

## LOOKING NORTH

Primaries managing director Trevor Pedler believes the northern drought is presenting both challenges and opportunities for WA producers and their service organisations.

"Farmers in the mid west have been hit hard for the second consecutive year, with some individuals in the Northampton area having spent more than \$200,000 on feeding core breeding stock," he said after visiting clients in the area last week with local livestock representatives Graham Densley and Craig Walker.

Stock firms are working at capacity to arrange agistment on favourable terms, and to sell and dispose of stock before they decline too far in condition.

"But there are also some excellent livestock buying opportunities for southern producers who are looking for quality, and the opportunity to help a fellow producer in trouble," Mr Pedler said.

He said most of the Merino studs in the Northampton area would welcome inquiries from potential buyers in the south.

"A quick look at the recent wool clip analyses of local Northampton studs such as Kevin Gill's Sandhurst stud, Ross Johnson's Willigulli North stud, and Chris Hasleby's Mulga Springs stud, confirms some very impressive quality, and with local buyers likely to be in very short supply this year, there is plenty of room for support from the south," he said.

Mr Pedler said a number northern livestock producers were also set to capitalise on drought-induced shortages in other parts of Australia.

Michael O'Brien from Glennain Farms at Northampton is one who is bringing fertile Shorthorn/Braford cross breeders down from Ashburton station further north, mating them to Hereford bulls and offering them in top condition out of his feedlot to buyers across Australia.

Bob Grinham at Meka station is also preparing 3000 mated Damper ewes for sale, in what will develop as a major annual ewe surplus offering.

Craig Walker will be offering stock from these vendors at competitive values and can provide further details on 0447 341 590.



□ Craig Walker of Primaries Northampton and Michael O'Brien of Glennash are preparing to offer buyers a big range of prime, mated white face breeders from the Northampton feedlot over the next few months.

Mr Pedler said Primaries would also welcome inquiries from producers interested in arranging agistment agreements with drought affected farmers in the north.

"You can call our local representatives Craig Walker, Graham Densley on 0428 932 476, or myself or other staff members through Primaries on 9434 1622," Mr Pedler said.



□ Sandhurst wool tells a story. Primaries Trevor Pedler, (left) Craig Walker and Graham Densley checking wool samples with Sandhurst Merino stud principal Kevin Gill. (second left) "Southern ram buyers could do well to look north this season," Mr Pedler said.



□ Des Stanich (third left) and son Tristan of Silver Springs, Northampton talk to Primaries' Craig Walker, Graham Densley and Trevor Pedler about preparing their young Dorper lambs for the local butcher.