



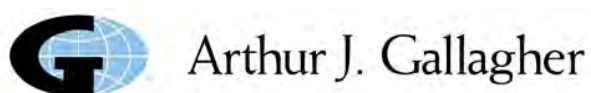
**AUSTRALIAN LIVESTOCK & PROPERTY AGENTS  
ASSOCIATION LTD**

*2017 Annual Report*





ALPA 2016-2017  
Platinum Sponsors



ALPA THANK OUR SPONSORS FOR THEIR  
GENEROSITY AND ASSISTANCE IN MAKING ALL  
OUR EVENTS AND TRAINING A SUCCESS

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Quadrant AgTours | RM Williams

Tenterfield Saddler

## 2017 ALPA NSW AND NATIONAL YOUNG AUCTIONEERS COMPETITION SPONSORS

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Front Cover: 2017 ALPA NSW and National Young Auctioneers Competition, RAS  
Sydney: 2017 ALPA National YAC winner Lincoln McKinlay, TopX, Gracemere  
QLD (L) and runner-up Jack Hickey, JM Ellis & Co, Hamilton VIC (R).

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# PHOTO INDEX

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\*Clockwise from top left-hand corner

## *Page Seven*

All taken at the 2017 ALPA NSW & National Young Auctioneers Competition Dinner.  
Chantal and Khan Horne, NAB Agribusiness with Ken McCaffrey, **McCaffrey's** Australian Livestock Marketing; ALPA CEO Andy Madigan with Company Solicitor Chris Zucker; NZ 2017 Young Auctioneer winner Madison Taylor; ALPA President David Corcoran with ALPA sponsor Terry Goodear, RM Williams; 2016 ALPA National Young Auctioneer Ronnie Dix, Elders with Mark Logan, RH Blake & Co and David Chadwick, AJF Brien & Sons; ALPA President David Corcoran with ALPA sponsor Brian Meldon, Tenterfield Saddler.

## *Page Twelve*

Prize gavels at 2016 ALPA Victorian YAC; 2016 ALPA Queensland YAC Charity Auction; 2016 Queensland YAC; 2016 ALPA Victorian YAC; 2016 ALPA Queensland YAC; ALPA President David Corcoran at 2016 ALPA Victorian YAC Dinner; 2016 ALPA Victorian YAC Dinner.

## *Page Sixteen*

ALPA WA Auctioneers School, Muchea; ALPA Industry Awareness Day, Wodonga; ALPA WA Auctioneers School, Muchea; ALPA NSW Auctioneers School, Sydney; ALPA Industry Awareness day, Wagga Wagga.

## *Page Twenty-five*

ALPA Victorian Auctioneers School Presenters, Dandenong; ALPA agents Paull & Scollard, Wodonga at NVLX; ALPA Industry Awareness Day, Griffith; ALPA agents Delta Livestock & Property at Wagga Wagga sheep sale; ALPA CEO Andy Madigan with ALPA Southern Regional Manager Liz Summerville at NVLX weaner sale; ALPA agents Landmark Wagga Wagga at Wagga Wagga sheep sale.

## *Page Twenty-six*

2017 ALPA National YAC winner Lincoln McKinlay, TopX Gracemere with runner up Jack Hickey, JM Ellis & Co Hamilton; 2015 ALPA & Fairfax Media Agency Award winner Kelvin Shelley, Australian Wool Network Geelong with 2016 ALPA National YAC winner Ronnie Dix, Elders Lucindale on the Quadrant Agtour to Western Canada and the Calgary Stampede; ALPA agents Rodwells & Co Wodonga at NVLX; 2017 ALPA NSW & National YAC; Ronnie Dix receiving the International Rookie of the Year Award at the Calgary Stampede; ALPA NSW Auctioneers School, Sydney.

## *Page Twenty-eight*

Allflex name tags at 2016 ALPA Queensland YAC Dinner; ALPA Staff, Shane Madigan and Speech Pathologists Lou Philpott and Eliza Galvin at 2016 ALPA Queensland YAC Dinner; 2016 ALPA Queensland YAC Dinner; ALPA Staff at 2017 ALPA NSW & National YAC Dinner; ALPA sponsor Gordon Martin (R) Jenny McDonald at 2017 ALPA NSW & National YAC Dinner.

## *Page Forty-two*

2017 ALPA National Young Auctioneers Competition Finalists; ALPA agents Rodwells & Co at VLE Pakenham; 2016 ALPA Victorian YAC; Lincoln McKinlay at 2016 ALPA Queensland YAC; 2016 ALPA Victorian YAC; ALPA Vice-President Warren Johnston at 2017 ALPA National YAC.



# *Notice of Annual General Meeting*

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NOTICE IS HEREBY GIVEN THAT THE  
ANNUAL GENERAL MEETING OF  
AUSTRALIAN LIVESTOCK & PROPERTY  
AGENTS ASSOCIATION LIMITED

WILL BE HELD AT

Stamford Plaza, 150 North Terrace, Adelaide

Friday 20<sup>th</sup> of October 2017

Lunch at 12 noon

Annual General Meeting at 1:00 pm

Members Seminar 1:30pm

AGM Dinner at 6:30 pm

Proudly Sponsored by



## ALPA BOARD

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Back row from left to right: Warren Clark, Warren Johnston (Vice-President), Peter Cabot, Dale Keatley and Ross Plasto  
Front row from left to right: Cyril Close, David Corcoran (President) and Chris Howie

Photo: ALPA NSW and National Young Auctioneers Competitions Dinner  
Sydney, 5 April 2017

*ALPA membership is a signature of professionalism in the industry*  
*Join the online conversation*



