What changes took place over time?

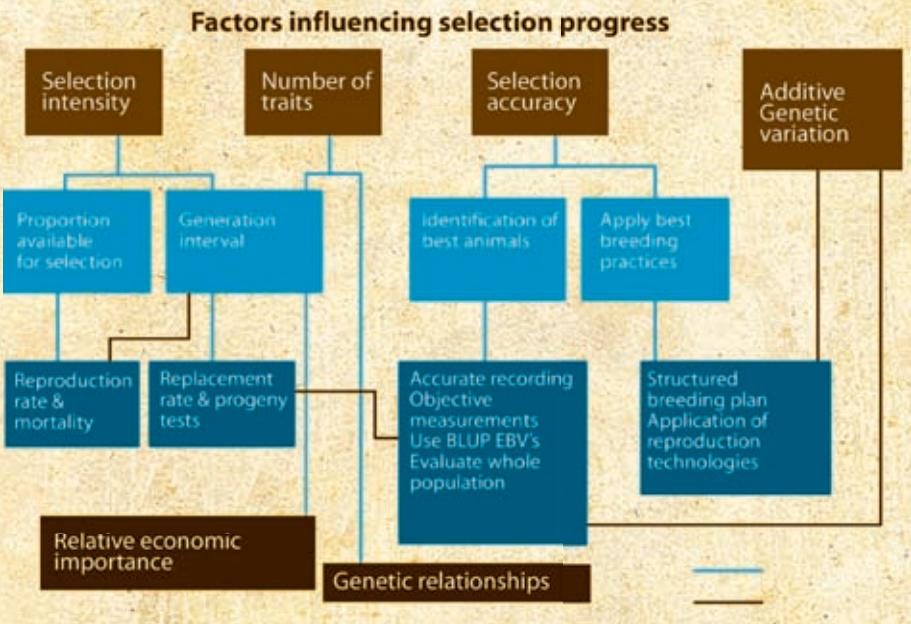
1. I think for you – you are part of my family. My wealth is you wealth.
2. You have to become part of a collective group. The systems rule – you have to go with the flow to survive.
3. Knowledge is at your fingertips. You can do your own thing. Individuality in satisfying a sophisticated market. I determine my own family.

Era of accessibility and informed decision making for beef farmers

- Recording to take place at source
- Data uploaded onto centralised systems
- Derived values downloaded in real time
- Immediate decisions possible
- Possibilities for systems and areas never before possible

Reasons for inclusion of a trait in a breeding objective:

- Economic importance
- Genetic variation
- Measurability / Cost of measurement
- Biological importance
- Genetic relationship with other (important) traits



Relationship between breeding objectives and selection criteria

Breeding Objective/Goal	Selection Criteria
Fertility	Scrotal size, Days to Calving,Gestation Length, Age 1st Calving, Calving Ease, Stayability, Calf Tempo
Growth Efficiency	Pre and Post Wean Growth Rate, FCR, Nett Feed Intake, Feedlot Growth/profit
Maternal Ability	205 day Maternal EBV, Birth Maternal
Carcass Quality	Eye Muscle Area, Fat Thickness, Dressing %, Marbling

A Structured approach for achieving objectives

- Set up a breeding objective
- Find out what is do-able (breed and herd profiles)
- Analyse herd against norms
- Set up selection criteria (standards)
- Cull non-conformers (young animals, active females and bulls not making it)
- Find the best (affordable) bull
- Set up and implement mating plans and practices

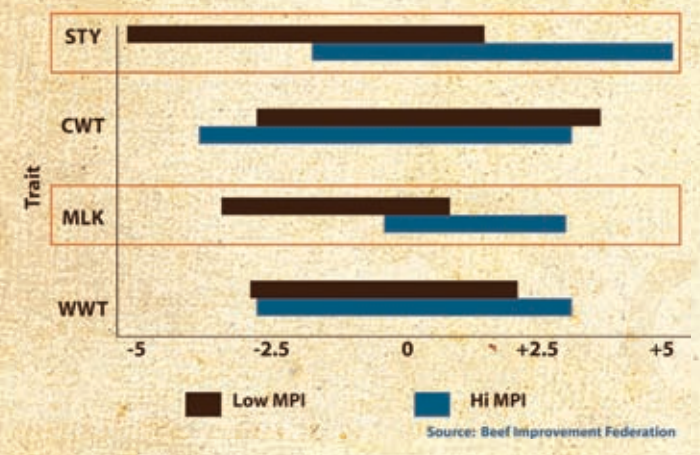
Questions to ask before setting up (or evaluating) your objective

- What is important to my customer's customer?
- What are the minimum and essential? requirements for my product?
- How should I package my product?
- What makes my product more desirable?
- Is my market sustainable?

