



CBV Laser XL 03-1637

Predictable, Functional Genetics....

Fertile, Gentle, Growthy & Adapted....

# CBV BULL SALE DAY

IS FAST APPROACHING...

## WEDNESDAY 8TH JULY 2009...

### “BELAH VALLEY” MARLBOROUGH, QLD. COMMENCING HELMSMEN BID 10AM

*We would like to welcome you and  
encourage you to invite progressive & interested people  
to CBV with you ....*

- ✓ Our entire sire group, breeding herd, and whole herd data is on display
- ✓ Incentives for Volume Purchases
- ✓ Supreme Grass-based Genetics
- ✓ Extensive Commercially Significant Data
- ✓ These bulls will not fall to pieces when you get them home

*“In an unpredictable environment, it makes management a lot easier using predictable genetics in a management system that reaps the rewards.” (Alf Collins Jr)*

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# CBV Update...

What a wet season!! Our Central Queensland properties have had a perfect wet season. Just as the grass was drying off we received another 1- 2 inches of rain, which makes us very grateful. "Tondara" which is located in Northern Queensland has been extremely wet, as is most of Northern Queensland this year. Nonstop rain fell for 2 months and you could see the pasture lacking sunshine. I am not complaining though, as too much rain is far better than dust and yet another true test for adaptation. This will sieve out the weaker links in the CBV chain to better our herd yet again... As Charles Darwin said "It's not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change."

We have completed our first round of preg-testing to detect all the females that conceived early in the mating season. Although not complete; thus far the CBV herd is running at 85% which makes me very happy.

Given that our herds have pregnancy tested over 90% for the last three years, I decided to cut a month off the end of the usual mating period of C1 & C2 cows, from 105 mating days down to 84 mating days to apply more pressure. Over the whole herd, this year our cow days exposed to bulls is 71 days. Maiden heifers have been reduced by 5 weeks also.

As CBV's mating period was finalized, we now have only two mobs of females on our properties, the largest mob being detectable advanced pregnancies, and a smaller group of recheck females to finalize by April 10. This allows us to rotate and put some rest into all our paddocks before the grass growing season ends. Time control grazing is a very useful and necessary tool in keeping pasture in good shape.

The CBV Bull Sale Day will be held on the **8<sup>th</sup> of July 2009** so please mark your calendar. The sale this year will be held at "Belah Valley" Marlborough. Because of the change of location and the closest suitable accommodation in Rockhampton, or Sarina/Mackay the sale will be held during just the one day. This will enable us to have large numbers of Sires and Breeders close by for inspection, starting at 0800 hrs. We invite you to come early, and to bring along other interested cattle breeders with you. Every cow you see will have never missed a weaner and a pregnancy. That is a notable record. The 70 sires similarly are from mothers and grand-mothers with brilliant re-breed rates. Let us know of your attendance so we can arrange tucker.

The sale will be a Helmsman Bid System, with very affordable base prices, modest bids, and incentives for volume purchases, commencing at 10am.

Beef Australia Expo 2009 is just around the corner, from the 4<sup>th</sup> to the 9<sup>th</sup> of May. We encourage you and anyone you know who is interested in CBV philosophies to contact us to arrange a visit to Belah Valley, only 120 kilometers North of Rockhampton. Arrangements can be made for personal trips to and from CBV to discuss lines of cattle and meaningful data. At CBV we are always interested in discussing your philosophies, goals and your achievements. We will also be present at Beef Expo so please contact either myself or Alf Sr to arrange a personal meeting.



*Our entire CBV sire group, breeding herd and whole herd data is on display...*

***Be at the CBV Bull Sale Day***

I would like to personally thank Aaron and Kelly Woods for their input with us at CBV over the past four years. Aaron took a very keen interest in the genetics and management at CBV and also left behind some excellent AI calves this year. We wish them all the best in the running of their own business venture.

On that note, John and Amber Urquhart have replaced Aaron and Kelly; we welcome them and look forward to working together with them in the future.

I am looking forward to catching up with you at Beef Expo 09 and/or the CBV Bull Sale Day if not before.