# DIRECTORY AT 30 JUNE 2017

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BOARD OF DIRECTORS	David Corcoran – President Warren Johnston – Vice President Peter Cabot Warren Clark Cyril Close Chris Howie Dale Keatley Ross Plasto	Delta Agribusiness Roberts Ltd Landmark Keith P Lanyon P/L TopX Australia P/L Elders Ray White Keatley Plasto & Company P/L
STAFF	Andy Madigan Lauren Jones Sarrah Corner Liz Summerville Andrea Lethbridge	Chief Executive Officer Administration Manager Administration Officer South Region Manager North Region Manager
AUDITOR	Michael Hargreaves MA Hargreaves & Co 2/24 Warringah Road MOSMAN NSW 2088	
SOLICITOR	Christopher Zucker Zucker Legal 137 Marius St TAMWORTH NSW 2340	
BANKER	National Australia Bank Level 3, 255 George St SYDNEY NSW 2000	
COMPANY SECRETARY	Andy Madigan	
REGISTERED OFFICE & PRINCIPLE PLACE OF BUSINESS	Suite 3, Level 6 2 Barrack St SYDNEY NSW 2000 Phone – 02 9262 6633 Fax – 02 9262 6422 <a href="http://www.alpa.net.au">www.alpa.net.au</a>	



# REGIONAL ADVISORY COMMITTEE MEMBERS

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## AS AT 30 JUNE 2017

### EASTERN REGION

Chairman	Ross Plasto Peter Cabot David Corcoran Peter Cox Geoff Rice Luke Scicluna Michael Wright	Plasto & Company P/L Landmark Delta Agribusiness Elders Langlands Hanlon Davidson Cameron & Co Schute Bell Badgery Lumby
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### NORTHERN REGION

Chairman	Paul Pratt Cyril Close Peter Daniel Colby Ede Paul Holm Stephanie Whitaker	Pratt Agencies P/L TopX Australia P/L GDL P/L Landmark Elders Burnett Livestock & Realty
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### SOUTHERN REGION

Chairman	Warren Clark Jarrod Bennetts Robert Bolton Warren Johnston Dale Keatley Jack Kelly Russell Mawson Ronald Rutledge Bradley Walker Damien Webb	Keith P Lanyon P/L Everitt Seeley & Bennetts Rodwells & Co P/L Roberts Ltd Ray White Keatley J & J Kelly Stock Agency P/L Landmark Elders Landmark Elders
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### WESTERN REGION

Leon Giglia Andrew Lindsay Geoff Shipp	Landmark Primaries of WA Elders
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# PRESIDENT'S REPORT



As we conclude another operating year for the association, in 2016-17 I am pleased to present my annual report in my third year as President. ALPA as an organisation, for what it stands for and how it operates under its constitution, I believe has continued to deliver real value to its members.

Being a member organisation, we strive to make a tangible difference in representing our members; dealing with concerns that they have that affect us now and into the future.

One of the great strengths I believe ALPA has is the calibre of our personnel who are an enthusiastic, committed, active staff and led by our CEO, Andy Madigan. Andy has continued to both overlap and utilise his strong relationships across a whole range of governments and industry bodies that can deliver real value to ALPA and our members. When changes occur in such areas as licensing, government regulations, livestock handling and a range of many other industry matters, we are well placed to both act and engage in the debate if needed.

Andy and ALPA are well supported by our state based regional managers, Andrea Lethbridge in the north, Liz Summerville in the south, and our dedicated staff in Sydney, Lauren Jones and Sarrah Corner, also to Amelia Honner who left ALPA in October last year.

During the past 12 months, the organisation has continued its focus on key areas that include;

- Development of the profession of livestock and property agents and its promotion as a

key component in rural marketing and business transactions across the land.

- Maintaining the integrity of the profession and developing ways of encouraging its strong image.
- Training of and encouraging participation to a high standard of young agents coming through our member businesses.
- Fostering relationships amongst member agencies and acting as a key provider of information affecting them.
- Developing strategies that promote industry best practice in relation to its members and their operations. e.g. animal welfare in sale yards.

Ongoing issues such as the push from some quarters for the introduction of RFID electronic tags in sheep are still high on the list as an issue affecting our members. The Victorian government has decided to implement a program and while its motives are somewhat unclear the real issue is how can it be logistically implemented. What is clear is that agents will be the key players in dealing with this change both in saleyards and as advisors and partners working with their clients to implement.

This issue continues to offer challenges to the agency world and ALPA is still very focused on trying to keep a balanced perspective on the debate. With several states having had recent elections the focus and urgency has, to a large extent gone off this debate and hence has allowed us and other industry bodies with sound credentials

the opportunity to keep some reality in place.

We as a body, continue to believe the introduction of mandatory tagging with electronic tags and the scanning to facilitate transfer will not best serve the needs of the industry and will be logistically and financially extremely demanding on agents to say the least.

No doubt there are challenges that arise in the quality of information that is being put forward by producers regarding their livestock. Agents, being the go to person, must help producers achieve the standard that is sought and required by industry.

We believe the continued promotion of the mob base movement program through accurate NVDs is still the best option. Processors have developed their systems to capture and utilise the relevant information on the NVD and to now move to an expensive replacement will serve no one.

With updated versions of NVDs being introduced in recent years with important changes that were partly promoted by our body, I believe the producers are slowly but surely getting better at being compliant.

ALPA celebrates 13 years as a national organisation representing the interests of agents across Australia. Beginning as the Stock and Station Agents Association, the new body has taken

the representation to a new level. Representing 1,200 member agents across the nation has this body well placed to act on their behalf.

Agency, I believe and the role we play in acting on behalf of our clients, is a great profession and we are constantly reminded of this both in our own personal businesses and also dealing with agents across the region, state and nationally.

