

PRESENTED BY AUCTIONSPLUS



SYD

SALE DAY

2016

— CONNECT + EVOLVE —



EVENT PROGRAM



AuctionsPlus

Buy and Sell stock nationally

Contents

3	AuctionsPlus CEO, Anna Speer welcomes you to our inaugural industry Sale Day...
5	The 'devil's in the detail': more info on our order of events for Sale Day...
6	Keynote speaker, Rachel Botsman, provides her uniquely intuitive and personal insights on how the power of collaboration, trust and sharing through technology is changing the way we live...
8	Capably steered by ABC Landline's Pip Courtney, industry figures, Rains, Gilmour, De Fegely, Setter and Norton will bring insight and disruption to broaden our perceptions of the industry that feeds us...
10	Going, going, GONE: a Tiny host for a massive charity auction, with the Royal Flying Doctors Service receiving all proceeds...
12	An opportunity to get to know a little more about the AuctionsPlus team, as well as the Primary Producers, Agents, Industry Stakeholders, Feedlotters, Buyers and Assessors who have come along to enjoy this celebratory event...



Buy and Sell stock nationally

Buy and sell stock nationally

AuctionsPlus' vision is to be Australia's primary sales channel for livestock, connecting, empowering, educating and maximising opportunities for buyers and sellers nationally. We strive to provide a hassle free service and premium experience, to sellers, buyers and livestock.

Over the last 30 years, AuctionsPlus has changed the shape of the livestock sector. Utilising the power of the auction system to determine true market value and our online community to connect stock with a national buying audience, all whilst they are still in the paddock. The systems have evolved with technology and will continue to do so, as we strive to deliver an online saleyard that meets the industry needs of today and into the future. A system with integrity, trust, collaboration and education.

Last year AuctionsPlus grew by over 30%, offering over 330,000 cattle and 2.2 million sheep as well as facilitating over 100 special interfaced 'Stud Sales'. We had an average of 70 new people registering to use the platform each week and 73 new accredited assessors for 2015 with the improved assessor schools and online exams working to ensure that new assessors understand the importance of accurate assessments.

AuctionsPlus will continue to lead the way in industry innovation, working alongside our customers to deliver long term and beneficial solutions. We have a highly motivated and passionate team and three decades of invaluable market experience: a foundation well worth celebrating.

Welcome



On behalf of the team at AuctionsPlus, I am delighted to welcome you all here tonight to celebrate an important milestone in the history of the Australian Livestock Sector.

It is not often that we have the chance to catch up, to put our feet up and relax with each other – generally time, work and the challenge of distance mean that we have less time to connect, share and reflect on the opportunities and challenges we all face. So please, take advantage of the time we have together tonight.

Tonight means something special to me and the team at AuctionsPlus. An opportunity for us to celebrate with old and new, with the pioneers of the industry and with those that support and challenge us daily. AuctionsPlus' Sale Day 2016 is an opportunity to reflect and engage, to question what may make a better livestock supply chain, a chance to visualise the future...

It is also an opportunity for us to say 'thank you', a demonstration of our commitment to a much loved industry, that we are here and will continue to be here to evolve, challenge, support and innovate beside you.

Expect to be challenged, inspired and surprised as we cover the three key themes for you tonight, all of which are pivotal in the on-going success of AuctionsPlus and the Australian Livestock Sector:

- 1. People and Relationships** – the livestock industry is a people business and successful relationships are all about trust, mutual respect and communication.
- 2. The Future** – how can we work together to create a better livestock supply chain and manage the natural discomfort of change
- 3. Innovation** – the courage to try new things, to add value, to evolve, not change for the sake of change.

I hope that tonight's event resonates with you and that the stories that we share through it, will start to change the way we view our industry.

Over the past 30 years, AuctionsPlus has morphed and evolved to meet the constant change and challenges of our market environment, guiding the industry along the way. Today as well as 30 years ago, I believe we are truly leading the way through strong relationships, collaboration and innovation, with practical technology advances, all of which would not be possible without the support of our customers.

So welcome...enjoy...and please share your experiences, your stories and your ambitions for what our industry could and should look like in the years to come.

Anna Speer
CEO AuctionsPlus



“We deal in livestock, but our industry is very much a people business. Tonight is an opportunity to gain a greater understanding of each other’s needs and discuss the steps we can take to continue to evolve and connect our industry for the better.”

The Sale Day Experience

In many ways, this is a milestone event for AuctionsPlus. From our early days as ‘CALM’ (Computer Aided Livestock Marketing) established in 1986, we have constantly strived to become more than just a system that facilitates the electronic exchange of ownership of livestock or a reliable price discovery tool. Our success and vision alike have been built on our capacity to build meaningful and collaborative relationships with our customers, who have supported us through their adoption of the platform and through a common desire to improve the livestock supply chain for all parties and livestock.

We want you to be challenged, motivated and inspired about what the future may hold just as much as we are!

Heritage venue

Doltone House Jones Bay Wharf is a unique Sydney heritage venue situated on the historic finger wharf at the restored Jones Bay Wharf, Pyrmont Point. It is a spectacular waterfront location on the foreshore of Sydney Harbour, with views of the Harbour Bridge, city skyline and the Darling Harbour precinct, offering patrons a private and exclusive retreat

from the hustle and bustle of the city centre. AuctionsPlus chose the venue because its unique and historic setting is in harmony with the unique and historic opportunity being presented by Sale Day - a celebration of our industry, collaboration and the quality of those people involved.

Award winning fudge!

Katrina Rookyard and Amanda O’Conner started fine taste bowral in 2001. It is sold at selected outlets throughout the southern highlands and Sydney and the central west of NSW. They started off attending farmers markets and then progressed to wholesale. Flavours available are chocolate, caramel macadamia and caramel ginger and the most popular caramel fudge. The fudge is hand stirred and contains no artificial flavourings. They won their first gold medal for the caramel fudge at The Royal Hobart Fine Food Awards in 2009, followed by bronze at Sydney Royal Fine Food Show 2010, a gold in 2011 at The Sydney Royal Fine Food show and silver in 2012, 2013 and 2014 at the Sydney Fine Food Show.

fine taste bowral

Chef’s choice

What better setting to enjoy some of the fruits of our respective labour. Australian red meat is amongst the finest in the world and we are delighted to be plating up a superior beef choice for the AuctionsPlus Sale Day event dinner.

Patrons will be invited to enjoy the succulent and flavour-some Bindaree premium Vintage Dry Age Beef. Bindaree Beef has been committed to providing their customers with a superior beef product for more than 60 years and were also AuctionsPlus’ biggest buyer in 2015.

A prominent leader in the Australian meat industry with a fully integrated supply chain including a feedlot, processing plant (able to process 1,300 head per day), trading and marketing company and Australia’s biggest public cold room butcher shop (in Sydney).





MC: Pip Courtney

Pip Courtney is a journalist with ABC's Landline program and has won awards for rural, business, environmental, medical and education reporting. In 2007 Pip and former Landline presenter Sally Sara were named Queensland journalists of the year for a feature story on depression in the bush called "Black Dog".

Event Agenda

18:30	SALE DAY 2016 COMMENCES
19:00	Guests Seated
19:10	Entrée served
19:25	Anna Speer welcome address
19:40	Rachel Botsman
20:20	Mains Served
20:45	Panel Q&A
21:35	Dessert Served
21:40	Charity Auction
22:00	Anna Speer closing address
23:30	SALE DAY 2016 CONCLUDES



Key Note Speaker

“It excites us to have Rachel here tonight, as we feel that her beliefs and values align closely with AuctionsPlus’ evolution. With product integrity and assessor credibility/reputation an integral part of the AuctionsPlus community, we felt Rachel was the perfect key note speaker.”



Rachel Botsman is a global authority on the capacity of collaboration and sharing to change the way we live, work, bank and consume. People are realizing the power of technology to unlock the idling capacity and value of all kinds of assets. It's an economy and culture called collaborative consumption, and the secret source behind it isn't the inventory or the money, but the capacity of technology to build trust between strangers. New trust networks - and the reputation capital they generate - will reinvent the way we think about wealth, markets, power and personal identity.

Rachel Botsman

Previously named by Monocle as 'one of the world's top 20 speakers to keynote your conference', Rachel's original concept of 'collaborative consumption' and her move now to articulate the growing currency of virtual reputation and trust, is particularly exciting in the context of the future vision of AuctionsPlus where relationships and trust are every bit as essential as the technology platform they operate through.

Little wonder that Rachel has previously won the Thinkers 50 2015 Breakthrough Idea Award for 'recognizing an idea which has the potential to change the way we think about business forever.'

Her work with universities, entrepreneurs, corporations, and governments has examined the growth and challenges of start-ups such as Airbnb, TaskRabbit and Uber, with a focus on technology's impact on trust and relationships. Combining research and historical knowledge with strategic intuition and foresight, Rachel discerns threads and patterns that provide context for how and why the world is changing and the broader implications of this new economy.

An accomplished academic in her own right - with a Bachelor of Fine Arts Honours degree from Oxford University and post-graduate qualifications from Harvard University - in 2015, Rachel designed the world's first MBA on the collaborative economy, which she teaches herself at Oxford University's Saïd School of Business.

Rachel is also a contributing editor for Wired, writes a monthly column for the *Australian Financial Review* and is a regular commentator in leading international publications like *The Wall Street Journal*, *Harvard Business Review*, *The Economist*, *The New York Times*, and *The Guardian*. So we invite you to sit back, relax and soak up the fascinating insights of a true modern-day visionary.

"People are realizing the power of technology to unlock the idling capacity and value of all kinds of assets. It's an economy and culture called collaborative consumption, and the secret source behind it isn't the inventory or the money, but the capacity of technology to build trust between strangers. New trust networks - and the reputation capital they generate - will reinvent the way we think about wealth, markets, power and personal identity"

AuctionsPlus Panel

An impressive line-up on all counts, the Sale Day 2016 panel members have been selected because between them they embody evolution, change for the better, collaboration and the courage it takes to do something different.

Richard Rains
Director, Paraway Pastoral
& Former Maj. Sharehold Sanger



Richard grew up on a mixed farming enterprise in the central west of NSW. Educated in Sydney, he completed a cadetship with Dalgety ending

up in their beef export division, where in 1974 he became the first person to sell beef from Australia into Korea (which soon grew to become Australia's third largest export market for beef). His interest in and capacity to maximize export opportunities clearly stayed with him as in 2012, Richard was a recipient of the Export Hero's award from the Australian Institute of Export.

In a career that has seen a spell as director of The Arcadian Organic & Natural Meat Co. and also as a director of The Co-operative Research Centre for Beef Genetic Technologies based at the UNE Armidale (which ceased operation in 2012), the mainstay of Richard's career was with Sanger, who he joined in 1976. By 2000 he had become a majority shareholder, finally selling his equity in the business some 13 years later following a management buy-out.

Along with being credited for being the first Australian to sell beef to Korea, he was also the first person in this country to sell beef to McDonalds.

In 2013, Richard held a seat on the Advisory Board of The Australian Export Council and was an active member of the Marketing, Market Access and Trade committee for Cattle Council of Australia. He currently sits on the boards of CAG (Certified Angus Group) and Paraway Pastoral Co Ltd.; and has a seat on the Industry Steering Group for the Australian Beef Industry Sustainability Framework.

"The key to unlocking a successful future in the beef industry is through marketing branded products, underpinned by a sound grading system. You don't sell beef, you sell Toohey's: you don't sell chocolate, you sell Cadburys: but to-date we have just been selling beef and that now needs to change. The Angus breed has set the benchmark and others now needed to follow. The processors need to take more responsibility for creating their own brands to meet demand."

Peter Gilmour
MD IronGate Wagyu,
President of Aust. Wagyu Assoc.



Peter Gilmour's love for and interest in Kobe or Wagyu beef was spiked during the time he spent in Japan in the late 1990s as America's Cup coach and

skipper of Nippon Challenge. Peter was particularly attracted to the taste and health aspects of Wagyu, as well as highly curious about the specialized production involved through the centuries old genetic development.

His interest then led to the acquisition of an initial herd of 40 Wagyu PTIC breeders and 3 bulls from the Coates Cattle Company in Queensland which has been expanded by significant AI (Artificial Insemination) and ET (Embryo Transfer) work that has allowed the Gilmour family's Irongate Wagyu farm, in WA's lush Kalgan River region, to develop and improve the quality of their Wagyu and Angus stud cattle.

"Visiting Japan to learn not just about new breeds, but about techniques was extremely interesting. The creatures were very calm and well tempered, and any stress could not only disturb the animal, but interfere with the fat that was marbled through the meat. That docility is an important part to creating intramuscular fat, and knowing that just sort of treating them more gently you can get a really wonderful result in the meat. To reach these high meat quality and marbling standards on our farm we ensure our animals have regular human contact and we have also replaced all motorcycles with workers riding on horseback."

Charles de Fegely
Prime Lamb & Cropping Professional



Charlie and Lizzie de Fegely along with their boys manage their sheep and cropping business at Ararat in western Victoria. Their production

system is focused on delivering lambs direct to processors that have been run on grass based systems. The property has been a focus for many producers, researchers and extension offers interested in the latest pasture and livestock technologies. Charlie is well respected for his sheep industry knowledge, in particular his understanding of Precision Sheep Management. He also mentors younger agriculturalists beginning their careers in farming.

"The last 12 months in the lamb industry for us has been a great result. We transitioned ourselves from wool production to lamb production, and our business has really taken increases that it wouldn't have done – if we hadn't made the transition to lamb."

Troy Setter
CEO & Director at
Consolidated Pastoral Company



Troy began his career at Twynam Agricultural Group whilst completing a degree in Rural Science from the University of New England. He has completed further

study including the Agribusiness program at Harvard Business School and the Australian Institute of Company Directors Course. Throughout his career, Troy has been responsible for all aspects of the supply chain, from cereal and fibre cropping, grain and grass fed cattle operations, domestic and international logistics, trading and shipping through to genetic improvement, beef and cattle marketing, broad strategy development, investment and finance.

After holding key management positions at Torrens Investments, North Australian Cattle Company and Killara Feedlot, Troy joined the Australian Agricultural Company as Chief Operating Officer where he successfully executed a 3-year strategic plan to restructure the company's operations and diversify sales to new markets, invest in and divest assets, develop and implement the genetic improvement strategy and increase profitability and herd size.

Now well-renowned for his achievements across the industry and widely respected as one of the top cattlemen and agribusiness leaders in the country, Troy is driving a similar change agenda at Consolidated Pastoral Company.

"Our strategy is to transform the company over the next 3 years from being a traditional farm led producer to a more commercially focussed organisation which understands its markets and customers' needs and produces the right product at the right time in the right location to meet these needs. To do this, we will align our operations to our markets and customers, and improve our operational performance. This will move us from the traditional price taker position to a more price maker position and enable us to sell more product to higher priced markets."

Richard Norton
Managing Director Meat
& Livestock Australia



Richard Norton grew up as a fifth generation grazier on the Monaro, NSW, where he still holds a very modest operation in the highlands with his parents.

He got his stock and station agent's licence in 1990, and with a few diversions, has been associated with the livestock sector ever since.

Between 2000-06 he worked for Cospak, Coca Cola Amatil and Woolworths; before joining Landmark in 2007 and quickly ascended to become managing director of Landmark Operations in 2010, where he developed Landmark's live export business, now Australia's largest breeding live export operation.

In 2014, Richard took on the role as Managing Director of Meat and Livestock Australia, noting: 'there can't be a better job than marketing the best product in the world into new markets'.

"I've lived through the shooting of sheep, through farmers paying processors to take sheep off-farm. I've seen Merino ewes sell for \$200 and commercial Angus cows and calves sell for \$2500 - the highs and lows of industry. Now we live in an era where we are talking about the opportunities presented by use of drones, remote monitoring, satellite navigation, muscle and fat scanning technology and, importantly, global market access of the type that has not been seen before. Whilst seasonal conditions are as tough as they have ever been in some areas, and farmgate prices are tough on growers, I believe that we are on the verge of having a price boom in the next 12-18 months if seasonal conditions turn and that MLA's decades of focusing on global market access is going to deliver rewards for the investment that has been made in MLA through levies."

Anna Speer
CEO
AuctionsPlus



CEO of AuctionsPlus, Anna Speer is a Senior business leader with a strong, broad and practical understanding of the global

Agribusiness Industry. She has a veritable track record in revitalising underperforming operations, opening new markets, and building market credibility through innovative products that ensure competitiveness in tough markets.

After studying Law/Science, Anna turned down law to spend 5 years working for Consolidated Pastoral Company in the stockcamps, the beginnings of her involvement in livestock marketing. During her time in the stockcamps, Anna completed a Bachelor of Primary and Secondary Education and commenced teaching part-time in remote Indigenous communities.

In 2010 she commenced work with Livestock Exchange, an innovative software solutions provider focused on value adding in the red meat supply chain. Eventually becoming the General Manager, her role included running projects such as reopening the Live Export trade between Australia and Egypt and implementing a herd performance management system to Australian Agricultural Company.

A Director of the Future Farmers Network, an Australian Rural Leadership Foundation Graduate, mentor for the Graeme Acton Beef Connections Mentor Program, Anna has completed the Australian Company Directors Course and is currently completing the University of Sydney's Global Executive MBA Program and is passionate about improving the Australian Livestock Supply Chain.

Live and Online Auctions – supporting the Royal Flying Doctors Service

Log onto auctionsplus.com.au to participate in the online auction.

An AuctionsPlus event simply wouldn't be right without running an auction. In fact, we will be running two charity auctions tonight:

- a fully **online auction**, operating in much the same way as the commercial livestock auctions we run to find buyers for some 40,000 sheep and 8000 cattle every week;
- and an **interfaced auction**, auctioned by Robert 'Tiny' Holly – buyers have the opportunity to participate by bidding in the physcail market or online in much the same way we bring online buyers to your on-farm sale or to the saleyard weaner sales.

