

Proven - Production - Profit

GREENDALE

merinos

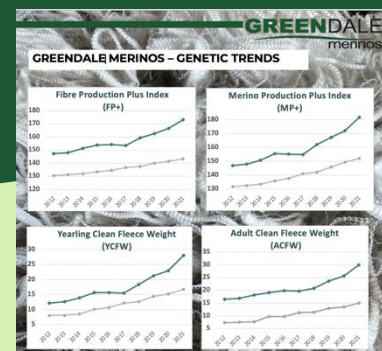
Greendale Merinos 2023 Annual Report

Edition 3



*Pictured - Greendale Superior Sire 190843
Taken - Dec 2022*

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Welcome to the 2023 Greendale Report,

We invite you to see a glimpse of what Greendale's team and our genetics have been up to over the past year.

Our upcoming events include our annual, on-property sale held this Saturday the 21st October 2023 at Willarney.

We look forward to presenting to you this cohort of rams which are an exceptional group, with impressive industry standings, placing these boys in the top percentiles on the most economically sustainable and profitable traits.

A consistent, recognisable difference for Greendale genetics it's the retention of profitable productivity all through the animal's life. Currently in our annual ewe shearing **all ewes cut 7.3kg on average at 17.2 microns, after rearing 102% lambs in the 2022 season.**

Our point of difference is based on our commercial focal point of producing genetically superior sheep that measure high ACFW's, at low microns. Featured in this report are a few client testimonies where they account the benefit of Greendale Genetics on their flock.

Our business is **completely commercially focused** aiming to produce the most efficient, productive, and profitable Merino under realistic, commercial **paddock** conditions. Return per hectare on the most commercially viable traits of a merino wool producing enterprise is our focus. The current 2023 catalogue demonstrates this with group ASBV averages significantly above industry averages with FP+ in the top 5%, MP+ in the Top 10%, YCFW in the Top 20%, ACFW in the Top 10% and YFD in the Top 5%.

We look forward to seeing you at our upcoming sale on Saturday 21st October. Enquiries are always welcome.

Kind Regards,
Alan and Miranda McGufficke



Contacts:

More information can be found on our website at:
<https://www.greendalemerinos.com.au/>

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@greendalemerinos



Greendale Merinos



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Proven - Production - Profit

GREENDALE merinos

Greendale 2023 Sale Team Av. **Industry Av (TOP 50%)**

FP+ 178 (Top 5%)

Industry FP+ Av 145

MP+ 188 (Top 5%)

Industry MP+ Av 158

YCFW 26.8 (Top 20%)

Industry YCFW Av 17.5

ACFW 26.4 (Top 10%)

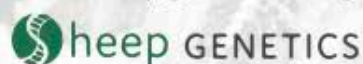
Industry ACFW Av 13.9

YFD -2.76 (Top 5%)