To the various regional committees and our training groups, a big thank you. These individuals give up their time to help mentor and train the next generation of agents. We have recently implemented training programs that reflect a national approach and already the benefits of this more structured approach are visible. The results of their efforts are showcased each year in the various competitions around the states, as well as in the businesses they represent.

In closing I take this opportunity to thank the board for their support and efforts in guiding the agendas of the body and look forward to your continued involvement in whatever capacity is determined by the members.

David Corcoran  
ALPA President



# CHIEF EXECUTIVE OFFICER'S REPORT



It gives me great pleasure to submit my fourteenth ALPA annual report to members. ALPA is now in its thirteenth year as a national body representing agents across Australia. We truly are, a peak industry body.

Firstly, let me say, that it was of great comfort to the family and I with the expressions of sympathy and support conveyed to us in many ways with the passing of my wife Shane from cancer on 15 November 2016, aged 54. Shane enjoyed being a part of ALPA and loved the friends she had made because of ALPA. People have given our family so much support during our sorrow, that words cannot describe our gratitude. We sincerely thank you.

ALPA fronted the ACCC enquiry into beef and cattle markets on two occasions. ALPA also lodged nine submissions this past year on behalf of members to state and federal governments including;

- July 2016, Review of NSW Property Stock & Business Agents Regulations.
- August 2016, NLIS Sheep & Goats Victoria consultation paper.
- September 2016, NSW Bio Security Act.
- October 2016, ACCC Cattle and beef market study interim report.
- October 2016, Draft Action Plan – Improving the welfare of animals in Victoria.
- January 2017, Review of training for licensed occupations industry in NSW.
- March 2017, Review of the WA Auction Sales Act 1973.
- May 2017, Proposed Victorian Livestock Disease Control Regulations 2017.

- May 2017, Consumer Property Law Review Estate Agents, Victoria.

Through these submissions and meetings, ALPA continues to make our view and position heard. We continue to challenge regulatory bodies throughout Australia to deliver on their responsibilities. This is becoming increasingly more difficult as State funding for DPI and other agricultural services shrinks with the expectation that agents and others will fill this void.

During the past year ALPA has reached some significant milestones:

- ALPA revised and updated the Livestock Auction Terms & Conditions in February 2017.
- With support from Fairfax Media, Wagga Wagga Livestock Marketing Centre and the RMA network we were able to livestream the ALPA Young Auctioneers Competition in Sydney. Also, we live streamed Victoria and Brisbane EKKA right across the country. We had over 14,000 people view the Sydney competition from their computers and Facebook reached over 20,000 people.
- ALPA Facebook page has generated tremendous interest with over 3,400 friends.
- ALPA ran 21 schools and courses in NSW, SA, VIC and QLD delivering information and training to over 520 members and their staff.
- ALPA continues to oppose the mandatory introduction of RFID tags for NLIS sheep nationally.



We have been doing this for ten years now and all of industry have lost the argument in Victoria. We, along with other major players in the industry, strongly support the enhancement of the current mob based movement recording system, paper based with visual tags.

- ALPA members helped raise \$45,787 for the 2016 ALPA charity the Black Dog Institute.

ALPA has had tremendous support and legal advice throughout the year from our solicitor, Chris Zucker at Zucker Legal in Tamworth. We thank Zucker Legal for their judicious counsel and steadfast support. Our accountant, Michael Hargreaves, continues to have the prosperity and the future of the Association at heart.

Animal welfare is still a hot topic and one that will only get hotter. Education is paramount in achieving better animal welfare outcomes. People need to understand the difference between animal welfare, animal wellbeing and animal cruelty.

I thank the ALPA Board members for their dedication during the past 12 months. Our Directors are listed in the front of this report. I also thank members of our Regional Advisory Committees. Their time and valuable contributions assist ALPA achieve positive results within the rural sector.

David Corcoran as President has led ALPA in the same vain as past presidents and he has put ALPA first and stood up for all agents at all levels. His industry experience and knowledge has made him an ideal leader who represented ALPA

Members and has helped set our course into the future.

ALPA's staff deserve a special thanks and recognition. I thank them for their consistently high performance and the support that is willingly given to members and myself. Liz Summerville in the south is making sure ALPA is represented at all levels. Andrea Lethbridge in the north continues to forge strong links with industry bodies and our members and keeping a focus on current and arising issues nationally for ALPA.

