



BEVERLEY MERINOS

Tuesday 22nd September 2020

Inspection from 10:00am

Sale from 1:00pm

Offering 56 Merino Rams

at

"CORRA"

Sutton Grange Road, Redesdale

PLEASE NOTE

We will be operating our Ram Sale under strict COVID-19 restrictions.
Please abide by the 1.5m social distancing practice and use the hand sanitiser provided.
If you are experiencing any symptoms such as fever, a runny nose, sore throat or persistent cough
you should leave immediately.

Ian Carmichael

Ph: 0428 510 232

Ted Wilson

Ph: 0409 368 376

3%

REBATE

OUTSIDE

AGENTS

Stewart Raine

Ph: 0436 452 505

Candice Cordy

Ph: 0408 963 109

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BEVERLEY 2020



WELCOME

Welcome to our seventh annual Beverley On-Property Merino Ram Sale.

This year has been challenging to say the least. Although we have been blessed with a great season, we have all been dealt a curveball through the COVID-19 global pandemic. In the short term, it has affected every aspect of our life.

Unfortunately, agriculture has not escaped the economic fallout from this disease. The strong mutton market has been offset by a disappointing wool market caused by a global shutdown of retail. In times like these, it is important to remember that all of these issues are beyond our control and that pre-COVID the fundamentals were very sound.

This year, we are pleased to offer rams from several new sires. They are well grown and present an opportunity to secure leading genetics at a sensible price.

Our thanks go to the team at Nutrien for their ongoing support in running this sale.

Best wishes,

John Barty.

ABOUT BEVERLEY

The Beverley Superfine Merino Stud, which was founded in 1956, had its origins in the early 1900's. The property was originally settled in 1919 by John Barty Snr on 678 acres. Today, the property consists of approximately 7500 acres and is operated by the founder's son Mac, his son John and wife Kerryn, grandsons Alexander and Lachlan and families.

The property is situated 30km South of Bendigo in gently undulating country. The area was once a bustling centre for goldmining activities in the late 1800's. The soil types range from granite on the East side of Mt. Alexander, through ironstone to basalt country on the Coliban River. The average rainfall is approximately 600mm.

Each year, 13,000 adult sheep plus 5,000 lambs produce between 65,000 and 70,000kg of 15.5 to 18.0 micron wool. A commercial herd of 50 cows is also run in conjunction with the sheep enterprise. Shearing takes place annually in September/October.

The production aim at Beverley is to breed large framed superfine sheep with good constitutions and a soft, well nourished staple with a strong emphasis placed on style and character.

The stud is based on the best of Alfoxtton, Merryville and Rockbank bloodlines. Over recent years Beverley Merino Stud has invested in the future by securing many top sires including "Alfoxtton Diplomat" purchased for \$46,000 in 2010. He has proved to be very influential on our whole flock. In 2018 we purchased the top priced rams at Canberra and Mudgee from Merryville stud for \$12,000 and \$17,000 respectively.

In October 2014, we founded Beverley No. 2 Stud through the purchase of 123 top stud ewes at the One Oak dispersal to give our clients more options in the pursuit of improving wool cut. Along with these ewes, we also purchased a top Nerstane ram in Dubbo 2015 for \$24,000 to compliment this venture. In August 2017, we purchased a share in Eilan Donan "Harvey" who sold for \$52,500 at Dubbo. In 2018 we purchased a Roseville Park ram for \$20,000.

In future years, we believe that the progeny of these sires will only enhance the quality of rams we are able to present to our clients.