Efficiency is the name of the game

- Cow consumes 90% of energy in the cow-calf pair up to weaning (75% to end of feedlot of her calf).
- Cows represents 95% of breeding herd
- Cows make up >50% of total herd numbers
- Efficient cows = efficient herds
- Efficient herds = profitable herds

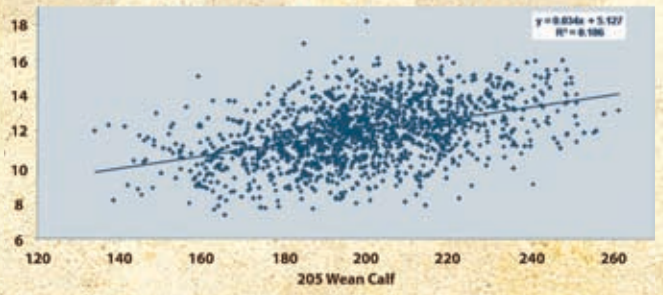
Relationship between Maternal Productivity and Breeding Values



Differences in Kg calf/Kg cow0.7

Weaning Rate	60%	70%	80%	90%
Best 30%	134	156	179	201
Average	127	148	+69% 9	190
Worst 30%	119	139	159	178

Relationship betwen estimated dry matter intake of beef cows and weaning weight performance



Kg eaten by cow/kg calf weaned

Weaning Rate	60%	70%	80%	90%
Best 30%	16.14	14.99	13.84	12.68
Average	17.36	16.12	14.88	13.64
Worst 30%	18.54	17.21	15.89	14.56

-46%

The best cow?

Cow wt	Cow nrs	Calf/ Cow%#	Calf wt	Kg calf weaned	Price/ kg live*	Total income
280	100	50%	140	11 900	R11.20	R 133 280
340	86	48%	163	11 915	R11.65	R 138 810
400	77	46%	184	12 043	R12.00	R 144 516
460	69	44%	202	11 847	R12.00	R 142 164
520	63	42%	218	11 674	R11.75	R 137 170

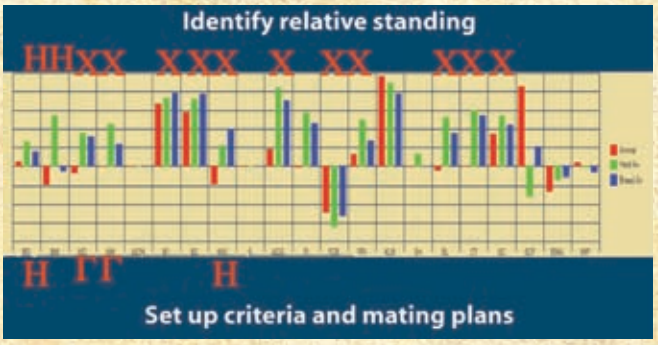
@ 86% Weaning rate # based in cow wt $_{0.4}$

*www.samic.co.za

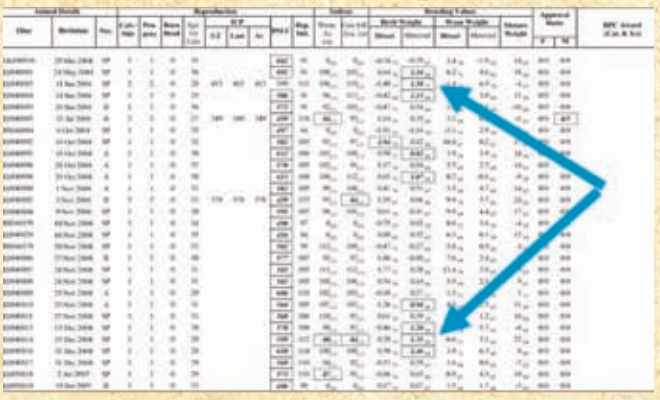
The profile of an efficient animal

- Fertile
- Growth
- Efficiency of growth post-wean
- Feedlot efficiency
- Mature weight restriction
- High retention of progeny
- Low birth weight
- Utilization of milk pre-wean