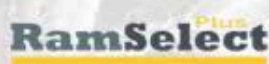
Industry YFD Av -1.04

SGA September 21st Analysis

www.sheepgenetics.org.au




www.ramselect.com.au



ON PROPERTY MERINO RAM SALE

Saturday 21st October 2023 11am Start

&  AuctionsPlus

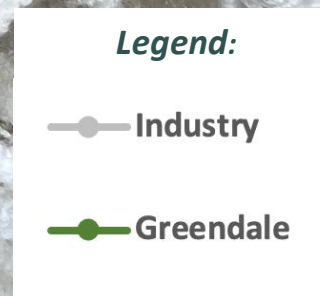
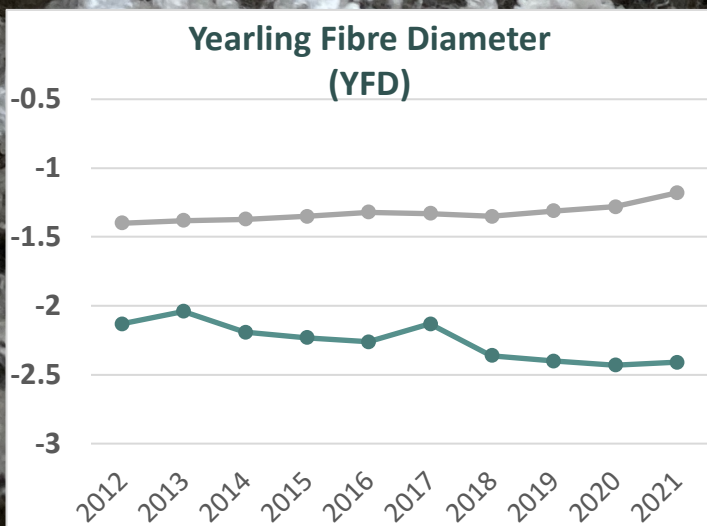
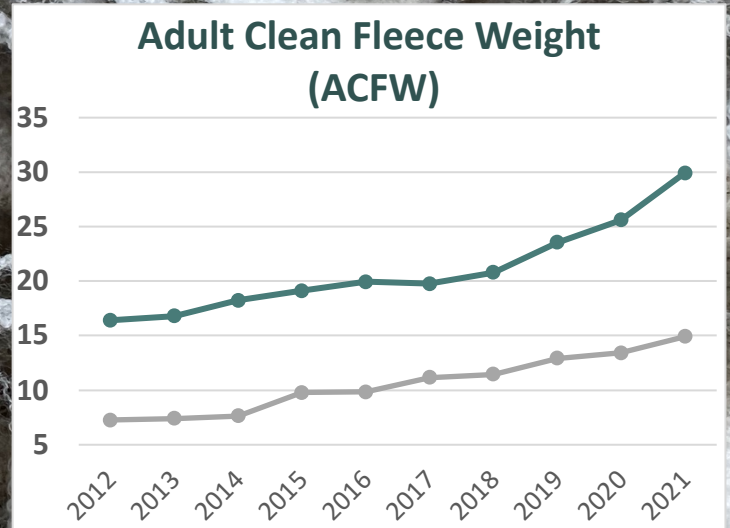
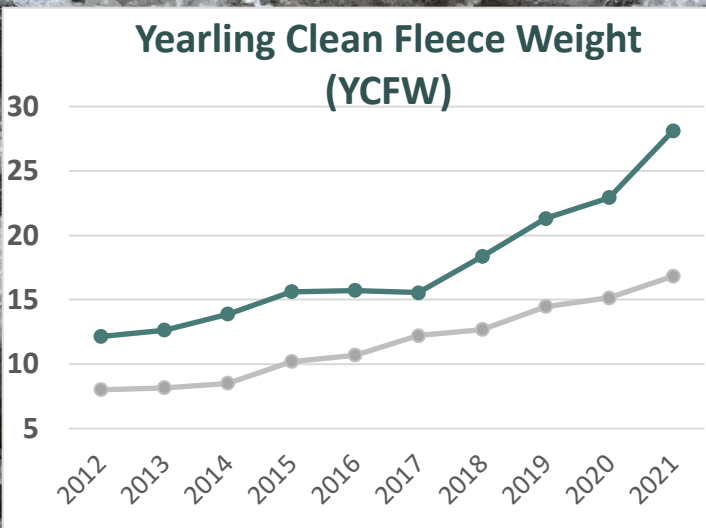
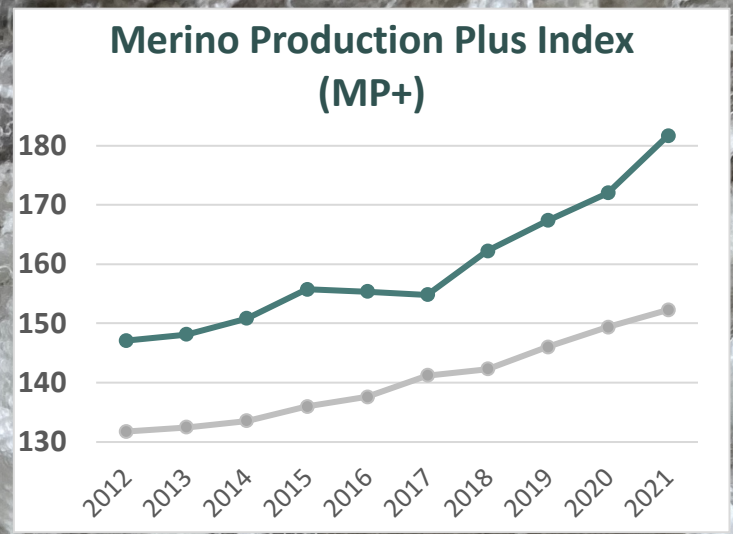
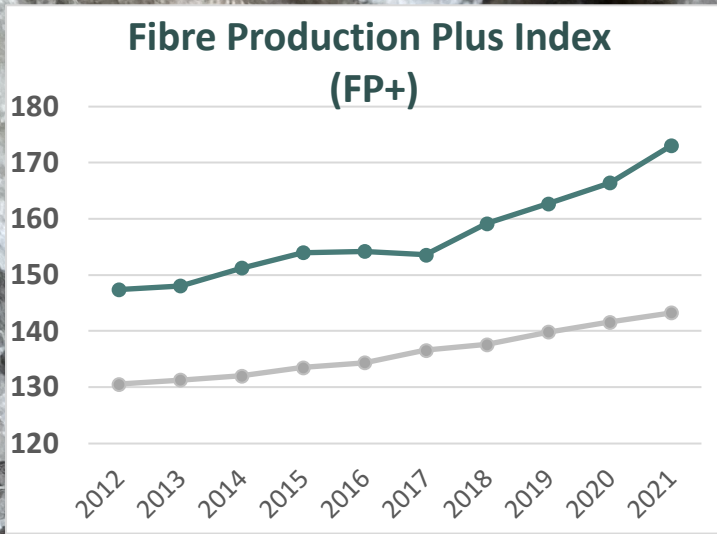
PRIVATE RAMS AVAILABLE
'YOUR OPPORTUNITY TO INVEST'

