

## **Detpa's big lift tops at \$22,000**

A wise business saying is, "Quality always sells" and that was most certainly the case at Jeparit last Thursday when the Pipkorn family staged their 28<sup>th</sup> annual Detpa Grove White Suffolk sheep sale.

The quality in the 247 White Suffolk rams and ewes penned for buyer competition was exceptional. The 146 flock rams were as good as you could expect to see anywhere and the 36 stud rams and 65 stud ewes were just the cream on top. It almost sounds like a throwaway cliché when a stud principal says, "It's the best draft we've ever had," but in this case David Pipkorn's statement was very believable and supported by many in attendance.

The quality on offer was certainly well recognised by the 101 producers who registered to bid; 72 of them at the actual sale and another 29 linked in through the Auctions Plus network to operate on the stud sheep drafts.

In a 99% clearance, 245 head found new homes, selling to a top of \$22,000 and averaging \$1769, a 50% increase in sale gross from last year. It was a terrific result and reward for the vendors for their years of toil and sound decision making to get to this level and maintain it. Detpa Grove stud currently influences more White Suffolk studs in this country than any other, plus has a strong commercial industry reach, all with good reason.

However in the current seasonal conditions and industry outlook, there was still very good value through the sale. A flock ram average of \$1228 was very similar to most sales with good quality stock this year, while a stud ram average of \$5117 was far from extreme. It was a win/win sale with vendors well rewarded, yet buyers happy with the value they received for their investment.

The biggest increase in sale proceeds from last year was in the stud ewe section that commenced the sale. A 96% increase was achieved from last year's solid result, with 63 of 65 ewes clearing to \$2300 and averaging \$1108. While the top was down \$2000, the average was up \$447.

The top priced ewe, DG150666Tw was purchased by Gary Heilig, Montana, USA with Clive and Deb Shillabeer, Karoonda, SA doing the bidding. Embryos will be flushed from this elite performance ewe (C+ 206) and these exported to the USA.

Duncan Young, Livestock Marketing Pty Ltd, through Elders Strathalbyn, SA had the biggest influence on the result with the purchase of 16 top ewes from \$800 to \$2100 and at a \$1375 average. He also purchased strongly last year when he purchased 24 at an \$804 average, but the difference this year was that there were more bidders prepared to push him to higher levels.

The Auctions Plus network provided the strongest competition with 26 going to buyers on that system.

Elders Midland, WA was strong with 10 ewes through A+, seven to \$900 to Laurie Fairclough, York and three to \$1900 going to TK & MJ Cheetham, Naremben.

Dennis Duffy, Tumbarumba, NSW was the strongest individual buyer through A+ with nine ewes to the equal second top of \$2100. Will Milroy, Pipers Point, Tasmania picked up four to \$1700 also

through that network, while Brendan Ebsary was in the sale shed and purchased four to \$1600 through Elders Maitland, SA to also be prominent.

The Auctions Plus network provided 19% of the total stud sales gross with five stud rams added to the ewe purchases. Denam Carter, Mindaree Grazing, Mt Barker, WA picked up two to \$4500, while Lachy Day, Days Whiteface, Bordertown purchased two to \$8000 to be multiple stud ram purchasers through A+.

The highlight of the stud ram draft and the sale's top price did not occur until 26 lots into the 36 head draft. Joel and Andrew Donnan, Anden stud, Woomelang were fresh from their own record breaking sale one week before, bid to \$22,000 before securing DG150576Tw, a beautifully balanced son of DG130592Tri. With wonderful shoulder setting and neck extension, on top of strong visual muscling through the loin and hindquarters, this mid-July drop attracted a lot of presale attention. High, but not extreme performance figures culminating in a Carcase Plus index of 190 polished off an outstanding stud sire prospect.

The second stud ram in the ring, DG150211ET was the sale topping ram's full brother from an earlier embryo flush. With an extremely powerful presence this ram demanded attention and got it, selling to Bruce Buswell, Matilda Downs, Mt Barker, WA through Superior Selections for \$19,000, the sale's second top price. Bruce has purchased several top rams from Detpa Grove over the past few years, including last year's sale topper at \$10,000.

Doug Comb, Manfred stud, Hay paid \$16,000 for DG150059Tri by Burwood 110959Tw to add to two \$1100 ewes he purchased earlier. This ram's powerful presence was backed up by a Carcase Plus index of 206. Clive and Deb Shillabeer snapped up DG150677, the impressive first stud ram offered for \$14,000. With a C+ index of 211, this very impressive son of DG140300 may yet live up to the adage, "The first ram in is often the cheapest". He will be well tested at the Shillabeers' Wingamin flock that has achieved numerous awards over the last decade or so with their White Suffolks carrying a strong Detpa Grove genetic influence.