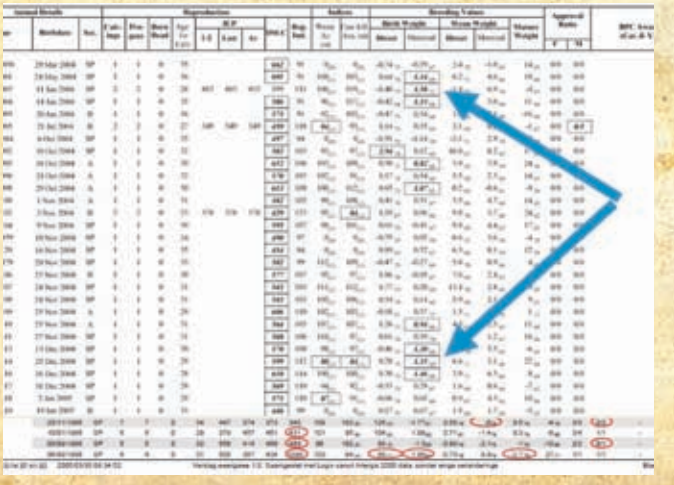
Identify relative standing



Identify animals not conforming to your criteria



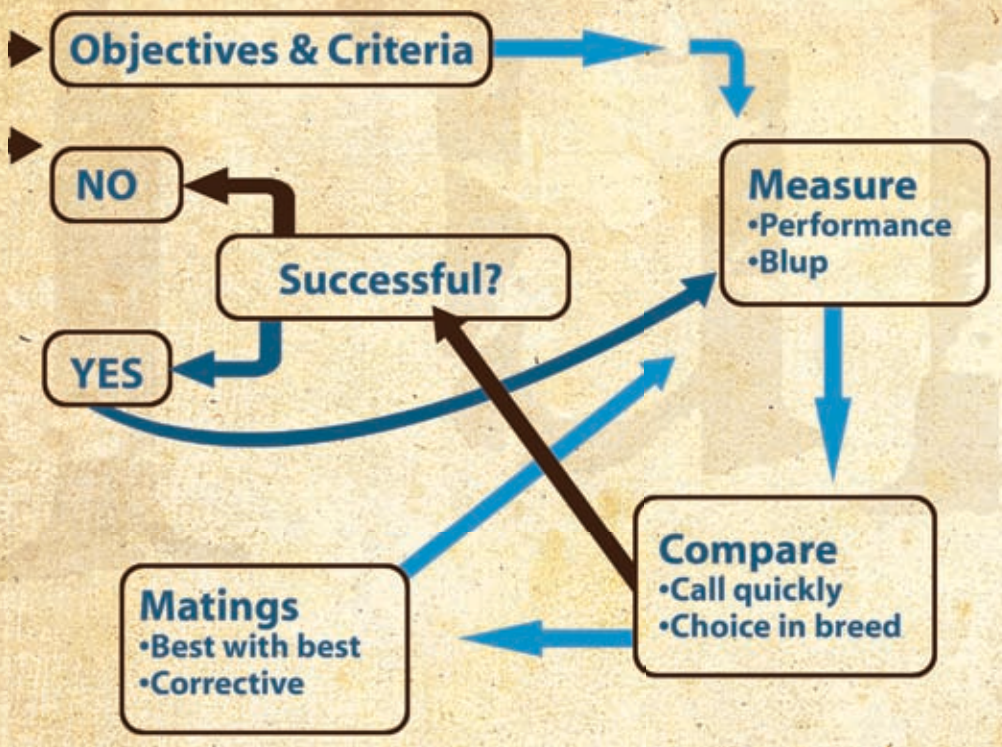
Logix option



Search the "ideal" bull

Setting up criteria

Prepare matings and analize results



Can it be achieved?

