

Makita®



LOCAL GIRL GETS THE JOB DONE WITH MAKITA GEAR

When Lisa Wade told our Hardware Manager Michael O'Brien she was looking for a great bundle of Makita gear for her own use, there was no shortage of choice for the home handywoman's DIY requirements. Lisa chose Makita's latest Hedge Trimmer, Chainsaw, Reciprocating Saw and Circular Saw after trying them out at our recent Makita Trade Day held at Wilshire & Co's Stanthorpe store and has been thrilled with the results of her latest DIY projects.

"WITH MAKITA'S EXTENSIVE RANGE OF OUT-DOOR EQUIPMENT AND POWER TOOLS I KNOW THAT I CAN RELY ON THEM TO GET THE JOB DONE. NO BOTHERING WITH PETROL OR MESSY POWER CORDS - DEFINITELY A BIG ADVANTAGE FOR ME. MAKITA GEAR IS FANTASTIC FOR ANY HOME HANDYMAN OR HANDYWOMAN!" Lisa Wade, Stanthorpe



205x19mm 550W

BENCH GRINDER \$259



LS1018L 260mm

COMPOUND SAW \$489



125mm 720W

ANGLE GRINDER \$79



DLX2176T

2PC BRUSHLESS KIT \$649



"TALK TO ME ABOUT YOUR NEXT BUILDING JOB OR PROJECT TO MAKE SURE YOU GET THE BEST PRICE & ALL THE RIGHT ADVICE"

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Summer News

ISSUE #01, 2018/19



Cover Image "NTR Pastoral Co"

(centre) Grant Macnamara Farm Manager NTR Pastoral Co, The Ridge Stanthorpe, (left) Andrew Hallas Corporate Account Manager Northern Region, (right) Scott Pavey Group Manager Wilshire & Co.

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COST EFFECTIVE DISEASE & PARASITE MANAGEMENT

Manager Grant Macnamara of NTR Pastoral Co has invested significantly in intensive pasture systems over the last couple of years to drive production within their livestock business. Joining 400 Angus and Angus Wagyu Cross cows and turning off 350 feeder weight weaners each year Grant is always looking to be ahead of the game.

With a joining period of 3 months a tighter calving period improves management practices which equates to a better line of cattle which are more marketable. "We preg test to ensure we are on track and cull those that are empty". "We vaccinate our cows with Ultravac 7in1 and Pestigard and bulls also get vaccinated with Vibrovax". "This ensures they are protected against the major reproductive diseases".

"Animal health is our lowest input cost on farm". "It's a cheap insurance policy on an income producing asset, cows and calves on the ground utilising improved pasture equals more kilos per hectare". "If I can tighten up calving patterns and prevent a few losses it means we are ahead of the game".



Pictured: Angus cows & calves at "The Ridge".
"We Dectomax everything here, the Spring rise is the key time to treat". Grant Macnamara NTR Pastoral Company.

"EVEN IN THESE DRY TIMES I WON'T COMPROMISE ON ANIMAL HEALTH. WE HAVE GOT TO BE PREAPRED FOR WHEN IT COMES GOOD & PREVENT PRODUCTION LOSSES"

Grant Macnamara NTR Pastoral Company,
The Ridge, Stanthorpe.

Vaccinating with Pestigard to protect against Pestivirus is a must do in Grants view. "Here at NTR we are vaccinating with Pestigard to reduce the risk of reproductive losses and low pregnancy rates". "For the sake of a few dollars per head each year all I need to do is save a couple of calves or have a tighter calving pattern and its easily paid for". "We also vaccinate our steers with Pestigard prior to feedlot entry to reduce the chances of BRD (Bovine Respiratory Disease)".

To ensure pastures are utilised to the highest level Grant also concentrates on making sure stock are parasite free. "We Dectomax everything here". "The Spring rise is the key time to treat". "It cleans them up in readiness for a rising plain of nutrition, you visibly see them pick them up, and you can really notice they have had a hit. "It's my Go To product, I think a lot of people won't drench because it is dry - but I think it is vital now".

If it wasn't for the team at Wilshire & Co and their direction, NTR wouldn't be where we are today - they have helped us out in every facet of our livestock production, Wilshire & Co's support & advice allows me to sleep better at night".



