

**SOUTHERN AFRICAN PICK ‘n PAY  
SEEDSTOCK PRODUCER OF THE YEAR  
COMPETITION 2018**

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**OFFICIAL SPONSORS**

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**WITH ASSISTANCE FROM:**

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Landbouweekblad/BREEDPLAN advisory committee:  
Dr Michael Bradfield, Breed Society Representatives  
and Prof Frikkie Nesor  
University of the Free State

The Committee would like to acknowledge the Beef Improvement Association of Australia for their help in setting up this competition.

**MEMORANDUM OF UNDERSTANDING BETWEEN  
ORGANISERS AND ENTRANTS**

**BREEDPLAN/LANDBOUWEEKBLAD PICK ‘n PAY**

## **SEEDSTOCK PRODUCER OF THE YEAR 2018 COMPETITION.**

### **THE COMPETITION:**

Landbouweekblad and BREEDPLAN, who, under their discretion, will appoint a management committee and a project manager to manage the competition, and organize the Landbouweekblad/BREEDPLAN Seed Stock Producer of the Year 2018 Competition. The competition is open to all beef Seed Stock Producers in all geographic regions of Southern Africa who sell any genetic material.

### **RE-ENTRY FOR PAST WINNERS:**

Unless advised otherwise, the National Winner will not be eligible for re-entry for future competitions in the Seedstock producer of the year category.

### **THE JUDGING PROCESS**

A judging panel is appointed for each breed, to select winners within each breed. A separate panel selects the National Seed Stock Producer of the Year from among the breed winners. The judging panel normally comprises of seed stock producers, as well as delegates from the breed societies and other accomplished leaders in the meat industry. Judges will be asked to declare any conflict of interest.

A client survey will form part of the judging of breed winners for the national award. In the entry form, each entrant is asked to provide the names of five of their clients, in order of preference, for this purpose.

### **NO DISPUTES PLEASE:**

In the unlikely event of a dispute arising during the running of the competition, the decision of the organizing committee shall be final. Naturally, the judges' decision is final, and no correspondence will be entered into regarding the nomination of prize recipients.

### **PRIZES**

Breed and Overall Winners will be invited to attend the Gala event on 18 October 2018 at Aldam, to receive their awards. The total value of the award for the first three winners is R50 000. The Overall Winner will be presented with a cash amount to the value of R25 000 and is advised to use this award to visit influential seed stock producers in other parts of the world.

### **FIELD DAYS:**

Field Days are designed to provide exposure to competition winners and public recognition that they are conducting a sound, modern business. This type of promotion is invaluable. Field Days also present an opportunity to thank our generous sponsors and we recommend that the overall winner hold such a field day.

### **QUESTIONS?**

If any entrant has any questions or concerns during the running of the competition they are advised to contact:

1. Prof Frikkie Nesor  
Email : [neserfw@ufs.ac.za](mailto:neserfw@ufs.ac.za)  
Tel: +27 (0) 51 401 2211  
Sel: +27 (0) 83 677 6910
2. Your Society

**LANDBOUWEEKBLAD/BREEDPLAN/PICK 'n PAY**  
**SEEDSTOCK PRODUCER OF THE YEAR 2018**



**ENTRY FORM**

**Entries close Friday 27 July 2018**

*Please do not waste time on the appearance of your entry, as only completed information (data) is important!*

The following information is needed to assist in judging your entry. *The information supplied will be regarded as confidential.*

Unless stated the information supplied should relate to cows and heifers joined in 2016, calves dropped in 2017 and bulls sold in 2017-2018 (or in the last 12 months).

Those applicants, who are successful in winning their section of the competition, will have the opportunity to promote their Seed stock enterprise in the form of a public field day, which will be strongly endorsed by Landbouweekblad, BREEDPLAN, and sponsors of this competition.

Please read carefully the Memorandum of Understanding between Organizers and Entrants.