Alan McGufficke 0429 448 078
Elders Cooma 0428 973 520

www.greendalemerinos.com.au

"Willarney"
850 Maffra Road
Cooma NSW 2630

GREENDALE MERINOS – GENETIC TRENDS



Greendale client testimonials

We at Greendale place a large importance on ensuring our genetics meet the commercial needs of our business and that of our clients' businesses. We stay true and focused on our breeding direction and values and are not swayed by commercially unrealistic industry trends and market influences. Our business is based on proven, profitable and productive results. With **over 35 years** of industry comparison and benchmarking results our genetics provide **exceptional comparative standings** as one of the **most profitable and productive genetic sources**.

We always look forward to hearing and seeing how our genetics perform for our clients' enterprises and are proud to continue supporting their progressive businesses with **profitable and productive industry leading genetics**.

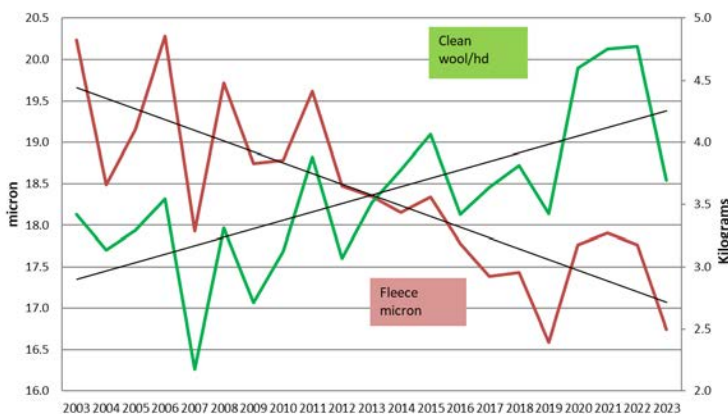
O & J Cay

Bungarby, Southern NSW

We started buying Greendale rams in 2005 after seeing their leading results in a Wagga Wether trial. The main focus for my business has been **fleece value per Ha. Increasing clean fleece weight per kg of sheep whilst decreasing micron** has made up **98%** of my ram selection. In any given year, **less than 5%** of the progeny have been classed out.

I believe these points along graph below emphasis the superiority of the Greendale genetics, although the raw data is noisy due to seasonal conditions from year to year, the 20-year time frame is long enough to show accuracy in the trend lines.

Adult production trend adjusted to 12 months



Graph above was provided by Oli outlining the adult production trend of his flock (adjusted to 12 months), if anyone is interested in finding out more information they can ring Oli on 0429 323 890.

Richard Manion

*Portfolio Manager, Growth Farms Australia
Meurer Pastoral Co, Bowna, NSW*

Meurer Pastoral Co (Managed by Growth Farms Australia) has been using Greendale genetics for 12 years. Greendale was selected for their **superior ability** to consistently provide rams in the **Top 10% of the breed** for **ACFW** and **FD** on a **moderate frame**.