*Alf Collins Jr*



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## ***SELF-RELIANCE...REALITY CHECK IN BEEF...THE BUCKET LIST... Now the 'WOW list'...Alf Collins Sr***

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Recently I viewed the movie "The Bucket List". In that, at least Morgan Freeman and Jack Nicholson portrayed substance. Now it is time for a reality check in beef....the WOW list.

Payment for product.... The 'WOW List'.... MSA, VBM, NLIS, AQIS, CCA, MLA, NFF, ALFA, DPI; Worlds best, clean, green, organic, certified, graded, EU, Futuretech, Branded Beef, CAAB, Hereford Prime; the list is endless of all the schemes, alliances, helpers, soothsayers, pretenders and bagmen that gather like blowflies around the beef industry. None have delivered much, and few if any could justify the capital or good faith invested in them thus far. I notice plenty of support payment, and very little useful product.

I do not wish to denigrate the sometimes earnest efforts of these groups, but challenge the mind-set that someone or something else in the hazy distance will miraculously provide substance to our bottom line. In many instances the 'WOW list' above has taken a small amount of science, a large dose of 'smoke and mirrors' and large chunks of blind hope; with nothing of substance to deliver in the paddock, on the truck, or in the boardroom. The real test of performance always comes with stress in the market place or the paddock. There is a bit of stress around in economic and pastoral terms at the moment as a casual observation. So it is timely to reflect.

I could not help but be impressed with all this humbuggery, especially when Australian beef price is second lowest on the scale per kilogram in the major beef exporting nations. As in most difficult situations we find "Yer on yer own" is all too familiar. No surprise to me; self reliance and independent thinking are usually our best assets, especially in the beef business. Too often we hear "Send more money and we'll fix it" from members of the 'WOW list'. That too has odorous overtones of bankers in derivatives, 'sub-prime' lending and dodgy securities.

Whether it is 'butts or bots', the influence on profit to cattle breeders has been of little significance.

Meat science has come a long way, yet payment in terms of gross margin has not done much....There is plenty of sound meat science from every continent, entangled with endless windbagery about 'the future' and 'the consumer' and 'our friends in retail' hanging off it as useless baggage. One of the prime examples is the hype about breed differences in meat characteristics, when it is glaringly obvious that *often the differences within breeds are far greater than the difference between breeds.*

Too much is made about tiny differences in averages, and not enough said about profit in the food production chain. There



is no compulsion on anyone's part in the supply/demand food chain to pay a cent more than necessary to maintain supply....Nor should there be, in commercial reality. Private enterprise and individual

effort is the engine room of productivity and profit.

Welcome to the reality of the world that CBV and most profitable cattlemen inhabit.

*In business we need to be vigilant about the actual terms of trade, not what we think we ought to be paid, but based on what we actually receive minus costs.*



Costs are the reality of agriculture that simply cannot get wished away. The positive in this opinion is that leading cattle businesses have always dealt with the facts of costs and returns. CBV is a leading cattle business at every level from mating speed to stocking rates, to livestock turn-around times. We know that this makes CBV genetics quite unique, and of significant worth, especially in tight seasonal or economic times. *Strict management is a common thread in all businesses of this ilk, whether in agriculture or other forms of commerce.*

It is fiscally prudent to recognize that genetic change is the fruit of focused management. Genetic inputs are both cumulative and permanent. This applies to beneficial and erosive traits, *so the input of genetics founded on strong principles of management have strong significance.*

*CBV genetics have the horsepower to contribute directly to your business.* Consider this carefully, and discuss or visit with us.

Recently in an article from Victoria, folks were almost weeping blood over the fact that the payment differential of Prime Ox, versus cutter cows and bull meat had halved. They were quoting the examples of much promoted "quality" beef breeds and crosses versus "common bull meat, cull cows and dairy stock". Consequently when the 'bananas hit the fan' with the global economic meltdown, every standard and expectation had to be challenged. There is now only 20 to 30 cents disparity in pricing in Victorian prime Ox beef on the hoof whereas it was previously 60 to 70 cents per kg difference. This is a significant drop of more than 50% of the differential in pricing to farmers. Suddenly the 'quality beef breeds and crosses' they have on hand are not profitable. Historically, *downstream promises have a remarkable evaporation rate in food production systems.* There are doors slamming on these well-intended operations, with financial pain.