**Please send your genetic trends with this application form.**

**INFORMATION ON YOU AND YOUR SEEDSTOCK ENTERPRISE:**

NAME: \_\_\_\_\_

STUD/HERD NAME: \_\_\_\_\_

1. HOW MANY YEARS HAVE YOU BEEN IN THE SEEDSTOCK BUSINESS? \_\_\_\_\_

2. WHAT IS YOUR COMPLETENESS OF PERFORMANCE RATING IN YOUR STUD (IF AVAILABLE)? \_\_\_\_\_

3. WHAT IS YOUR NORMAL ANNUAL MANAGEMENT CYCLE?

• JOINING SEASON/S (LIST CALENDAR MONTHS): \_\_\_\_\_

• CALVING PERIOD/S (LIST CALENDAR MONTHS): \_\_\_\_\_

• WEANING (LIST CALENDAR MONTH): \_\_\_\_\_

• BULL SALE(S) (LIST CALENDAR MONTH): \_\_\_\_\_

4. WHAT IS THE TYPICAL STOCKING RATE USED IN YOUR SEEDSTOCK ENTERPRISE

(EG. DSE/HA, KG/HA, LIVESTOCK UNITS/HA):

\_\_\_\_\_

5. WHAT IS THE AVERAGE RAINFALL IN YOUR DISTRICT (MM OR INCHES / ANNUM): \_\_\_\_\_

6. WHAT IS THE LENGTH OF THE JOINING PERIOD USED IN YOUR SEEDSTOCK HERD?

COWS \_\_\_\_\_ (WEEKS) MAIDEN HEIFERS \_\_\_\_\_ (WEEKS)

7. WHAT IS THE AVERAGE AGE OF HEIFERS WHEN FIRST JOINED?

\_\_\_\_\_ MONTHS

8. WHAT WAS THE APPROX. DISTRIBUTION OF ALL CALVES BORN ACROSS THE CALVING SEASON IN 2017?

NB. IF MORE THAN ONE CALVING SEASON, PLEASE SHOW FIGURES SEPARATELY FOR EACH CALVING GROUP.

	FIRST 0-3 WKS	3-6 WKS	6-9 WKS	9-12 WKS	12 + WKS
HEIFERS	____%	____%	____%	____%	____%
COWS	____%	____%	____%	____%	____%

9A. DO YOU PREGNANCY TEST YOUR BREEDING FEMALES? \* YES \* NO

IF YES, WHAT WAS YOUR MOST RECENT PREGNANCY TEST RESULT (%)?

$$\frac{\text{NUMBER OF FEMALES TESTED PREGNANT}}{\text{NUMBER OF COWS EXPOSED TO BULL / AI}} \times 100$$

PLEASE SHOW YOUR CALCULATIONS: \_\_\_\_\_ x 100 = \_\_\_\_\_

IF POSSIBLE, DO THE CALCULATION SEPARATELY FOR MAIDEN HEIFERS AND COWS

MAIDEN HEIFERS \_\_\_\_\_% COWS \_\_\_\_\_%

9B. WHAT IS THE INTER CALVING PERIOD BETWEEN THE FIRST AND SECOND CALF? \_\_\_\_\_

9C. AVERAGE ICP? \_\_\_\_\_

10. WHAT WAS THE WEANING PERCENTAGE ACHIEVED AT YOUR LAST WEANING:

$$\frac{\text{NUMBER OF CALVES WEANED IN 2016/2017}}{\text{NUMBER OF COWS EXPOSED TO BULL / AI}} \times 100 =$$

PLEASE SHOW YOUR CALCULATIONS: \_\_\_\_\_ x 100 = \_\_\_\_\_ %

IF POSSIBLE, DO THE CALCULATION SEPARATELY FOR MAIDEN HEIFERS AND COWS

MAIDEN HEIFERS \_\_\_\_\_% COWS \_\_\_\_\_%

11. LIST THE APPROXIMATE AGE DISTRIBUTION OF NATURAL SERVICE BULLS USED AT THE LAST JOINING SEASON:

AGE	< 2 YO	2 YO	3 YO	4 YO	5 YO	6 YO	7 YO	8 YO	>8 YO
NUMBER OF BULLS:									

