

## Dean Hubbard – Western Australia

### **What is your background in the industry?**

October 2018 marks 40 years in the industry for me. I have been based in the wheatbelt and southern WA Centres. Throughout this time I have been an auctioneer and livestock agent.

### **Tell us about your agency business?**

I am currently the WA Commercial Sheep Manager for Elders.

### **How does AuctionsPlus fit into your business?**

AuctionsPlus is a great fit for our WA network when it comes to promoting our east-west sheep and cattle trade. We promote our private sales and auction sales very well within our Australia wide network of agents. AuctionsPlus enables our network to extend that promotion to include a much broader network of prospective buyers and agents for minimal additional costs to both ourselves and vendors. Our interface and individual vendor AuctionsPlus sheep sales have been well supported throughout Spring 16 both here and in the east. We hope to continue this growth within this side of our business in WA.

The process of assessing livestock for the AuctionsPlus system can only help to improve our knowledge and accurate presentation of our client's livestock thus helping to provide our clients with best agency practise presentation and feedback.

### **People you would like to thank?**

Wayne Pech of Gnowangerup entrusted our company with providing an on-farm interface ewe sale last spring. Wayne's attention to detail and top presentation of quality merino ewes ensured we had a very successful sale (the sale set a new high price for the sale of commercial ewes within WA).

Our Western Australian and Eastern states Elders network is a very tightknit well-functioning network and without our networks great support this award would most certainly not been possible.

### **What are your hobbies outside of work?**

I and my partner Robyn (soon to be wife!) are avid travellers. Most recently we took a trip on the trans-Siberian railway (2 weeks ago) that also included a 10 day tour within Mongolia.

Last November we walked the Camino way in Spain which was a great experience.

I am still actively involved in country football and still travel out every weekend to umpire in the Eastern districts football league in country WA. I played my last game at 41 (now 55) and since playing my last game have continued my involvement as an umpire.

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