"DECTOMAX'S POWERFUL ACTIVE DORAMECTIN IS HIGHLY PERSISTENT AND KILLS THE PARASITES THAT COUNT"

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FROM THE MANAGING DIRECTORS DESK

Dear clients, as you begin to read this special publication that the Wilshire & Co. team have put together for you, we trust you have been fortunate with some relieving rainfall in the area. There has been a good few weeks of rainfall events, although amounts have varied significantly across our region. Nonetheless, any rain is encouraging to see and for many clients it has provided a bit more certainty for the start of the new summer season although we realise this is not the end of the severe drought we have been facing side by side.

In this publication, we want to share with you some insights into what some of our clients across the region are doing to improve their businesses and provide a first hand practical and local example of how some products are being utilised in their own situations. It is times like this that there is even more pressure on you as our clients to ensure what is being invested in your businesses is going to do the job and provide the best economic return in the long run, in tough times you need this assurance.

I'd like to wholeheartedly thank the generous clients who have allowed us to put pen to paper with their stories as we know your time is valuable and limited! We hope the personal experiences with products that they've allowed us to share with you, our wider client base, will provide some confidence in the products they've used as well as the advice and support the Wilshire & Co. team has provided them along the journey.

We'd like to thank our key supply partners who have also actively supported their products and who have participated in this new campaign. Please ensure you speak to your local Wilshire & Co. branch for further details on any of the products of interest to you within this compilation of Wilshire & Co. client testimonials. Wishing you all every success this summer and may the rains continue! **Best Regards, Todd Wilshire.**

KEEPING FLOCK PROTEIN LEVELS AT AN OPTIMUM

Agricon's Newe Tra Lamb has been designed to be fed to pre-lambing and lactating ewes and lambs. It's also a great source of energy, protein, essential minerals & trace elements.



George Julius, "Strathsevern" Ashford.

George Julius of "Strathsevern" Ashford has seen first hand the benefits of using the blocks throughout the dry. "I have been using Agricon blocks for the first time this season and am very satisfied with the results gained and intend to continue to use them in future dry times. This season being extremely hard they have got my sheep through without supplement feed.

Mick Debnam of Glen Dhu has seen marked improvements in his sheep flock at Dalveen during the current season. Initial soil tests conducted on farm showed results that were low in phosphorus, and after discussing the results with the team at Wilshire & Co Stanthorpe Mick chose Agricon's Optiphos and Drimol Blocks with the added benefit of Calcium. "Large udders, increased milk production, wool showing



stronger tensile and increased staple length in a very poor season—it's been an excellent result on clip" Mick said.

"Our sheep are on a maintained level of nutrition,

showing increased growth in a poor environment, no loss of productivity & no loss of condition with our 2000 breeding ewes". "We started putting out Optiphos blocks in February this year, it's been one of the best decisions we've made during the dry & as the season deteriorated we supplemented with cotton seed from mid June". The strength of the ewes at this point in time after lambing in early October is outstanding. It's a great outcome with minimal effort, & has been an essential management tool for maintaining productivity.



"BLOCKS ARE A CONVENIENT & COST EFFECTIVE METHOD OF PROVIDING YOUR STOCK WITH ALL ESSENTIAL NUTRIENTS TO MAKE SURE THEY CAN DIGEST DRY FEED"

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GRAZON EXTRA OUTPERFORMS AGAINST HARD TO KILL WOODY WEEDS

Wayne Wayte is the Manager at Ballandean Station where 2 years ago they began a woody weed and noxious plants (blackberry, tree pear) control programme in an effort to control blackberry, box suckers, tree pear & other woody weeds that had been untouched for some time. "We basically started from scratch with woody weed control on Ballandean Station - suckers were out of control, especially the box, we had to get in and do something fairly quickly - growth was around 3 to 4 meters high".

"Contractors were bought in to start the clean up, using a Quik Spray unit and after meeting with Senior Agronomist Simon Piccini from Wilshire & Co he recommended we use Grazon Extra mixed with met-sulfuron to achieve the results we wanted". "Simon made sure we got the right advice and spray rates for our situation and ensured the local Wilshire & Co. branch followed us up with a really competitive quote".