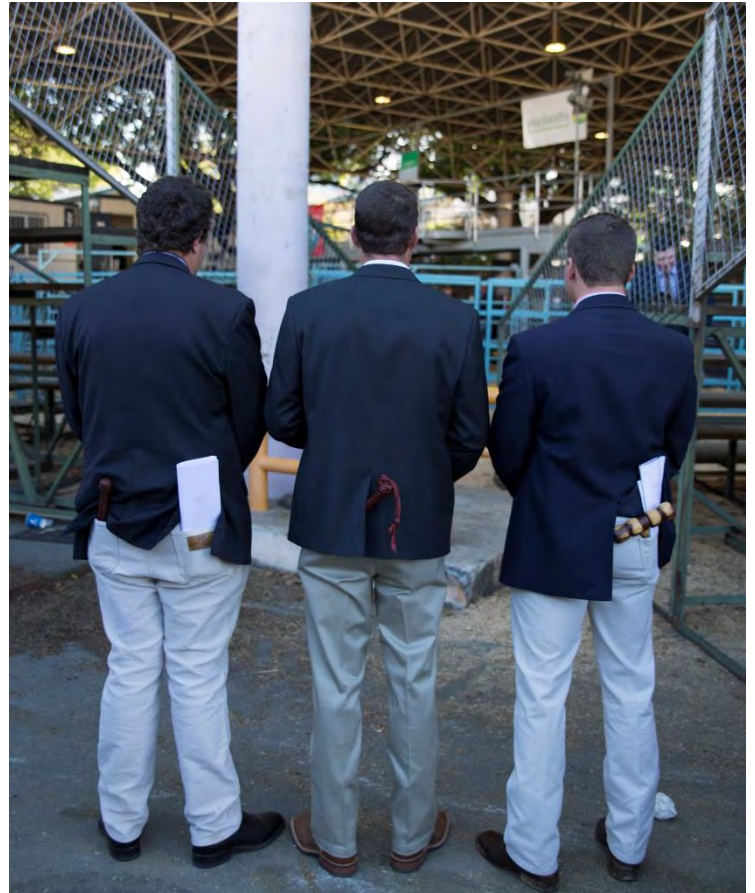
Both Lauren Jones and Sarrah Corner are a pleasure to work with and they ensure ALPA events are supported, professionally run and lots of fun for attendees. Amelia Honner who left us in September, Lauren, Sarrah, Andrea and Liz have assisted many members with all sorts of enquiries throughout the year with a friendly and helpful approach.

I would also like to take this opportunity to thank our sponsors who are listed inside the front cover. And most importantly you – our members. I thank you for your ongoing support.

I look forward to continuing to lead and work with the ALPA team. It is rewarding to see just how far we have come as a national united body. We are ready for the future. The respect of ALPA amongst industry is second to none and we are there for the long haul for the betterment of the livestock and property profession.

I hope to see you at the ALPA AGM in Adelaide on 20<sup>th</sup> October 2017.

Andy Madigan  
Chief Executive Officer





# EASTERN REGION ADVISORY COMMITTEE REPORT

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It has been a pleasure serving my third year as Chairman of the Eastern Region Advisory Committee. I would like to thank ALPA CEO, Andy Madigan and ALPA staff for their support during this time.

## Education

Continuing Professional Development (CPD) courses were run by ALPA all over the state, and attendance has been increasing this year. The courses offered were ALPA Industry Awareness Days and Auctioneers Schools.

ALPA ran Member Seminars in Tamworth, Forbes, Griffith, Wagga Wagga, Sydney and Armidale. These were attended by more than 220 members and the feedback was very pleasing. More of these are scheduled for this year, with up-to-date industry information and member services high on the agenda. ALPA also teamed up with REINSW and the Australian College of Professionals to offer other CPD Courses throughout the state, face to face and on-line.

ALPA ran three Auctioneers Schools – Wagga Wagga (July), Sydney (December) and Tamworth (June). The Sydney Auctioneers School was held at Inglis Newmarket complex in Randwick and was a resounding success. I would like to thank them for allowing us the opportunity to run this event there. This school doubles as the ALPA NSW Young Auctioneers Competition (YAC) Selection School. There was a strong field of participants vying for selection for the 2017 NSW YAC, as well as other attendees. Only 10 competitors can be selected, but it's great to see there is still a lot of

good, young auctioneering talent climbing the ranks.

I would like to personally thank the ALPA staff and to all who were involved in the organisation and running of these training courses. We are lucky to have such experienced people working with ALPA. Training and education is such an integral part of our industry and ALPA pride themselves on providing a consistent dissemination of information to all members, nationally. We are proud of the results of our training and education programs, whether it be shaping young agents or keeping those involved in the industry up to date.

## ALPA Young Auctioneers Competition 2017

Over 330 competitors, members, industry representatives and other guests came to the ALPA Young Auctioneers Dinner this year, which was held for the eighth year in the city. The night was well received by all; guests enjoyed their night at Dockside in Darling Harbour, with almost \$20,000 being raised for the John Logan Foundation.

The competition, on Thursday 5 April 2017, was another hard-fought battle, with 10 young auctioneers competing to be named 2017 ALPA NSW Young Auctioneer Winner. The winner this year was Hamish McGeoch, Landmark Wagga Wagga, and the runner up was Samuel Gemmell, Elders Cootamundra. The ALPA NSW Max Bailey Encouragement Award was presented to Will Stoddart, Elders Wagga Wagga.

I would like to congratulate all the competitors from this year's competition and thank all the sponsors, officials and volunteers for the smooth running of the 2017 ALPA NSW & National Young Auctioneers Competitions.

### ALPA & Fairfax Media Agency Award

The Eastern Region had two finalists attend the national judging of the 2016 ALPA & Fairfax Media Agency Award; Alex Croker, H Francis & Co Wagga Wagga and Samuel Hunter, Landmark Yass.

The national judging was held the morning preceding the ALPA AGM in Sydney. Alex Croker, H Francis & Co, Wagga Wagga NSW was awarded the 2016 ALPA & Fairfax Media Agency Award for his nomination. I would like to congratulate Alex on this achievement.

### Industry

During the next twelve months, once again, we will be faced with some serious challenges. I believe the two main issues will be animal welfare in saleyards and the imposing of Radio Frequency Identification (RFID) tags in the Victorian sheep industry.

Animal welfare in saleyards and during transport is coming under more and more scrutiny with major well-funded groups taking interest in the welfare of animals. We as an industry must insure a zero tolerance to mishandling of livestock. The live export livestock business has seen the evidence of what a media campaign can have on commodity prices where mistreatment of livestock was suggested.

National livestock identification in sheep is still gaining momentum in Victoria however, it has been now made mandatory to RFID tag all lambs and goats born after 1 January 2017. ALPA obviously opposes RFID and believes the paper based system can be 100% compliant if producers filled them in correctly.