The online auction - open from Monday 30 May via our website www.auctionsplus.com.au - is a simultaneous sale where all lots will be open at once.

The 'interface' auction is being delivered by the man perhaps best-known to many in our industry as the 'mouth from the South'. Tiny Holly runs his own company - Have Gavel Will Travel Auctioneering – through which he has already helped to raise over \$18m for charity through his ready wit and easy manner. The interface auction allows people at Sale Day to compete with those who couldn't make it via both online and physical bids. There is also the opportunity for buyers at the event to 'fly under the radar' and pop a cheeky bid on via their mobile phone...

All proceeds from the AuctionsPlus Sale Day 2016 charity auctions will go to the Royal Flying Doctors Service, which continues to play an active and integral role in the Australian Livestock community.

Our heartfelt thanks to all those who have donated goods or services to this charity auction and please note that all bids will be conducted under the standard AuctionsPlus Operating Conditions.

That's a steal...

Lot 1 - \$2000 Voucher from SteelChief



Based in Ballarat, with construction teams in Adelaide, Melbourne and Sydney, SteelChief is a local manufacturer of garden sheds, aviaries and cubby houses. Use the voucher to design your own custom shed.

Lamb in a box...

Lot 2 – one box of export lamb from Fletcher International Exports



Australia's most integrated processor and exporter of lamb and sheep meat products, with processing facilities as far apart as Dubbo NSW and Albany WA.

A lot of bull...

Lot 3 - 25 Straws of Semen from a Hazeldean Top Angus Bull or Top Merino Ram



One of the oldest and largest merino and angus cattle studs in Australia and a world leader in the use of measured performance.

Double down clutch...

Lot 4 - Dust & Wills - Canobie Clutch valued at \$119.95



Lot 5 - Dust & Wills - Black and White Clutch with fluoro polka dots valued at \$139.95



One time Jillaroo, Rachel, has since turned her hand to bag design and she clearly has bags of talent to boot. These handmade clutches reflect her farming heritage and fond memories of cattle country.

Wine down...

Lot 6 - Robert Oatley Wines - 3xTwin pack and 1xMagnum Signature Series Cab Sav, Total valued at \$200



Wine is in founder Bob and eldest son Sandy Oatley's blood, so here is a unique opportunity to discover the best that four decades of family winemaking has to offer.

A stable deal...

Lot 7 - Matthew Smith Racing Stables - 1 month of Training Fees



At \$104/day, there is a massive \$3120 worth of value in this Lot, putting your horse in the hands of a stable dedicated to ensuring that you enjoy all aspects of racehorse ownership.

Race day treat...

Lot 8 - Matthew Smith Racing Stables - 4 ATC members tickets



Enjoy 4 Members tickets for use either at Royal Randwick or Rosehill Gardens: just the ticket for a social punter who shares a love of thoroughbred horses.

Tah very much...

Lot 9 - 2016 Waratahs Squad Signed Jersey and Tickets



4 tickets to the Diamond Lounge to watch any remaining Waratahs game of the 2016 season, plus a Waratahs jersey signed by Nick Phipps and the squad.

The Hills are Alive...

Lot 10 - 2 x The Sound of Music Tickets



Two tickets to see the world's best-loved musical in Melbourne sometime before the end of July.

Wine and dine in the Hunter...

Lot 11 - Hunter Valley Gardens Experience



Two nights accommodation in a studio room, with entry to Hunter Valley Gardens, dinner at Harrigans and a full buffet breakfast for 2 people daily, donated by The Roche Group.

Can Cooler for cooler cattle...

Lot 12 - Eprinex Premium Can Cooler



Premium Can Cooler with Nil meat and Nil milk withhold plus a Nil ESI.

Stud video shoots...

Lot 13 - \$1,000 service voucher, Clear Vision Imaging



Stud video sales marketing expertise from CVI or take advantage of professional photography, website design and real estate marketing skills.

Spring into racing...

Lot 14 - 6 x Members tickets for Sydney Sprint Carnival 2016.



Enjoy 6 Members combo tickets for use either at Sydney Spring Carnival at either Royal Randwick or Rosehill Gardens

A lot of hot air...

Lot 15 - King Air Model



This King Air resin desktop model, features the brand new paint scheme introduced to RFDS South Eastern Section in 2014. 32cm x 37cm. Retail value: \$165.00

Out of the Woods... if you enjoyed the wines tonight, you will love these...

Lot 16 - Woods Cramptons Wines Riesling Package Sydney



6 bottles of 2015 Woods Crampton Black Label High Eden Riesling & 6 bottles of 2013 Kindred Spirits Central Otago Riesling.

Lot 17 - Woods Cramptons Red Wine Package Sydney



6 bottles of 2014 Woods Crampton Black Label Eden Valley Shiraz & 6 bottles of 2011 Kindred Spirits Hawkes Bay Syrah

In the interface auction...

In the frame...

Lot 1 - Butch Walker 1.5m Framed Photograph Sydney



Leading industry photographer, patient of the RFDS from time to time, Butch Walker captures the essence of an organic beef cattle station in western Queensland.

In the bag...

Lot 2 - Dust & Wills - Oxley Tote valued at \$269.95 Products registered and shipped via Australia Post



One time Jillaroo and wife of Paraway's Kenrick Cross, Rachel, has since turned her hand to bag design and she clearly has serious talent. This handmade Tote draws on her farming heritage and fond memories of cattle country.

Footy Finals fever...

Lot 3 - The Ultimate Grand Final Experience NRL or AFL Sydney or Melbourne



NRL or AFL Grand Final tickets and accommodation for two generously donated by Landmark, part of rural Australia for 150 years.

Go the Wallabies...

Lot 4 - 2015 Wallabies World Cup Signed Jersey



Wallaby Nick Phipps has donated a 'green n' gold' jersey signed by the 2015 World Cup Squad that came a brave and close second in the tournament final.

Lot 5 - Adelaide Sporting Experience



Flights for 2 from any Australian city to Adelaide, with one nights accommodation at the Stamford Plaza North Tce and tickets to Adelaide Oval to a football or cricket game as available. Donated by Elders: agribusiness that is committed to providing solutions that meet your needs across every aspect of your farming business.

Lamb in a box...

Lot 6 - one box of export lamb from Fletcher International Exports



Australia's most integrated processor and exporter of lamb and sheep meat products, with processing facilities as far apart as Dubbo NSW and Albany WA.

A strip above...

Lot 7 - 1 carton of Black Market Angus Striploins (12kg-14kg) from Rangers Valley



Rangers Valley is one of the worlds most respected premium marbled beef producers. They specialise in long fed pure Black Angus and Wagyu cross breeds to bring you the highest quality, best tasting, consistently tender and delicious beef, every time.

Beef up your advertising...

Lot 8 - \$1500 worth of advertising space on Beef/Sheep Central



Choose between display or online ads with Australia's only dedicated online daily news and market intelligence information platform servicing the beef, sheepmeat and wool industries.

A real legend...

Lot 9 - Signed Lee Kernaghan Fender Guitar, donated by RuralCo



A classic fender guitar autographed by none other than Lee Kernaghan. Perfect for performing onstage, it sports a comfortable cutaway, which lets you play all the way up the neck. Even includes a hardshell case.

Meet the Team at AuctionsPlus

AuctionsPlus connects and empowers buyers and sellers nationally through simple auction technology that redefines livestock trading

Our vision is to be Australia's primary sales channel for livestock, connecting, empowering, educating and maximising opportunities for buyers and sellers nationally. We strive to provide a hassle free service, reduce market volatility and deliver a premium experience, to sellers, buyers and livestock.

Anna Speer CEO



One of the highlights of my role is working with the passionate and enthusiastic team we have at AuctionsPlus.

Authenticity, humour and respect form the foundations that we use to work together. We also like to challenge each other to think differently, to do what others think is impossible.

aspeer@auctionsplus.com.au

Michelle O'Brien Commercial and Finance Manager



Michelle is a Certified Practising Accountant who has spent most of her career in senior finance and management roles in food manufacturing. She commenced with AuctionsPlus one year ago.

mobrien@auctionsplus.com.au

Rohan Kleem Product Development Manager



Rohan Kleem joined AuctionsPlus as Product Development Manager in May 2015. He has a background in Product Development, Web Development and Project Management, and has worked with web start-ups, including one of Australia's first digital currency (Bitcoin) exchanges. He enjoys observing the role of technology and how it affects our lives. With parents from Young and Canowindra,

he grew up with two older brothers in Adelaide, before settling in Sydney in the late 90s. Cricket-lover, guitar-player, dreamer on weekends.

rkleem@auctionsplus.com.au

Anna Adams Market Operator & Educator



Anna was raised in the Hunter Valley, NSW. After completing an Ag Science degree, Anna began working at AuctionsPlus in 2005, and then spent time living in Canada and the UK. Anna returned to AuctionsPlus in 2011, and spends a lot of time in the field working with assessors and engaging with producers. She now lives near Bathurst NSW and is an agent's worst nightmare – a hobby farmer! Anna enjoys travel and skiing, with Japan a favourite destination – for the snow as well as the steak.

aadams@auctionsplus.com.au

Harriet Forster Market Operator



Harriet Forster is a Market Operator at AuctionsPlus and has been working with the team for over a year and a half. Harriet has always had a passion for Agriculture, growing up on her family's cattle and sheep property in Coolac in the South West Slopes. Harriet completed a Bachelor of Agribusiness at the University of New England in 2014 and is currently studying a Diploma of Graphic Design.

hforster@auctionsplus.com.au

Alexa Hearn Market Operator



Alexa is a Market Operator, who has been with AuctionsPlus for the past 1.5 years. Unlike all the other Market Operators, Alexa grew up in Sydney and got into the Agriculture industry by her own curiosity through high school, TAFE and managing to get a job as a farm hand down in Goulburn. When she is not at work she is either rowing on the many rivers around Sydney, training in the gym or bush walking in the Blue Mountains.

ahearn@auctionsplus.com.au

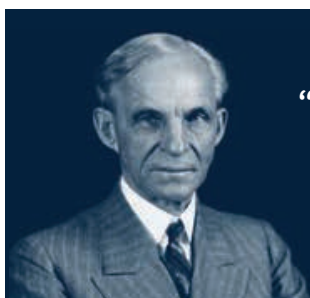
Leon Kowalski Systems Administrator



Leon Kowalski joined AuctionsPlus in October of 2015, assuming the role of Systems Administrator, AKA The Jack of all trades. Having studied software engineering after leaving school, Leon started a Jack of all trades IT company, and ran that for a few years before deciding that travelling for 10 years would be a more enjoyable idea instead. He now enjoys splitting his days and nights between hanging out with the incredibly awesome team at AuctionsPlus, and dabbling in the creative side of Filmmaking.

lkowalski@auctionsplus.com.au

Our customer focused team works hard to understand what drives our customer and how we can better meet their needs.



“If I had asked people what they wanted, they would have said: Faster horses”

Henry Ford

Meet the Team at AuctionsPlus

Harry Lim Accounts Officer



Harry grew up in Sydney. He studied Applied Science and Biomedical Engineering before starting at AuctionsPlus at the end of last year. He is the reigning AuctionsPlus tennis champion and is in the middle of grading for his black belt in Kung Fu. hlim@auctionsplus.com.au

Jing Liu Software Developer



Jing has been with AuctionsPlus for eight months as a web developer. She works on the AuctionsPlus website and the application system infrastructure migration to the Cloud. Prior to joining AuctionsPlus, she was with OpenTV Sydney for more than 10 years as a senior software developer and a technical team lead.

jliu@auctionsplus.com.au

Ciaran O’Gorman Business Development Manager



Ciaran is the Business Development Manager at AuctionsPlus. Ciaran’s career began as a Livestock Manager with a corporate ag company in the Moree district where he oversaw processing, supplementary feeding and marketing of cattle. After completing a bachelor’s degree in Agribusiness at the University of New England Ciaran worked in Rural Finance for 6 years in North West NSW.

cogorman@auctionsplus.com.au

Emily Porter Market Operator



1 X Emily Porter, 1993 drop, 67 kg, located in Hay NSW, Unjnd, AuctionsPlus Bloodlines, Market Operator, passed in \$99.50.

reporter@auctionsplus.com.au

Richard Ridge Market Operator



Richard has been a part of the Market Operations team at AuctionsPlus for six months. Before this, he studied a Bachelor of Science in Agriculture (Honours) at the University of Sydney. Richard’s passion for agriculture, and in particular, livestock, was developed on his family’s property, Jandra near Bourke, NSW. His family runs a self-replacing Merino flock, Angus cross cattle with Wagyu genetics and harvests feral goats.

rridge@auctionsplus.com.au

Tom Rookyard Market Operations Supervisor



Tom is the Market Operations Supervisor and has been with AuctionsPlus for the past two years. Originally from Berrima, Tom has always had an interest in agriculture and mainly the sheep and wool industry. His father, a wool buyer and exporter, and uncle are the third generation to be running the family farm which is a mixed operation of meat and wool growing, located at Dunedoo in Central NSW. Prior to starting at AuctionsPlus Tom graduated Charles Sturt University Wagga with a Bachelor of Business Studies. Whilst working at AuctionsPlus Tom is also undertaking a Masters of Agribusiness through Charles Sturt University.

trookyard@auctionsplus.com.au

Ken Salan Software Developer



Ken Salan is a Software Developer on the AuctionsPlus Research and Development Team. He grew up on a mixed grazing property on the Central Tablelands of NSW and spent time working as a Station Hand and Rouseabout before gaining an Ag Science Degree UWS Hawkesbury. Ken commenced employment at AuctionsPlus as a Market Operator where he gained first hand experiencing in assisting producers in using technology and systems to effectively market their livestock.

Ken later went on to complete Post Grad studies in IT and to eventually become a full-time member of development team working on a range of IT projects targeting the Agricultural industry of rural Australia.

ksalan@auctionsplus.com.au

Rodel Surat Software Developer



Rodel Surat is currently working as a senior developer with the AuctionsPlus Product Development team. Having worked in the IT industry for 15 years with several software development houses, delivering custom applications for numerous clients in varying roles, Rodel has brought extensive experience in developing enterprise-level software applications into the team, particularly in crafting clean and more maintainable codebase and designing robust software architecture. Rodel’s involvement in critical and key company projects has given him an appreciation of the industry and its challenges.

rsurat@auctionsplus.com.au

Chirag Joshi Software Developer



Chirag is a software developer and technology enthusiast and has been with AuctionsPlus for the past 11 Months. Chirag has an interest in real-time systems like live auctions, live bookings and reservations etc. He also loves to utilise latest technologies in the market in his day to day work.

cjoshi@auctionsplus.com.au

BOARD OF DIRECTORS

Mark Allison
Elders CEO & Managing Director/
AuctionsPlus Chairman, Adelaide



Mark has a 30-year career in managing agribusiness organisations as well as numerous board roles in private, government and industry organisations.

mark.allison@elders.com.au

Richard Davey
Elders CFO/AuctionsPlus Director,
Adelaide



Richard is a chartered Accountant with over 22 years experience in senior finance positions.

richard.davey@elders.com.au

Damon Ferguson
General Manager Southern
Queensland, Landmark



Damon is the General Manager for Landmark in Southern Queensland and a current AuctionsPlus board member. In 14 years with Landmark I have had 10 years in branches located across Queensland and as well as various livestock roles. Having grown up on a mixed grazing enterprise on the Western Darling Downs of Queensland I have a long held passion for agriculture and rural communities. I am excited about the future of the Australian livestock industry and look forward to the advances in technology and the attraction of more youth back to agriculture.

damon.ferguson@landmark.com.au

Leon Giglia
Livestock Manager WA/General
Manager Northern WA/NT, Landmark



leon.giglia@landmark.com.au

Travis Dillon
Managing Director & CEO, Ruralco



Travis joined Ruralco in 2007 and has held several senior leadership roles including General Manager – Mainland Operations, General Manager – Rural Retail and was appointed Managing Director & CEO on 16 November 2015.

During his tenure, Travis has overseen all Rural operations including livestock, wool, merchandise, live export and real estate. These businesses consist of joint venture and 100% owned operations and include some iconic rural services brands such as Rodwells, Primaries of WA, GDL, BGA and Davidson Cameron & Co.

Travis has been involved with the agribusiness industry for over 20 years and has extensive experience in all activities across the group. Travis holds an Advanced Diploma in Rural Business Management and is currently completing an MBA.

tdillon@ruralco.com.au

ATTENDEES

Aaron Mackay
Livestock Sales, Delta Agribusiness



Aaron joined the Elders Wagga team as a trainee livestock agent before moving onto Hamilton, Luff, Burton & Co up until he joined the Delta Agribusiness (livestock & property). His main role is to conduct livestock sales as per a normal stock and station agent role.

amackay@deltaag.com.au

Alan & Shelley Green
Owners, GreenEggs



Alan and Shelley Green spent their early years on cattle and sheep stations in West Qld before purchasing a property at Great Wester in Victoria. They now run sheep, cattle and have expanded into Free Range egg production producing 17,000 dozen eggs a week that are graded packed marketed and delivered, mostly to Melbourne. Their son Lachlan has joined the team of 20 staff and runs the pastoral interests.

alan@greeneggs.net.au

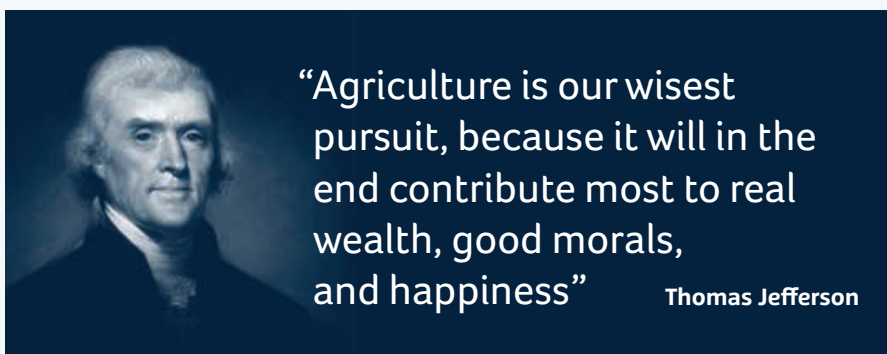
Alan Hoppe
Chief Executive Officer,
Gunn Agri Partners



Alan works as a Gunn Agri Partners 50% of the time and in his spare time is a Reiki Master.