12. WHAT IS THE TYPICAL JOINING RATIO USED FOR NATURAL SERVICE BULLS

(I.E. NO. FEMALES EXPOSED PER BULL?):

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13. DO YOU USE LINE BREEDING? WHAT PROCEDURES DO YOU PUT IN PLACE TO LIMIT INBREEDING IN YOUR HERD?

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14. DID YOU CONDUCT AN AI PROGRAM IN 2016, 2017 OR 2018? \* YES \* NO

IF YES, EXPLAIN THE CRITERIA YOU USED TO SELECT AI SIRES:

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15. DID YOU CONDUCT AN EMBRYO TRANSFER PROGRAM IN 2016, 2017 OR 2018? \* YES \* NO

IF YES, EXPLAIN THE CRITERIA YOU USED TO SELECT ET DONOR FEMALES

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16. DESCRIBE THE GOALS/OBJECTIVES OF YOUR BREEDING PROGRAM (I.E. WHAT TYPE OF ANIMALS YOU ARE STRIVING TO PRODUCE FROM YOUR BREEDING PROGRAM) – ATTACH ADDITIONAL SHEET(S) IF NECESSARY

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17. DO YOU USE ANY OF THE AVAILABLE GENETIC RESOURCES TO IMPROVE THE MEAT QUALITY OF YOUR HERD (I.E. ULTRASOUND SCANNING OR PROGENY TESTING)?

\* YES \* NO

IF YES, HOW DO YOU USE THESE RESULTS TO IMPROVE THE MEAT QUALITY OF YOUR HERD?

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18. BRIEFLY COMMENT ON THE DIRECTION OF GENETIC CHANGE ACHIEVED IN YOUR HERD OVER TIME, AND HOW YOU ASSESS THE CHANGE.

**PLEASE ATTACH YOUR GENETIC TRENDS.**

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19. DO YOU SEND A COMPLETE MATING LIST TO YOUR SOCIETY THAT INCLUDES A BULL IN DATE, COWS THAT CALVE AND THE **NON CALVERS**?

\* YES \* NO

IF YES PLEASE COMMENT ON YOUR REPRODUCTIVE EBV'S, EITHER WITH DAYS TO CALVING OR OTHER CRITERIA.

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20. PLEASE DESCRIBE ANY INNOVATIVE MANAGEMENT OR BREEDING STRATEGIES USED IN YOUR ENTERPRISE (ATTACH ADDITIONAL PAGES IF NECESSARY).

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**INFORMATION ON YOUR SEED STOCK MARKETING PROGRAM:**

21. LIST THE APPROXIMATE NUMBER OF BULLS YOU SOLD IN 2017 - 2018 BY DIFFERENT SELLING METHODS:

SALE TYPE	No. OF BULLS SOLD
ON PROPERTY AUCTION ON PROPERTY PRIVATE TREATY MULTI VENDOR SALE (OFF-PROPERTY) OTHER (PLEASE DESCRIBE) _____	
<b>TOTAL BULLS SOLD</b>	

22. HOW DO YOU SELECT THOSE CALVES TO BE RETAINED AS SALE BULLS?

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23. APART FROM BULL SALES, INDICATE WHAT OTHER FORMS OF SEED STOCK ARE SOLD BY YOU?