With more overseas markets opening up under free trade agreements and record prices being received I believe that we will see strong prices continue for quite some time.

I would like to thank my fellow NSW committee Peter Cabot, David Corcoran, Peter Cox, Geoff Rice, Luke Scicluna and Michael Wright for their assistance over the past twelve months. Their time and valuable contributions assist ALPA in achieving positive results within the rural sector.

In NSW we are very lucky to have a great mix of youth and experience in which I have been able to call on at any given time with advice and help.

Ross Plasto  
Chairman





2017 ALPA New South Wales Young Auctioneers Competition winner Hamish McGeoch, Landmark Wagga Wagga (R) and runner up Sam Gemmell, Elders Cootamundra (L).



2017 ALPA New South Wales Young Auctioneers Competitors.







# NORTHERN REGION

## ADVISORY COMMITTEE REPORT

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It is with pleasure that I deliver to you, my fellow members, my first report as Chairman of the Northern Region Advisory Committee. It has been a pleasure and honour to have served on this committee for the past five years.

Well what a year it has been for our industry with the pricing we have witnessed over the past twelve months. Seasonal conditions have still been erratic with some areas receiving good rainfall and others missing out completely, remaining in severe drought conditions. The financial boost given to our producers with these increased values is certainly welcome after experiencing years of depressing prices and struggling to make ends meet. One can only wish that this current market situation could be considered normal and be around for many years to come.

### Education

There was a wide age spread of participants at this year's ALPA Rockhampton Auctioneers School in early June, with 28 years separating the youngest from the oldest. Across these ages, there was also a broad range of auctioneering experience amongst the group. Of the 22 participants, over one third were new to the industry and were there purely for the education experience and not the lure of the chance to be selected for the ALPA Young Auctioneers Competition.

All participants are to be commended for their enthusiasm demonstrated over the two days and there is no truer sentiment than "you only get out what

you put in". The marked improvement in everybody after their intensive two days of training, was testament to this.

The success of the school would not be possible without the contribution of the presenters who freely gave of their time. The Association would like to acknowledge Cyril Close, TopX Roma, Ken McCaffrey, McCaffreys Australian Livestock Marketing Rockhampton, Mark Scholes, Landmark Rockhampton, Harvey Weyman-Jones, GDL Dalby, Cameron Wilson, Elders Brisbane and myself.

The professional support provided by the two speech pathologists, Eliza Galvin and Lou Philpott is an integral component to the school program. The knowledge and experience they pass on is priceless.

### ALPA Young Auctioneers Competition

Technology came to the Ekka this year, with the livestreaming of the ALPA Young Auctioneers Competition. As the professionalism of our young auctioneers grows, so too does the calibre of the competition. The livestream exposed these young professionals far beyond the Ekka crowds, out to a worldwide audience.

The task of judging this year's competition was no mean feat with a closely contested competition. Congratulations to Jake Smith and Lincoln McKinlay, winner and runner-up who went on to represent Queensland at the ALPA National Young Auctioneers Competition in Sydney.

Participation in the ALPA auctioneers school, combined with hard work, dedication and consummate professionalism paid off for our Queensland young auctioneer Lincoln McKinlay who took out this year's ALPA National Young Auctioneer title. We look forward to following Lincoln's progress as he goes on to compete at the Calgary Stampede for the Canadian International Competition which will be a fantastic opportunity to showcase his talent on the international stage.

Together with fellow Queensland competitor Jake Smith, Lincoln and Jake brought home the NAB Agribusiness Team Shield, awarded to the state with the highest combined score. The last time Queensland had this honour was 2012. Congratulations to both gentleman who represented their state, companies and profession admirably. Both are extremely passionate about their vocation and it was great to see them reap the rewards.

The ALPA Young Auctioneers Dinner prior to the competition on the Thursday evening was a fitting curtain raiser to the competition proceedings. There was a record attendance with just under 200 competitor's friends, family and industry members attending. One of the highlights of the evening was the charity auction, with the money raised this year supporting The Black Dog Institute. Last year's competition winner Jake Passfield hosted the auction and successfully raised almost \$15,000. The auction would not have been possible if not for the generosity of those who donated items, for which ALPA is very grateful.

The success of these events would not be possible without the continued support of our many sponsors and the

Association is grateful for their contribution.

### ALPA & Fairfax Media Agency Award

Representation from Queensland in the ALPA & Fairfax Media Agency Award was unfortunately lacking this year. We congratulate the other states who put forward some worthy finalists. Congratulations to the winner, NSW agent Alex Croker.

### Industry

Many issues addressed by ALPA this year have been on the national front particularly the ACCC inquiry into the cattle and beef market. With just shy of half the nation's cattle herd and home to the country's largest processing plants, ALPA's representation on this issue had direct impact for Queensland members. ALPA participated in two face-to-face meetings with the ACCC, affording the opportunity to debunk some of the findings from the reports.

The last few months has seen urgency regarding the transitional arrangements for Johne's Disease and the continued regulatory approach adopted by NT and WA. New acronyms were learnt and we have been quickly brought up to speed with the requirements for J-BAS scores to ensure retention of market access into the NT and WA. ALPA has been commended by other industry participants for assisting in communicating these important changes.

There were big changes on the biosecurity front with the introduction of the Biosecurity Act on July 1, 2016. More and more responsibility is placed back onto the producer under the new legislative framework. All parties



now have a “general biosecurity obligation” which extends to the management of movements across the new tick line, which is a highly contentious issue.