- Use objective performance recordings for economically important traits
- Set up clear breeding objectives and criteria based on economic importance
- Use BLUP breeding values in selection
- Use all the resources available
- Mating plans to achieve economic objectives

COMPREHENSIVE HERD MANAGEMENT SOFTWARE

ENDORSED BY 19 SA BREEDERS' SOCIETIES

Afrikaner, Angus, Bonsmara, Boran, Beefmaster, Braunvieh, Charolais, Drakensberger, Gelbvieh, Hereford, Hugenoot, Nguni, Pinzgauer, Red Poll, Santa Gertrudis, Senepol Club, South Devon, Sussex, Tuli

"I would like to congratulate you with an excellent programme – that has, in a very short time, become the programme, which offers the total package to stud & commercial breeders and is suited to currently available technology".

Helmien Haddad for Op die Aarde Bonsmaras of Frans van den Berg Trust, Reivilo.

National Winner
ARC-ABSA Beef Herd of the Year Award, 2007

NOW WITH GENEPRO BREEDING MANAGEMENT MODULE

WIDELY USED

BeefPro is used by hundreds of commercial and stud beef cattle farmers in 12 countries on 4 continents

- Developed in SA by the ARC with a private software house, BenguelaSoft CC
- Equally suitable for commercial and stud herds
- User friendly MS Windows operating system
- Afrikaans, English, Portuguese and Spanish language options
- Install on more than one computer at no additional cost
- Use for more than one herd at no additional cost
- World wide user support, training and marketing via ARC officials and private agents
- Support SA Studbook, ARC, BreedPlan and NSBA protocol and formats
- Performance data processing according to ARC's National Beef Recording and Improvement Scheme
- Various standard and user-defined screens & reports
- Reports can be viewed, printed and stored electronically in various formats
- Electronic data sending & importation, including birth notifications, performance data and weights from electronic scales
- Stock registers for animals in herd, medicines, vaccines, semen and embryos
- Powerful search, sort and select functions for fast and easy selection of animals
- Management diary and address list
- Calculate inbreeding coefficients for possible matings
- Integrated GenePro breeding management module (optional)
- Extensive data verification functions
- Easy updating directly from the internet
- Continuous user-driven development and upgrading

BeefPro™

Professional Beef Management Software
Professionele Vleisbeesbestuur Sagteware

Your profit partner!

www.beefpro.net

ARC • LNR
DEVELOPED IN ASSOCIATION WITH THE ARC

Contact Mr. Leslie Bergh for more information:
tel +27 12 672 9145 mobile +27 82 801 2026 e-mail leslie@arc.agric.za

LNR

BESTE PRODUSERENDE KOEIE TOEKENNINGS - VEREISTES

A. Geregistreerde rasse:

1. Koei moet lewendig wees op lopie datum (normaalweg op 1 Junie jaarliks) van die Beste Produserende Koeie verslag.
2. Koei moet in besit wees van ‘n aktiewe Vleisbeesskema lid op lopie datum van die Beste Produserende Koeie verslag.
3. Koei moet minstens vyf natuurlike kalfdatums op rekord hê op lopie datum van die Beste Produserende Koeie verslag.
4. Koei se ouderdom by eerste kalwing mag nie hoër wees as 1187 dae (39 maande).
5. Koei se gemiddelde TKP (vir alle natuurlike kalwings) mag nie hoër wees as 425 dae.
6. Koei moes ‘n normale kalwing gehad het binne 548 dae (18 maande) voor lopie datum van die Beste Produserende Koeie verslag.
7. Na die eerste kalf met ‘n geldige speengewig, mag die koei maksimum twee kalwers hê sonder ‘n speengewig of met ‘n ongeldige speengewig.
8. Teelwaarde vereistes:
   - 8.1 Slegs koeie met LNR beraamde teelwaardes van ’n BLUP ontleding nie meer as 18 maande voor lopie datum van die Beste Produserende koei verslag, sal oorweeg word.
   - 8.2 Speen direkte teelwaarde in die beste 50% van die aktiewe vroulike diere in ras.
   - 8.3 Speen maternale teelwaarde in die beste 50% van die aktiewe vroulike diere in ras.
   - 8.4 Geboorte direkte teelwaarde in die laagste 99% van die aktiewe vroulike diere in die ras.
   - 8.5 Geboorte maternale teelwaarde in die laagste 99% van die aktiewe vroulike diere in die ras.

   Let wel: Die nuutste teelwaardes beskikbaar op INTERGIS op lopiedatum van die Beste Produserende Koeie verslag sal altyd gebruik word.