A career farm manager who started looking after farms for other people when he was sixteen, Alan has a strong background in managing geographically distant and diverse farms in a profitable and sustainable manner. His career has spanned three continents and his speciality is the systems and people required to make agriculture a profitable business.

alan.hoppe@gunnagri.com



“Agriculture is our wisest pursuit, because it will in the end contribute most to real wealth, good morals, and happiness”
Thomas Jefferson

ATTENDEES

Alex Hayley CFO, Hassad Australia



As Chief Financial Officer, Alex Hayley is responsible for all financial and IT aspects of Hassad's Australian operations. He is an Associate member of the Institute of Chartered Accountants of Australia.

Alex's career started in chartered accounting and included 10 years with Ernst and Young in their Melbourne and London offices. Alex was involved in audit and corporate advisory services advising clients in the manufacturing and agribusiness industries.

Alex has since held senior finance and operational positions in a variety of sectors including engineering, shipping, telecommunications, agribusiness and FMCG.

Alex's key areas of expertise include development of corporate skills and systems to support an organisations achievement of its strategic goals.

alex.hayley@hassad.com

Allan Barr General Manager, Tasmanian Operations, Ruralco Holdings Limited



Allan's agribusiness career spans over 30 years in both Australia and New Zealand.

Allan is an experienced Executive, General and Operational Manager, having served as a Ruralco Executive for 2 years.

As a General Manager Tasmanian Operations, Allan presides over 370 staff and more than 40 points of representation Tasmania wide, with one of his primary roles the agency sector of Roberts Limited (livestock and wool).

alan.hoppe@gunnagri.com

Amelia Honner Administration Manager, Australian Livestock & Property Agents



Growing up in north-west New South Wales near Gunnedah I have always had an interest in the agricultural industry, which I draw upon in my role at ALPA. Being with ALPA for 4 years has provided me with the opportunity to exercise my interest in training and education.

I enjoy contributing to developing the skills and knowledge of those in the agency industry. The opportunity to get out of the office and visiting selling centres is an added bonus.

admin@alpa.net.au

Andrew & Nicola Pursell Owners, PCFJ

Andrew and Nicola run a cattle fattening enterprise in Bigga, Southern Tablelands.

nicola@pcfj.com.au

Andrew Adams Livestock Manager, Delta Agribusiness



Gemini, father of 2, husband to 1!

Lived in Gundagai, Orange, West Wyalong, Cootamundra, Armidale, Alice Springs and London. Degree in Financial Administration and incomplete Diploma in Advanced Accounting Theory. Worked in accounting for 5 years prior to joining my father in a family owned stock and station business in the late '80s.

Most Improved for the Todd Tavern Bears premiership winning rugby league side in Alice 1986 (from a low base the previous year, can't tackle for nuts!), and crowned equal first in NSW/ACT Lions Miss Personality Quest 1989. My next highlight was joining Delta 5 years ago where I am Branch Manager and Licensee in Charge of our Cootamundra business. Hoping to open our new branch in Mollymook soon!

aadams@deltaag.com.au

Andrew Hosken Northern Zone Livestock Operations Manager, Elders, Tamworth



Andrew has over 30 years in agency throughout Victoria, NSW & QLD. Presently located in Tamworth in the role of Northern Zone Livestock Operations manager.

andrew.hosken@elders.com.au

Andrew Simmonds Livestock Manager, Bindaree Beef



Andrew is the livestock manager at Bindaree Beef and has over 25 years' experience in the agricultural industry.

Andrew.Simmonds@bindareebeef.com.au

Andrew Starr Principal, Ray White Rural Guyra/Armidale



Andrew commenced his Stock & Station Agents career in early 1999 working out of Armidale. In 2005 Andrew and his wife Dayna moved to Guyra following the purchase of John Simpson & Co. Stock & Station & Real Estate Agency. In 2006 Andrew elected to join the Ray White Rural network and rebadged the offices in Armidale and Guyra as such. Andrew is the director and licensee in charge and has always maintained that one of the real strengths of Ray White Rural is the offices are all independently owned and operated. The Ray White Rural network has enjoyed rapid growth with offices now located all over Australia, providing an extensive network of professional contacts.

The Ray White Rural brand and excellence in marketing has been a driving force behind the successful growth and results achieved in selling rural property. Rural property sales are now the main focus for Andrew who is very driven to achieve success and deliver vendors the best possible result.

Andrew Summerville Livestock Buyer, Bindaree Beef



Livestock buyer for Bindaree beef, started buying for Bindaree nine months ago, based in Glen Innes NSW servicing the southern downs of QLD and northern NSW. Come from Casino in the northern rivers where I started my working life as a stock agent for George and Fuhrmann for six years before moving to Bindaree. Interest include breeding cattle and campdrafting.

andrew.summerville@bindareebeef.com.au

ATTENDEES

Andrew Talbot **Feedlot Trading Manager,** **Elders, Tamworth**

Andrew has 30 years' experience in the livestock industry across Eastern Australia with a particular focus in the areas of agency, supply chain management, marketing and procurement of livestock, feed lotting, and beef branding, processing and distribution.

Experience includes working closely with both domestic and export beef customers for a number of years.

andrew.talbot@elders.com.au

Andrew Wilkie **Partner, Objective Livestock** **Marketing**



Andrew along with his wife Vanessa and parents are partners in Objective Livestock Marketing (OLM). OLM is a dedicated livestock marketing business based in southern QLD servicing clients from central QLD to central NSW. OLM delivers to clients marketing services based on objective animal assessment and sale by description. AuctionsPlus is an important marketing tool for OLM clients and since 2000, OLM has listed over 60 000 head of cattle on AuctionsPlus. Andrew is a Level 1 cattle assessor who has listed over 10 000 head in the last four years. Andrew has long links with A+. His first job out of University in the early 1990's was as a Sydney based CALM market operations officer. Andrew believes AuctionsPlus is poised to realise its full potential through a combination of improved technology, market acceptance and client/customer innovation.

andrew@objectivelivestock.com

Andy Madigan **CEO, Australian Livestock** **and Property Agents**



Andy started in the agency profession with Dalgetys in 1977 in Goulburn NSW, then moving on to Dubbo, Gunnedah, Inverell and Hamilton (Vic) as livestock salesman. He joined Elders in 1985 at Dubbo and moved from there to Coonamble NSW.

In 1988 he was made branch manager Quirindi and in 1995 was transferred to Armidale in the New England as branch manager.

Andy moved to Brisbane, Queensland Head Office of Elders in 2000 to the position of agency livestock trainer and National Livestock Co-ordinator for the Elders part owned AuctionsPlus.

Andy left Elders in 2004 and was appointed the CEO of the Australian Livestock and Property Agents Association Ltd (ALPA) in April 2004 in Sydney.

andy@alpa.net.au

Angus and Tiffany Faulks **Owners, Arranmore Pastoral** **Company**

Arranmore Pastoral Company is a fourth generation family owned grazing business situated at Manilla, NSW. Currently managed by Angus and Tiffany Faulks, the farm runs predominantly Shorthorn breeders, producing weaner cattle for the EU market. We met while studying Rural Science at the University of New England, and have four children who all play an active role in day to day farm practices. Using planned grazing, under the Holistic decision making framework we hope to restore the natural potential of our landscape, ensuring we have a resilient and sustainable business into the future.

andrew@objectivelivestock.com

Angus Laurie **Livestock Sales, Landmark**



Angus sells livestock at Landmark Armidale, and hails from Walcha N.S.W. Angus has spent time working in a number of locations across N.S.W including a few years in Landmark's Bourke Business where he developed a passion for results based livestock marketing. As a result of which, Angus was fortunate enough to be the 2014 recipient of the ALPA Fairfax media marketing Award and the Mike Nixon shield. Angus is blessed with a Lovely wife, Elyce and two beautiful daughters.

Anne Corcoran **Delta Agribusiness**



Originally a girl from Deniliquin in the Riverina married David in early 80's and we have 3 fantastic children and 2 even greater grandchildren Living in Boorowa.

Anne is a primary school teacher and loves her work and is devoted to seeing children learn.

dcorcoran@deltaag.com.au

Annie O'Brien **O'Brien Brigalows Past. Co P/L**



Annie O'Brien grew up on a family merino sheep property near Collarenebri, North West NSW. I moved to Walgett after marrying farmer husband – Michael O'Brien, some years ago, producing two beautiful children, Tom and Millie.

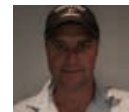
Now a mixed farmer, breeding Dohne sheep and Angus cattle along with large scale grain production.

Our enterprise has used AuctionsPlus for some years now for sales and purchases of sheep and cattle, which is a great system to buy and sell.

Annie loves travel, golf and good company!

obkincora@bigpond.com

Ashley Braun **Agent, Pinkerton, Palm,** **Hamlyn & Steen**



I have wanted to be a stock agent since I was 7 years old after helping my Dad and our agent draft cattle. I have now been an agent for the past 12 years and a AuctionsPlus assessor for the past 8 years. I have lived and worked in the Penola and surrounding districts of the Lower South East of South Australia & Western Victoria. If you are interested in online Sales on AuctionsPlus please call me on 0417627071 or email me at, ashley@pphs.com.au

Bailey Garnder **Agent, Bob Jamieson Agencies**



Bob Jamieson Agencies' newest team member. Bailey is six months from completing a school based traineeship that commenced in 2015.

In this time he has been introduced to the Stock & Station agency role in the rural industry.

ATTENDEES

Bailey has been taught to draft to specifications for the domestic and export market, obtained his Livestock Assessor Level 3 certification and observe and learn the art of being an agent.

He is establishing his own Angus stud and is heavily interested and participates in the showing of stud cattle. He enjoys attending youth cattle shows and development workshops and has been praised and awarded for his showing and husbandry skills.

admin@bobjamiesonagencies.com.au

Belinda Cullen
Human Resources Manager,
Hassad Australia



As the Human Resources Manager of Hassad Australia, Belinda is responsible for managing and providing solutions to the Executive, Senior Management and Operations Teams in all phases and areas of the employment life cycle. Belinda has over 8 years' experience in Human Resources across various industries including Professional and Financial

Services, Media, Education, Engineering & Agriculture. With a passion for the future of Australian Agriculture Belinda's goal is to continue to develop Hassad as an employer of choice.

belinda.cullen@hassad.com

Ben Hiscox
Agent, Bob Jamieson Agencies



I have been with Bob Jamieson Agencies for ten years and it has been one of the greatest experiences in my life to help build and grow the Business to where it is today. The highlight of my life was marrying my wife Sarah and creating our family of 4 children.

I am based out of Moree and service clients throughout northern NSW and southern QLD. I grew up in town in Inverell with my father being a self-employed electrician and my mother a chemist assistant so I relied on my idol (my grandfather) to create this passion I have for cattle and now the industry I work in.

ben@bobjamiesonagencies.com.au

Ben Hooper
Owner, Clear Vision Imaging



As the owner of Clear Vision Imaging I endeavour to supply exceptional quality service and marketing to the livestock industry through photography, video and independent accurate livestock assessment.

I am one of only a few independent Level 1 Assessors for both sheep & cattle and also an AuctionsPlus endorsed trainer.

Having spent 5 years working for Landmark in western NSW, I have an understanding of agency & producer needs to maximise a sale to its full potential. I am based in Dubbo NSW with 3 young boys - there is never a dull moment. I also enjoy clay target shooting.

ben@clearvisionimaging.com.au



**WAGYU-ONLY
SPECIAL SALE**

A REGULAR SALE OPEN TO ALL AGENTS

CONTACT Australian Wagyu Association

Geoff Phillips

0411 413 599




AuctionsPlus
Buy and Sell stock nationally



 Colin Say & Co. Pty Ltd  

Est. 1958

- Regular Cattle Sales
- Stud Stock Sales
- Consignment of Stock
- Rural Property Sales
- Regular Prime lamb & Sheep Sales
- Selling to feedlots
- AuctionsPlus
- Market Appraisals

PERSONALISED SERVICE
"Leading by Results"

Licensed Auctioneers - Stock, Station & Real Estate Agents
118 Wentworth St (PO Box 189), Glen Innes. NSW 2370
www.colinsay.com.au
office@colinsay.com.au

Nathan Purvis **Shad Bailey** **Craig Thomas**
Ph: (02) 6732 4078 Ph: (02) 6734 2220 Ph: (02) 6732 2100
Mob: 0427 324 078 Mob: 0458 322 283 Mob: 0428 669 500

ATTENDEES

Ben Pickles **Business Analyst, Hassad Australia**



Ben is a passionate ag professional working in the business analyst team at Hassad Australia.

His family farm near Condobolin is a prime lamb block running commercial and stud dorpers, the next great agricultural revolution of the western division. Ben has worked a range of jobs in ag around Australia from cattle stations and barramundi farms in the Kimberly to camel harvesting in the Ngaanyatjarra Lands.

Still a camel shooter at heart, Ben learnt his current trade in corporate finance at KPMG.

ben.pickles@hassad.com

Ben Redfern **Agent, Ray White**



Ben is a licenced stock & station and real estate agent based in Molong and services the central tablelands area and beyond. Ben has over 15 years experience in the agency world and in 2013 was awarded the prestigious Mike Nixon award, which goes to the top young agent in Australia. This award entitled ben to travel with the national young auctioneer champion to the US and Canada on a study tour for 3 weeks.

Ben is a level 1 assessor on AuctionsPlus and has been for a number of years now. Selling and sourcing livestock is a passion of Bens and he enjoys the many challenges this presents as well as the people he gets to deal with and meet on a daily basis.

Ben lives in Molong, along with his wife Kate and son Mitchell. He is an active member of the community with a strong interest in rugby union where is plays and supports the Molong Magpies.

ben.redfern@raywhite.com

Ben Sharpe **Principal, Ray White Rural & Livestock Tenterfield**



Ben is a fully licensed Stock and Station Agent and Auctioneer and is the owner & Principal of Ray White Rural & Livestock

Tenterfield. He commenced his agency career in Tenterfield in 1997 and apart from a stint in North Queensland has remained in the district. He is a Level 1 Professional AuctionsPlus Cattle Assessor. Ben was the top cattle assessor for New South Wales and third nationally last year.
bbirch@raywhite.com

Berenice Hines **Delta Agribusiness**



Bez grew up on a family farm in the Peak Hill district, and holds a degree in Health Information Management. Bez moved to Young in 2001, and has raised a family of 3 with Gerard, and has operated several enterprises over the past 20 years including Princess Lily Jewelry design, the sales and distribution operations of Binbilla Wines.

ghines@deltaag.com.au

Bill Frew **Manager, Delta Agribusiness**



Born in NZ, started career in Agency in NZ. Met and married Deb in Aust. Have 1 Daughter and 3 Grandchildren. 36 yrs experience in agency in Aust. Joined Elders at Homebush in 1980, had several rural postings, with last 10yrs NSW State General Manager. Last 7yrs working for Delta Ag Yass.

bfrew@deltaag.com.au

Bob Jamieson **Owner, Bob Jamieson Agencies**



Bob Jamieson began his career as a Stock and Station Agent in 1977 in Moree. Bob and his wife, Michelle, with their three sons, moved to Inverell in 1989. Bob and Michelle started their own Stock and Station Agency Bob Jamieson Agencies in 1992. The Jamieson family own a beef cattle farm 'Rivendell' east of Inverell. Bob enjoys the challenge of helping run the farm and working with the excellent staff at BJA. Bob will celebrate 40 years as a stock and station agent next year.

admin@bobjamiesonagencies.com.au

Bob McKittrick **Partner/Director,** **Logical Livestock Marketing**



I started assessing some 23 years ago with CALM - a dial up connection with no Internet, no Windows and no pics! All assessments were purely description only. With the majority of my assessed cattle being sold for slaughter on a HCW and flat price basis, this was challenging. We marketed cattle from Qld, NSW, NT and Victoria.

I would like to acknowledge the assistance I received in those early days from Howard Gardner, Dean Lemmich and Danny Wilkie, all wise, forward thinking, marketing people.

robert@logicallivestock.com.au

Boo Harvey **Director, 33 Degrees South**



Boo runs a multi-faceted cattle operation consisting of an Angus breeding herd and the backgrounding and feedlotting of bought in and home bred cattle. Boo is a fifth generation cattle breeder, who is still heavily involved within the family business, located at South Bri Bri, Gunbar located in the heart of the Riverina. Prior to this, Boo was involved in the thoroughbred and racing fraternity, but realised her true calling was within the agricultural industry.

