



Gallagher Australia Newsletter - October 2012

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Dear (Contact First Name),

Welcome to our new look newsletter for October.

Its a great honour to be able to introduce GALLAGHER customers whom are demonstrating real productivity advantages directly attributable to our products. At GALLAGHER - a driving force is for us to make a difference for our customers, every day - to deliver real commercial productivity advantage for them & their livestock enterprises.

This month we discuss our Sheep Autodrafter with Anna Toland - Anna counts the ways which our TSI & Autodrafter combine to reduce labour, increase efficiency & the presentation of her stud animals for sale. Anna - also highlights the added benefits of the GALLAGHER team with after sales service.

Also - Craig Fitzgerald tells us of the significant savings in reduction of potential horse injury on his property due to the GALLAGHER Equibraid product - again a recurring GALLAGHER accolade by Craig - that of praise for after sales support by our local Territory Manager. We will be featuring the Equibraid at EQUITANA in Melbourne in November - please call by our stand & discuss this great product.

Introduced in the October newsletter is David Harrison - our newest Territory Manager - Dave, a kiwi originally, brings passion, experience and enthusiasm to deliver the GALLAGHER service advantage in SW VIC & SA.

At GALLAGHER we are committed to the customer - I hope that you enjoy reading of some of the success stories with our products, our people & our customers.

Malcolm Linn
General Manager

EquiBraid solves injury issues for racehorses

After losing a couple of racehorses to fence injuries, Clover Glen Agistment Farm in SA found the one product that gave them peace of mind and animal safety: Gallagher's EquiBraid. Despite skittish horses spooked by bad weather, Clover Glen has not had a single fence injury.



Craig Fitzgerald grew up around racehorses. His dad, Maurie, used to breed, own and train them, including Tumbling and Sunny Joanne. So it was a natural Craig and his wife Leonie would end up involved in the industry.

In 2005, the couple developed Craig's childhood home, at Yankalilla, SA, into an agistment property, having run a landscaping centre for six years before that. Craig had previously managed and consulted with dairy semen company Worldwide Sires Australia/HISCOL for 18 years, finding "the emphasis on pedigrees between top dairy cattle and race horses quite similar".

"...the EquiBraid, with its thicker diameter, doesn't cut; all it does is take some hair off. The horse hits the fence and it just rolls off their leg." - Craig Fitzgerald, Clover Glen Agistment Farm, Yankalilla, SA

Craig says, "Dad used to train and work horses on the area where we've now set up all the paddocks. Soils on the property on the Fleurieu Peninsula have a good sand base, which is great for horses' feet in particular.

"We agist between 40 and 50 horses, mainly for David and Richard Jolly and Dennis O'Leary. It works well, because we race our horses predominantly with those three trainers." (In conjunction with agistment, the Fitzgeralds run Clover Glen Racing, whose stock includes Magical Pearl, Big Slick and Basil Da Man.)

However, in 2009, very bad luck struck out of the blue with injuries and losses caused by the type of wire fencing they had.

"Colts and yearlings are boisterous and sometimes take on the fence; but they would just get stuck in that wire, and, although it could break, the tension on it saw it wind around their legs and strip them.

"Sometimes even just a horse rolling or in bot fly season would see them get hurt in the fence.

"So we had to change the fencing for the animals' safety. The agistees were wonderful and stuck with us, but on top of safety, the insurance company was getting nervous. We didn't want everything to fall away just because of the fencing."

Research to find the safest

Craig says some quick research led him to Gallagher's EquiBraid.

"As soon as I found the EquiBraid rope, it looked to be the answer." Clover Glen has since fenced 22km with EquiBraid, which is powered by a SmartPower MBX1500 Energizer with advanced lightning protection, remote control and self-diagnostic capability.

"The wire we had was a bit like a cheese cutter: as soon as it hit the horse's leg and the skin wrinkled, it sat at that spot and cut - and it cut deep.

"Whereas the EquiBraid, with its thicker diameter, doesn't cut; all it does is take some hair off. The horse hits the fence and it just rolls off their leg; they either get straight back out of it and stay in the paddock or they'll break the rope. And that's no problem, because all you need is a pair of scissors, tie a knot, and away you go if you need to, and at a later date, apply the Gallagher joiner.