Prime Ox is not a cheap product to produce and deliver in Southern Australia. It is not all that cheap to produce in Northern Australia either. Lean cheaply produced beef is suddenly the "darling in the bankers set". Again, value & thrift prevail and survive. At CBV we supply quality, thrifty, adapted, durable, and fleshy animals that work well for us. By using these genetics, there is no need for a 'bucket list'. *Our clients that use CBV genetics and solid management controls remain profitable regardless of the global economic meltdown to this point.*

Global eating habits have changed rapidly. The McDonalds Corporation reports, from 2004 to now, reflect a vastly differing scene. This company is often inspirational in its ability to make change quickly. In 2004 they were slamming doors shut on hundreds of marginal restaurants, and those still standing were revising and changing menus. McDonalds are currently opening hundreds of new and well positioned eateries, *in tune with the demand for value and thrift.*

The McDonalds Company is not alone in the adoption of agile management and innovative thinking, but it is a bench mark that should be utilized across many industries. In most industries the same knock on effects apply.



Heavy slaughter volumes from dairy cows, because of the serious decline in dairy profitability, has resulted in large proportions of those honest lean 'old dears' being butchered both here in Australia and also in NZ, USA and Canada. This is another ripple effect through our returns in the short to medium term. Dairy beef has always been the main source of beef in Europe, where the alleged Beef Breeds have taken a lesser role for all sorts of inefficiency and availability reasons. Breed societies and other prima donna outfits have not delivered the efficiencies they often claim to represent, especially so in Europe, where beef breeds are often more a luxury, or a novelty. European farmers will tell you they simply have not stood up to economic demands, though this is distorted by the EU subsidy system.

As usual, the news section of Cattlefacts has lots of little gems. If you do not have a subscription already, get one. It is well worth the effort, for the up to date world beef news, as well as the market intelligence reports. ([www.cattlefacts.com.au](http://www.cattlefacts.com.au))

The most profitable beef in Australia is produced in our northern regions. Supply and demand, gross margin, and economy of scale have become self evident. *The role of adaptation and natural resistances has huge impact on profit per hectare.* 'Icing on the cake' comes from even more demanding management templates, combined with proven CBV genetics.

We are not immune to all these pressures currently in the world of commerce, though I am of the opinion that tight controls on costs, and high levels of adaptation, coupled with early and rapid reproduction management will stand us in good stead. If you have back-copies of the CBV Newsletter, it is self-evident that CBV cattle have been selected for generations to be efficient on low inputs. I feel for those cattlemen who in good faith worked hard to produce prime ox regardless of costs, but am very glad not to be amongst them in this present dilemma.



CBV genetics produce the best of prime ox, but the difference is our cost of production. All our rewards are within our own barbed-wire. It is only there that we have influence,

whereas outside that, everyone else in the supply and demand chain is working to preserve their own margin. This is their normal commercial duty, and their right.

As commercial cattlemen we have our own responsibility to do everything possible to build in to our herds a natural resistance to stressors, efficiency in grazing & harvesting, and optimum gains per hectare. This is where CBV genetics play an important role in herd development, as they have been selected for generations for these essential commercial genetic traits that mean so much in a beef business. *When you buy CBV genetics, the hard work of selection and management has been done for you, for many generations.*

The management of CBV cattle has been aggressive in the pursuit of low cost beef production in all instances, based on rapid reproduction, rapid growth, high survival rates, natural resistances, and freedom from chemical intervention. Growth rates per hectare and per 100 mm of rain is important to us, and again is best reflected in fast fleshing ability, rapid growth, speedy rebreed, and real thrift in tough situations. *The over-riding naturally gentle-natured temperament in CBV genetics is paramount. The benefits of quiet natured cattle contribute to low cost of production, and optimum returns as beef, including the well researched benefits of immune responses. (Ref. CBV Newsletter 8 – Prof. Jim Kinder).*

On the 8<sup>th</sup> July, 2009, we will have an **Open Day** and **CBV Bull Sale** at Belah Valley, Marlborough. (Contact us for details.)