Brett Tindal **Livestock Channel Manager,** **Fairfax Media**



Brett is the Livestock Channel Manager for Fairfax Media. Brett started as a cadet journalist with The Land, before switching lanes into sales after 12 months, where he has been a rep and sales manager for the past 13 years. Brett's new national role now brings all Fairfax livestock sales people in under one banner to offer livestock marketing solutions across their strong network of agricultural and regional publications, multiple digital platforms, including Livestream and video and website design to all livestock business across Australia.

brett.tindal@fairfaxmedia.com.au

ATTENDEES

Bronson McLay **Livestock Buyer, NH Goods Whyalla** **Beef & Wingham Beef Exports**



Born and bred on the Sunshine coast, with a family operating prawn trawling business. He commenced with Bindaree Beef as a trainee in 2001, he worked his way through the ranks whilst given opportunities by JR McDonald. Taking up a job opportunity with Thomas foods in mid-2014. Currently working for Wingham Beef export and Whyalla Beef as a livestock buyer based in Inverell NSW.
office@colinsay.com.au

Bruce Birch **Business Development Executive,** **Ray White**



Bruce Birch started his agency career 30 years ago working for Dalgetys in Queensland and then Wilshire & Company in Tenterfield. After a short stint as a cattle buyer for Smorgans he returned to Tenterfield & purchased the Agency from Tony Wilshire. The business was franchised with Ray White in 2003 and sold to Ben Sharpe in 2015. In 2014 Bruce took on a corporate role within Ray White and is currently a Business Development Executive for Ray White Livestock. Bruce has been an AuctionsPlus cattle assessor since the CALM days and remains passionate about the livestock agency sector.
bbirch@raywhite.com

Bruce Rutherford **Rural Sales Specialist,** **Landmark Boulton's Walcha**



Originally came from Bathurst where my parents owned a property between Bathurst and Blayney. Started working with AML & F Co Ltd at Bathurst in 1979. After 7 yrs in Wellington NSW we moved to Walcha in 1986. Purchased JF Boulton (Walcha) P/L known as Boulton's in 1990 and operated independently until 2001 when we took over the Wesfarmers franchise in Walcha. Boulton's were very active users of CALM which later became AuctionsPlus.

We believe we were the first agency in Australia to conduct a single agency, multi-vendor weaner sale on this platform.

bruce.rutherford@jfboulton.com.au

Charlie & Lizzie De Fegely **Prime Lamb and Cropping** **Professional, De Fegely Partnership**



Charlie and Lizzie de Fegely along with their boys manage their sheep and cropping business at Ararat in western Victoria. Their production system is focused on delivering lambs direct to processors that have been run on grass based systems. The property has been a focus for many producers, researchers and extension offers interested in the latest pasture and livestock technologies. Charlie is well respected for his sheep industry knowledge, in particular his understanding of Precision Sheep Management. He also mentors younger agriculturalists beginning their careers in farming.

Lizzie de Fegely provides office management for the business, as well as supporting the main operations. She also manages the Quality Assurance and is the safety officer. Lizzie spent 20 years in managing health Information and Clinical Risk Management and has brought many of the skills she used in that profession back to the family business. Off farm, Lizzie is involved in community activities and in particular, fundraising for the local hospital Auxiliary.

quambydobie@bigpond.com

Charlie Blomfield **Co-founder & Managing Director,** **Agricultural Management Company**



I have direct experience in managing large diversified agricultural businesses and rural properties for third party owners including international investors, resources companies, financial institutions and domestic landowners. I strive to utilise my operational skills and corporate experience to benefit my clients in their agricultural pursuits.

As founder and Managing Director of Agricultural Management Company, I work with clients throughout the world in developing diverse agricultural projects and investing in Australian agriculture.

In November 2015, AMC formed a joint venture with leading Australian private equity and alternative asset manager M.H. Carnegie & Co., providing management support and other services to all of M.H. Carnegie & Co. agri-food portfolio companies.

Each year I am grateful to attend the Forbes Global CEO Conference attended by 400 CEOs, entrepreneurs, capitalists and thought leaders from around the world. I am passionate about the future of Australian agribusiness.

cblomfield@agriculturalmc.com

Charlie Hart **Director & Licencee, Landmark** **Barraba/Manilla**



Charlie, originally from Moree in north west NSW, is the owner of landmark Barraba/ Manilla. Charlie and wife, Lucy, service a large area in all facets of the rural industry from livestock sales to merchandise to contracting.

charlie@cbhart.com.au

Chris & Kelly Hoppe **Owners, Echo**



Chris and Kelly run a cattle property near Glen Innes. Chris taught Alan Hoppe all he knows.

alan.hoppe@gunnagri.com

Chris & Kylee Callow **Owners, Callow Livestock**



Chris Callow has been passionately involved in the agricultural industry for over 30 years; ascertaining his expertise as owner and operator of Callow Livestock for the past 20 years. Chris provides his clientele with an independent livestock service delivering relevant information, accurate market signals and up to date technology to assist producers maximise profit in their business. Located at Dunedoo in Central NSW, Chris & Kylee Callow are both from rural backgrounds & also run a mixed farming operation on a family property.

callowlivestock@bigpond.com

ATTENDEES

Chris Clemson
Director, Clemson Hiscox & Co



Chris is a co-director of Clemson Hiscox & Co Stock & Station Agents in Walgett and has been for the past 14 years. This firm is very proactive with AuctionsPlus and has won both NSW and Australian titles for livestock turnover over the years. Previous to this, Chris worked for Elders/Pittsons/Primac for 18 years at many locations including Grafton, Bombala, Quirindi, Wee Waa, Moree and Walgett, both as an auctioneer and as a branch manager. He is a second generation agent starting out in his father's agency RW & CM Clemson at Lake Cargelligo in 1982. Being brought up at Lake Cargelligo instilled in him, from an early age, his passion for the livestock industry and country NSW.

russell@clemsonhiscox.net.au

Chris Howie
National Livestock Manager,
Elders, Adelaide



Chris has 30 years' agribusiness experience with operational agency, management, project development and training covering all states.

chris.howie@elders.com.au

Chris Waddingham
Agent, Landmark



Chris Waddingham is a livestock agent & Auctioneer in the south west of Western Australia. His formative years were spent in indigenous communities and missions in the far north of WA. Cattle mustering at Carson River Station, near Kalumburu at the age of 7 lit the fire for a career in the beef industry. After electing not to complete a degree in Social Work, Chris commenced as a trainee auctioneer and now has 22 years experience in livestock marketing and processing.

chris.waddingham@landmark.com.au

Col Campbell
AuctionsPlus Coordinator,
Landmark, QLD/NT



I grew up on my parents' property at Bonshaw in northern NSW, went to boarding school PREP in Toowoomba, TAS in Armidale then onto the Emerald Pastoral College. Wanting to get out, I Jackarooed at Glenrock station Scone for 3.5 years then as the Stud Groom for the Gunn family Kildonan Goondiwindi doing shows and talking to agents was when I got the urge become an agent and that was when my wife, Doone, and I in 1982 started with PRIMAC in Hughenden. In 1987, the then C.A.L.M was to have a big influence, shaping my career as an Agent over the years having also worked for PRIMAC ELDERS and now LANDMARK, currently based in Rockhampton.

col.campbell@landmark.com.au

Colby Ede
Stud Stock Coordinator, Landmark



Colby Ede holds the Divisional Livestock/ Stud Stock coordinator position for South Queensland has been employed with Landmark for the past 16 years. Originally from the Mid North Coast of NSW, Colby is a third generation Stock & Station Agent with a background in cattle & horses. He currently holds a Real Estate & Auctioneers licence in NSW, QLD & NT. Colby is located with his young family in Toowoomba Queensland, has also held Livestock positions in Rockhampton, Roma & Mackay.

With a keen interest in developing upcoming youth in the rural industry Colby represents himself on many boards including being the Landmark representative on the QLD ALPA board.

colby.ede@landmark.com.au

Colin Thexton
Principal, Independent Rural
Agents Pemberton



cthexton@independentruralagents.com.au

Craig Chapman
Agricultural Channel Manager,
Fairfax Media



Craig is the Agricultural channel manager with Fairfax Media. First starting as an advertising cadet with The Land, over the past 27 years Craig has undertaken numerous sales and management roles with Rural Press/Fairfax both in Australia and New Zealand. In his current position Craig works across the network of publications, digital platforms and events that Fairfax offer within the agricultural communities throughout Australia.

craig.chapman@fairfaxmedia.com.au

Craig Thomas
Director, Colin Say & Co



I have been a director at Colin Say and Co Pty Ltd for the last twenty-five years, stock and station agent for thirty-seven years, Rural and family interests at Glen Innes a great place to work and play. The staff and clients at Colin Say & co wish to congratulate the AuctionsPlus team on their 30th anniversary.

office@colinsay.com.au

Danica Leys
CEO, Country Women's Association



Danica has a raft of professional experience across a number of business sectors, with a strong focus on agribusiness. She is currently working as a Policy Director for Australia's largest farm lobby group, NSW Farmers. This role sees her working on a number of important and sometimes contentious policy areas including native vegetation, coal seam gas and mining, planning law, water, weeds & pest animals.

Danica manages and undertakes research to assist in the development of strategic industry policy recommendations. The role requires the development and implementation of strategies to progress the associations position on these policy areas and to ensure effective communication of relevant, timely and credible information to members and key stakeholders, including government.

ATTENDEES

The role also requires strong skills in government relations and media.

Danica regularly represent the association at public forums and other meetings in order to continue to progress the associations policy position.

In addition, Danica is the Project Manager for the NSW Farmers Mining and CSG Communications Project, a government funded project run by the association. Her experience across many regional and remote areas gives her good grass roots understanding and appreciation of agricultural policy issues.

Danica was recently awarded the RIRDC NSW/ACT Rural Women's Award for her work establishing the ground breaking concept of "AgChatOZ". This platform is the perfect example of Danica's communication expertise in action and demonstrates her ability to "think outside the box" to galvanise a digital community on pertinent issues which may affect them. She is also a member of the Australian Institute of Company Directors. d.leys@cwaofnsw.org.au

Danny and Janelle Wilkie Partners, Objective Livestock Marketing



Objective Livestock Marketing (OLM) had its beginnings in 1986 when Danny and Janelle took an interest in livestock assessing to assist in the marketing of their own prime cattle.

From there Danny went on to become an independent assessor and in 1987 became the first Level 1 cattle assessor in Queensland and the first accredited sheep assessor in Queensland. For the next four years, Danny continued to develop his live animal assessment skills through contract assessment for the CALM system, working with a wide range of livestock agents and individual producers throughout Queensland and New South Wales.

By the early 1990s, they were operating a well respected, independent livestock assessment business but felt there was growing demand from producers for objective and reliable marketing services.

OLM was established in 1992 to meet this demand and with Janelle taking on the office and administration role, they began providing strategic marketing solutions for a growing client base.

OLM is a dedicated livestock only marketing company based on sale by description. Generational change has occurred, with their son Andrew and his wife Vanessa now joint owners in the business.

OLM is proud to be involved with a group of clients who are both innovative and accepting of change. Electronic Livestock Marketing has been at the forefront of that process and OLM believes it will continue to be an integral part of the future.

danny@objectivelivestock.com



LIVESTOCK & PROPERTY

Your Partner in Farming

3 DAY PAYMENT*

ON LIVESTOCK SALES

*3 business day payment applies to livestock sold through Wagga or Cootamundra saleyards only.

Find us on facebook
www.facebook.com/DeltaAgribusiness

www.deltaag.com.au

Elders proudly supports AuctionsPlus

Elders, together with AuctionsPlus, is taking you into the future of marketing livestock.
All of Australia is your Saleyard.

Peter Rollason
Southern AuctionsPlus Sales Manager
M 0419 600 323
E peter.rollason@elders.com.au

Robert Jakins
Northern AuctionsPlus Sales Manager
M 0419 788 366
E Robert.jakins@elders.com.au

auctionsplus.com.au | elders.com.au



AuctionsPlus
Buy and Sell stock nationally

Elders Live it.

ATTENDEES

Darren Smith
Senior Livestock Account Manager,
Landmark



Darren is the senior livestock account manager at Landmark Goondiwindi and an AuctionsPlus sheep and cattle assessor.

darren.smith@landmark.com.au

Dave Henry
Livestock Manager, Davidson
& Cameron & Co Gunnedah



Dave grew up in the central west of NSW. After a number of years in Dubbo, Dave moved to Gunnedah in 2004 and now resides north of Gunnedah at kelvin. Dave's interests include being captain of the Gunnedah brass pipe band who have won numerous national titles.

dhenry@dcco.com.au

Dave Simpson
Livestock Manager, Elders Bathurst



Dave, originally from Inverell, has spent his entire agency career working for Elders. Having spent the last five years with Elders in Gunnedah Dave has recently taken up the role of livestock manager of elders Bathurst. Dave's interests include sailing, working his border collies and his wiltipoll stud sheep.

david.simpson@elders.com.au

David Amor
Principal, TopX CW NSW



I'm David Amor from Dubbo in New South Wales and I've been involved in the livestock industry now for over 25 years in one form or another. I am the licensee in charge of TopX CW NSW, which is part of the highly respected TopX Australia network. For 15 years prior to 2013 I had been a livestock buyer specialising in the buying of lambs and sheep and occasionally goats for Southern Meats, Goulburn (1999-2006) and then T & R Pastoral Co (now Thomas Foods International - 2006-2013).

My wife Alison and I are both born and bred locals of Dubbo, and although during the last 15-year period we have lived in a few different locations such as Goulburn, Gunnedah, Hamilton Victoria, Hay and Wagga Wagga, we finally moved back to Dubbo in 2007 and now have 3 terrific kids in Clare, Darby and George and are again re-established and love being a part of the local Dubbo community.

"Old Values, New Ways"

amor@topx.com.au

David Coombes
Director, DTC Communications

David Coombes spent the greater part of his business career involved with Australian agriculture. He was Executive Director of the Wool Council of Australia and the Sheepmeat Council of Australia, part of the NFF group based in Canberra. In 1990 he moved to Sydney to work with the AMLC, during the years of the establishment of CALM. As Corporate Communications Manager, David travelled extensively around Australia with Chairman Dick Austen promoting the innovative livestock marketing system.

In 1995 he joined Wesfarmers Dalgety as General Manager Corporate Communications and was still with the company when it was sold to AWB Limited. Later, David established his own communications business, DTC Communications, specialising in public relations and media management in the agriculture and agribusiness sector.

dcoombes@bigpond.net.au

David Corcoran
Livestock Manager,
Delta Agribusiness



General manager livestock & property division Delta Ag since 2006. Born and bred in Boorowa still living there. Married to Anne and we have 3 children and 2 grandchildren. Started in agency business with Elders 1992 and had always enjoyed working in what is a great profession helping to service our client base.

dcorcoran@deltaag.com.au

David Palmer
Director, Animal Health Australia



David Palmer has a dedicated career spanning 30 years in administration and policy development in the Australian beef, sheep meat and goat industries. Diploma of Farm Management (MOFAC), Graduate Diploma Business Management (AGSM) and GAICD. David's other Board positions currently are:

Chairman – LBN (Livestock Biosecurity Network)

Chairman – NSW rural Assistance Authority

Chair – Rural Assistance Advisory Committee to the NSW Agriculture Minister.

Director – Greater Sydney Local Land Services

Director – Invasive Animals Co-operative Research Centre

David has held positions of:

2006-11 – Managing Director of Meat and Livestock Australia. Chaired the MLA Donor Company – a unique instrument for matching voluntary research funds with Government matching dollars.

2002-06 – Regional Manager – North America (MLA)

1998-2002 – General Manager – Corporate Communications, MLA.

He is a former Executive Director of the Cattle Council of Australia; spent some years at NSW Farmers' Association and previously owned and operated livestock and farming enterprises in North West slopes and the Southern Highlands of NSW.

soapyflatroad@bigpond.com

David Welsh
Wool & Livestock Sales,
Landmark Benalla/Euroa



I have worked for Landmark Benalla/Euroa for 21 years in a livestock/wool sales and marketing role, I became a sheep assessor in 2005 now level 1 and a cattle assessor in 2008. In 2005 was involved in initiating the very successful North East Lamb backgrounding and finishing sale conducted in North East Victoria which has sold in excess of 120,000 store lambs to a regular field of repeat buyers.

ATTENDEES

Other interests include farming and trail bike riding as well as time spent with my wife, Tanya, and 6-year old son, Luke.

david.welsh@landmark.com.au

Debra Frew **Delta Agribusiness**

Born and Bred Australian.

Met Bill married in 1975, Daughter born 1979, moved to NZ for 5 yrs. Moved back to Aust 1980, where Bill took up several rural postings with Elders. Now live in Yass, and see plenty of our Grandchildren in Canberra.

bfrew@deltaag.com.au

Dennis Scanlon **Ex-QLD Livestock Manager, Elders**



Dennis is an industry veteran with over 40-years' experience in livestock. In 1981, he began assessing cattle for the commercial NELCM and worked alongside senior beef cattle husbandry officers in all state departments to take concept of sale by description to cattle producers and meat processors/wholesalers/retailers. In 1986, he was appointed National Livestock Manager of CALM Services and helped establish standardised assessment courses for cattle, sheep and lambs. In 1992, Dennis became the Marketing Manager of Australian Agricultural Co (AACo), where he worked to maximise selection of animals best suited to different markets, directing the best cattle to the best feed/backgrounding for finishing feed to meet marketing requirements. After Elders' purchase of AACo in 2000, Dennis was appointed the QLD Livestock Manager, a role which he held until his retirement in 2003.

Dennis is also a celebrated bush poet. He has presented his poems, 'Spirit of Anzac' and 'Honouring the Australian Light Horse' at the National War Memorial.

In 2014, Dennis won the 'Original Poem' at the prestigious 'Oracles of the Bush' event with his poem 'You know you're in Australia. These days, Dennis volunteers at the Australian Light Horse Museum at Mudgeeraba, QLD, and takes his music and poetry into schools, Aged Care centres, hospitals and churches.

denscan@bigpond.com

Diana Ridge **Owner, Jandra Pastoral Co**



I was raised on a mixed farm near Cumnock in Central West NSW. After leaving school I did a secretarial course, travelled abroad, worked as a nanny and on the family farm. I later married Phillip Ridge and moved to Jandra on the Darling River near Bourke, raising a family of four sons. I help with attending to our sheep and cattle operation, looking after our historic homestead and garden and visiting our sons in Sydney where they are at boarding school and university. I also run a homemade food condiment business, conveniently from my kitchen.

jandra.stn@bigpond.com

Dick Austen **Owner, Hartley Grazing**



Dick Austen now 87 was Chairman of the Australian Meat and Livestock Corporation 1984 to 1993. During those years the Corporation was responsible for many marketing innovations, notably AUSMEAT, the national language for livestock and meat products, and CALM, the precursor to AuctionsPlus.