I would like to thank my fellow committee members – Cyril Close, Peter Daniel, Colby Ede, Paul Holm and Stephanie Whitaker for their assistance and dedication throughout the year. Thank-you to Andy Madigan and all the ALPA staff for their effort,

support and dedication to our ALPA members and the broader industry. To Andrea Lethbridge our Northern Regional Manager, thank you very much for your continued hard work and the dedication you give to your position. The assistance you give throughout the year is very much appreciated.

Paul Pratt  
Chairman



2017 ALPA Queensland auctioneer's and selection school attendees at the Central Queensland Livestock Exchange, Rockhampton.





2016 ALPA Queensland Young Auctioneers Competition winner Jake Smith, Landmark Roma (R) and runner up Lincoln McKinlay, TopX Gracemere (L) with ALPA President David Corcoran.



2016 ALPA Queensland Young Auctioneers Competitors.

# SOUTHERN REGION

## ADVISORY COMMITTEE REPORT

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Parts of the southern region are enjoying one of the best seasons seen in many years. Good conditions coupled with historic high prices in most commodities mean the planets are aligned for continued success and in all my years in the agency industry, I cannot recall a time when things have been as positive as they are now. Who wouldn't want to be an agent at the present time??

I would like to pass on my thanks to the following fellow committee members for their support throughout the past year - Jarrod Bennetts, Rob Bolton, Warren Johnston, Dale Keatley, Jack Kelly, Russell Mawson, Ron Rutledge, Bradley Walker and Damien Webb.

Thank you to the ALPA staff and a special mention must be made to Liz for the work she does in supporting our members in the southern region.

### Education

Education in the southern region once again saw our members attend ALPA Industry Awareness Days in Corowa, Hamilton, Ballarat, Bendigo, Swan Hill, Wodonga and Auctioneer Schools in Dandenong, Bendigo and Naracoorte.

Our education programs cannot operate without the assistance of our course leaders, presenters and guest speakers. We are very privileged to have such a vast array of people to call upon throughout the year and I would like to thank the following people who have assisted at our schools this year: Jarrod Bennetts, Rob Bolton, Dean Coxon, Anthony Delaney, Tom Dennis, Nick Gray, Dale

Keatley, Adam Mountjoy, and Gordon Wood. The feedback we receive after running our education days are taken into consideration to continue to refine and build our courses to remain interesting and relevant to all our members. We are thankful for the support of Consumer Affairs Victoria who financially assist us in educating our agent members.

### ALPA Young Auctioneers Competition

After winning the 2016 ALPA National Young Auctioneers Competition at the Sydney Royal Easter Show, Ronnie Dix went onto win the Rookie of the Year award at the 2016 Calgary Stampede International Livestock Auctioneer Championship. Only one other Australian has won this award, Luke Scicluna and that was 20 years ago, so this is a real achievement for Ronnie.

The ALPA Victorian Young Auctioneers Competition in Pakenham continues to grow and has excellent support from the local agents, vendors and the buying fraternity. Ten young agents from all over Victoria competed in a very tight competition. The winner was Toby Newnham, Elders Swan Hill and runner up was Jack Hickey, JM Ellis & Co Hamilton (formerly Elders Camperdown).

Victoria hosted another successful dinner at the Hotel Windsor in conjunction with the ALPA Victorian Young Auctioneers competition and were very pleased that \$19,900 was raised for ALPA's chosen charity, The Black Dog Institute.



The 2017 ALPA South Australian Young Auctioneers Competition was held again at the Naracoorte Regional Livestock Exchange. We are very thankful to Tom Dennis and the local agents for their continued support of this event. There were five excellent competitors in this year's competition and the winner was Jack Coleman, Elders Jamestown and runner up Conor Lamond, Elders Burra.

The quality of young agents taking part in both the Victorian and South Australian state competitions are to be commended and if this is anything to go by, our industry is in good hands.

#### ALPA & Fairfax Media Agency Award

The Southern Region had two candidates attend the national judging of the 2016 ALPA & Fairfax Media Agency Award - Jeanette Laffan, Rodwells & Co Kilmore and Paul Kilby, Elders Roseworthy. Congratulations to Alex Croker from H Francis & Co Wagga Wagga who was announced the winner.

#### Industry

We were surprised as were many other key sheep industry players when the Victorian Government mandated RFID in sheep and goats. This decision continues to cause concern as there are still many unanswered questions on how a RFID system will work in Victorian saleyards.

Scanning in saleyards is due to commence 31<sup>st</sup> March 2018 which is fast approaching. We continue to urge the government to ensure the software and infrastructure are trialled and tested and not to compromise our staff OH&S and animal welfare obligations by this decision.

Animal welfare continues to remain a top priority for all ALPA members. We cannot afford to become complacent and best practice is to be followed in all manners of stock handling.

There has been a focus on biosecurity this year and this message was reiterated by Liz Summerville who visited Nepal in December to learn about foot and mouth disease (FMD). Sponsored by Wool Producers, Liz took part in the Foot and Mouth Disease Real Time Training and was overcome with the devastation of this dreadful disease. It is essential to ensure that Australia continues with good biosecurity practices to ensure this disease does not reach our shores.

We look forward to Adelaide hosting the ALPA AGM this year and we hope to see you there.

Warren Clark  
Chairman



2016 ALPA Victorian Young Auctioneers Competition winner Toby Newnham, Elders Swan Hill (L) and runner up Jack Hickey JM Ellis & Co Hamilton (previously Elders Camperdown) (R).



2016 ALPA Victorian Young Auctioneers Competitors.





2017 ALPA South Australian Young Auctioneers Competition winner Jack Coleman, Elders Jamestown (L) and runner up Conor Lamond, Elders Burra (R).