*Much of what we write about in the CBV Newsletter is self-evident when you view the results in the paddock and yards.* We will greet you with a warm welcome, and a sincere interest in your herd, your aims, and your achievements. You may well find ideas and genetics at CBV that are constructive and helpful in your own business. **We encourage you to bring other cattlemen with you to CBV that may find our cattle and management interesting and useful...**

*Alf Collins Sr*

**Food for thought, from Jim Litchfield.**

*'We remain concerned about the fixation among many breeders and advisors over the merit in corrective or compensatory breeding where mating decisions are made with a view of creating offspring neatly falling into the middle of the traits put together.... If there is one abiding rule in genetics it is that genes are not blended and are actually passed on to each generation intact.... This is true of all genes. There is a very important evolutionary reason for this – if an advantageous gene exists and gives its holder a survival advantage, then it is vital that the occurrence and expression of this gene is not broken down (i.e. blended) with each subsequent generation but remains entire and able to express itself fully. If it is blended and its effects watered down, then the advantageous gene would quickly disappear....'*

**Genetics is all about survival of the fittest and we use this mechanism to improve livestock. We need to remember this.'**

*Jim Litchfield, Hazeldean Merinos & Angus, Cooma, NSW.*

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## CUBA INSIGHT

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During August, Sept 2008 I visited Cuba, and was fortunate to visit some farms, and travel by rental car to some of the major cattle and farming areas. Cuba had been one of the major food bowls for USA, prior to the revolution of 5 January 1959.

During 1967 I had seen the results of excellent Cuban Brahman genetics at work in Venezuela. At that time they had very few equals. Trade embargoes have severely impacted on the economy, yet the Cuban spirit is still strong.

The island has seen many revolutions, though none of such lasting effect as the 50 years under one leader, in Fidel Castro. Most cattle are Zebu crossed with Friesian, developed by the Agriculture research bodies, known locally as Siboney, with varying levels of adaptation. These dual purpose cattle are most prevalent in all of Cuba, where all farms are small, and used for draught, milk and cheese, and to a much lesser degree, beef. The most widely consumed meats are pork and poultry, within a diet of primarily rice and various pulses. Green plantain bananas are a staple food, usually fried, and very tasty. Fresh green cheese, in blocks, and eaten with Guava jelly is a real treat, and can be bought at the roadside easily, especially in central Cuba.

Large orchards run by the state are prevalent of citrus, avocado and banana. Some vestiges of the old King Ranch cattle operation remain, for example concrete tanks and troughs, not in use as the windmills are mostly gone, and the remains of dipping yards, usually only the dipping vat and floor of the draining pen remaining. A thorny aggressive shrub to about 3 metres tall known as Maribu has taken over hundreds of thousands of hectares of good farmlands, and now these areas are being re-distributed to small-holders to augment their areas, with the hope that the new owners will eradicate this pestilent bush. Our thorny acacia bushes on the downs look downright friendly, compared to maribu.

I was hosted by the extension arm of an agriculture research body, and visited Senor Enrique Kaida Kaida, a hard working 79 year-old, Senora Kaida, and their son Louis. They own 36 hectares, a relatively large farm, all intensive production, encompassing Red Brahman cattle including several National Champions, mango, avocado, banana, harvested forage, hair sheep, goats and rabbits. The cattle, sheep and goats all required multiple doses of parasite control. The rabbits in caged management had a very high rate of return as meat producers. I was privileged to meet Sr Kaida Kaida; his ability was tremendous, with indomitable spirit, and a thirst for progress. Heavy maribu infestations were right to his boundary, but none on his farm. He still knew the effectiveness of a mattock, and swung it often. His revelation was "Everything is perfect on the kitchen table; the problem is when you take it to the campo (paddock). Reality!!"

I know he was a wake-up to high flying research claims that rarely translated into cost effective returns for the farmer. Cuba has plenty of advisors in agriculture, but as in Australia, the nett on-farm results often differ to those of the high input research facilities.