\* BREEDING FEMALES \* EMBRYOS \* SEMEN

\* OTHER (PLEASE SPECIFY) \_\_\_\_\_

24. INDICATE WHAT PRE-SALE CHECKS YOU CONDUCT PRIOR TO SELLING BULLS:

\* BREEDING SOUNDNESS EXAMINATION (BY VET)

\* BREEDING SOUNDNESS EXAMINATION (CONDUCTED YOURSELF)

\* SERVING CAPACITY / ABILITY TEST

\* OTHER (PLEASE DESCRIBE): \_\_\_\_\_

25. BRIEFLY DESCRIBE THE TERMS OF THE GUARANTEE PROVIDED TO PURCHASERS OF YOUR SALE BULLS

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26. DO YOU HOLD A PRODUCTION AUCTION? IS THIS A COMBINED AUCTION WITH OTHER BREEDERS?

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27. BRIEFLY DESCRIBE THE NATURE OF YOUR BULL SALE CLIENT BASE, THE ENVIRONMENTS THEY OPERATE IN AND THE MARKETS THEY TARGET:

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28. HOW MANY OF YOUR BULLS WERE SOLD TO SEED STOCK (STUD) CLIENTS OVER THE PAST YEAR (2016/2017)?

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29. HOW MANY WERE SOLD TO COMMERCIAL CLIENTS? \_\_\_\_\_

30. LIST THE APPROXIMATE PROPORTION OF BULL SALE CLIENTS BY DISTANCE FROM YOUR PROPERTY:

DISTANCE FROM YOUR PROPERTY:	APPROX. PERCENTAGE OF CLIENTS
WITHIN 25 KM	
25 – 50 KM	
50- 100 KM	
100-200KM	
> 200KM	

31. DESCRIBE WHAT ADDITIONAL CLIENT SERVICES YOU OFFER:

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32. WHAT DEVELOPMENT DO YOU OFFER YOUR WORKERS THAT WORK WITH YOUR STUD?

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33. LIST THE NAMES AND TELEPHONE CONTACTS OF 5 OF YOUR CLIENTS THAT CAN BE CONTACTED IN A CLIENT SURVEY, WHICH MAY BE USED TO ASSIST IN THE JUDGING PROCESS (IN ORDER OF PREFERENCE)

1. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
2. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
3. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
4. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
5. NAME \_\_\_\_\_ PHONE \_\_\_\_\_

34. LIST ANY POSITIONS YOU HOLD RELEVANT TO THE SEED STOCK OR CATTLE BUSINESS AND ANY RESEARCH, EXTENSION OR EDUCATIONAL PROGRAMS YOU HAVE CONTRIBUTED TO (E.G. VIA BREEDPLAN, THE ARC, LOCAL SHOWS OR BREED SOCIETIES)

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35. DESCRIBE HOW YOU WOULD MEASURE SUCCESS IN SEED STOCK BUSINESS?

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## DECLARATION

I, \_\_\_\_\_  
have read the competition schedule and the memorandum of understanding between organizers and entrants, and understand the conditions of entry and the judging criteria. I have accurately completed each page of the entry form and agree to host a field day on my property should I win any section of the competition. I support the competition's focus on education and enter it with goodwill, knowing that should any disputes arise the decision of the organizing committee will be final. I also understand that the competition or its organizers or sponsors cannot be held responsible for any injury, accident or loss of production that may occur as a result of entering. I agree to allow the relevant breed society to provide the competition judges with a copy of my most recent BREEDPLAN herd report to assist them in assessing the genetic progress achieved in my herd.

\_\_\_\_\_  
**SIGNATURE**

\_\_\_\_\_  
**DATE**

### DON'T FORGET TO:

1. Complete and sign the above declaration
2. Include a copy your most recent catalogue/bull sale information, client newsletter, etc.
3. Please note that it is up to each participant to confirm that his or her competition form has been received.
4. Are your genetic trends attached?

Please send your completed form to:

Prof Frikkie Nesor

Email : nesorfw@ufs.ac.za

Tel: +27 (0) 51 401 2211

Sel: +27 (0) 83 677 6910

Namibian breeders must please send all entries to the NSBA.

**ENTRIES CLOSE**  
**5.00 P.M. FRIDAY 27<sup>TH</sup> JULY 2018**

**Pick n Play**  
Inspired by you