The Austens have recently sold the bulk of their pastoral interests but retain their long held 'Karingal' at Hartley NSW running 800 breeding cows.

dausten@hartleycorporate.com.au

Dick Cameron **Northern Region Manager, Ruralco**



I have been in the livestock industry for 40 years. I currently work for Ruralco and look after Ruralco livestock agencies, both corporate and joint ventures, in Qld, NSW and NT.

dcameron@ruralco.com.au

Eleanor Falkiner **Communications Specialist,** **Eleanor Falkiner Communications**



I help people get their message out. I am interested in leveraging the utility of traditional media with new media to achieve the goals of an organisation, business, government and individuals.

For eight years I have worked with not-for-profit, government and corporate entities reviewing, designing and implementing communications and marketing strategies and helping businesses be progressive in their communications.

I am passionate about community and international development gained from growing up in rural Australia and studying and working in developing countries.

cblomfield@agriculturalmc.com

Elizabeth O'Leary **Head of Agriculture, Macquarie** **Infrastructure and Real Assets**



Elizabeth is Head of Agriculture for Macquarie Infrastructure and Real Assets (MIRA), the world's leading infrastructure fund manager with growing platforms in agriculture, real estate and energy. MIRA Agriculture currently manages two wholesale funds on behalf of its investors with assets in Australia and Brazil. Elizabeth is responsible for developing and managing MIRA Agriculture's institutional investment platform, overseeing investment management as a member of the Executive Committee for each of its funds; and is an active director on the Board's of the Fund's operating companies Paraway Pastoral Company Limited, Lawsons Grains Pty Ltd and Cruziero do Sul Graos Limitada.

Raised on a rice, wheat and sheep farm in the Riverina region of Australia, Elizabeth has a long association and deep knowledge of agribusiness. She has over a decade's experience as an active investor in one of Australia's largest Angus cattle breeding and genetics companies, and is an owner - operator of farmland in three Australian states.

Elizabeth's previous Macquarie roles were in both funds management and corporate positions in which she was responsible for large global operational teams, leading transformation programs and supporting major business acquisitions.

ATTENDEES

Within funds management, she was a senior member of the asset management team in MIRA's London Headquarters, playing instrumental roles in the acquisition and asset management of some of MIRA's flagship European infrastructure investments. Elizabeth was also integral to the success of several transformational acquisitions for Macquarie, including in the acquisition and transition management of Delaware asset management from Lincoln Financial in the US.

Elizabeth is a Board Member of the Macquarie Group Foundation, the philanthropic arm of Macquarie Group.
jane.gordon@paraway.com.au

Gavin Beard Livestock Manager, Landmark scone



Gavin, the livestock manager of Landmark Scone, services all areas from Tingha to Temora. Gavin has a huge work ethic and never sleeps until the job is done. Gavin and his wife, Rachel, make their home at Scone and his hobbies include breeding Arab endurance horses for his middle eastern clients.
gbeard@wlt.net.au

Geoff Hodgins Branch Manager, Landmark Harcourts Broken Hill



seagull41@bigpond.com

Gerard Hines Managing Director, Delta Agribusiness



Gerard Hines grew up on a family property at Wallendbeen, and moved into the agribusiness retail industry in 1986. Gerard was Managing Director of Chandlers Landmark from 1988 to 2005, and was a founding partner and has been Managing Director of Delta Agribusiness since 2006. Gerard has a passion for retail operations, innovation and business strategy, and value creation and sustainability for all levels of agriculture.
ghines@deltaag.com.au

Gordie Forster Grazier, Gillawilla



Gordie operates a mixed farming enterprise at Coolac in the South West Slopes. Currently running self replacing shorthorns and 2 years into a Prime Line composite sheep flock.

Gordie is Market Operator Harriet Forster's father and feels like he is part of the AuctionsPlus Team with Footy Tips, Market comments and general enquiries.
forstergr@gmail.com

Graeme Forsythe Director, Graeme Forsythe & Associates

Foundation member of CALM management group. At CALM 1985-1995. Since then Director, Graeme Forsythe & Associates Pty Ltd. Develop & provision supply chain management systems for agribusiness.
gforsythe@gfassociates.com.au

Greg Cobiac Branch Manager, Elders, Kingston



Greg has been with Elders for 36 years and is currently Branch Manager at Kingston, SE SA. Elders Kingston won the AuctionsPlus No. 1 National agent for cattle and No. 1 Overall National agent for 2012/2013.
greg.cobiac@elders.com.au

Greg Dunne Northern Zone General Manager, Elders

Greg has been with Elders Rural Services for 17 years and in the role of General Manager since 2007.
greg.dunne@elders.com.au

Greg Seiler Managing Partner, Landmark Walsh Hughes Bourke



Greg grew up in Barraba in North West NSW. Worked for Dalgety's/Landmark in Bourke for the past 17 years. Current Managing Partner of Landmark Walsh Hughes Bourke, Licenced Stock and Station Agent and Real Estate Agent in NSW and QLD, "A+" sheep and cattle assessor and Rural Financial Counselling Service board member.

Servicing a vast area of Western NSW and Southern QLD in the pastoral area is challenging and rewarding at the same time. CALM/AuctionsPlus has been a big part of our business since its inception.
greg.seiler@landmark.com.au

Hamish & Anita Hunter Owners, Glen Field, Wandsworth



We purchased our first property in 2001 being 'Glen Field' Wandsworth, mainly a fine wool enterprise, which than diversified into fat lamb production also now predominately trading and fattening cattle on our properties at Wandsworth and Ben Lomond.
shad@colinsay.com.au

Harvey Gaynor CEO, Auscott Cotton



hgaynor@auscott.com.au

Heidi Rookyard Farmer & Grazier, Thorndon



I am an award winning photographer, specialising in rural wedding and family portraiture.

I married James and into farming, coming from a Medical Science background. I am currently implementing a beef cattle feedlot into our mixed farming enterprise.
jhrookyard@bigpond.com

ATTENDEES

Henry Burrige
Property Owner, Dundee



After finishing secondary schooling in Sydney, I decided to return to the family farm where beef, sheep and cropping production operations are run.
shad@colinsay.com.au

Howard Garner
CALM Services



Howard Gardner, born Manilla NSW. After 1950s Homebush initiation I spent 24 years as a Stock & Station agent. Next six years I lived in the Middle East and negotiated the export of 40,000 tonnes mutton and lamb product from Australia. In 1986 I commenced as inaugural Chief Executive CALM Services for eleven years. After writing a marketing column in The Land for 2 years I retired. In 2016 I released "NO MAGIC CARPET" – 'Business Challenges in Islamic Countries' – a book recording business experiences in the Middle East together with advice to policy makers who don't understand that Islamic thinking is different to ours.
hjmgardn@bigpond.net.au

Hunter Harley
Branch Manager,
Davidson Cameron & Co



Hunter is the branch manager and primary livestock agent at our Narrabri branch. He is the branch's auctioneer and is responsible for the Narrabri Prime Cattle Sale. Hunter has extensive dealings in abattoir, paddock and feedlot cattle. He is a licenced agent and accredited AuctionsPlus Assessor.
hharley@dcco.com.au

Ian Dawson
Owner, Chelsea Park



UNSW He joined advertising agency J Walter Thompson. He retired after 35 years in the ad industry. He purchased Chelsea Park at Merriwa NSW in 1984. The property produces Angus/Limousin vealers.
robinandian@gmail.com

Isaac West
Corporate Partner,
McCullough Robertson



Isaac is a corporate partner at McCullough Robertson Lawyers and is the head of the firm's Food and Agribusiness group. He advises a broad range of listed and unlisted clients in corporate and commercial matters, specialising and mergers and acquisitions. He has been recognised as a leading corporate and M&A lawyer by the Asia Pacific Legal 500 and has undertaken a number of corporate agribusiness transactions, particularly in the beef and sugar industries. Isaac is also a founding director of Natural Carbon Pty Ltd, which specialises in developing carbon farming projects targeting large scale pastoral and indigenous properties. He has also advised on sales of biodiversity offsets and management of offsets areas.
iwest@mccullough.com.au

Jack Hewitt
Sales & Marketing Officer,
Hassad Australia



Jack has been at Hassad for nearly three years starting as a casual, before beginning the Grad program and then eventually moving into the role of Sales and Marketing Officer. Jack grew up on a mixed farming operation in Northern Tasmania, which was dairy converted. With an interest in all facets of agriculture Jack enjoys the exposure Hassad provides to many Agricultural enterprises.
jack.hewitt@hassad.com

Jack Schulz
Livestock Sales Consultant,
Pinkerton Palm Hamlyn and Steen



I live in the South East of South Australia in a town called Penola. I work for an agency in Naracoorte called Pinkerton Palm Hamlyn and Steen. I am currently on a cadetship through the Rural Marketing Agencies (RMA) Network with Colin Say and Co Pty Ltd in Northern NSW.
pphs@rbm.com.au

James Campbell
CEO, Sanger



James is CEO of Sanger Australia, within Bindaree Beef Group. James' career spans 15 years in professional services across Australian and international geographies. James' appointment to Sanger in August 2015 saw him return to Australia after four years based in Shanghai as Head of Agribusiness, China at ANZ Bank. James is a Director of the Australian Meat Processor Council ('AMPC') and a member of the NSW and National Export Meatworks (Beef) Councils within the Australian Meat Industry Council ('AMIC').
james.campbell@sanger.com.au

James Croker
Livestock Sales, Landmark



James was born and bred on the family farm at Taralga in the NSW southern tablelands, which focused on beef seed stock and wool production. After leaving school he worked in the rural sector in Queensland and Canada as well as the meat processing industry before starting a career in agency. James has been with Landmark for nearly 20 years, the last ten at the Wagga branch and prior to that, Forbes, Moree and Bathurst.
james.croker@landmark.com.au

ATTENDEES

James Rookyard Farmer & Grazier, Thorndon



I am a third Generational farmer on 'Thorndon' located on the outskirts of Dunedoo, Central West NSW.

I operate a mixed farming enterprise comprising of sheep, cattle and cropping.

Returning from the mining industry, with my wife Heidi, we are currently implementing a beef feedlot into our enterprise.

jhrookyard@bigpond.com

James Tierney Agent, Riverina Livestock Agents



James is a livestock agent at Riverina Livestock Agents and has been in the Wagga area for 7-8 years. He is an experienced licenced auctioneer who won National Young Auctioneer 2008 at the Sydney Royal Easter Show. He proceeded to Canada and competed at Calgary Stampede, placing 13th in world.

james@riverinaagents.com.au

Jane Pattinson Delta Agribusiness



After completing her Ag degree, Jane worked in a range of agribusinesses before moving to Young to start a family. She had her work cut out raising 3 boys, all of whom are now at various stages of university study and building their own careers. Jane has had an active role in family business' and investments, as well as a heavy involvement in her community; particularly in various volunteer and fund raising positions.

jpattinson@deltaag.com.au

Dr Jane Weatherley General Manager, Livestock Productivity, Meat & Livestock Australia



Dr Jane Weatherley completed a Bachelor of Applied Science (Agriculture) and Graduate Diploma (Hons 1A) at the University of Tasmania in 1997. She previously managed the Meat and Livestock Australia (MLA) On-farm R&D communications and extension portfolio and is now General Manager, Livestock Productivity. In her role as GM, she is responsible for managing the meat eating quality and genetics R&D investments, sheep productivity and Meat Standards Australia (MSA) operations. Other roles Jane has held include working for Rabobank in far north west Tasmania, conducting extension research projects at the University of Tasmania and worked as red meat extension officer for the (then) Department of Primary Industries in Tasmania.

While Jane has worked in various roles spanning red meat extension program development, delivery and evaluation, she also maintains an active role in her family beef breeding operation on Bruny Island, Tasmania. She has a PhD from UTAS in farming systems RD&E and is extremely passionate about supporting producers to improve their business profitability and maximise the benefits received from their levy investment.

jjarrington@mla.com.au

Janelle Archdale Landmark Boultons



Janelle is the luckiest girl alive because she is married to Miles, so he says! Born and bred in Tamworth has now lived in Walcha for over 30 years. Being Mayor of Walcha for the past 4 years and a councillor for 16 has been a privilege and most rewarding that we have escaped the current amalgamation battle. Paperdolls House is every girl's dream shop and Janelle is proud to have opened this business in Walcha.

miles.archdale@jfboulton.com.au

Jeff Dight Feedlot Manager, Bindaree Beef



Jeff Dight has been the manager of Myola feedlot for over 20 years. Myola is the largest custom-feedlot in NSW, with a capacity of 20,000 head and turnover capacity of around 80,000 head per year.

jeff.dight@bindareebeef.com.au

Jill & John Roughley Owners, Wellwood



Jill & John Roughley have been living and working as graziers all their lives. Both grew up on family properties in Cryon and Walgett, after leaving school John jackerooed on Bundemar Warren then Baratria Longreach. After he & Jill married they purchased their own property in the early 1970's. Traditionally from wool growing families they started by concentrating on both wool and cattle, however over the past 20 odd years the business has shifted focus to breeding Merino/Border Leister cross lambs, hence their long association with AuctionsPlus.

russell@clemsonhiscox.net.au

Jim & Jules Young Owners, Sallywood Walcha



Jim and Jules operate a 4800 ha grazing enterprise with their four children south of Walcha. Jim was brought up in Walcha on the farm and educated in Sydney before attending Lincoln University, Christchurch in NZ. Jules was brought up in Sydney's Eastern Suburbs and educated there before studying nursing at RPA. Jules practiced as a registered nurse once moved to Walcha to be with Jim and ultimately raise their children. They run a large Angus breeding herd centred around EU markets as well as one of the biggest XB ewe flocks in New England, fattening lambs for Woolworths. They are big believers in the AuctionsPlus platform and were amongst the earliest vendors on CALM in New England.

miles.archdale@jfboulton.com.au

ATTENDEES

Jim Meckiff
Sheep Business Manager, Allflex



Jim's the Sheep Business Manager with Allflex based at Armidale NSW. He works with livestock producers to help gain benefits from improved management and breeding programs with the use of Electronic ID.

He's excited about the emerging opportunities that technology is presenting to livestock production systems across Australia. He grew up in Crookwell and studied Ag Eco at UNE. Married to Katie he keeps active on the mountain bike or chasing their 3 kids about.

jim.meckiff@allflex.com.au

Jock Whittle
CEO, Paraway Pastoral Co



jane.gordon@paraway.com.au

John Adamson
Financial Controller,
Gunn Agri Partners

John is the Financial Controller for Gunn Agri Partners and the entities that Gunn Agri supports. He has enjoyed a diverse career that has included working for entities based in the US and the UK across the full suite of administration and finance responsibilities.

John has a keen interest in agriculture fostered through running a small cattle operation together with his brother.

john.adamson@gunnagri.com

John Cranney
Business Analyst,
Hassad Australia



John is currently a Business Analyst in the Operations team at Hassad Australia. Originally from Goondiwindi in QLD, he was brought up on a sheep, cattle and grain property and has previously worked in agricultural production and commercial business before joining Hassad close to two years ago.

john.cranney@hassad.com

John Lloyd
CEO, Horticulture
Innovation Australia



John.Lloyd@horticulture.com.au

John McKillop
CEO, Hassad Australia



John McKillop was appointed the Chief Executive Officer of Hassad Australia in February 2016 with responsibility for the oversight and management of the business. He has over 25 years' experience in the agricultural sector in various roles including Managing Director of Clyde Agriculture and senior roles with Elders, Stanbroke Pastoral Company and Grainco.

John is currently a Director of Dairy Australia and Marcus Oldham College, and a former director of Meat & Livestock Australia, Cubbie and the Primary Industries Education Foundation.

John holds a Diploma in Farm Management, Bachelor of Business, Graduate Certificate in Agribusiness, Masters in Business Administration and is a Graduate of the Australian Institute of Company Directors.

john.mckillop@hassad.com

John Newton
Director of Livestock,
Bindaree Beef



john.newton@bindareebeef.com.au

John Pattinson
Director/Operations Manager,
Delta Agribusiness



John Pattinson – John has been involved in a range of agribusiness roles over the past 25 years since completing an Ag degree. Based in Young for nearly all that time, the past 10 years has been focussed on the creation and evolution of Delta Agribusiness.

John is the Group Operations Manager and a Director of the company. He is particularly interested in the commercial adoption of technology and smart innovation to create value and manage risk across the supply chain.

jpattinson@deltaag.com.au

John Seccombe
Chairman, Northern
Co-operative Meat Company



John is currently Chairman of the Northern Co-operative Meat Company in Casino. John has always been involved in livestock industry. He started at the AMLC in the early 80's and in fact was the first admin officer for CALM. John went on to manage the Trangie Research Centre before joining David Wright to manage a cattle station west of Moree in the early 90's. The highlight was working with Dennis Scanlon and Danny Wilkie in producing cattle for a vertically integrated supply chain. John managed Gurley Lot Feeders before returning to Casino to manage the family beef cattle business.

annabelle@cassino.com.au

John Wyld
Head, Sapien Technologies



As a Board member of AMLC, John was Chairman of CALM for 10 years during the time it was privatised from AMLC to AuctionsPlus.

John has also held roles with Cattle Council, MLA, AusMeat and NLIS.

When at home, John produces cattle and sheep in Western Victoria and Gippsland.

koolomurt@bigpond.com

Jon Condon
Founder/Publisher,
Beef Central, Sheep Central



Jon Condon is the founder and publisher of national online livestock news and information services, Beef Central and Sheep Central.

As one of Australia's most experienced and respected agricultural journalists and commentators, he has been part of the fabric of the nation's beef industry for his entire life.

ATTENDEES

He spent his early life in the Northern Territory, where his family built and operated a successful export beef processing plant at Katherine, and an extensive cattle property in the East Kimberley.