BEVERLEY STUD SIRES

Grey Tags | Beverley Embryo Transfer

- full DNA parentage to be displayed on sale cards
 - > Merryville Giant Test
 - > Merryville Ringmaster

Blue Tags | Hillcreston Snowy

- purchased on-property in 2017
- tested 15.2 micron

Lime Tags | Alfoxtton Diplomat

- purchased in syndicate in Bendigo 2010 for \$46,000 (Beverley major stakeholder)
- son of Alfoxtton 'President', a highly influential sire

Purple Tags | Merryville Ringmaster

- purchased in Canberra 2018 for \$12,000
- tested 16.3 micron

Red Tags | Merryville Giant Test

- purchased in Mudgee 2018 for \$17,000
- tested 15.7 micron

White Tags | Beverley Ambassador

- son of Alfoxtton 'Diplomat', out of a Merryville stud ewe
- Grand Champion Un-housed Ram at Bendigo 2014
- tested 13.8 micron

BEVERLEY No. 2 STUD SIRES

Grey Tags | **Beverley No. 2 Embryo Transfer**

- full DNA parentage to be displayed on sale cards
 - > One Oak Blue 11-104
 - > Nerstane N44
 - > Roseville Park 16-0040

Green Tags | **Nerstane 410**

- superfine ram purchased in Bendigo 2015
- cut 15kg of 17.2 micron wool

Pink Tags | **Nerstane N18**

- purchased in syndicate with Eilan Donan and Trefusis
- cut 17kg of 18.2 micron wool
- sired by N4636

Yellow Tags | **Roseville Park 16-0040**

- purchased in Bendigo 2018 for \$20,000
- tested 16.5 micron

NOTE: All rams and sheep on "BEVERLEY" have been Gudair vaccinated and are approved vaccinates. Beverley has an ABC score of 5. Beverley is accredited brucellosis free.

COMMENT FROM STUD CONSULTANT

Well a lot can happen in 12 months, somewhat of an understatement I guess. We have seen bushfires ravage many parts of our country, followed by Corona Virus that continues to affect the entire world. A wool market that was going along pretty well until Christmas only to see it fall away by around 50 % compared to this time last year, due entirely to a total shutdown in every retail outlet on the planet.

There is no doubt it's going to take some time to get the wool pipeline flowing again, I remember a comment made by the late Michael Lempriere – “you have sold no wool until the sweater is sold”, very true! It's important to remember the sudden drop in demand has nothing to do with the fibre; it has been caused by a pandemic out of everyone's control. When we get through this, my view is wool will come back stronger than ever after all we are sitting on the lowest sheep population for a century.

On a positive note we have seen a huge improvement seasonally through most of eastern Australia with some regions receiving their annual rainfall or near to already. I have just recently finished a Classing run in NSW, SA and VIC and the stock look terrific, the mood is good, farmers are enjoying seeing their livestock doing well. We have witnessed unprecedented prices achieved for livestock this has been driven by a sound export and domestic market, backed up by very strong re- stocker demand.

I have witnessed some outstanding scanning results, merinos to merinos up to 172% amongst my clients with many in the 160's. The early lambing flocks are reporting good marking percentages. We must never lose sight of the fact that fertility is one of the main profit drivers in any livestock enterprise. What do we take out of all this – for mine, there is still bloody good money to be made out of sheep, particularly merinos.

I recently classed the young Sale Rams at Beverley; they presented well, reflecting the favourable season and importantly displaying the traits we are chasing with our breeding objectives. We are continually striving to breed sheep that are relevant to current market trends with a strong focus on correct structure, surplus sheep sales are a big part of any wool enterprise today. The Barty family are as committed as anyone I know in the wool industry and will continue to invest in the best of genetics available to continually improve their sheep available to you.

Hopefully I will be attending the Annual Ram Sale on 22/9/20 and as usual welcome your comments. If you require any assistance with selection I would be very happy to help.

Andrew Calvert

☎ 0418 130 155

✉ andrew@woolsolutions.com.au



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CONTACT DETAILS

BEVERLEY MERINOS



📍 "Beverley" Redesdale, VIC 3444

☎ (03) 5425 3127

📱 0400 096 637 (John)

0407 644 833 (Mac)

0403 177 937 (Alex)

✉ hmbarty@bigpond.net.au

EXPLANATION OF TESTING TERMINOLOGY

FD The actual measured Mean Fibre Diameter.