No treatable injuries

"I'm not afraid to say that we haven't had a treatable injury due to fencing since the EquiBraid. It hasn't caused any issues.

"I don't know how they could injure themselves with EquiBraid. With the wire, we had some sort of injury every month - whether from kicking out in bot fly season, or rolling near the fence and getting in it - but with the EquiBraid rope, those fence injuries don't occur.

"One particular thunder storm we had, saw eight fences down, four horses out, and one had even jumped into another paddock - but we did not have a single injury to treat. If it was the previous wire, it would have been a vet job all day."

Technical assistance

Clover Glen Agistment Farms is 52ha (128 acres), comprising 29 individual paddocks, which is all double fenced with a five-metre raceway in between. "That just takes sniffing each other or getting in the fence when they strike out at each other, out of the equation," Craig says.

"We basically followed the paddock layout we had, but Matt [McLauchlan, Gallagher's Territory Manager for SA and Broken Hill] suggested a couple of ways to split the property in half, so it's easier to identify a short if it occurs."

Installation a breeze

"And it's so easy to install, anybody can do it. The people who have been to look at it -including the insurance company, who has recommended it to others - can see how simple it is. You don't need tensioners, twitching, or to do the right figure-eight knots like you do with wire.

"All you need is a drill and a pair of scissors. You can take away all of your struts and you don't need end assemblies with diagonal wire that a horse can cut themselves on; you only need a good depth and strength strainer because you don't have that tension. It's all just hand tight.

"We have three staff who work with us. They helped me put it up, and any of those three girls can deal with any issue with the fence. It's just really easy."

Peace of mind and service

Craig says the peace of mind from EquiBraid has been immense.

"I have loyal clientele base, but loyalty can only go so far. We knew the fencing had to change.

"We have two hills on our property and the worst bit was going over the second hill and seeing what was over the other side, seeing if a horse was in the fence - particularly after a night of bad weather.

"Now, we don't have any of those issues. I have that much confidence in the EquiBraid, I know that is not an issue. On top of that, I couldn't be happier with Gallagher's service."



November 15th - 18th, 2012
Melbourne Showgrounds
Visit Gallagher, Site 545



Winner of the SmartFence draw at Elmore Field Days

Congratulations to Dorothy Sloan of Violet Town Victoria who was the lucky winner of the SmartFence portable fence system.

Our Lucky Winter Warmer Winner...

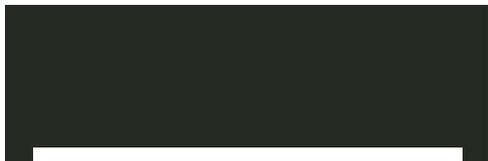
Congratulations to Bob Cliff! You're the Lucky Winner of the Winter Warmer Pack for forwarding our newsletter to a handful of your friends! Thank you.

Recommend a Friend and Win!

If you know of someone who would benefit from receiving our newsletter, enter their details via the link below and go into the draw to win a Neon Fence Tester. One to give away each month.



[Forward to a Friend](#)



David Harrison joins Gallagher in SE Australia



Dave Harrison

Dave Harrison is Gallagher's new territory manager for the South East Region, based at Port Fairy in Western Victoria.

Dave originally comes from a beef and sheep farm at Greta Valley, north of Christchurch (New Zealand), where his family ran 3,500 stock units on hill country. After school and doing tertiary training in engineering and trade skills, plus a Diploma of Agriculture, Dave then spent several years running the family property. He also turned his hand to contracting, including general agriculture, bull dozing and fencing.

Wanting to see a bit more of the world, he and his wife Belinda (who's from Young, NSW) have spent the past 18 months working in different regions. Most recently they've been in the UK, where Dave was the Cornwall and West Devon area manager for Livestock Improvement Company.

"But the sun never shone, so we came back 'down under'," he quips.

Before that, he worked on a contract renovating schools in the Torres Strait Islands.

"There's something about agriculture though, and when the role with Gallagher came up I knew it was for me. I wanted to join Gallagher because I've been involved with its products all my life, really. Gallagher is very well known in New Zealand - even more so than here. It's an area I understand and enjoy, and I want to be with the business long term because it's such a reputable company."