For the past 35 years he has specialised in reporting on the red meat and livestock industries, firstly in print, and for the past five years as proprietor and writer for Beef & Sheep Central.

He has co-authored two books on industry affairs – both histories – based on the Australian lotfeeding industry and Stanbroke Pastoral Company.

jon@beefcentral.com

Justin & Amy Dickens Owners, JAD Agriculture



Justin and Amy Dickens operate their 100% livestock trading business, JAD Agriculture, across 1020ha at Yeoval in Central West NSW. They purchased their first property in 2012, with Justin having previously managed properties in Central West and North West NSW. Amy is a former journalist for The Land newspaper. They use AuctionsPlus regularly to buy and sell both sheep and cattle, appreciating the detail and integrity of the system. They have a special interest in the Speckle Park cattle breed. Justin and Amy have two sons, Jack, 2, and Mitchell, 1, and enjoy spending time together as a family on the property.

jad@jadagriculture.com.au

Karen Bailey Market Analyst, The Land



As The Land's markets analyst, Karen drives the paper's coverage of livestock markets and key commodities like grain and cotton. Formerly a market analyst with Meat and Livestock Australia, in her more than 10 years with The Land she has travelled to saleyards from Inverell to Albury and everywhere in between, documenting price spikes and slumps and what's moving the market. Originally from a mixed farm in northern NSW, Karen is now based in Orange.

karen.bailey@fairfaxmedia.com.au

Karl Sinclair COFO, Paraway Pastoral Company



Karl has a background in Agricultural banking, finance and commodity risk management. Paraway Pastoral Company Limited (Paraway) owns and operates large-scale sheep and cattle enterprises across Australia. Since its inception in 2007, Paraway has become one of the largest pastoral land owners and operators in Australia, with a total combined land holding of over 3.6 million hectares. To date, Paraway has purchased approximately 40 properties and has aggregated these into 19 pastoral businesses. The current total land holding has the capacity to run approximately 220,000 cattle and 240,000 sheep

karl.sinclair@paraway.com.au

Kate Redfern Ray White

Kate manages the retail stores and is in charge of business development for Angus Barrett Saddlery in Orange. Kate hails from the Kiewa Valley near Wodonga and now resides in Molong, with her husband Ben and son Mitch.

Kate has a special interest in purebred cattle, having grown up breeding and showing cattle. She was the recipient of the 2009 Michigan State Scholarship and is regularly invited to judge at cattle shows across Australia.

ben.redfern@raywhite.com

Katherine Braham Officer Manager, Jeogla & Wollomombi Station



Katherine is the office manager at Jeogla and Wallamumbi Station. She first started working there in 1991 after graduating from University of Sydney with a Bachelor of Rural Management. Richard and Katherine have 4 boys and they enjoy watching them play rugby, cricket and horse riding events.

jeogla@rochegroup.com.au

Katrina Rookyard Director, Woolandgidgee



Katrina grew up in Baradine in North West NSW, the daughter of Sawmillers in the Pilliga. Now living near Berrima, Katrina has a small business making fudge and other delights. Her company, "FINE TASTE BOWRAL" has won many awards, including Gold, Silver & Bronze from the Sydney Fine Food Show, and the Royal Hobart Fine Food Show.

k.rookyard@bigpond.com

Keiran Te Velde Livestock Consultant, Bob Jamieson Agencies



Keiran is BJA's Inverell based Livestock Consultant. Originally from Glen Innes, Keiran was introduced to the livestock industry at a young age by his father who is also an Agent.

Keiran developed a passion early on and accepted a trainee livestock agent position with Elders Dubbo. Here he learnt and developed his skills with both sheep and cattle. After two years he accepted a transfer back up north to Elders Inverell where he was appointed Territory Sales Manager.

Making the move to BJA in 2010, Keiran hasn't looked back. Growing and developing his client base, he has built a model of backgrounding then feedlotting, covering both domestic and export markets. Keiran specialises in developing strong relationships with export feeders, giving his clients all opportunities when marketing their livestock.

keiran@bobjamiesonagencies.com.au

Kelvin Donnan Agent, Landmark



I grew up on a wheat & sheep farm in the Victorian Mallee feeding pigs and chipping Bathurst burr until I went to Ag college and on to become a livestock agent. Commencing with Dalgety Farmers in 1994 at Swan Hill I was introduced to C.A.L.M. in my first year. I was our company's representative in Swan Hill whilst also covering the Mallee, Balranald and the Hay areas.

ATTENDEES

A sabbatical overseas for a year then stints at Naracoorte, Ballarat and now firmly ensconced in Ararat for the past 15 years. Three great kids and a wonderful and 'well organised' (bossy) wife and a great bunch of clients to work with plying my trade. Ararat is a great area to be an agent. Oh and a fanatical Bombers Supporter!

kelvin.donnan@landmark.com.au

Kerry Flanagan **Livestock & Property Agent,** **Grant Daniel and Long**



I have been working at Wandoan in the central southern highlands for close to 10 years. The last 7 years have been with Grant Daniel and Long. As well as having a passion for agriculture and particularly cattle I also enjoy fishing, shooting and horse races.

kflanagan@gdlrural.com.au

Kim & Rhonda Barnett **Owners, Miramoonna** **Pastoral Company**



Kim runs a family operation at Walcha along with his wife Rhonda. The operation incorporates a Merino stud, self-replacing Merino flock, an EU Angus cow herd, and cattle trading. Kim is a 5th generation grazer. The family were inaugural members of the Australian Independent Marketing (AIM) and have utilised Computer Aided Livestock Marketing (CALM) from its conception prior to it becoming AuctionsPlus. Through AuctionsPlus our stock has been sold to areas from Southern Queensland through to Kangaroo Island in South Australia. AuctionsPlus is used for the purchasing cattle.

miramoonna@gmail.com

Lauren Jones **Administration Officer,** **Australian Livestock & Property** **Agents Association**



Growing up in Sydney, I first pursued my interest in the agricultural industry by studying Agricultural Economics at university.

Working with ALPA for the past year has given me an appreciation for the vital role that stock & station agents play. It has been fantastic to be involved with the organisation of training and education for agents, particularly our auctioneer schools and the state and national Young Auctioneers Competitions.

hoadmin@alpa.net.au

Liz Pratley **Business Analyst,** **Hassad Australia**



Liz is a business analyst at Hassad Australia, where she has worked for the last 4.5 years. Liz grew up on a mushroom farm in Mittagong and has had a keen interest in agriculture ever since. Liz has previously worked in the grain industry and also within the chartered accounting sector.

Lockie Shaw **Agent, TB White & Sons**



I grew up on a potato, prime lamb and cattle farm at Newlyn vic. After high school I went to Longerenong Ag College at Horsham and studied an advanced diploma of agriculture. I have been with TB White for 18 months and in the industry for 6 years. Over the past 6 years I have gained my agents representative real estate, I hold a level 3 AuctionsPlus and also competed in two Victorian young auctioneers competitions. Outside of work I enjoy working on the farm and playing Footy.

lachlan@tbwhiteandsons.com.au

Luke Scicluna **General Manager,** **Davidson Cameron & Co**



Luke is the General Manager of Davidson Cameron & Co. He is at the forefront of coordinating our abattoir and feedlot sales, ensuring the best price is achieved for our clients. Luke is our principal livestock auctioneer and conducts majority of our stud stock sales across NSW & QLD. He is an accredited AuctionsPlus Assessor and a fully licensed agent.

lscicluna@dcco.com.au

Malcolm Hunt **Southern Zone** **General Manager, Elders**



Malcolm has 37 years in the agriculture industry including 27 years at Elders.

malcolm.hunt@elders.com.au

Mark Barton **National Meat & Livestock Manager,** **Landmark**



Mathew Larkings **Meat and Livestock, Landmark**



I started my career in the rural industry as a station hand for Clarke and Tait in QLD in 2005 straight from school, I have been lucky to have worked with and for some great people all across Australia. I spent 5 years running my own contract mustering business and started with Landmark in Rockhampton in 2011. I am currently based in Orange, Central West NSW with my fiancé Tonielle and 1 month old daughter Mackenzie.

mathew.larkings@landmark.com.au

Matt Pedersen **Executive General Manager, Ruralco**



Matt has over 27 years experience in the Australian agriculture industry with a career extending across sales, marketing, management experience in wool, exporting, livestock, real estate, merchandise, finance, insurance, grain trading and water.

Matt has held various senior positions within the Ruralco Group including Managing Director of Primaries of WA, and Southern Regional Manager for Ruralco – WA, SA and Victoria.

With significant experience within the Australian wool industry, Matt was President of the National Council of Wool Selling Brokers Association and their representative on the Australian Chinese industry working group.

mpedersen@ruralco.com.au

ATTENDEES

Megan & David Laidlaw Owners, Argyle Station, Victoria



Megan and David Laidlaw own and operate Argyle Station in Western District Victoria. President of the Melbourne University Alumni Council, David Laidlaw is a partner at Maddocks, a law firm specialising in corporate and government law. David has previously acted as a consultant to the World Bank and AusAID on legal development issues in the Asian region and is a founding member of ADVOC Asia Board. He has also served on the Federal Attorney General's International Legal Services Advisory Council.

david.laidlaw@maddocks.com.au

Melissa Scardino General Counsel & Company Secretary, Hassad Australia



Mel is the General Counsel and Company Secretary and has been a part of the Hassad Australia team for the last three years. Originally a city girl, Mel instantly fell in love with the fresh air of the agriculture industry and enjoys getting hands on at the company's farms. As the company's lawyer, Mel is responsible for all legal aspects of the business, and all compliance and governance matters.

Mel previously worked in-house for various real estate focused companies and also in private practice.

melissa.scardino@hassad.com

Michael O'Brien O'Brien Brigalows Past. Co P/L



Michael O'Brien is a third generation farmer and grazier from Walgett in North West NSW. With wife Annie and children, Tom and Millie, the family partnership breeds Dohne sheep, Angus cattle and dry land farm cereals and legume crops. Macquarie Stud and Te Mania Stud are the bloodlines used for the sheep and cattle production and no till farming systems dominates the cropping country.

Trading as O'Brien Brigalows Past. Co P/L, the family have been frequent users of AuctionsPlus I recent years ably supported

by Walgett agents Clemson & Hiscox & Co in both buying and selling sheep and cattle.

obkincora@bigpond.com

Michelle Jamieson Owner, Bob Jamieson Agencies



Michelle Jamieson manages the family beef cattle farm in Inverell with her husband, Bob. She began her working life as a travel agent in Moree, before she, husband, Bob, and three sons, moved to Inverell in 1989. Michelle and Bob commenced operating Bob Jamieson Agencies, a Stock and Station Agency in 1992. They started their love of the land with their first farm in 1996. Rivendell has been home since 2003.

shellyjam@hotmail.com

Mick Collings National Sales Manager, Allflex Australia



Mick Studied Wool & Pastoral Science at UNSW, then spent four years as the NSW Dept of Agriculture Sheep & Wool Officer at Moree followed by two years running his own sheep management & consultancy business. The past 25 years has been spent in a variety of sales, marketing and management roles with Farnoz, BASF, Nufarm and McGregor Gourlay Ag Services at Goondiwindi. Most recently, three and a half years as the National Sales & Marketing Manager for Allflex.

mick.collings@allflex.com.au

Mick Hay Managing Director, Rimfire Resources



Mick Hay is the Managing Director of Rimfire Resources. Alongside specialist recruitment services, Rimfire has also developed the Agribusiness Salary and HR Review as well as Grad-Link, a program for agribusiness graduates looking for promising careers in agribusiness. Both of these products complement the broad range of consulting solutions that Rimfire also offer.

Mick grew up in North Queensland and worked across many agricultural sectors prior to his current career in HR. He attended UQ where he studied Applied Science and also holds a post Graduate Diploma in Agribusiness from Monash University. Mick is very committed and passionate about this great sector, the people that work in it as well as the next generation that will drive it.

mhay@rimfireresources.com.au

Miles Archdale Partner, Landmark Boultons



Miles was born in NZ and despite his parents seeing the light and moving to Australia, he is an ardent to fanatical Crusaders and All Blacks supporter. When Miles is not playing golf, he is a partner of Landmark Boultons which followed a life on the land on his family property in the Walcha district. He has one wife and believes that's enough and 3 sons. He is proud of the fact that Landmark Boultons Walcha sold the most cattle with AuctionsPlus in 2014.

miles.archdale@jfboulton.com.au



ATTENDEES

Nathan Purvis
Director, Colin Say & Co



Coming from Grenfell in the states South West from a five thousand acre mixed farming enterprise of cropping, fat lamb production and a Murray Grey Cattle stud, Making the move to Glen Innes and joining Colin Say & Co Pty Ltd in 2003 as a new venture then in 2007 at twenty-five became a principal of the business and hasn't looked back.

nathan@colinsay.com.au

Neal Elliott
Agent, Landmark



In 2005, Neal took up the position as Livestock salesman with Landmark based in Cunnamulla S.W. Queensland (an area often referred to as Heartbreak Corner), covering an area nearly half the size of Victoria, stretching from Bollon to the East, Thargomindah to the West, Wyandra to the North, Hungerford along the Qld/ NSW border in the South and further out to Tibooburra servicing clients selling sheep & cattle.

Originally from Winton (Western Queensland) a town known as the birth place of Qantas & home of Waltzing Matilda, his family owned properties running merino sheep & cattle and from a young age soon learnt like everyone else did that getting rain on the land was like winning the lottery & certainly made life in the bush a whole lot easier.

neal.elliott@landmark.com.au

Nick and Wendy Speer
Directors, Steelchief Industries



Nick and Wendy own a garden shed, aviary and cubby house manufacturing business located in Ballarat. Servicing Melbourne, Adelaide, Sydney and regional areas. They also have a strong interest in the rural industry with Wendy's family (3 generations) farming in the Western District Victoria.

nickspeer@steelchief.com.au



PROUDLY SUPPORTING
AUCTIONSPLUS



AuctionsPlus

www.landmark.com.au



Livestock

Ruralco

WE'RE HERE FOR AUSTRALIAN FARMERS™

The Ruralco network of livestock businesses has served the needs of customers across Australia for generations. Specialist staff provide expert advice and assistance with livestock marketing and procurement. Their knowledge and experience in local markets means you can trust them to deliver the highest standard of service. Backed by the strength of a national network our businesses deliver the most effective solution for your livestock requirements.

Partners include: BRAC, GVL, Primaries, Northern Equine and Property, Saffin Kerr Bowen, Rodwells, DAIRY, Davidson Cameron & Co, Frontier, PLATINUM Livestock, QUEENSLAND RURAL, R-B, Rodwells, SEJ, Roberts, SB B, GNT, SOUTHERN AUSTRALIAN LIVESTOCK PTY LTD, TERRITORY RURAL, TERRITORY RURAL.

™ WE'RE HERE FOR AUSTRALIAN FARMERS is a Trademark of Ruralco Holdings Limited

WWW.RURALCO.COM.AU

ATTENDEES

Nick Thompson Head of Sales, Bindaree Beef Australia



Nick Thompson grew up on his family's mixed cattle and sheep farm east of Bathurst. After studying Ag Ecos at Sydney university, Nick started in the meat game with a smaller premium beef and lamb export company where he took up the role as sales to the Middle East. He then transitioned to Sanger Australia where he has spent the last 8 years in various roles and now holds the position of Head of Sales for the newly formed Bindaree Beef Group.

nick.thompson@sanger.com.au

Olivia Shelley Accountant, Gunn Agri Partners



Olivia Shelley is the Accountant for Gunn Agri Partners and has been there since Dec 2015. Although this is Olivia's first role in the Agriculture industry, her mother was raised on a family finca in Toledo, Spain so she has always had an interest in this area. Outside of work interests include, Keeping fit, reading and taking care of her two young children.

olivia.shelley@gunnagri.com

Pat Gunston Business Manager, Allflex Australia



Pat is the Business Manager for Allflex Australia responsible for all non-Allflex brands, such as SCR, ALEIS, etc. Pat also manages new and emerging business and products, such as Tissue Sampling Technology, plus Government relationships, such as NLIS, state DPI's. Etc

Pat completed a trade and studied a diploma of electrical engineering in Central QLD. He joined the industry, as an electronics technician involved in the design, manufacturing and support of customised computer technology designed specifically for meat processing and livestock sectors. He became a project manager working for Aus-Meat, AMLC and MRC and managed projects associated with Cattle hide improvement, Co-product improvement and animal identification technology.

Pat led the studies undertaken to define the NLIS cattle scheme. He was Australia's representative for the International Standards for RFID for animals.

Pat joined Allflex in 2002 as their senior technical manger and has gone on the undertake several senior management roles with local and international responsibilities.

pat.gunston@allflex.com.au

Paul Besgrove Livestock Operations Manager, Hassad Australia



As "Livestock Operations Manager" for Hassad Australia my main roles are to facilitate all the company's livestock sales & purchases domestically, along with the management of the company's livestock inventory.

I have had a lifetime in the livestock industry growing in Forbes the son of a Stock & Station Agent.

I started my working career with Dalgety Winchcombe FGC in 1984, progressing through the ranks to become Branch Manager in Nyngan in 1988. I Conducted my first "C.A.L.M" (Computer aided livestock marketing) sale in 1987 and have been an active buyer & seller ever since.

In 1989 I relocated to Dunedoo in NSW and commenced work with private agents Milling Stuart P/L where I was employed for 17 years as Livestock Manager. I then moved onto Bydand Pastoral Company as Livestock Marketing Manager in 2005. Bydand were instrumental in the setting up of Hassad Australia in the initial years of the company which made for an easy transition to Hassad Australia in 2011.

Having been involved with Hassad since its inception I have had to purchase many thousands of sheep and cattle for new aggregations as they came on board in the company, having a tool such as AuctionsPlus available to me has been incredibly invaluable.

paul.besgrove@hassad.com

Paul Porter Owner, Mywurlie



Paul Porter. 5th Generation farmer on a 13,000 ha property on the Hay Plains running sheep, cattle, irrigated crops and drying farming.