Historically the sheep at Meurer Pastoral Co were traditional fine wool merinos, Greendale has provided genetics that have **significantly increased clean fleece weight** to achieve **>4kg/head CFW** across the flock whilst maintaining **<17 micron**.

Although there has been a clear focus on fleece weight, the work Greendale are doing ensures that **quality and structure is maintained** therefore producing **superior genetics for our high stocking rate commercial operation**.


Greendale client testimonials Continued:

Jim and Clare Buckley

Jindabyne, Southern NSW

We have been sourcing our rams from Greendale since 2006. We buy from the top end of their genetics every year. Our aim is to produce a beautiful soft wool, with our ewes producing a **17 micron** fleece with an average cut of **7.5kg** with our young sheep producing a **15.8 micron fleece**. We find Greendale genetics to be **very fertile and productive, with bright white styled wools**. A Greendale merino ewe is a good, big, sound sheep. They punch out plenty of wool and give us the right type of lamb – **they are VERY productive sheep**.

Our **wool clip** has been our **main source of income** for over 30 years – despite the market up and downs **the wool industry stays ahead** compared to the alternative markets. We have retained our Greendale wether's and are expected to reap approx. \$70/hd in wool value. We enjoy the diversity you can achieve with a Greendale merino ewe.

We enjoy the client relationship we get from Greendale with Alan helping us to class ewes. Greendale are very good at benchmarking their flock with the **facts really telling their productive story with great fertility and exceptional wool cut**. They certainly stay ahead of the game. 



Greendale client news and results

Bernie and Liz Dwyer

Alec Town, Central NSW

Congratulations to long term clients Bernie and Liz Dwyer for their recent performance at the Parkes Show winning the Champion fleece from a ewe or wether. Bernie and Liz have been using Greendale genetics for over 15 years and have consistently achieved top results in various wether trials and ewe flock competitions using Greendale genetics.



Pictured: Bernie and Liz Dwyer's Champion Fleece.



Pictured: Steve Mills and his winning ewe flock.

Steve and Sue Mills

Taralga, NSW

Clients Steve and Sue Mills were placed first at the 2023 ANZ Agribusiness Taralga Region Flock ewe completion.

SR SE Mills have found continual success with Greendale Genetics – most recently seen in the Bookham Ag Bureau Wether trial where their team consisting of Greendale Genetics placed within the Top 10 teams for the entire 4 years of the trial, which consisted of 28 teams.

(See Bookham results on pgs 8-9).



Bookham Ag Bureau
Wether Trial Results | 2022

Greendale Genetics Economic Impact and Performance

Greendale Merinos **consistently proven; high-ranking results** are **unmatched** by any other merino genetic source. Our continuous involvement in various trials and evaluations clearly emphasises the **substantial impact** and **improvement** Greendale genetics can gain on the **most heritable and profitable traits** of a **commercial merino breeding business**.

The 2021 Bookham Ag Bureau Wether Trial once again saw teams using Greendale genetics to be the **most economically superior genetic source** for performance and profitability out of the 28 entered teams.

Greendale genetics has retained the **highest profit per hectare** as well as the **highest profit per head** for the **past 15 years** of the Bookham Ag Wether Trial.

With a well-recognised and prominent focus in benchmarking genetics it has driven the growth, profitability and sustainability of our commercial breeding business and our clients merino breeding businesses.