Dave says while he knows the product having used it as a farmer, he has learnt a lot technically having done Gallagher's comprehensive formal training.

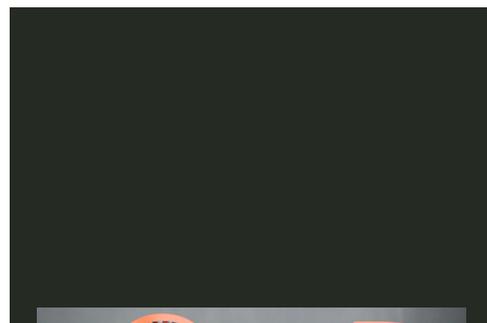
"Underneath that training, I'm also bringing a farmer's knowledge to my role. I can talk to farmers easily because I've been there and done it - I know what they're talking about - and I love it.

"I'm gaining personal and professional satisfaction from the role, and the whole experience is really enjoyable."

Dave's area stretches from Cobden (in Western Victoria), up to Kaniva, then west to Tailem Bend (just east of Adelaide). He took over the SE Region territory on the 2nd of September (from Jeff Chadwick, Gallagher's regional sales manager for SA, Victoria and Southern NSW, who was temporarily in the role). Dave can be contacted on 0429 842 575.

Winner of the Sheep Auto Drafter Reel Life Promotion Visits Gallagher Headquarters In New Zealand.

The winners of the Sheep Auto Drafter Reel Life promotion



The winners of the Sheep Auto Drafter Reel Life promotion enjoyed a tour of the Gallagher Head Office and manufacturing plant in Hamilton New Zealand earlier this month. Anna Toland and Simon Riddle of Toland Merino, saw firsthand the development and manufacturing processes of Gallagher animal weighing and EID systems. Anna and Simon won the trip to New Zealand after entering the Gallagher Reel Life Promotion, in which they submitted a video of their Sheep Auto Drafter system on their Violet Town farm.

To view their winning video - visit the Sheep Auto Drafter feedback page [\(click here\)](#)

Read more on Toland Merinos operation below.



Anna Toland and Simon Riddle pictured with Sir William Gallagher at Gallagher Head Office in Hamilton New Zealand.

Precision with Gallagher tools guides Toland Merino's rigorous selection

Leading performers in sire-evaluation schemes and Sheep Genetics, Toland Merino has strict selection criteria. Gallagher's Sheep Auto Drafter, BR Reader and Smart TSi have sped up processes, plus reduced labour and processing time, allowing Tolands to measure their own specific traits, as well as ensuring accuracy in animal recording and management.

Toland Merino is a highly specialised operation run by Phil Toland, his daughter Anna and her husband Simon Riddle. Annually, the 808-hectare (2,000-acre) north east Victorian business markets around 200 rams (all with full ASBVs) and 110 bales of elite, 18-18.5 micron fine wool.

Anna says they're constantly selecting sheep for confirmation and "doing ability" under competitive grazing conditions. "That way we ensure our wool is founded on sheep with a strong constitution.

"We aim for highly productive, fine sheep with loose, pliable skins that are well covered with a soft, even, white, lustrous wool with extreme character."

Measurements are vital to the Violet Town operation - including animal weights, fleece details, worm resistance and carcase analysis.

Anna says, "We're part of Sheep Genetics, which means we need to do a lot of measurements. We weigh at weaning, post-weaning and as yearlings. We also record the scrotal circumference of our rams - usually around 800 a year."

Along with fleece weights, Toland Merino measures fibre diameter, staple length and fibre curvature. On special stud sires and ewes, they evaluate follicle and fibre quality and density; they also fleece test and weigh reserve rams every six months.

"We mark lambs at six weeks of age and record breech wrinkle and cover scores. Then, at first shearing, we have all that data available and cull any sheep that don't make an acceptable standard.

"Since the wool game and meat market have picked up, we're thinking that keeping young wethers is a viable option, as opposed to selling them as lambs to the meat market." Anna says along that line, they're using fat and muscle-depth measurements, along with regular body weighing, to enhance the value of their sheep.

"All ewes are culled annually for wool and conformation."

The Toland operation now focuses on poll Merinos, breeding their first polls in 1982 and registering the poll stud in 1988. While horned animals are not Anna's favourites. they have a few to cater for demand.