SD Standard Deviation is a measure in microns either side of the mean fibre diameter in which 68% of fibres lie.

CV Coefficient of Variation of fibre diameter is expressed as a percentage of standard deviation over mean fibre diameter.

CF Comfort Factor is the percentage of fibres less than 30 microns.

CURV The mean fibre curvature measured in degrees per mm of fibre length. The lower the the angle, the lower the crimp frequency.

SPIN The Spinning Fineness combines the Mean Fibre Diameter and the Coefficient of Variation into a single measure of fineness. A lower CV will result in an improvement in spinning performance.

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
1	GREY 42	16.4	2.8	17.1	99.7	82.0	15.5
	Purchaser:..... \$.....						
2	GREY 45	17.2	2.8	16.3	99.9	79.0	16.1
	Purchaser:..... \$.....						
3	LIME 36	15.3	2.8	18.3	99.8	111.0	14.6
	Purchaser:..... \$.....						
4	GREY 39	16.3	2.2	13.5	99.7	87.0	15.0
	Purchaser:..... \$.....						
5	PURPLE 55	16.4	2.5	15.2	99.9	95.0	15.3
	Purchaser:..... \$.....						
6	RED 14	16.3	2.4	14.7	99.8	108.0	15.1
	Purchaser:..... \$.....						
7	BLUE 48	17.8	2.7	15.2	99.6	104.0	16.7
	Purchaser:..... \$.....						
8	LIME 95	16.7	2.5	15.0	99.9	83.0	15.5
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
9	WHITE 44	16.5	2.4	14.5	99.8	73.0	15.3
	Purchaser:..... \$.....						
10	LIME 68	16.5	2.3	13.9	99.8	73.0	15.2
	Purchaser:..... \$.....						
11	GREY 49	14.8	2.6	17.6	99.8	75.0	14.0
	Purchaser:..... \$.....						
12	PURPLE 18	16.8	2.2	13.1	99.9	86.0	15.4
	Purchaser:..... \$.....						
13	LIME 6	17.7	2.9	16.4	99.5	65.0	16.6
	Purchaser:..... \$.....						
14	PURPLE 66	15.2	2.9	19.1	99.8	69.0	14.6
	Purchaser:..... \$.....						
15	GREY 17	16.7	3.3	19.8	99.6	93.0	16.1
	Purchaser:..... \$.....						
16	LIME 55	14.3	2.1	14.7	100.0	70.0	13.3
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
17	GREY 29	17.7	2.7	15.3	99.8	76.0	16.5
	Purchaser:..... \$.....						
18	BLUE 31	17.1	2.8	16.4	99.7	93.0	16.0
	Purchaser:..... \$.....						
19	PURPLE 60	15.7	2.2	14.0	99.9	60.0	14.5
	Purchaser:..... \$.....						
20	PURPLE 65	16.7	2.5	15.0	99.7	90.0	15.5
	Purchaser:..... \$.....						
21	RED 2	14.5	2.4	16.6	99.8	66.0	13.6
	Purchaser:..... \$.....						
22	RED 27	15.6	2.6	16.7	99.8	90.0	14.7
	Purchaser:..... \$.....						
23	LIME 58	18.0	2.6	14.4	99.9	68.0	17.0
	Purchaser:..... \$.....						
24	RED 35	13.5	3.0	22.2	99.9	62.0	13.3
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
25	BLUE 1	16.8	2.4	14.3	99.7	120.0	15.5
	Purchaser:..... \$.....						
26	GREY 52	15.6	2.8	17.9	99.8	91.0	14.8
	Purchaser:..... \$.....						
27	RED 28	16.5	2.4	14.5	100.0	81.0	15.3
	Purchaser:..... \$.....						
28	LIME 73	17.3	3.0	17.3	99.7	83.0	16.3
	Purchaser:..... \$.....						
29	LIME 75	15.4	2.7	17.5	99.9	75.0	14.6
	Purchaser:..... \$.....						
30	LIME 78	14.6	3.2	21.9	99.7	76.0	14.3
	Purchaser:..... \$.....						
31	GREY 7	17.0	2.1	12.4	99.8	81.0	15.5
	Purchaser:..... \$.....						
32	GREY 51	14.4	3.0	20.8	99.8	66.0	14.3
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
33	PURPLE 58	17.7	2.2	12.4	99.9	69.0	16.2
	Purchaser:..... \$.....						
34	GREY 24	17.9	2.9	16.2	99.8	95.0	16.8
	Purchaser:..... \$.....						
35	RED 34	17.6	2.6	14.8	99.5	76.0	16.3
	Purchaser:..... \$.....						
36	GREY 47	16.3	3.5	21.5	99.5	70.0	15.9
	Purchaser:..... \$.....						
37	LIME 7	17.2	2.3	13.4	99.6	87.0	15.8
	Purchaser:..... \$.....						
38	PURPLE 30	15.2	2.3	15.1	100.0	71.0	14.1
	Purchaser:..... \$.....						
39	RED 3	15.3	2.7	17.6	99.7	95.0	14.5
	Purchaser:..... \$.....						
40	WHITE 40	16.4	2.1	12.8	99.9	63.0	15.0
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
41	GREY 1	15.8	3.3	20.9	99.5	65.0	15.4
	Purchaser:..... \$.....						
42	GREY 32 (POLL)	15.6	2.8	17.9	99.9	70.0	14.8
	Purchaser:..... \$.....						