2017 ALPA South Australian Auctioneers School in Naracoorte.











# 2016 ALPA & FAIRFAX MEDIA AGENCY AWARD

The ALPA AGM Dinner includes the announcement of the ALPA & Fairfax Media Agency Award winner. The Award was inaugurated in 2005 in memory of Mike Nixon, a well-known and respected journalist and livestock commentator for Victorian rural newspaper, Stock & Land.

The ALPA & Fairfax Media Agency Award was originally incepted to reward excellence in livestock marketing. The award has, however

evolved to encompass all facets of agency marketing including livestock, wool, rural property sales, merchandise and insurance.

The successful finalist is awarded the Mike Nixon Shield for Excellence in Marketing, also a cash prize and a trip to the Calgary Stampede in Canada the following year with the ALPA National Young Auctioneers Competition winner.



2016 ALPA & Fairfax Media Agency Award winner,  
Alex Croker, H Francis & Co Wagga Wagga, New South Wales.







# DIRECTORS' REPORT

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## FOR THE FINANCIAL YEAR ENDED JUNE 2017

Your directors submit the financial accounts of the company for the period ended 30 June 2017.

2016 – 2017 Directors	Position	Attendance
Peter Cabot	Director	4
Warren Clark	Director	4
Cyril Close	Director	3
David Corcoran	Director	4
Chris Howie	Director	3
Warren Johnston	Director	4
Dale Keatley	Director	4
Ross Plasto	Director	3

### Directors

Names of directors holding office at the date of this report: Peter Cabot, Warren Clark, Cyril Close, David Corcoran, Chris Howie, Warren Johnston, Dale Keatley and Ross Plasto.

### Directors' Meetings

During the period, four directors' meetings were held and directors' attendance is noted above.

### Principal Activities

The principal activities of the association during the period were industry association advocacy. There has been no significant change in the nature of these activities during the period.

Specific short and long term objectives include:

#### Short Term

- Provide the best possible service to members
- Maximise and maintain membership
- Improve profitability and efficiency of company

#### Long Term

- Maintain financial stability of company
- Ensure facilities continue to cater for members' needs

### Strategy for achieving the objectives

- Attract and maintain quality management and staff.
- Be flexible and adapt to the changing environment of the company, economy and members demographic characteristics.
- To continually review and upgrade facilities and services of company.

#### Results

The operating surplus of the company for the financial period after provision for income tax was \$4,800 (2016 \$45,490).

#### Dividends

The company's Articles prohibit the payment of dividends.

#### Significant Changes in the State of Affairs

There were no significant changes in the state of affairs of the company during the period.

#### Matters Subsequent to the end of the Financial Period

There are no matters or circumstances to report.

#### Likely Developments and Expected Results of Future Operations

The directors expect no significant changes to the operations of the company in the immediate succeeding financial years.

#### Shares

No shares or debentures were issued by the company during the period. The company has no share capital and is a company limited by guarantee.

#### Environmental Issues

The company's operations are not subject to any significant environmental regulations under the law of the Commonwealth or of a State or Territory.

#### **Directors' Benefits**

No director has received or has become entitled to receive, during or since the financial year, a benefit because of a contract made by the company, controlled entity or related body corporate with a director, a firm which a director is a member or an entity in which a director has a substantial financial interest, with exception of payments made to Directors by way of reimbursement of out of pocket expenses incurred during performance of their duties as directors.

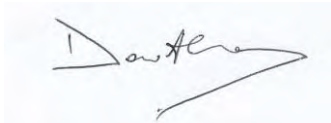


### **Directors' and Auditor's Indemnification**

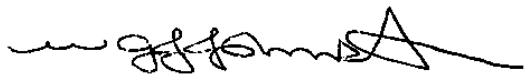
The company has not, during or since the financial year, in respect of any person who is or has been an officer or auditor of the company or a related body corporate:

- o Indemnified or made any relevant agreement for indemnifying against a liability, including costs and expenses in successfully defending legal proceedings; or
- o Paid or agreed to pay a premium in respect of a contract insuring against a liability for the costs or expenses to defend legal proceeding.

Signed in accordance with a resolution of the Board of Directors at Brisbane,  
10 August 2017.



DAVID CORCORAN  
Director



WARREN JOHNSTON  
Director

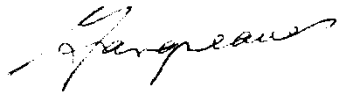
# AUDITOR'S INDEPENDENCE DECLARATION

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## TO THE DIRECTORS OF THE AUSTRALIAN LIVESTOCK & PROPERTY AGENTS ASSOCIATION LIMITED

In accordance with the requirements of section 307C of the Corporation Act 2001, as the auditor of the Australian Livestock & Property Agents Association Limited for the year ended 30 June 2017, I declare that, to the best of my knowledge and belief, there have been:

- a) No contraventions of the auditor independence requirements of the Corporation Act 2001 in relation to the audit, and
- b) No contraventions of any applicable code of professional conduct in relation to the audit.



MICHAEL A HARGREAVES  
Sydney, 19 July 2017

# DIRECTORS' DECLARATION

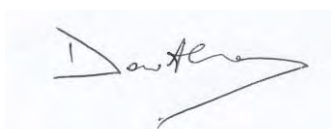
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The Directors of the company declare that the accompanying financial statements and the notes to the financial statements:

- a) the attached financial statements and notes thereto comply with Accounting Standards and the Corporations Act 2001;
- b) the attached financial statements and notes thereto give a true and fair view of the company's financial position and performance of the Company;
- c) in the directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors on 10 August 2017.