Has three daughters, one of which is a Market Operator at AuctionsPlus. Horse racing enthusiastic, watch out for Maxport!

mywurliepastoral@bigpond.com

Paul White Chairman, Ray White



Paul White is a third generation leader of the Ray White Group and is Joint Chairman of Ray White and Chairman of Ray White Rural and Livestock. Paul managed the expansion of Ray White to areas outside of Queensland and the change from a company owned business into a franchise structure, gaining accolades for his work in assisting the growth of the company into Australia's leading real estate company.

Prior to joining the Ray White business Paul had worked in rural Queensland, owning and running a cattle and grain property in the Condamine district.

This, along with his rural upbringing, led him to a love of the land and passion for real estate in country Australia. In 1994, the Ray White Rural and Livestock business was born.

pwhite@raywhite.com

Peter & Julie Donnelly Owners, Glen Innes Property



Glen Innes regional property owners of a livestock production and a Charolais Stud, both Peter and Julie grew up in Glen Innes on their parents' properties. Peter runs their property operation and Julie has been member of the administration staff at Colin Say & Co Pty Ltd Glen Innes for thirteen years.

office@colinsay.com.au

Peter Daniel Managing Director, Grant Daniel Long



Peter Daniel is the Managing Director of Grant Daniel Long, a Ruralco joint venture. He has been a livestock agent for 29 years and is still learning.

ATTENDEES

He is based in Dalby covering from Darling Downs to Alice Springs. He loves the opportunities the industry has to offer and also enjoys racing horses and socialising.
pdaniel@gdlrural.com.au

Peter Frawley Ex-Managing Director, AMLC



Peter T. Frawley was born and bred in Queanbeyan NSW and is a graduate of both the Melbourne and Australian National Universities. He worked for the Australian government in Canberra and Washington between 1961 and 1975, before being engaged by CSR Limited as an Export Manager in the Sugar Division until 1985. In that year he was appointed Managing Director of the Australian Meat and Livestock Corporation but moved back to the private sector in 1989 when he was made Managing Director of MQF Pty Ltd, then the largest pig slaughterer and ham, bacon and smallgoods manufacturer in Australia. He returned to CSR when appointed Executive General Manager, Sugar in 1993, where he remained until he retired in mid-1998. He subsequently became a consultant specialising in the agricultural sector as well as a professional company director.

Among the many challenges Peter has faced in recent years he was Chairman of Hassall and Associates, the Beef and Cattle CRC and Livecorp as well as a Director of the Queensland Sugar Corporation and Animal Health Australia. Peter is now fully retired but still loves long lunches and catching up with former colleagues.

peter@frawley.com

Peter Prosser Managing Director, Prosser Hutton Pty Ltd Mungindi



Born and bred at Harden Murrumburrah. Started working career at Newmarket Saleyards Vic in 1980 with postings at Benalla, Wodonga, Kyneton, and Bordertown and Naracoorte in SA, Then moved to Mungindi in Northern NSW have been operating with my wife Sally our own Stock & Station and real estate agency for the past 21 years.

While at Naracoorte purchased sheep for a client in one of the original video auctions that was conducted by NELCM

in the Naracoorte town hall, have actively used AuctionsPlus since the late 1990's, since our main business is store sheep in a traditional breeding area AuctionsPlus suits our clients as our nearest major saleyard is 500km away.

Interests include golf, watching rugby league and spending time at Tenterfield where we have purchased property with the intent to retire there.

prosserh@bigpond.com

Peter Rollason Southern Zone AuctionsPlus Manager, Elders, Pakenham



Peter has spent 35 years in Agency through Victoria and southern NSW with the last 10 years specialising in A+ assessing and training.

peter.rollason@elders.com.au

Peter Rookyard Director, Woolandgidgee



Peter boarded at Hurlstone Agricultural High School before graduating from the University of NSW with a BSc degree in Wool & Pastoral Science.

Originally from the family farm "Thorndon" near Dunedoo in the central west of NSW, Pete started his career in the wool industry with the wool buying company of Booth Hill & New. Subsequently, he was employed to buy for Samsung, the then largest wool garment manufacturer in the world. Pete now has his own company, purchasing wool for a number of exporters. In addition, he manages the show floor operation for a number of wool brokers at the Sydney wool auctions.

p.rookyard@bigpond.com

Phillip Butt Owner/Director, Butt Livestock & Property



Phill is a licenced Stock & Station Agent and Auctioneer. Since Oct 2013 Phillip and his wife Sally have developed a successful family Livestock & Property operation in Yass.

Phill has been in the livestock industry for over 20 years and an Agent in the Yass and Young regions for more than 12 years. When not discussing livestock Phillip enjoys good red wine, rugby and chasing the odd cod around Burrinjuck dam.

phill@buttlp.com.au

Phillip Ridge Owner, Jandra Pastoral Co



I was raised on Tuncoona a sheep /cattle property North West of Bourke. After leaving school I worked on the family station, travelled and worked abroad, and after time as an overseer on a Riverina station, I moved to Jandra (my mother's family's property) on the Darling River near Bourke, initially as manager and now as owner. My wife and I have raised four sons - all contributing to the station's workload. Our passion is for Merinos which we run on our three properties - especially to further optimize meat / wool production. Lately we have introduced Wagyu genetics into our Angus cross herd, an also exciting project. Rangeland goat harvesting is a supplementary enterprise.

jandra.stn@bigpond.com

Richard and Janet Doyle Owners, Malgarai

Richard and Janet Doyle run a cattle trading business from their property "Malgarai" on the Macintyre River at Boggabilla on the NSW/QLD border. The Doyles principally buy young cattle and grow them out for the Domestic and Export Feeder markets in Southern Qld and Northern NSW. They are also involved in a supply alliance program with one domestic supermarket co-ordinated by Objective Livestock Marketing.

The Doyles were earlier adopters of sale by description being involved initially with NELCM in the late 1970's, then CALM and now AuctionsPlus. They have worked with Dennis Scanlan, Mike Donnelly and Danny and Andrew Wilkie over that period to refine their livestock marketing strategies. They have used AuctionsPlus as a vehicle for selling and buying cattle over that time.

andrew@objectivelivestock.com

ATTENDEES

Richard Braham
Manager, Jeogla
& Wollomombi Station



Richard is the Manager of Jeogla and Wallamumbi Station. He firstly jackarooed on the property 30 years ago before he travelled and worked extensively overseas. He is a graduate from Marcus Oldham College in Geelong. The property is a large cow/ calf operation. The progeny are grown into feeder weights and they are sold through its' 2 annual on-property interface sales which have been linked to CALM and AuctionsPlus for the last 30 years.

jeogla@rochegroup.com.au

Richard De Fegely
Partner, De Fegely Partnership



Rich works on the family business at Ararat in western Victoria. Prior to returning to the family business he worked on properties in NSW, Western Australia and South Australia that ran sheep, cattle and or cropping. He then went on Marcus Oldham Ag College prior to joining the family business. The family business runs a prime lamb and cropping operation along with trading operation. Rich manages the trading operation which is largely carried out on AuctionsPlus. He is also a member of the Southern Australian Meat Research Council.

richdefegely@gmail.com

Richard Eldershaw
Livestock Manager,
Rangers Valley Feedlot



Richard Eldershaw, Livestock Manager at Rangers Valley Feedlot, Glen Innes, NSW, Australia's only feedlot specialising in long fed angus and wayu. Congratulations to AuctionsPlus for achieving this milestone, and well done to the brave visionaries who started it all in the 1980's, particularly David Wright.

richarderic5@bigpond.com

Richard Murphy
Livestock Buyer,
Bindaree Beef Australia



Richard has worked for Bindaree Beef since 2010 after moving from his family farm in South East Queensland. In that time he has worked in various roles with the company including the Livestock office, Domestic meat sales before moving the Livestock buying team in the last 2 years. Richard covers the Tamworth and Gunnedah markets as well as servicing this area in the paddock.

richard.murphy@bindareebeef.com.au

Richard Royle
Director, Colliers International



Based in the Sydney CBD office and specialising in the sale of rural properties and agribusinesses. Having transacted \$1billion in real estate sales since 2005. Industry qualifications include Stock & Station Agent, Auctioneer and Real Estate Agent. A vast experience in not only business and real estate but also first hand experience of working rural properties through family involvement and ownership in businesses with sheep, cattle, cropping and the wine industry.

Held senior positions in real estate sales and business management companies. Established my own real estate companies from the ground up. Built a vineyard in the Hunter Valley, which worked in conjunction with our hotel establishment and cattle enterprise.

Manager of the largest privately owned bus company in Australia. (Royle family owned/operated for 87 years). Worked my way from station hand to head stockman in the Northern Territory and Kimberley.

simon@logicallivestock.com.au

Rick Kernke
Backgrounding Manager,
Bindaree Beef



Rick has been with Bindaree Beef for the last 4 months as Backgrounding manager. This includes the management of 20,000 head of background cattle from purchase onto backgrounding properties through their growth stages and then the weekly supply into and out of Myola Feedlot. Rick has also spent time in livestock logistics and has managed properties on the Darling Downs, Far Nth Qld and the New England after receiving his Bachelors Degree in Applied Science (Rural Technology).

rick.kernke@bindareebeef.com.au

Rob and Anna Mulligan
Owners, Salway



We run our family property "Salway" near Walcha in the New England of NSW with our three young daughters Olivia, 5, Sophie, 3, and Isobel, 7 months. Our business is a mixed grazing enterprise of both sheep and cattle, focusing on breeding feeder steers and prime lambs for the domestic market. We have recently introduced composite ewes to the flock and are moving towards a predominantly Angus x Hereford herd.

malpasriver@bigpond.com

Rob Galton
Owner, Galton & Co Gunnedah



Previously worked for landmark in Bourke and Gunnedah now established in Gunnedah with his wife, Prue. Robs interests include fishing.

admin@galtonandco.com.au

ATTENDEES

Robbie Sefton Founder & Managing Director, Seftons & Associates



Robbie is the managing director of Sefton & Associates. She leads the team and specialises in facilitating groups through contentious and challenging issues. A producer of wool, meat and grains, Robbie is one of the recipients of The Australian Financial Review/Westpac 100 Women of Influence Awards (2015), an inductee to the Australian Business Women's Hall of Fame (2014), a graduate of the Australian Rural Leadership Program, and the RIRDC NSW Rural Woman of the Year (2002). Robbie is also a member of numerous boards and advisory groups for governments, businesses and not-for-profits. Since 1990 she has lived, worked and travelled all over regional, rural and remote Australia as a rural leader and advocate. She is known and respected by farmers, agribusiness, Ministers, and people at all levels in between.

robbie.sefton@seftons.com.au

Robert Bolton Southern Operations Livestock Manager, Ruralco



Rob Bolton is the Southern Operations Livestock Manager for Ruralco Holdings Ltd based in Bendigo Victoria. In a career spanning over 45 years, Rob has worked in both Vic & NSW in livestock sales and as an Auctioneer. He is also a past Director of AuctionsPlus.

rbolton@rodwells.com.au

Rod & Caroline Laidlaw Owner, Yallock Pastoral Pty Ltd



Rod Laidlaw is a fourth generation farmer from the western district of Victoria. He, partner Caroline and three grown up children run Yallock Pastoral Pty Ltd based at Tatyoon. It is a mixed farming operation producing prime lamb for the domestic market, wool and dry land cereals and oilseeds.

Rod is involved with the country fire authority at a regional level. He was a founding director of farmer owned grain

co-operative, Southern Quality Produce. Rod is passionate about sustainable agriculture and food production.

Caroline is the finance manager at the local Lake Bolac Bush Nursing Centre. Her family, the Milliar's, were early farming pioneers of the Victorian western district. She is passionate about agriculture, food preparation and is an avid sports fan.

yallaid@bigpond.com

Russell Hiscox Partner, Clemson Hiscox & Co



Established Clemson Hiscox & Co in Walgett in 2002. Started in agency with Dalgety Winchcombe in 1990 at Armidale, Crookwell and Walgett. I worked in Gunnedah in a Private Agency before moving back to Dalgety's Walgett 1995. Enjoyed Regional Australia married to Cath, 3 daughters from 11-16. Been an AuctionsPlus assessor for about 21 years.

russell@clemsonhiscox.net.au

Russell Jorgensen Manager, Grant Daniel Long



Russell has worked for GDL for 10 years, starting at the Dalby office. After finishing Ag College, he did 3 years in Dably before moving to Meandarra to manager the branch where he has lived for the last 7 years. Russell became a Level 1 AuctionsPlus Assessor in July 2012, and attends the Roma and Dalby store cattle sales every week.

rjorgensen@grantdaniellong.com.au

Ruth Forster Grazier, Gillawilla



Ruth Forster is the Wife of Gordon Forster, Mother of Market Operator Harriet Forster. Domestic Goddess and Golfer.

forstergr@gmail.com

Ryan Scetrine Territory Manager, Allflex Australia



Based in Orange, NSW, I have been with the company for the past seven years. Previous to Allflex I worked for Rodwells Kilmore and Midfield Meats in Warrnambool. I enjoy sports; in particular AFL, water skiing and farming. I enjoy meeting new people and exploring new places.

ryan.scetrine@allflex.com.au

Sally Butt Owner/Administration & Real Estate Sales, Butt Livestock & Property



Sally is a licenced Stock & Station agent and business partner with husband Phill. Sally is responsible for the day to day (and all night) operation of the family business. Sally has been in Yass and the rural industry for 15 years and has enjoyed the challenges, new experiences, skills and rewards that come from running your own business. Mother, wife, business owner & volunteer for the local preschool Sally looks forward to any time away with friends, family, wine, food and fun.

phill@buttlp.com.au

Sally Rutherford Landmark Boultons



Sally was brought up on a grazing / farming property at Purlawaugh between Coonabarabran and Quirindi. After attending boarding school in Sydney she studied Physiotherapy at Sydney University before finding her first job in Wellington NSW.

She now has a private practice in Walcha which has been operating for more than 20 years. We have three children who have all left home and also run a grazing enterprise in Walcha.

miles.archdale@jfboulton.com.au

ATTENDEES

Sally White
NSW Central Business Manager,
Fairfax Media



As NSW Central business manager for Fairfax, Sally manages a group of 40 newspapers across Sydney, central and western NSW including The Land. Originally from a farm at Moree in North West NSW, she has spent most of her career in rural media including as editor of The Land and general manager of FarmOnline - Fairfax's network of ag news websites.

sally.white@fairfaxmedia.com.au

Sam Ryrie
Supply Chain Manager, Sanger



Sam is the Supply Chain Manager for Sanger Australia and Bindaree Beef and has been with the group for the past 12 months. Originally from a mixed farming property at Narromine NSW, Sam has held roles throughout the beef supply chain from livestock agency, live export, lot feeding and domestic / export beef sales. Sam's main focus is the alignment of Bindaree Beef Groups branded beef programs with their cattle supply channels.

sam.ryrie@sanger.com.au

Sam Sewell
Agent, Ray White



Sam is a fully licensed Stock and Station Agent and runs the livestock marketing and sales department. He has been a member of the Ray White Livestock team since 2007.

Sam is a licensed auctioneer and AuctionsPlus assessor for both sheep and cattle.

sam.sewell@raywhite.com

Sarah Hiscox
Bob Jamieson Agencies



Once upon a time, a long, long, long time ago I was a Real Estate Agent. I am now the CEO of a crew of unruly misfits AKA my four fantastic little people and their menagerie of animals as well as wife of Ben.

Originally from Sydney, I grew up on the Central Coast, moved to Wongarbone near Dubbo, then Inverell and currently we reside in the small town of Ashley, North of Moree.

sarah.hiscox@hotmail.com

Sarah Whinney
Owner, Mount Hamilton Pastoral Co



Sarah and her husband, Tom, are the co-owners and managers of Mount Hamilton Pastoral Co, a prime lamb, cropping and cattle business located at Nerrin Nerrin in Western Victoria. Sarah grew up nearby and has always enjoyed being a part of a farming business. She studied AgSci/Commerce at Melbourne Uni before working with NAB Agribusiness for several years and then moving to Mount Hamilton. Sarah and Tom now have three children and are enjoying working and living at Mount Hamilton. Sarah is also a director of ACE Radio Broadcasters and the local Lake Bolac Bush Nursing Centre.

Scott Bittner
Livestock Sales Consultant,
Pinkerton, Palm, Hamlyn & Steen

Scott has been a stock agent in the south east of SA for 9 years, the last 2 with PPHS. Having grown up on a cropping and grazing property on Yorke peninsula his love for working with livestock and people led to a career in agency

scott@pphs.com.au

Scott Cooper
Livestock & Property Marketing
Specialist, Landmark Gunnedah



Scott grew up Tenterfield in northern NSW and moved to Gunnedah 22 years ago back in the Dalgety days. Scott with his wife, Amy, and 2 children make their home on the rich Liverpool plains east of Gunnedah. Scott's interests include horses and cattle production.

scott.cooper@landmark.com.au

Shad Bailey
Director, Colin Say & Co



Director of Colin Say & Co., Shad grew up in Kempsey NSW. And completed higher school certificate @ Melville High School.

Headed west to Dubbo to fulfil lifelong dream to be an agent in January 1998.

Endured 6 years in Dubbo under 2 private firms.

Moved to Glen Innes in 2005 to further career, under Landmark. Here I studied to complete full agency licencing, also competed in the young auctioneer competitions and also started my AuctionsPlus assessing under the guidance of Bob Russ & Geoff Garland.

Commenced with Colin Say & Co. in 2008 and become a company director in 2009.

Shad became a level 1 professional assessor in 2010.

Have been working with AuctionsPlus the past 12 - 18 months with the assessor training - and mentoring up & coming assessors.