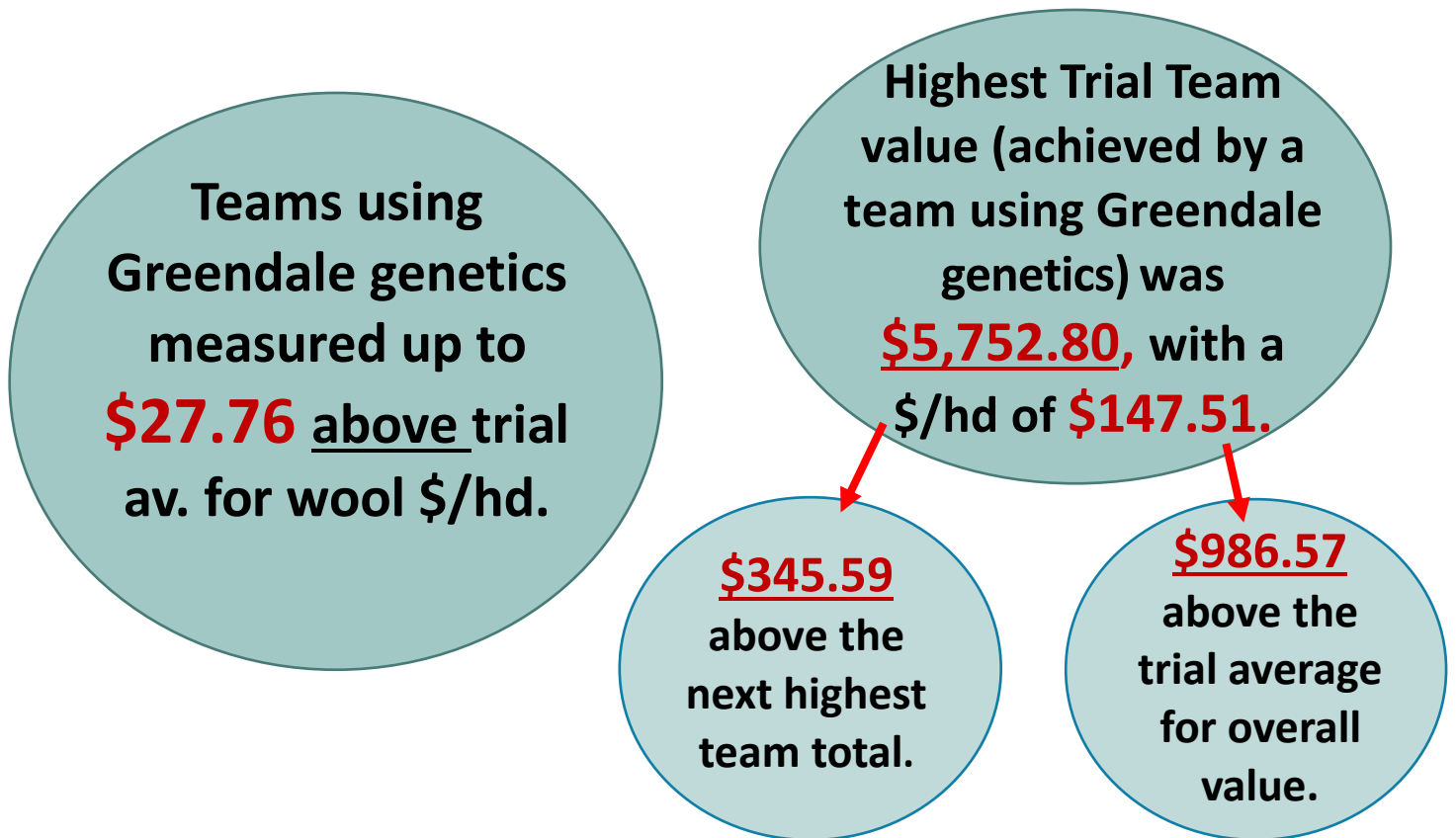
Pictured left – 2020 Drop Greendale Wether Hoggets.

Table: Year 4 Overall results for Wool (\$/hd) and Meat(\$/hd) value
(Greendale Genetics Teams)

2022 Teams	CFW	FD	BWT kg	Meat \$/hd	Wool \$/hd
McGufficke Partners	4.86	16.4	71.70	\$ 153.83	\$ 119.46
Mayfield Partnership	4.97	16.8	68.60	\$ 147.42	\$ 116.27
SR SE Mills	4.61	17.0	73.90	\$ 161.07	\$ 105.17
Avoca	5.19	17.7	70.10	\$ 149.89	\$ 105.27
Greendale Average	4.91	17.0	71.08	\$ 153.05	\$ 111.54
Trial Average	4.30	17.0	73.90	\$ 153.40	\$ 91.70

Summary of performance for Teams using Greendale Genetics

The 2022 Bookham Ag Bureau Wether Trial concluded that teams using Greendale Genetics have the **highest total trial average**, becoming the **most economically superior genetic source** for proven, profitable performance.



Results achieved by entrants using Greendale Genetics:

4yr Total Trial average of \$149.48/hd. (meat/wool) (highest team result)

Total team MEAT average of \$153.05/hd.