"Spraying started in October, it was the perfect time to start regrowth control and what ever we hit with Grazon Extra[®] just died. We will need to follow up again and go back over it in early Spring and continue all through till March, some areas won't need a blanket spray - it's been that effective". Wayne has seen Grazon Extra particularly effective on large growth at Ballandean Station, "We are spraying a wide variety of woody weeds, some are up to 6m tall - even they died, alongside all the 2 to 3m tall regrowth on developing country".

Wayne said "We can better utilise this country, every acre counts by controlling regrowth, it allows us to establish more improved pastures. We will need to continue this program for the next 4 to 5 years". Simon Piccini from Wilshire & Co. added that the proven results with brand name products from research & development companies such as Corteva, demonstrate time & time again that the money you invest in product quality and 100% technical and product support is well worth it when you see a result like this.



Left: Wayne Wayte, Ballandean Station & Peter Biddulph, Agronomist Wilshire & Co Stanthorpe checking the results of Grazon Extra application at Ballandean Station.

"IT'S BEEN EXTREMELY EFFECTIVE USING GRAZON EXTRA. EVENTUALLY WE WILL HAVE IT UNDER CONTROL. RESULTS WILL COME FROM BEING VIGILANT & CONSISTENT IN SPRAYING REGROWTH" Wayne Wayte, Ballandean Station.



Tree pear at Ballandean Station, sprayed with Grazon Extra at 500ml/100L.



"CORTEVA INVESTS HEAVILY IN THE SCIENCE BEHIND PEST & WEED CONTROL FOR THE FUTURE, THAT'S ANOTHER REASON IT PAYS TO USE GRAZON EXTRA"

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Westonfence
Animal & Land Management Solutions



GALLAGHER'S ELECTRIC FENCE SERIES IS A REAL GAME CHANGER

The Hutchings family's sheep operation located south of Tenterfield has had their wild dog problem completely eradicated by investing in the powerful Gallagher electric fence system. Protecting their flock from wild dog attack meant for the past 15 years they would bring in and secure their sheep every night.

In the event that a night was missed, around 8 to 10 sheep would be lost if the dogs decided to come calling. Grant Hutchings said "one year we lost 25% of the sheep on our property, and that's just not viable". "We had to bite the bullet and invest money in electric fencing, it's been the best investment we've made and have no regrets!". "Over the past 18 months there's been no more locking up sheep every night and no more attacks, even though we see dogs around the area".

The Hutchings retrofitted their boundary fence with an outrigger system of two 'hot' wires and an earth wire, powered by a Gallagher M5800i Energiser. Grant admitted the unit is probably much more powerful than required for a property of that size but he'd rather over- than under-compensate. The same unit will also be used to power planned subdivision of the property with internal fencing.

Gallagher has recently partnered with Westonfence and its system using insulated suspension posts to enable electric fences to be quickly erected at around 80 per cent of the cost of traditional fencing.

The Hutchings also opted for an observant system which alerts Grant via smartphone if the operating conditions fall outside the parameters he has set, and also in which section the fault lies. If he's working off-farm it's easy for someone else to track down the problem, although the mobile fault finder device helps with that too.

"The fact that the Gallagher team was prepared to come out and look at our situation, explaining the importance of earthing and retrofitting our existing

fences to exclude dogs really gave us confidence in the Gallagher brand. We installed a M5800i energizer and used hot-tip offsets around the boundary", Grant said. "The backup service from Wilshire & Co and Gallagher has been fantastic, and a part of our boundary is now the Westonfence. After seeing how easily it went up and how well it works we are now in the process of putting up a 1.4km Westonfence on a second block and have purchased another unit (MB2800i) as a solar setup replacing a few small solar units out there to run 10km of fence".

"FENCE MONITORS ALLOW US TO SEE WHATS HAPPENING OUT ON THE LINE IN DIFFERENT ZONES, EITHER ON MY PHONE OR THE UNIT'S DISPLAY. THIS HELPS IN FAULT FINDING AS WELL. WE HAVE NOW BEEN 2 YEARS WITHOUT A DOG ATTACK—BEFORE THE FENCE IT WAS A CONSTANT PROBLEM".
Grant Hutchings, Tenterfield.

A complete and permanent electric fencing solution. The Westonfence system uses a combination of insulated suspension posts and leaning offsets depending on stock and feral animals being controlled and is centred on the use of high-density polyethylene (HDPE) Insulated Suspension Posts (ISP's) and high tensile fastening clips.