15 MONTHS, MARCH SHORN No. 2

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
43	GREY 38	18.3	3.2	17.5	99.6	64.0	17.3
	Purchaser:..... \$.....						
44	GREEN 9	18.5	3.0	16.2	99.8	84.0	17.3
	Purchaser:..... \$.....						
45	GREY 50	18.4	2.8	15.2	99.9	69.0	17.1
	Purchaser:..... \$.....						
46	YELLOW 33	15.5	2.2	14.2	100.0	60.0	14.3
	Purchaser:..... \$.....						
47	GREY 40	16.3	2.3	14.1	99.8	65.0	15.1
	Purchaser:..... \$.....						
48	GREEN 66	19.2	2.7	14.1	99.6	96.0	18.0
	Purchaser:..... \$.....						

24 MONTHS, AUGUST SHORN No. 2

49	GREY 55	19.5	2.8	14.4	99.7	60.0	18.0
	Purchaser:..... \$.....						

24 MONTHS, MARCH SHORN No. 2

LOT	TAG	FD	SD	CV	CF	CURV	SPIN
50	PINK 182	17.1	2.2	12.9	99.8	66.0	15.7
	Purchaser:..... \$.....						
51	PINK 105	15.3	2.8	18.3	99.8	73.0	14.6
	Purchaser:..... \$.....						
52	GREY 19	18.9	3.6	19.0	99.4	60.0	18.3
	Purchaser:..... \$.....						
53	PINK 176	16.4	2.4	14.6	99.7	71.0	15.2
	Purchaser:..... \$.....						
54	PINK 124	17.3	3.3	19.1	99.7	74.0	16.6
	Purchaser:..... \$.....						
55	GREY 52	19.2	3.3	17.2	99.4	53.0	18.1
	Purchaser:..... \$.....						
56	GREY 69	18.0	3.5	19.4	99.4	68.0	17.8
	Purchaser:..... \$.....						

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Sheep / Stud Classing

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Efficient Logistics Model

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Weekly Auction Sales

Forward Pricing Information



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NOTES

BUYER'S INSTRUCTION SLIP

Buyer's Name:.....

Address:.....

..... Postcode:.....

Phone:.....

Lots Purchased:

Lot:..... Price \$.....

Account to:.....

Delivery instructions:.....

.....

Insurance: Yes No

3 months 6 months 12 months Other:.....

Signed:.....

Date: / /

All instructions concerning the delivery of rams must be given in writing and signed by the buyer or their representative.

No verbal instructions can be accepted.

