooth while Merryville's 6 tooth ram came third. Both rams scored top in their class for eye muscle depth.

# VALE



## RAY WISE

Sadly, during the year we lost a great Merino stalwart in Ray Wise.

Ray was a good friend and client of ours and he served with distinction on the council of the NSW Stud Merino Breeders Association.

For many years Ray was responsible for sheep tagging for the association and always conducted himself with fairness and integrity.

Our thoughts are with Margaret and the family.

## Lady Kate launches retail pop ups

Penny's women's knitwear label, Lady Kate took a leap of faith this year, expanding into retail pop-up shops to grow the business. For the two months of April and May, Lady Kate opened in Westfield Chatswood on Sydney's North Shore.

"I chose Westfield Chatswood for its diverse clientele – there are a lot of well-heeled ladies on the North Shore who are generally typical of our city customers, but also a large presence of Asian women who are willing to spend on things that are branded as 'Australian'," Penny said.

"Interestingly, for the two months I was there, eight out of ten of the fashion stores on the same floor as me advertised 'merino' or the Woolmark logo in their shop window, so it's clearly a selling point amongst that customer base."

After the success of the Chatswood store, Lady Kate launched another pop-up in Orange, NSW for the month of July to grow the brand's sales in a cold-climate area.

"One of the biggest difficulties for me being based in Narrabri is that the weather's so warm, I generally have to travel south to generate those retail sales," Penny said.

"The good news is that brand's online sales continue to grow so now the business can rely solely on the website for income and I don't have to trek across country as much."

Which is lucky, because with a new baby due in December this year, it's unlikely Penny will be doing much travelling with Lady Kate in 2019!



# MERRYVILLE 2019 SALES

**ON-PROPERTY EWE SALE**  
**Friday 15th February 2019**  
*Commencing at 2pm*

Also selling at

- ◆ GSSM
- ◆ Armidale
- ◆ Bendigo
- ◆ Mudgee
- ◆ Ballarat
- ◆ Hamilton

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# Wool price reaches historical milestone

• By **SCOTT CARMODY**

**The 2017/2018 wool selling season has just been completed. The season featured an almost monotonous list of record price achievements throughout, with most Australian wool grower sellers enjoying the best clip averages they have ever experienced.**

The high point was the wool price hitting the historical milestone of \$20 per clean kg, a substantial step for the industry as the price of wool has hit a level many once thought impossible. Breaking through the \$20/kg level is a significant marker for the wool industry and a reflection of true demand in an open market unaffected by stockpiles, negative world events, global economy woes, lack of marketing our fibre, or other industry mistakes of bygone days.

The leading market indicator of the general health of wool prices, the Australian Wool Exchange (AWEX) Eastern market Indicator (EMI), closed the selling year at 2056ac clean/kg which was an appreciation of 532ac for the 12 months from a season opening level of 1524ac which equalled a staggering 34.91% gain. When the EMI is measured using US dollars (USD) the market closed at 1512usc which was a gain of 354usc for the 12 months from a season opening level of 1158usc. Once again this represents a massive 30.57% gain. Whilst the USD levels are generally not the primary concern for local wool grower sellers getting paid in AUD, the USD levels are more indicative of the spot demand, as it is estimated over 65% of all Australian wool is purchased using US dollar.

On the supply side of the wool market equation, there was 1,780,590

bales of Australian grown wool sold at auction this year through the Fremantle, Sydney and Melbourne wool selling centres. It is estimated a further 195,000 bales was put through private and direct buying systems taking the annual figure to around 1,975,600 bales sold for the season. This volume ties in pretty closely with the AWTA Key Test Data which showed that AWTA tested 2,027,178 bales or 360.4 million kgs greasy for the 2017/18 season. This is a year to year increase of 0.7% or 21,000 bales or 2.5 million kgs greasy.

With the price levels at all time highs, wool growers were basically on a season long shear and sell strategy. Very little wool was believed to have been held in store on the growers account, expecting or projecting higher prices. In fact, most wool store operators reported a drastic reduction in the average number of days bales were held in store, adversely affecting incomes of wool store operations. Warehouse storage fees were almost non-existent, as exporter buyers were also shipping prompt on the other side of the trade. This was indicative of the industry reports of a global shortage of wool stocks, particularly Merino, in front of machines for first stage manufacturing.

The key driver in this bull market, that has run for many years now, is the insatiable demand coming out of mainly China, that currently purchase around 75% of our wool. Latest figures show that whilst 10 years ago, nearly all of the wool products that had been manufactured in China were then re-exported to the Northern hemisphere for sale, today more than half is now staying within China and being consumed domestically.

The steady rise in demand and

therefore price from existing and new markets such as sportswear and product innovations using wool give weight to the theory that current prices can last for some time to come. The market right now is very different to the conditions that were prevalent in 2011 when the wool price spiked rather than lifted consistently through a longer period of time as we are now seeing. Much of the lift is attributed to the rising middle class of China and their increasing disposable income.

This price increase is not without consequences and is having an impact on the landscape within the Peoples Republic itself. Due to pricing pressure, a few of the smaller processors have been swallowed up by larger operators, leaving around 6-8 major mills taking a majority of the Australian wool imported by China. These big mills are now just as dependent on our wool supply as we are on their demand. At present this is a relationship which has been good for both parties.

The first three months of the new wool selling season of 2018/19 is likely to set the scene for at least a season or two as it will materialise very quickly whether these sort of price levels can be passed onto consumers at retail and therefore maintained at auction here. Garment makers have been able to give reductions all the way through to retailers as they had a built in average up their sleeve as prices moved so rapidly upward. For example when prices moved to 35% higher by season end, the manufacturers that mostly bought all the way through had actually averaged a only a theoretical 17.5% average rise in raw material purchase costs. It would be very rare indeed if any retailer has paid the full 35% price rise yet. When the manufacturers run out of the cheaper average the real test will come.

## FLOCK RAMS

*Free delivery to most areas – All sheep vaccinated*

**Available Mid-September**

**In all grades to suit your stud or flock**