My ease of travel and enjoyment was due largely to the assis-

tance of Yuri Baez, and his extended family. Yuri was most comfortable when he had the steering wheel. I was too. The care this family took to ensure that I had a safe, happy and informative trip to Cuba was extraordinary. Historically their two biggest storms, hurricane 'Gustav' hit whilst I was there, and the second even bigger hurricane 'Ike' hit savagely the day after I left Cuba. I felt great sympathy for the populace.



*Alf Collins Sr*

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### CARBON SEQUESTRATION BY TROPICAL GRASSLANDS

Dr Myles Fisher, Australian agronomist at CIAT, Cali, Colombia for 23 years delivered the Harry Stobbs Memorial Lecture at the Tropical Grasslands Society conference at Goondiwindi March 16, 2009. Working with mostly Brachiaria grasses, and some deep rooted legumes his research is amazing. Google him. It confirms what graziers had hoped and what Alan Yeomans also wrote in his book "Priority One". Both are worth chasing up. Warning: None of this is accounted for in Kyoto protocols.

*Adventure in Canada... Dylan and Colleen Biggs at TK Ranch, Hannah, Alberta need a teacher for their 4 daughters aged 10 to 17, on the ranch now. ([www.tkranch.com](http://www.tkranch.com)). Jannine Smith, 'Koonandah', Bowen (07-4785-2257) did this in 2007/08, and earned a great reputation for Aussie Teachers. TK Ranch is an outstanding operation in a harsh environment. They breed, grass raise, and direct market integrity meats. If you can see a win/win here, contact Alf Sr, or direct to the Biggs. ([colleen@tkranch.com](mailto:colleen@tkranch.com)). This is an outstanding opportunity for a committed teacher, young or older, in a great family*



*Our families welcomed*

*Zeeta Colleen Geiger,*

*on the 12th of November 2008.*

*She complements Mack, Zoe and Olivia, in the home of our youngest daughter Gemma and Bill Geiger.*

## CBV Newsletter

139 Von Allmen Road  
Pink Lily, Qld 4702  
Australia

### Alf Jr & Louise Collins

"Belah Valley"  
P.O. Box One  
Marlborough  
Qld 4705 Australia

Ph: (07) 4935 6222  
Int: 61 7 4935 6222  
Fax: (07) 49 35 6177  
Mobile: 04 3835 6050

E-mail: [alfcollinsjr@bigpond.com.au](mailto:alfcollinsjr@bigpond.com.au)

### Alf Sr & Wendy Collins

484 Eichelberger Street  
North Rockhampton  
Qld 4701  
Australia

Ph: (07) 4926 5165  
Int: 61 7 4926 5165  
Fax: (07) 4928 2521  
Mobile: 04 1972 6420

E-mail: [alfcollins@bigpond.com.au](mailto:alfcollins@bigpond.com.au)

### Scott & Victoria Finger

"Tondara"  
M.S. 239  
Bowen  
Qld 4805 Australia

Ph: (07) 4785 3468  
Int: 61 7 4785 3468  
Fax: (07) 4785 3468  
Mobile: 04 1903 9886

E-mail: [tondara1@bigpond.com](mailto:tondara1@bigpond.com)

*CBV is committed to supplying quality genetics to our clients. Your feedback and thoughts are appreciated.*



CBV Bulls at "Tondara Stn"

*~ "Buy your bulls from someone who manages like you aim to." Alf Collins Sr ~*

*"CBV does not believe in feeding for sale days as the people who buy CBV genetics continually tell me they want real cattle to work in the real world so the best way to select them is under real conditions." (Alf Jr)*

We would like to expand the contact list for our newsletter distribution. We would appreciate email or postal addresses of progressive and interested people.

Email: [dallas.hogan@bigpond.com](mailto:dallas.hogan@bigpond.com)

Post: Dallas Hogan, CBV Newsletter, 139 Von Allmen Rd, Pink Lily, Qld 4702.

*Thank you, Dallas...*



*predictable functional genetics...*