SHEARING CONTRACTOR



JON HOOPPELL
03 54 248 551

**TERMS AND CONDITIONS
FOR THE SALE
OF STUD STOCK BY AUCTION**



1. All bids at auction or offers to purchase are made on, and are subject to, these terms and conditions of sale, (these terms) and bidders agree to abide by and acknowledge that they will be bound by these terms.

2. The Vendor reserves the right to bid by agent, or in person, and may withdraw any lot or lots without declaring the reserve, and subject to Clause 9, the higher bidder will be Purchaser. However, the Selling Agent without giving any reason whatsoever may refuse to accept the bidding of any person.

2.1 The Selling Agent or auctioneer may settle any disputed bid or put up the stock again at least interests of the vendor and may do so without giving any reason.

2.2 The auctioneer may refuse to accept any bid which the auctioneer believes is not in the best interest of the Vendor and may do so without giving any reason.

2.3 A bidder will be deemed to be a principal unless prior to bidding the bidder has given to the auctioneer a written authority to bid for another person.

2.4 The stock will be in all respects at the risk and expenses of the Purchaser immediately on the fall of the hammer or in the case of a private treaty, immediately upon acceptance by the Vendor of the Purchaser's offer to purchase the stock. Neither the Selling Agent nor the vendor will be responsible for the safekeeping of the stock after this time.

3. On conclusion of the sale and before delivery the Purchaser must pay for all stock purchased immediately in cash. The Selling Agent may require any bidder before or during a sale, to deposit with the Selling Agent, an amount on account of the purchase price;

3.1 If delivery is given or possession is obtained by or for the Purchaser before payment, the stock will remain the property of the Vendor and the Purchaser will hold the stock as trustee for the Vendor, but at the risk of the Purchaser until payment of the purchase price in full and clearance of all negotiable instruments comprising any part of the purchase price;

3.2 At any time before payment of the purchase price in full, the Vendor or the Vendor's agent may recover possession of the stock and may come onto any lands occupied by the Purchaser to do so or to inspect the stock at anytime and may sue the Purchaser to recover possession of the stock.

4. The Purchaser acknowledges that the stock for sale has been available for inspection before that sale and the Purchaser is deemed to have inspected the stock to the Purchaser's satisfaction;

4.1 The stock are sold subject to any existing faults whether or not such faults are discoverable by Inspection. All conditions and warranties in respect of the stock which might otherwise be implied by law are to the extent permissible by law expressly excluded.

4.2 The Purchaser acknowledges that no representation expressed or implied has been made by the Vendor, the Vendor's agent or the Selling Agent as to the condition of the stock sold. If any breach of a conditions or warranty implied by law arises the Vendor has the option, to the extent permitted by law, to replace the stock with similar stock, improve the stock or refund payment of the stock. The Selling Agent will not be liable for any deficiencies in numbers of any lots sold.

4.3 The Selling Agent gives no warranty as to the Vendor's right to sell and is not liable in respect of any error or omission in the description or pedigree, and the Purchaser will not be entitled to void the sale, reject the stock or claim any compensation, damage or reduction in the price owing to any such mis-descriptions.

5. Any representation made by the Vendor or Selling Agent, that any female has been pregnancy tested in calf means only that a certificate in writing will be supplied to the Purchaser. This certificate will be signed by a qualified veterinary surgeon certifying that the female has been pregnancy tested on a date specified on the certificate and that in the veterinary surgeon's opinion the female was in calf on that date. If the opinion is incorrect neither the Vendor nor the Selling Agent will be liable to the Purchaser.

6. Retention of semen rights by the Vendor

6.1 This condition applies when the Sale Catalogue or the Agent announces prior to the auction of any Lot that the Lot is subject to the Vendor retaining any rights to the semen of the Lot.

6.2 "Semen Rights" means any right to semen reserved to the Vendor including the right to market the semen.

6.3 The Vendor will display in writing before the sale or in the Sale Catalogue or in a prominent place the Vendor semen rights terms and conditions.

