

## Warren Johnston – Tasmania

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

I grew up on a family beef cattle operation in Northern NSW, close to the QLD border.

I have been in the Agency Industry for 28 years, originally starting my career with Dalgety, Winchcombe FGC in Brisbane before transferring to branches at St. George, Mitchell, Goondiwindi, Dalby and various other branches through Southern Queensland before relocating to Tasmania.

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

I have been part of the Roberts Livestock team for 24 years and held roles as Northern Livestock Manager and State Livestock Manager over the last 16 years. I am currently Roberts Senior Livestock Auctioneer for both Stud and Store Stock and Vice President of ALPA.

As an Agency group Roberts Livestock employ a team of approximately 50 across the State with 16 holding an AuctionsPlus assessor accreditation, with more currently in the process of gaining status.

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

AuctionsPlus can give both Agents and Vendors an exposure of Livestock not just to Tasmanian buyers but to other Mainland states and compete on Livestock from their own base.

Over the years Roberts were fortunate to have the expertise of Paul Jones formally a C.A.L.M employee to assist in guidance and training as the System grew. Pat Tehan now assists Roberts employees in their day to day AuctionsPlus assessments and the general running of the system from a Roberts perspective. As technology is advancing rapidly and AuctionsPlus roll out new and up to date systems, it is clear that the AuctionsPlus platform is a great tool for the Market going into the future. Roberts have recently adopted the interface program in conjunction with some key Stud / Seed stock sales, and the AuctionsPlus competition achieved excellent results for our Vendors and adding value to their operation.

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

Whilst this is an individual award, I would like to credit the entire Roberts Livestock team who as a group support the AuctionsPlus System throughout the year, and furthermore the clients and purchasers who support Roberts and AuctionsPlus each year.

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

I am married to Trudi with 2 children, Mila and George.