AuctionsPlus is an integral part of our business now - with 2 level 1 professional's.

It continues to help grow our business and only last year was awarded highest throughput of cattle in NSW (# 2 nationally) and 4th overall for both sheep and lambs.

shad@colinsay.com.au

ATTENDEES

Shane Bodiam
General Manager of Operations,
Hassad Australia



Shane is the Chief Executive Officer for Hassad Australia. Shane commenced working with Hassad Australia in 2011 as the Operations Manager of Grains. Hassad Australia currently has 14 operations in Australia, comprising approximately 300,000 hectares of pastoral and cropping enterprises. Shane is responsible for providing leadership and overall management of the existing Hassad Australia operations. A key focus of this role is in developing and implementing sustainable farming and grazing systems across the Hassad Australia properties, to ensure a quality product is produced in a long term sustainable and profitable manner.

shane.bodiam@hassad.com

Shane Madigan
Australian Livestock
& Property Agents



Shane was born and raised at Spring Ridge on the Liverpool Plains in NSW.

She has two children Angus and Pru. In her career she has been the Registrar at New England Girls School (NEGS), St Margarets Girls School Brisbane, Rose Bay Kincopal Girls School Sydney, Membership Manager RAS NSW, Administration Manager Grain Trade Australia Sydney and Registrar at Monte Sant Angelo Girls School North Sydney. Shane is married to Andy Madigan CEO of ALPA.

andy@alpa.net.au

Shauna Kleem
AuctionsPlus



Shauna Kleem is the wife of Rohan Kleem, Product Manager at AuctionsPlus. Originally from Melbourne, Shauna grew up in Sydney before travelling and working overseas for several years. Shauna returned to Sydney where she completed a Bachelor of Business and upon graduation, began her career in Human Resources.

rkleem@auctionsplus.com.au

Simon McKittrick
Agent, Logical Livestock Marketing.



I have been involved with AuctionsPlus as an agent and assessor since CALM some 20 years ago. I was schooled into the agency business through sale by description. It has been incredibly satisfying from a personal and industry perspective to see the system grow and mature into a simple yet sophisticated platform for the marketing of livestock in Australia. The rapid advancement in technology will continue to consolidate AuctionsPlus as the premier choice for livestock sales.

simon@logicallivestock.com.au

Simon Stahl
Chief Executive Officer,
Northern Co-operative Meat Company



Simon has worked in the Australian Meat Processing sector for over thirty years. He began his career with KR Darling Downs, a pork, beef and small goods manufacturing business based in Toowoomba, Queensland.

In 1992 he joined Oakey Abattoir, a division of Nippon Meat Packers Australia (NH Foods), working in roles including payroll, HR, IR and as senior accountant.

In 2003 he was appointed General Manager of NH Foods subsidiary, Thomas Borthwick & Sons Mackay, before transferring to NH Food head office in 2010 in the role of Group Innovation and corporate affairs manager.

Simon began his current role as CEO of Northern Co-operative Meat Company in 2012. NCMC is a farmer owned business, operating Beef, Pork and hide processing sites across Northern NSW.

Simon has a diploma in Commerce (Accounting Major) and is broadly experienced in the Australian meat processing sector. He currently sits on the AMIC processor committee (NSW), is a member of the National Beef Export Council and was elected to the AMPC board in 2013.

annabelle@cassino.com.au

Simone McPartland
Human Resource Manager,
Gunn Agri Partners

Simone McPartland is the Human Resource/Work Health and Safety Manager for Gunn Agri Partners. Simone is based in Regional NSW and has been involved in Agri business over the past 6 years with exposure to Dairy, Cattle, Grains, Horticulture and Forestry. Simone understands the importance of cherishing our team and helping them achieve their personal and business goals.

simone.mcpartland@gunnagri.com

Stephen Nell
CEO, Ray White



Stephen Nell has been CEO of Ray White NSW for 16 years. Stephen commenced his real estate career in his hometown in Orange. From there he joined the corporate entity, working in NSW and in New Zealand developing new business and servicing existing franchisees.

Stephen is able to draw on his experience in providing guidance and practical assistance in both the profitable running of an office and the successful sale of properties. Stephen is a licensed real estate agent, stock and station agent, business agent and auctioneer.

snell@raywhite.com

Steve Martin
General Manager,
Kerwee Lot Feeders



Steve is the General Manager at Kerwee Lot Feeders Pty. Ltd. on Queensland's Darling Downs. He operates an 11,100SCU feedlot and backgrounding operations to supply the high awarded Stockyard branded beef business. Specialising in long fed Angus and Wagyu production, they export into 16 countries and procure cattle from across eastern Australia. Prior to that Steve was the livestock and farm manager at Elders Killara feedlot for 8 years.

smartin@kerwee.com.au

ATTENDEES

Steve Ridley **Livestock Manager,** **Elders, Goulburn**

Steve has 41 years Livestock agency experience and a level 1 sheep and cattle assessor for many years. Auctioneer of stud, store and prime stock.
steve.ridley@elders.com.au

Susie Clarke **Beef Producer,** **Linlithgow Plains**



Antecedents: Pastoral/Mining Engineering.
Disrupted my archaeological ambitions to marry a farmer.
Became obsessed by the occupation myself!
We have been involved in two properties, one in western Victoria the other near Mount Gambier, SA.
On these two places we have undertaken, cow/calf breeding, grass and grain finishing our own livestock and buying weaners in. Self replacing sheep flock for wool production
Being involved developing Irrigation for cropping, dairying, prime lamb.
Since my husband died I have simplified life to running a cross bred cow herd in Western Victoria.
devonpark@bigpond.com

Terry Mitchell **Livestock Manager,** **Fletcher International Exports**



Livestock Manager for Fletcher International Exports. Have worked for the company for 23 years and been associated with A+ for the same time, so basically been around long enough to know that in this industry no one will ever be around long enough to know the lot.
From Scone in the Hunter Valley and like most from there have spent a lot my life riding horses campdrafting and polocrosse, Married to Emma with 3 children Hugh 8, George 7 and Lexi 5.
terrym@fletchint.com.au

Tim de Mestre **Chairman, Local Land Services**



Tim was appointed as Chair of the Local Land Services in January 2016.
The Local Land Services (LLS) is a modern regional service delivery organisation providing agricultural advice, natural resource management, biosecurity and emergency response services to regional and rural NSW. It will also be responsible for the new Biodiversity Act in early 2017.
Tim has previously held senior positions in agribusinesses such as Paraway Pastoral, Twynam Agriculture and Clyde Agriculture, as well as time located in SE Asia engaged by the IFC, AusAID and USAID as a value chain consultant. Tim still farms sheep and cattle in the Bungendore region of southern NSW.
timdemestre@gmail.com

Tim Drum **Agent, Riverina Livestock Agents**



Tim is a livestock agent at Riverina Livestock Agents with over 10 years' experience with livestock marketing solutions. He is an experienced licenced auctioneer and an accredited Level 2 AuctionsPlus assessor for sheep and cattle.
tim@riverinaagents.com.au

Tim Wright **Livestock Manager, Elders**



Originally from Orange, Tim has spent the last seven years working for Elders at Holbrook. Prior to this, Tim worked for Landmark throughout NSW and The Kimberley's, managed properties and rural operations such as the cattle division for FS Falkner & Sons. Tim has always been involved in agriculture as his father is an agent and has always owned/leased properties for their breeding and trading enterprises.
tim.wright@elders.com.au

Tiny Holly **Auctioneer, Have Gavel Will Travel** **Auctioneering**



Auctioneer for Landmark West Aust as well as own company "Have Gavel Will Travel Auctioneering". To date the company which is a corporate Auctioneering service I offer has raised over 18 million dollars for charity and community events. Born and raised in Walkaway West Aust. wool classer by trade but livestock industry for nearly 30 years. former state Polocrosse player and 0 goal Polo player.
Married to wife Grace 19 years and we have one daughter Montana who is 10. Love life and my work I do is far from a job I say it's my passion so consider myself with best job in Australia as I don't work and get paid for it.
havegavel.27@bigpond.com

Toby Locke **Executive Officer,** **Future Farmers Network**



Toby is Future Farmers Network newly appointed Executive Officer.
Toby originally hails from a beef and lamb property at Walcha in NSW and has a keen passion for agriculture, previously working in grazing, dairy and pearl farming.
With a Bachelor of Business Marketing under his belt, Toby's experience boasts travel public relations, technology and content management through his prior work with Professional Public Relations and an internship with Meat & Livestock Australia.
toby.locke@futurefarmers.com.au

Todd Clements **Director, Bowyer & Livermore**



todd@bandl.com.au

ATTENDEES

Tom & Antoinette Archer Owners, Rexton



Tom and Antoinette Archer and their boys Will, Jimmy and Angus operate a 4800ha rotational grazing property at Goondiwindi where they background steers and heifers for both the export and domestic markets.

Tom and Antoinette also work off farm, Tom having recently completed a 5 year stint as an operations manager with Hassad and Antoinette is a child health nurse in Goondiwindi.

Management is focused around regeneration of the soils and pastures to underpin a long term, profitable livestock business, this includes the use of Low Stress Stock handling principles.

andrew@objectivelivestock.com

Tom Brinkworth Owner, Watervalley Station



greg.cobiac@elders.com.au

Tom Madden Agent, TB White & Sons



Ballarat born and bred stock agent, currently working in the industry for approx. 10 years. I completed the RMA Cadetship in my late teens which travelled me across a lot of eastern Australia.

Often use AuctionsPlus as a successful marketing tool for store stock. Interests include sports, music and socialising.

tom@tbwhiteandsons.com.au

Tom Tanner Agent, Davidson Cameron & Co



Tom has recently returned to the DC Team after a year away at Marcus Oldham. He is an aspiring young auctioneer who has just been awarded a place as a finalist in the 2016 Young Auctioneers Competition and the Sydney Royal Show. Tom is our Quirindi livestock representative and is involved in paddock, feedlot and abattoir sales.

ttanner@dcco.com.au

Tom Whinney Owner, Mount Hamilton Pastoral Co



Tom and his wife, Sarah, are the owners and managers of Mount Hamilton Pastoral Co, a prime lamb, cropping and cattle business located at Nerrin Nerrin in Western Victoria. Tom has always been passionate about Agriculture initially jackarooing in Nth Queensland. He studied AgSci at Melbourne Uni before returning to Stanbroke Head Office, Brisbane. He then embarked on a farm management career in Western Victorian before moving to Mount Hamilton in late 2009. Tom and Sarah now have three children and are enjoying increasing the productivity of the property and driving the business forward.

sarahw@team.aceradio.com.au

Tom Wilding-Davies Livestock Account Manager Albury, Landmark

Tom is an A1 Cattle assessor who has been with Landmark for the last 4 years. He has worked prior to this in different sectors of the supply chain including Beef Production, Feedlotting and Meat Processing both here in Australia and in North America. He has a strong interest in the beef industry and comes from a cattle operation at Holbrook in Southern NSW.

tom.wilding-davies@landmark.com.au

IF ONLY THE IMPACT OF RESISTANT WORMS WAS THIS EASY TO SPOT

YOUR QUARANTINE DRENCH

Nearly two out of three properties tested had drench-resistant worms, so if you're buying in stock this year, having a sound quarantine procedure is vital in protecting your herd.^{1,2} Eclipse Pour-On; the only cattle pour-on registered to treat and control ML resistant roundworms.

ELIMINATING RESISTANT WORMS

See ECLIPSE product label for claims and directions for use. References: 1. Data on File ECLIPSE trials 2012-14. 2. Wonders (2016). What does anthelmintic resistance mean for worm treatment in cattle? Proc. 98th District Veterinarians Conference. Meril Australia Pty Ltd, Building D, 12-24 Talavera Rd, Macquarie Park, NSW 2113. ABN 53 071 187 266. ECLIPSE is a registered trademark of Meril Limited. ©2016 Meril Limited. All rights reserved. ECLP16.03.0055b

ATTENDEES

Tommy Warner **Managing Director, Landmark**



Tommy Warner is a U.S. citizen and has worked for Agrium for 13 years. Agrium, founded in 1931 and headquartered in Canada, is a global leader in producing, marketing, and distributing crop nutrients, crop protection products, seeds, livestock and merchandise products primarily in the United States, Canada, South America, Europe, Australia, Russia and China. Tommy was appointed to lead the Australian retail arm of the Agrium business in September 2013 as Managing Director of Landmark Operations which is headquartered in Melbourne, Australia. Landmark is the largest agriculture retailer in Australia employing over 1,700 employees in 350 locations across the country with about \$6 billion (AUD) of gross annual turnover.

In less than two years Tommy has led the transformation of Landmark leading to significant performance improvements across the business. He is an active member of the Australia Institute of Company Directors and serves on two boards in Australia.

Prior to arriving in Australia Tommy held various senior positions with Agrium retail in North America and also has extensive experience in the financial and accounting services industry. Tommy worked for Arthur Andersen LLP in Tulsa, Oklahoma (USA) for six years where he served as the audit manager on many significant public and private client engagements; mainly in the regulated electric utility, manufacturing, oil and gas, propane distribution, professional service and construction industries. While practicing public accounting, he obtained his CPA license and was actively involved with the Oklahoma Society of Certified Public Accountants and the American Institute of Certified Public Accountants.

Tommy graduated with a B.S. in Accounting from Oklahoma State University where he was a talented basketball player with the Oklahoma State Cowboys. He was a member of the 1995 NCAA Final Four Basketball Championship team and further played alongside some of the greats in the sport. Tommy has been married for over 16 years and has two children aged 11 and 8 who are enjoying life in Australia.

tommy.warner@landmark.com.au

Trent Thorne **Special Counsel,** **McCullough Robertson**



Trent has over ten years' experience acting for food and agribusiness clients in a wide range of commercial matters, including complex commercial disputes, financial, corporate and regulatory matters, negotiations, alternative dispute resolution and major pastoral property transactions. His skills in alternative dispute resolution, and as an advocate, are widely acknowledged.

He has conducted international arbitrations, lengthy trials in Queensland and acted for the resources sector, large property developers, major Government Owned Corporations, large corporate entities and major agribusiness entities.

Trent is vice-president of the Queensland Rural Press Club, a member of the Australian Lot Feeders' Association and Northern Territory Cattlemen's Association.

Tthorne@mccullough.com.au

Warick Clydsale **Branch Owner,** **Davidson Cameron & Co**



Warick is part owner of our Scone branch. He is responsible for conducting the weekly scone prime cattle sales held every Tuesday and the scone store cattle every third Thursday. Warick trades through all selling channels and is a fully licenced agent and accredited AuctionsPlus Assessor.

wclydsdale@dcco.com.au

Warren Johnston **State Livestock Manager,** **Roberts Tasmania**



Warren is the State Manager for Roberts Livestock in Tasmania and has been employed with the company for 23 years. Originally growing up on the NSW/QLD border, Warren worked for Dalgety Winchcombe FGC for 5 years before making the move to Tasmania. Warren is a level 1 Accredited Assessor for

AuctionsPlus in both sheep and cattle and is currently the Vice President/ Director of ALPA.

abarr@robertsLtd.com.au

Will Jeffreys **Domestics Sales Manager, Sanger**



Meat sales both Domestic & USA with Sanger Australia, have been with the company 11 years. Originally from Delegate in southern NSW & operates Delegate Station Past Co, a mixed beef, sheep & cropping enterprise in partnership with his brother.

will.jeffreys@sanger.com.au

Xavier Bourke **Agent, TB White & Sons**



Xavier attended St. Patrick's college, finishing in 2002. He began as a livestock agent with Landmark Korumburra in south Gippsland in 2003-2005. From 2006-11 Xavier was a livestock buyer with Woolworths supermarkets servicing Victoria and south east south Australia. He began with TB White and Sons in late 2011. Xavier plays local footy with East Point in Ballarat football league

tbwhite1@vic.chariot.net.au

Zoë Routh **Director, Centered Leadership Expert** **and Adventurist, Inner Compass**



Zoë is one of Australia's leading experts working with leaders and teams under pressure. A Leadership Mentor, Author of COMPOSURE, Speaker, Mentor & Adventurist, she has worked with leaders worldwide to develop grace under fire and improve their Reach, Relationships & Reputation.

zoe@innercompass.com.au

ATTENDEES

Ben Verrall
Director, Australian Lamb Company

Ben is the director of Australina Lamb Company and is also the Livestock Manager responsible for the procurement of all ALC livestock, overseeing a team of buyers which extends throughout southern New South Wales, Victoria, South Australia and Tasmania. Ben is also involved in the sales and marketing of all products including skins, offal and lamb and mutton cuts to all export and domestic markets. Ben's experience and expertise of over 21 years also extends to process and production innovation with a particular focus on new technologies emerging in the market place with an emphasis on opportunities in yield, efficiency and traceability.
bv@austlambco.com.au

Edward Wright
Owner, Wongwibinda Pastoral Co.



I am a 4th generation cattle producer from the New England tableland. Our family has been breeding cattle at Wongwibinda since 1885. I was one of the original producers to set up NELM, New England Livestock Market the forebear of New England Livestock Computer Market, which became the national programme CALM, the forebear of AuctionsPlus. I was president of the Cattle Council of Australia and a long time board member on CALM and the Beef CRC based in Armidale.
edward@wongwibinda.com.au

John Griffith
**Senior Agriculture Executive,
North Australian Pastoral Company**



Executive Director of NELCM for 7 years, MD of AACo for 13 years, MD of AustAsia for 6 years, current Director of NAPCO for last 8 years, foundation Director of Colly Farms Cotton for 4 years and a member of Committees of ALFA, MSA, and Livecorp. Agricultural involvement Brazil, Indonesia, Malaysia, Philippines and China. Absolutely thrilled by the success of CALM and AuctionsPlus - congratulations to Howard Gardner, Garry Dick and Anna Speer and their teams.
j-griff@bigpond.net.au





AuctionsPlus

Buy and Sell stock nationally