Above Average result for total team WOOL av. of \$111.54/hd.

The longevity and proven profitability of our genetics reinstate the status of Greendale Merinos being a leader in the industry.
Greendale Genetics place our clients at the forefront of industry comparisons.

Current Sire Evaluation Entries

Greendale currently have sires **200734** and **210210** entered into the New England Merino Sire Evaluation hosted at the Swales family property 'Woodland', east of Armidale. Results from the 2022 drop have shown that 200734 was the **finest sire** in the 2022 drop at **13.9 microns**, (average of the group being **15**) and cut the average for GFW and CFW. We look forward to seeing more results from the 2022 Drop and are excited to see the 2023 drop which will include Greendale 210210. This is an exciting young sire that has figures well in the **Top 1% and 5%**, is a **double PP** and will have a profound impact on our business and that of our clients. **210210** is already showing promise, being used in 3 other genetic flocks and with his progeny at Greendale looking fantastic at marking recently.

What an exciting year 2024 will be for our genetic progress.

Sire Enquiries are always welcome; our 2024 Sire team will be selected in December and our Superior Sire list will be available early 2024.

Greendale 210210

GREENDALE-210210

SEMEN GENOMICS

Sire:505069-2019-190435

Dam:505069-2017-171139

TRAIT	ASBV	ACC.	PCTL.
MP+	216.71	50	TOP 5%
FP+	202.18	46	TOP 5%
YCFW	36.10	65	TOP 5%
ACFW	35.47	61	TOP 5%
YFD	-2.89	75	TOP 5%
YSS	3.99	54	TOP 20%
POLL	PP		



Greendale 200734

GREENDALE-200734

SEMEN GENOMICS MSS

Sire:505069-2017-170002

Dam:505069-2015-150254

TRAIT	ASBV	ACC.	PCTL.
MP+	199.35	64	TOP 5%
FP+	196.08	62	TOP 5%
YCFW	27.22	83	TOP 20%
ACFW	28.98	76	TOP 5%
YFD	-4.31	89	TOP 5%
YSS	0.04	69	
POLL	PH		



Greendale Next Gen

At Greendale we pride ourselves on being completely family owned and more importantly – operated. Our children have played a big part in our business and as their studies increase and passions expand the impact and influence they are and will have is exciting. 2023 has been another big year for all of them and we are proud to acknowledge and recognise their amazing achievements.

Florance.



Florance's current role is at the Elders State office in Dubbo as a NSW Livestock & Stud Stock SSO. One of Florance's passions is being involved in the agricultural industry, particularly the sheep and wool sector.

Florance is also passionate about supporting and encouraging young people into Ag. Earlier this year Florance named as the prestigious 'The Land Sydney Royal Agshows NSW Young Woman'. Through her title she has expanded her ambition to help young people in rural communities, to create a greater reach and connect more young people through attending and speaking at various shows and panels across the state including the upcoming Young farmers business program X RAS Panel in Wagga discussing data driven decisions.

Miranda is in her 3rd year at UNE, studying a Bachelor of Animal Science, majoring in Livestock Science and Production where her focus is on genetic breeding and progressive business modelling. Miranda has consistently achieved High Distinction standings for her studies. This year Miranda competed at the SRES and placed as Reserve Champion for Merino Fleece Judging. In 2022 Miranda was selected as a NSW RMW Rural Achiever, where she was the youngest of the cohort and invited to meet and have dinner with HRH Princess Anne. In June Miranda was chosen to attend and compete in the UNE IFAMA NZ Agribusiness tour. In 2024 Miranda is Vice Chairperson of the UNE Farming Futures committee.

Miranda.



James.



James is currently in his 3rd year at the University of Wollongong studying a Bachelor of Arts, majoring in sociology and a Bachelor of Business, majoring in Marketing. James also works in hospitality and hotel administration.

Greendale Next Gen

Ivy.



Ivy commenced her tertiary studies at UNE this year, studying a Bachelor of Business, majoring in marketing. Miranda, Ivy and Lach are all residing at St Alberts college. Ivy was fortunate to be awarded the Sarah Heagney Scholarship which recognises a first year student who encompasses the college values and contributes fully to the St Alberts college and broader community. In 2024 Ivy will commence her role as the Head of College Charity committee which will see Ivy extend her leadership capacity and encourage other students to become more involved in college endeavours.