9. Minimum aantal kalwers met geldige speengewigte:

Elite toekenning	:	7 kalwers
Superieur toekenning	:	6 kalwers
Voortreflik toekenning	:	5 kalwers

ARC

BEST PRODUCING COWS AWARDS – REQUIREMENTS

A. Registered breeds:

1. Cow must be alive at run date of the Best Producing Cows report.
2. Cow must be owned by an active Beef Scheme member on run date of the Best Producing Cows report.
3. Cow should have at least five natural calving dates on record on run date of the Best Producing Cows report.
4. Cow’s age at first calving should not exceed 1187 days (39 months).
5. Cow’s average ICP (for all natural calvings) should not exceed 425 days.
6. Cow should have had a natural calving in the past 548 days (18 months) before run date of the Best Producing Cows report.
7. After the first calf with a reliable weaning weight a cow may have maximum two calves without a weaning weight or with an unreliable weaning weight.
8. Breeding value requirements:
   - 8.1 Only cows with EBVs from an ARC BLUP run in the past 548 days before run date of the Best Producing Cows report will be considered.
   - 8.2 Wean direct breeding value within the best 50% of the active female animals in the breed.
   - 8.3 Wean maternal breeding value within the best 50% of the active female animals in the breed.
   - 8.4 Birth direct breeding value within the lowest 99% of the active female animals in the breed.
   - 8.5 Birth maternal breeding value within the lowest 99% of the active female animals in the breed.

   Note: The newest breeding values available on INTERGIS on run date of the Best Producing Cows report will always be used.

