

## Paul McCormick – Northern Territory

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

I started as a Junior in Wangaratta before being posted to Dandenong, Traralgon, and Shepparton. I also spent time as an Auctioneer in North East Victoria before spending 12 years on the other side of the fence in Live Export. I was lucky to have some great mentors in the early years. I've been back in agency for the last 6 years.

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

In the North we don't have access to a saleyard with 95% of all sales being by private treaty. Approximately 60% of our cattle are bound for live export with a further 20% sold into meatworks and the last 20% being paddock – paddock restocker or backgrounding cattle.

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

AuctionsPlus fits well into our system mainly as the “separator”. We frequently have cattle orders for the same class, same price, and similar conditions. The AuctionsPlus system eliminates the question of who to sell to. Often AuctionsPlus offers the best and fairest method for all parties – buyers included. We have found that this method gives buyers access to premier lines of cattle that they may not have had the opportunity to purchase in a private sense. We have been asked on several occasions to conduct sales on behalf of government department as they need to show a clear and open system is in play when disposing of a public asset. This turned into an annual fixture and, rather than just being a convenient way to dispose of the department's cattle while ticking boxes, has become a genuine and thriving Stud Sale.

### **Where do you believe you excel as an Assessor?**

I think by having a buyer's mindset in my background I can put myself in the buyer's position and ask myself – “what would I look for in this consignment?”. This helps with some of the issues we have around distance from weighbridges and delivery depots.

Our biggest is the network I work within – The whole team gets in behind the sales and drives success, we don't just put them on the box and hope for the best – you still have to “sell” the cattle. My success is only possible due to the support and faith shown by clients and team mates – a lot of people were scared of buyer resistance but stood firm and benefited from what the system delivers. Buyers also have shown great faith in the system, since we are not there to gloat over sales results and will keep all sensitive information confidential if asked to do so.

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

What really kicked off relaunching of Auctions Plus in this region was the Dyer Family at Hayfield who had belief in me and the system. They have consistently seen favourable results. Other significant supporters have been Heytesbury, Hancock, Hurst & Wild and the Department of Primary Industry and Resources. I am lucky to have the support of a wonderful wife of 14 years and our 3 girls – Maxine 11, Victoria 9, and Bernadette 8. The job is demanding on the home life given the distances we cover and the fact that during our dry season, particularly on weekends and public holidays often run second to trucking or drafting.

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

One of my colleagues got me back into golf recently and I am addicted once again – I try to play regularly but only get to feed my addiction when the cattle aren't moving. I've always had a great love of the Geelong Football Club and will happily break data allowances to catch their games while on the road.