6.4 The Purchaser warrants that the Purchaser understands, agrees to and accepts the semen rights terms and conditions.

6.5 The Purchaser acknowledges that if the Purchaser breaches the semen rights terms and conditions the Vendor may be entitled to recover damages from the Purchaser.

6.6 The Vendor hereby releases the Agent from any liability, claim or action whatsoever however arising in relation to the Vendor semen rights.

7. Subject to any clerical errors the prices recorded in the sale book by the Selling Agent's clerk will be binding on the Purchaser and the Vendor. The Purchaser must consult the Vendor in relation to pedigree certificates and transfers and acknowledges that it is not the Selling Agent's responsibility to acquire these on behalf of the Purchaser. The Vendor will notify the society or association for the relevant breed of the Purchaser's details if stock sold is pedigree stock. The Purchaser is responsible for paying the appropriate transfer and registration fees associated with any registration of all stock sold.

8. If the Purchaser does not comply with any of these conditions any stock purchased may without notice to the Purchaser, be resold as determined by the Selling Agent, at the risk of the Purchaser, and any short fall arising from such sale must be paid by the Purchaser. The Purchaser is not entitled to any profit arising from such sale.

9. Interest will accrue and be payable by the Purchaser on any part of the purchase price not paid immediately on conclusion of a sale or as agreed and on any fees and charges incurred by the Vendor or the Selling Agent. Interest will accrue at the rate of 2% higher than the rate set out in the Penalty Interest Rates Act 1958.

10. Notices:

Any notices, invoices, demands or approvals (notices) required to be made in writing or authorised will be duly made if given in person, by post, by facsimile, telegram or e-mail and will be deemed to have been served:-

10.1 If made in person at the time of such service; or

10.2 In the case of prepaid ordinary post, when it would be received in the ordinary course of post whether in fact received or not; or

10.3 In the case of facsimile transmission, at the end of the transmission as recorded by the sender. In the case of (10.2) or (10.3) notices must be sent to the address or facsimile number of the respective party which is recorded in the sale book or at such other address or number as the addressee may advise.

11. GST:

All payments to be made under this agreement are exclusive of GST as that term is used and defined in A New Tax System (Goods and Services Tax) Act 1999 (as amended).

The Purchaser acknowledges that in addition to all payment payable by the Purchaser for all supplies made under this agreement the Purchaser must pay all applicable GST on supplies made.



David Kennett
0429 861 772



As you well know, it takes a lot of ability, knowledge and experience to succeed in sheep and wool production. You also need access to the right partners, a dedicated team with its focus on you and runs on the board when it comes to providing:

- The right supplies
- Financial services
- Full interlotting & bulk classing services
- Sheep classing & ram selection
- Direct selling options
- Wooltrade electronic sales
- Shearing advances
- Forward marketing advice
- Advice on special needs, challenges & circumstances

When dealing with our experienced team, you'll be looked after by experienced locals backed by a nationwide network dedicated to helping you get the best results. At Nutrien Ag Solutions, we believe our national strength is based on the strength of local service with all our wool businesses here for you all the way.

TO FIND OUT MORE, PLEASE CONTACT ONE OF OUR TEAM BELOW:

STEWART RAINE: 0436 452 505 | DAMIAN MEABURN: 0419 970 009

www.NutrienAgSolutions.com.au

Nutrien
Wool

**Beverley Merino Stud would like
to thank all buyers and all who
attended the 2020 Beverley
On-Property Ram Sale.**

CORRA MAP



DIRECTIONS

From Redesdale

Take the Lake Eppalock Road to the roundabout,
Proceed straight through the roundabout on to the Sutton
Grange-Redesdale Road,
Continue in a Westerly direction over the Coliban River
and through the first crossroads,
CORRA is 11.2km West of Redesdale on your left.

From Sutton Grange:

Take the Sutton Grange-Redesdale Road,
Continue in an Easterly direction through the first crossroads,
CORRA is 6.3km East of Sutton Grange on your right