9. Minimum number of calves with reliable weaning weights:

Elite award	:	7 calves
Superior award	:	6 calves
Excellent award	:	5 calves

OWNER	ID NO	COMP NO	BIRTH DATE	# CALVES	AFC	Av ICP	DLC	RI	Av WEAN IND	# WEANED	Av EFFIC IND	# EFFIC	BIRTH DIR	BD Acc	BIRTH MAT	BM Acc	WEAN DIR	WD Acc	WEAN MAT	WM Acc	MATURE WT	MW Acc	AWARD
AJ RAUTENBACH																							
0002927TUL	···AJR 940010	32346058	5-Aug-94	11	25	389	384	113	106	11	122	1	0.95	84	0.92	83	5.6	78	9.2	80	13	69	Elite
0002927TUL	···R 970052	38911749	14-Sep-97	8	35	349	388	113	108	8	109	1	3.33	75	0.05	78	13.7	73	1.7	75	8	75	Elite
0002927TUL	···R 980019	40402943	25-Jul-98	7	34	365	366	110	99	6	-	0	0.97	82	0.36	81	10.4	76	2.1	78	38	79	Superior
HP VAN NIEKERK																							
0050485TUL	···H 970046	39596028	19-Oct-97	8	35	364	245	110	103	4	94	4	0.44	82	-1.48	81	9.4	80	2.6	81	8	75	Excellent
0050485TUL	···H 980033	42131474	23-Sep-98	7	34	378	215	108	105	4	106	3	0.08	80	0.63	76	1.3	72	3	74	-7	79	Excellent
0050485TUL	···H 980036	42131490	26-Sep-98	7	36	396	62	104	116	5	110	4	1.07	81	0.81	80	6.3	74	2.9	73	40	68	Excellent
0050485TUL	···H 990050	42774828	21-Oct-99	6	30	395	242	109	104	4	94	3	-1.07	81	-0.1	80	5.5	78	8.5	79	15	79	Excellent
0050485TUL	···H 990069	42774984	10-Nov-99	6	32	390	200	108	115	4	102	4	0.53	81	1.03	79	7.5	76	2.8	78	38	76	Excellent
0050485TUL	···H 990039	42953109	11-Oct-99	6	33	385	229	108	97	4	95	4	2.75	81	0.46	79	13.7	77	3.3	78	22	78	Excellent
0050485TUL	···H 000022	44398493	4-Oct-00	5	33	386	230	106	97	4	100	2	2.88	83	0.69	83	12.7	79	7.1	82	44	80	Excellent
0050485TUL	···H 000021	44438497	4-Oct-00	5	34	382	215	106	94	4	106	3	2.53	81	0.95	80	12.4	76	6.9	77	23	68	Excellent
0050485TUL	···H 990017	45759800	12-Oct-99	6	33	377	254	109	106	4	95	4	2.62	83	0.88	83	14.1	79	6.7	81	56	80	Excellent
RT CLARK																							
0381553TUL	···HBH 000461	44336279	23-Sep-00	5	35	376	216	105	102	5	106	5	0.63	79	-0.31	77	11	74	2.4	76	15	78	Excellent
0381553TUL	···HBH 000464	44336303	27-Sep-00	5	36	375	208	105	106	5	106	5	1.46	84	0.56	84	8.8	81	3.3	83	30	75	Excellent
0381553TUL	···HBH 000466	44336329	2-Oct-00	5	35	373	240	107	102	5	96	5	0.87	87	-	-	7.3	82	9	86	31	80	Excellent
0381553TUL	···HBH 000532	44336857	19-Nov-00	5	35	368	201	107	98	5	94	5	1.35	87	-	-	11.9	80	11.1	84	43	78	Excellent
0381553TUL	···HBH 000548	44336964	6-Dec-00	5	33	369	241	109	96	5	91	5	1.3	68	0.28	67	7.8	76	2.7	78	17	67	Excellent
0381553TUL	···HBH 000556	44337012	18-Dec-00	5	32	377	219	109	109	5	103	5	0.65	81	-0.35	80	5.9	73	2.9	76	4	63	Excellent
0381553TUL	···HBH 990434	42874149	7-Oct-99	6	35	368	235	108	101	6	95	6	0.86	64	0.38	64	6.1	72	3.2	73	4	64	Superior
0381553TUL	···HBH 990441	42874214	13-Oct-99	6	35	377	189	107	103	6	111	6	-1.26	80	-0.46	78	3.8	74	2.2	75	10	77	Superior
CJ RAUTENBACH																							
0398957TUL	···CR 960001	35540202	20-Mar-96	10	29	362	315	116	98	9	-	0	1.34	83	0.99	83	13.5	78	5.6	81	40	78	Elite
0398957TUL	···CR 960020	37127370	25-Aug-96	9	36	352	383	113	106	9	-	0	1.62	85	1.19	85	12.5	82	2.8	84	45	77	Elite
0398957TUL	···DK 951479	39643739	29-Aug-95	10	35	359	366	113	101	10	-	0	1.28	82	-0.16	81	4.5	78	2.2	80	2	79	Elite
0398957TUL	···CR 950511	42512715	21-Sep-95	10	-	352	372	119	100	8	-	0	0.59	64	0.56	64	5.1	73	4.5	74	12	64	Elite
0398957TUL	···CR 960096	42512731	12-Oct-96	9	34	363	314	112	108	8	-	0	0.86	66	0.76	66	5.3	73	4.5	73	18	66	Elite
0398957TUL	···CR 990007	42339697	26-Jul-99	7	34	338	168	115	101	5	-	0	1.68	61	0.6	62	11.6	69	10.5	69	29	57	Excellent

