

# Scott's Angus selling bulls since 1956

SCOTT'S Angus has been selling Angus bulls since 1956.

To have lasted over 50 years in such a competitive industry supports the Scott's endeavours of providing their clients with the best genetics and service at a realistic price.

The Scott's have long held the view that selecting cattle on an "optimum rather than maximum" performance criteria is the key to profitability.

This has been confirmed by over a decade of benchmarking with consultancy firm Holmes Sackett where the Scott's Angus operation sits regularly amongst the most profitable beef herds analysed.

Steven and Cindy Scott encourage their clients to consider the real profit drivers when selecting bulls.

Steven says that the hidden costs of cow fertility, calving ease and bull soundness and fertility have a much greater impact on herd profitability than whether the steers return an extra five cents a kilogram.

"The price that people receive for cattle is usually determined by others however what it costs to run these cattle is something that can be influenced by the breeder," Steven said.

One of the major costs of a beef herd is non working bulls. The Scott's vets

estimate that at least 15 per cent of mated bulls in the Australian beef herd are not capable of siring calves.

To minimise this figure, all Scott's Angus bulls are service tested and assessed for structural soundness and temperament prior to sale.

Steven places a lot of importance on the testing system and having a "prevention rather than cure" program.

"I believe that the cropping guys should check their headers prior to harvest and the cattle guys should check their bulls prior to joining. Empty cows make genetic progress difficult," he said.

"As a family we have always placed a lot of importance on the term "value for money" and as seedstock producers we want our clients to receive maximum return from their investment, making sure that the bull works is a pretty good start. "Consistency doesn't happen overnight, my family have worked hard for fifty plus years to develop a line of cattle that allow us to achieve our business goal of producing as much as possible for as little as possible"

Scott's Angus has a very good selection of two year old bulls for private sale. All bulls have been service tested and delivery is free.

Contact Steven Scott on 0428 293665.