Getting the right equipment

Anna, Simon and Phil were using a manual drafter until they saw a Gallagher Sheep Auto Drafter at Sheepvention. They also bought a Gallagher BR Reader and Smart TSi.

Gallagher territory manager Hamish Burr says using Radio Frequency Identification (RFID) with the Sheep Auto Drafter in conjunction with the TSi, "essentially means that any data set they record, they can draft on". Having the stand-alone BR Reader extends their options.

"Toland Merino records 'custom tailored fields', so their own specific information - such as sire, dam, breech wrinkle and breech cover scores, to name a few - is recorded. What they can then do is look at the data that's going to influence their specific business decisions, and draft animals accordingly. It's very powerful," Hamish says.

"And, they can access all that information - plus say fleece micron, which paddock an animal has been in, what fertiliser or chemicals that paddock has received, and an animal's entire life history - while they're standing in the yards.

"It's taken the paper out of the paperwork and given them detailed information on every single animal on their property."

Reducing (animal and human) stress

Anna had previously seen the Gallagher Sheep Auto Drafter in use.

"I liked it because it was quiet and it didn't require two people to work it. The functionality of the unit really suited us.

"On other machines, I found them quite loud and distracting with steel gates clanging when they open and shut; you start going a bit deaf after weighing 400-500 sheep. To use something that you can't even hear, other than the air pressure, is great. The lack of noise is also important to the animals - you want to keep them stress free as much as possible.

"Also, you don't need that second person, standing there the whole time just manually opening and closing the gates. As our animals get used to going in and out of the Gallagher machine, I can do it by myself, so Simon can do another job while I weigh 800 sheep quite easily, just with the dog keeping them up.

"That's more productive, as it means less man time and we can get more things done.

Fingertip information

Anna says, "Information on every animal goes into the TSi, then when we start assessing at shearing, all that data is right at my fingertips. Dad can ask about each ram's sire, scrotum circumference, weight at different ages, how much the sheep is gaining per three months... a whole lot of things. All that comes up in the TSi quite quickly and I find it really easy to navigate through.

"If Dad asks me a question, I don't have to go back and look at my computer, it's right in front of me, so I can then draft sheep out on specific criteria. Also, from the stats that the TSi gives me, I can work out if an animal is above average or below average."

Anna says at shearing, they weigh all fleeces and take mid-side samples for fleece testing.

"Having used electronic tags for nearly five years now, it is so easy to scan the ear-tag with the BR Reader, rather than trying to read the tag as the shearer is shearing."

Benefits at ram sales

Anna says the Gallagher equipment "was definitely a welcome addition" at their annual ram auction.

"One of the things that really clicked for me was the way you can draft automatically into sale groups.

"Normally, we have to get them in the yards in the morning, and work out exactly who is going where. This year, we had 94 in the shed, and I devised a drafting list that meant that we just ran them through and drafted off into groups of 10 or 20 - whichever way they were lotted, rather than going through the whole 94. That reduced a lot of time.

"Then we had rams out the back that we sold after the auction, and we did the same thing. I'd already grouped them into selling lots. Because the Sheep Auto Drafter is so quiet, Simon was able to go outside while the auction was on, and draft them up quietly ready for post-auction sale. He didn't even have a dog."

Time-saving and efficiency benefits

Anna says there are time-saving and efficiency benefits whenever clients come to look at buying rams.

"Clients know what rams they want to look at, so all I have to do is run them through the Sheep Auto Drafter and it drafts off exactly the ones they want, rather than me sending them all up the race, picking them out and reading tags. With horned sheep especially, it can be really hard to read tags, so running them through the Gallagher Auto Drafter means I can get them off quickly and efficiently.

"Every time a client comes, we can have the rams in, already drafted, ready to go. It's very easy."

Service: the icing on the cake

Anna says, "We have two small children, and like any farmers, we often work on weekends. I've often called Hamish or Dave [Manning, another territory manager] during the weekend with a question they can answer over the phone. That's very handy."

Gallagher Australia
14 Somerton Park Drive, Campbellfield, 3061
Phone: 03 - 9308 7722 or 1800 GALLAGHER
Email: sales@gallagher.com.au Web: <http://www.gallagher.com.au>

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