The result is a strong electrified fence, designed to reduce the chance of faults and shorts with your choice of design to withstand sheep, cattle, horses, deer, wild dogs and pigs.



Gallagher's Westonfence at Tenterfield.



"NOT A SINGLE SHEEP HAS BEEN LOST TO WILD DOG ATTACK SINCE THE INSTALLATION OF THE SYSTEM, IT'S BEEN A RESOUNDING SUCCESS FOR THE HUTCHINGS"

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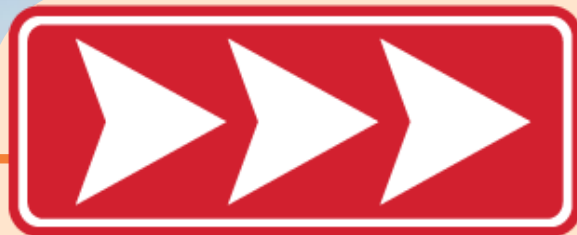


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ARROWQUIP



NEW QCATCH SERIES REDUCES STRESS, INCREASES PROFITABILITY & OPERATOR SAFETY

John Finlay runs a mixed farming operation consisting of cropping, cattle breeding, and backgrounding on 18,500 acres at "Emu Plains" Texas, Qld. Time is money, and working with a set of old wooden yards which constantly required maintenance was costing John both. The design was old, and cattle often broke out of the yards, which would lead to delays in processing that made working cattle a very difficult and frustrating task for cattle and handlers alike.

With the backgrounding operation, preparing cattle for feedlots, John is penalised for stock who have cut too many teeth. Being able to mouth his cattle effectively with proper head restraint was a primary feature he was seeking in his new crush, as was a head bail that worked properly. The previous crush was an over-centre operation that caused cattle to baulk, and getting them into the crush was a challenge on the best days, and a nightmare on the worst.



Pictured Left: John Finlay, middle: Hamish Finlay, right: Lachlan Finlay with Arrowquip's BudFlow forcing yards and Q-Catch AFQ360, Emu Plains, Texas.

According to John, it was the quality of the build that stood out when he was considering what manufacturer to go with for his new cattle stockyards – specifically the weld quality and steel strength. The smooth installation process was an asset, and the flexibility that allowed him to modify the force area during installation was his first experience with the benefit of the semi-permanent design.

He began to see his investment paying off immediately with his cattle no longer being discounted for cut teeth or weight-loss due to stress. His new Q-Catch cattle crush and head holder have both played a huge part in the improvements and increased profits he has seen, along with the Bud-Flow® forcing yard and the stress-reducing flow of the yards. "The Q-Catch allows you to work from the back of the head bail, so catching is so much easier".

"THE ARROWQUIP YARDS WHICH CONTAIN THE BUD FLOW® FORCING YARD MAKES IT EASY TO HANDLE MOBS OF CATTLE OVER 150 HEAD QUIETLY & SAFELY BY MYSELF OR WITH ONE OTHER PERSON."

I CAN NOW WEIGH & DRAFT A MOB OF 120 STEERS IN ABOUT 2 HOURS BY MYSELF, WHICH IS A HUGE TIME SAVING COMPARED TO MY OLD YARDS"
John Finlay "Emu Plains" Texas, Qld.

Time management is critical in any mixed-farming enterprise, and the new yards allow John to work his cattle with less man power or unskilled assistance. According to John, if he could go back and tell himself one thing, it would be that "the old yards were a big time waster!"

"After discussing my requirements with the Wilshire & Co team, I settled on Arrowquip. I was impressed by their build quality and value for money. They are made of Australian steel and the steel thickness enabled a high bonding weld to be used. I had a specific design in mind and Arrowquip were more than willing to work with me to design my plan with some extra ideas as well. They have now added my plan to their range, the AFQ360.



"THE AFQ360 IS AUSTRALIAN MADE, AND WITH WILSHIRE & CO'S EXPERT ADVICE AND ARROWQUIP'S SUPPORT YOU CAN BE SURE YOU'RE GETTING THE BEST EQUIPMENT ON THE MARKET"

BRANCH MANAGER Texas *John Spriggs* ph: 0447 068 146 john@wilshireandco.com.au

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