Lach has also commenced his tertiary studies at UNE, studying a Bachelor of Agribusiness. Lach has worked on both sheep and cattle properties around the New England area this year and is heading back to Western Australia for harvest in November. Lach has fully embraced the opportunities that college provides being awarded the Vice Captain for Fresher Football and continued his football success being announced as the players player for 2nd grade. Lach was also awarded Albies Fresher Boy of the year.

Lach.



Elle.



Elle will be graduating from Year 12 at Kinross. This year Elle was named a yr12 Prefect which she said was an amazing opportunity to form connections and friendships across the state. Elle was a boarder and has created lifetime friendships and was fortunate to receive the Spirit award in boarding and the Douglas prefect award. We wish Elle the best of luck as she continues her final HSC exams. Elle has found it such an exciting opportunity to attend Kinross and has meet amazing people from all around NSW. Another highlight of this year was having Florance close to her in Dubbo.

MLA Report – Wools EMI comparison



Data and market commentary derived from MLA Report 'Wool is back in vogue' 08 September 2023

Productivity standards have consistently stated that the basis of future profitability of both wool and sheep meat production is dependent on achieving high rates of productive gain through improving quality attributes valued by the consumer.

A recent MLA Report has stated that the performance of wool (based on the EMI) has **significantly outperformed all** lamb and sheep indicators this year and is expected to continue advancing. Although wool has fallen back slightly it is nothing in comparison to the meat market which has **fallen 38%** and seen drastically low commodity prices. Figure 1.

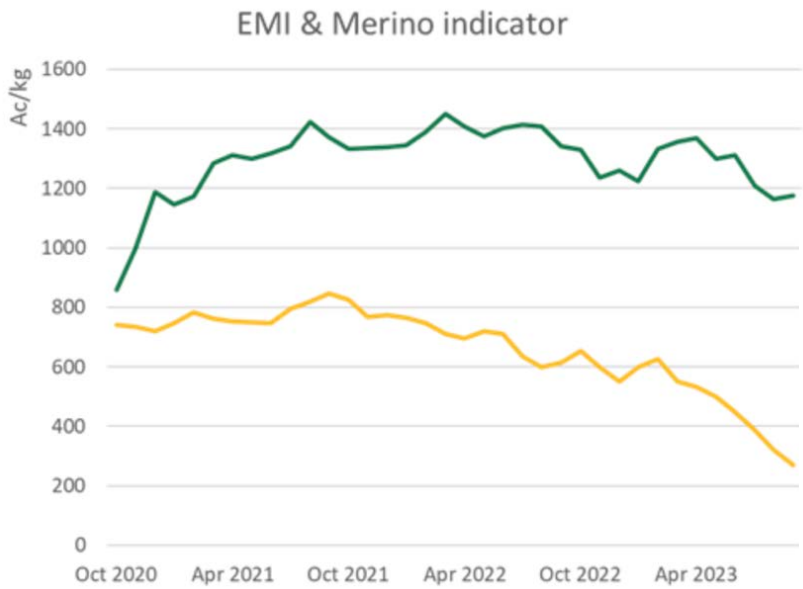


Figure 1, EMI (green line) outperformed sheep and lamb indicators (yellow line) in 2023. EMI has fallen 12% over the last 12 months yet high-performing sheep indicators have fallen by 38%. Source: MLA September Report

The MLA report indicates that there are strong opportunities for wool producers to peruse and expand their wool production and reap the benefits of a more stable market. Historically wool has been quite reliable and constant with current differences between the indicators expecting to increase.

Wool is nearly 4.5 times higher in value than merino lambs on a per kg basis.

Australia is one of, if not the most valuable wool producers in the world. Our product is superior. Producers now need to consider the most productive and profitable decisions to ensure economic sustainability for their businesses. Wool is simple, yet it is superior – wool is sold and paid for based on weight (CFW) and the quality (micron). Sometimes producers and marketers of merino genetics can become caught up with the fads and current trends of the market which may work for short term– but in market situations like the present – do the trends and fads provide you with longterm economic security?

Our focus at Greendale is clear – commercially directed, aiming to produce the most efficient, productive, and profitable Merino under realistic paddock conditions. Return per hectare on the most commercially viable traits of fleece weight and micron is our enterprise focus.