Some other stud sales of note included: \$10,000 to R & L Mitchell, Ronobri stud, Lockington; \$9000 to T & N Smith, Marleigh stud, Gymbowen; \$6500 to John Jamieson, Wattle Park, Finley, NSW; \$6500 to M & Y Williams, Nhill; and \$6000 to the Routley family, Almondvale, Lochart, NSW.

Despite the outstanding depth of quality in this stud ram draft, the results fluctuated rather wildly. Five rams sold for \$10,000 or better and another five over \$5000 but 20 sold for only \$2000 or less, ten of these being snapped up by alert flock ram buyers. Despite the \$5117 average, value certainly existed by the bucketful in this section of the sale.

The strength and buying competition from the 38 successful bidders on the 146 magnificent flock rams was very good, despite a sparse buying gallery near the end of the sale. There was a total clearance for a \$1228 average; exceptionally good considering the top price was only \$1600 which was achieved six times. Most buyers confidently operated in the \$1200 to \$1500 range but only three were willing to go above it; 62% selling in that price bracket. Only three rams sold below \$1000.

One who was prepared to go higher than the top, but didn't have to was Mark Schmidt, buying through Elders Hamilton. He picked up his two select spring drop rams with C+ indices of 213 and 209

with much less pressure than anticipated. NR & KM Watson through Rodwells, Keith also paid the \$1600 top in their three purchases at a \$1533 average.

Several Elders Bendigo branch clients have supported the flock ram section of this sale for a long time on the basis of the quality at value they receive. Eight individual accounts through this branch operated successfully this year, purchasing 26 rams between them. Long term supporters, A, B & L Mann purchased four, with three also being at the section's \$1600 top.

Similarly, PPH & S Naracoorte branch has been a long term supporter through agent Simon Mulraney. His four Edenhope based clients accumulated 35 rams this year at a \$1223 average, almost spot on the sale average for the draft. Amongst them was Irving Partnership, represented by Peter Irving who was again the sale's biggest volume buying account, purchasing 16 from \$1000 to \$1200 and at an \$1100 average. They purchased 15 to \$1000 last year. Also in this group was Craig Bennie whose eight rams at an average of \$1338 included two from the stud ram draft at \$1500 each.

Lagoon Partnership through Kerr & Co, Hamilton is another who regularly operates in the stud catalogue if opportunity exists like this year. They paid \$1800 and \$1700 in that draft and their five rams overall averaged the \$1600 top for the flock ram section.

#### Sale Summary

	Stud ewes		Stud rams		Flock rams	
	2016	2015	2016	2015	2016	2015
<b>Offered</b>	65	66	36	25	146	157
<b>Sold</b>	63	54	36	25	146	150
<b>Top</b>	\$2300	\$2500	\$22,000	\$10,000	\$1600	\$1800
<b>Average</b>	\$1108	\$661	\$5117	\$4160	\$1228	\$995

**Agents:** Elders Wycheproof

**Auctioneers:** Ross Milne and Nick Gray

**Auctions Plus Coordinator:** Aaron Zwar



*Pictured with DG150576Tw, the impressive \$22,000 top priced White Suffolk stud ram at the Detpa Grove sale, are Detpa Grove principal David Pipkorn and purchasers Andrew and Joel Donnan, Anden stud, Woomelang.*



*Detpa Grove principal David Pipkorn holds DG150211, the powerful stud ram sold for the sale's second top price of \$19,000 to Bruce Buswell, Matilda Downs stud, Mt Barker, WA, with Superior Selections doing the bidding.*



*Detpa Grove principal David Pipkorn holds DG150677, the ram purchased by Deb and Clive Shillabeer (right), Wingamin stud, Karoonda, SA for \$14,000.*



*Detpa Grove principal David Pipkorn holds the ewe that sold for the sale's top price of \$2300. Also pictured is Clive Shillabeer who bid on behalf of purchaser, Gary Heilig, Montana, USA.*



*Detpa Grove principal David Pipkorn speaks after the sale with repeat client Mark Schmidt, who purchased two flock rams at the sale's equal top flock ram price of \$1600 through Elders Hamilton branch.*



*Detpa Grove principal David Pipkorn (right) is pictured with some of the group of Edenhope based lamb producers who purchased 36 flock rams at this year's sale through PPH & S Naracoorte agent Simon Mulraney (2<sup>nd</sup> left). They are Peter Irving (16 rams), Glen Sambell (six rams) and Craig Bennie (eight rams).*