0398957TUL	···CR 000002	43293356	13-May-00	6	29	349	293	117	105	4	-	0	1.64	78	-0.18	75	7	72	3.9	73	62	76	Excellent
0398957TUL	···CR 970011	38552097	13-Aug-97	7	36	413	352	101	101	6	-	0	-0.27	60	-0.12	64	1.1	46	3.3	62	20	61	Superior
0398957TUL	···CR 980010	40477440	18-Jul-98	7	37	349	376	111	106	6	-	0	3.3	83	-0.39	82	13.2	79	3.4	80	36	72	Superior
0398957TUL	···FT 970010	39724307	22-Jul-97	8	37	358	314	110	108	6	-	0	-0.29	80	1.03	78	8.5	73	5.5	75	19	76	Superior
DCN CAWTHORN																							
0442495TUL	···SW 940015	33721127	1-Aug-94	12	-	365	227	116	107	11	100	10	0.88	81	0.75	80	8.5	74	10.1	77	10	67	Elite
0442495TUL	···SW 960019	37302429	19-Nov-96	9	35	389	35	107	103	8	99	7	-0.31	85	0	85	2.8	83	1.1	84	1	78	Elite
0442495TUL	···DK 951525	39643820	11-Oct-95	9	37	410	201	101	103	8	100	7	2.24	82	-0.17	81	10.5	77	8	79	35	79	Elite
0442495TUL	···ASE 990042	42471466	7-Oct-99	6	28	412	228	108	109	5	100	4	1	65	-0.28	65	11.1	75	11.4	77	37	65	Excellent
0442495TUL	···BG 990093	44846079	27-Jan-00	5	38	407	261	98	108	5	106	4	0.75	74	0.72	76	5.9	71	6.3	75	43	73	Excellent
0442495TUL	···SW 980043	41159054	30-Oct-98	6	34	415	381	102	101	6	95	5	0.78	84	-0.04	82	3.7	78	2.1	80	20	82	Superior
0442495TUL	···SW 980035	40851412	21-Oct-98	6	34	418	361	101	103	6	109	5	0.65	81	-1.18	80	7.1	77	1.1	78	-15	80	Superior
COOK AND SON																							
0470267TUL	···V 000002	43414218	10-Feb-00	6	32	369	219	111	102	5	91	5	0.16	42	0.15	45	0.8	57	1.7	59	13	32	Excellent
0470267TUL	···V 990046	45820172	27-Mar-99	7	-	378	201	113	105	5	108	5	0.58	82	1.19	82	8.9	76	5.2	79	35	68	Excellent
0470267TUL	···V 960005	39560776	21-Jan-96	9	31	378	548	111	117	6	110	5	-0.27	59	-0.14	64	0.1	49	1.5	63	7	32	Superior
AD MULLINS																							
0485330TUL	···CR 950018	34854661	4-Nov-95	9	34	417	208	102	103	6	113	2	0.22	82	-1.12	80	11.6	76	7.2	78	50	70	Superior
WJ ACKHURST																							
0517360TUL	···AJR 900003	22856686	30-Jun-90	14	28	420	226	105	99	11	87	1	0.32	85	0.02	87	2.7	84	1.3	86	18	80	Elite
0517360TUL	···T 970292	43070820	12-Oct-97	7	-	421	245	103	106	5	102	5	1.69	81	0.54	79	7.6	74	7.1	75	-6	78	Excellent
0517360TUL	···T 970099	43070796	21-Sep-97	8	-	370	223	115	111	6	110	6	0.17	64	-0.03	65	0.3	73	0.2	74	9	76	Superior
TI & DT JANSE VAN RENSBURG																							
0558283TUL	···SW 990007	42435594	24-Sep-99	6	35	375	232	107	109	6	88	4	-1.98	82	0.57	81	5.9	78	4.2	78	30	71	Superior
DCN CAWTHORN																							
0562954TUL	···J 941919	36749729	17-Oct-94	10	35	386	413	107	106	7	104	1	2.94	82	0.63	81	16.4	76	7	79	-4	78	Elite
WEST FRONT BOERDERY BK																							
0563441TUL	···CR 970018	38552113	13-Aug-97	7	35	388	525	105	105	5	-	0	0.57	78	0.33	73	8.3	70	3.6	71	13	74	Excellent
0563441TUL	···HBH 980335	41546052	13-Oct-98	7	35	372	200	108	102	6	98	5	1.71	80	-0.71	77	14.3	73	1.4	74	32	76	Superior
AJ MARX																							
0570373TUL	···HBH 980330	41546003	10-Oct-98	7	35	373	199	108	105	6	99	6	0.24	80	0.39	78	6.3	74	4.6	76	28	77	Superior
0575235TUL	···HBH 970216	39643903	24-Sep-97	8	-	370	204	115	103	7	99	7	0.19	84	0.3	84	5.1	81	6.9	83	20	77	Elite

VEN TULI'S

Bergplaas • Mortimer • Cradock

PW en Barbara Michau • pwmichau@intekom.co.za • 048 886 0615 • 082 788 2795

NASIONALE **TULI** VEILING

22 OKTOBER
Kimberley 11:00

GWK BEPERK LIMITED

Vir meer inligting kontak:
Alwyn Marx: 083 448 7870
of
Stefan van Wyk: 082 381 7563
e-mail: stefan@agritrader.co.za

Tuli

Blue Mountain
TULI STUD

PO Box 6 • Hekpoort • 1790 • Tel: 014 576 1078 / 084 587 4343
E-mail: afanner@gmail.com