On behalf of the Directors  
Brisbane, 10 August 2017



DAVID CORCORAN  
Director



WARREN JOHNSTON  
Director



# INDEPENDENT AUDIT REPORT

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I have audited the accompanying financial report, being a general purpose financial report, of the Australian Livestock and Property Agents Association Limited (the company), which comprises the Directors' Declaration, the Statement of Comprehensive Income, the Statement of Financial Position, Statement of Cash Flows, Statement of Changes in Equity, notes comprising a summary of significant accounting policies and other explanatory notes for the year ended 30 June 2017.

## **Directors' Responsibility for the Financial Report**

The directors of the company are responsible for the preparation and true and fair presentation of the financial report in accordance with Australian Accounting Standards – Reduced Disclosure Requirements (including Australian Accounting Interpretations) and the Corporations Act 2001, and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

My responsibility is to express an opinion on the financial report based on my audit. I conducted my audit in accordance with Australian Auditing Standards. These Auditing Standards require that I comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

## **Independence**

In conducting my audit, I have complied with the independence requirement of the Corporations Act 2001.

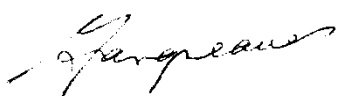
### **Auditor's Opinion**

In my opinion the financial report of the Australian Livestock and Property Agents Association Limited is in accordance with the Corporations Act 2001, including;

- (a) Giving a true and fair view of the company's financial position as at 30 June 2017 and of its performance for the year ended on that date; and
- (b) Complying with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Regulations 2001.

### **Emphasis of Matter**

Without qualification to the above opinion attention is drawn to note 1(E) in the financial report 'Key Management Personnel', one key management employee exists. The Association has elected non-compliance with AASB 124 in order not to breach employee confidentiality.



MICHAEL A HARGREAVES  
Sydney, 10 August 2017



# STATEMENT OF COMPREHENSIVE INCOME

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

	2017	2016
Revenue from Ordinary Activities	1,133,711	1,151,381
Young Auctioneers Competition Expenses	-136,648	-134,568
Communication (Membership & Promotion)	-118,454	-112,582
Administration	-757,756	-767,110
Professional Development & Education	-98,726	-66,674
Surplus before Income Tax Expense	22,127	70,447
Income Tax Expense	-17,327	-24,957
Surplus after Income Tax Expense	4,800	45,490
Other Comprehensive Income		
Total Comprehensive Surplus	4,800	45,490

# CASH FLOW STATEMENT

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from operations	1,172,077	1,056,967
Payments to suppliers and employees	-1,029,751	-1,037,757
	142,326	19,210
Interest received	43,906	53,548
NET CASH FROM OPERATING ACTIVITIES	186,232	72,758
NET CASH USED IN INVESTING ACTIVITIES	-	-
NET INCREASE (DECREASE) IN CASH HELD	186,232	72,758
CASH AT BEGINNING OF YEAR	1,677,190	1,604,432
CASH AT END OF YEAR	1,863,422	1,677,190

# STATEMENT OF FINANCIAL POSITION

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

	2017	2016
Current Assets		
Trade Debtors	18,489	57,958
Cash at Bank & on Hand	1,863,422	1,677,190
	<u>1,881,911</u>	<u>1,735,148</u>
Fixed Assets		
Property (Note 4)	1,139,518	1,166,368
Office Furniture & Equipment (Note 5)		-
	<u>1,139,518</u>	<u>1,166,368</u>
Total Assets	3,021,429	2,901,516
Liabilities		
Trade Creditors & Accrued Expenses	141,565	38,531
Provision for Income Tax	206	4,081
Provision for Employee Entitlements	<u>213,444</u>	<u>197,490</u>
Total Liabilities	355,215	240,102
Net Assets	<u>2,666,214</u>	<u>2,661,414</u>
Equity		
Retained Earnings	<u>2,666,214</u>	<u>2,661,414</u>
Total Equity	<u>2,666,214</u>	<u>2,661,414</u>

# STATEMENT OF CHANGES IN EQUITY

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

Balance at 1 July 2016	2,661,414	2,615,924
Operating Surplus	<u>4,800</u>	<u>45,490</u>
Balance as at 30 June 2017	<u>2,666,214</u>	<u>2,661,414</u>

# NOTES TO THE FINANCIAL STATEMENTS

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## FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

### Note 1 – Summary of Significant Accounting Policies

#### A) Basis of Preparation

The financial statements are general purpose financial statements that have been prepared in accordance with Australian Accounting Standards - Reduced Disclosure Requirements of the Australian Accounting Standards Board and the Corporations Act 2001.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless otherwise stated.

The financial statements have been prepared on an accruals basis and are based on historical costs, modified where applicable by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

#### B) Impairment of Assets

Assets that are subject to depreciation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

#### C) Depreciation

Depreciation is calculated on the straight line basis so as to write off the net cost of each fixed asset during its expected useful life. Profit and losses on disposal of fixed assets are taken into account when determining profit and loss.

The depreciation rates used for each class of depreciable assets are:

<i>Class of Fixed Asset</i>	<i>Depreciation Rate</i>
Buildings	2%
Office Equipment	15%

The asset's residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting period.



#### D) Employee Benefits

Provision is made for the company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Consideration is given to the employee wage increases and the probability that the employee will not meet its vesting requirements.

Contributions are made by the entity to an employee superannuation fund and are charged as expenses when incurred.

#### E) Key Management Personnel

One Key Management Personnel exists but non-compliance with AASB 124 has been chosen as not to breach confidentiality of the Association.

#### Note 2 - Operating Profit

Operating profit before income tax has been determined after:	2017	2016
Crediting as Income:		
Interest Received	43,906	53,548
Charging As Expenses:		
Auditors remuneration	9,610	8,920
Depreciation of non-current assets	26,850	28,538

#### Note 3 - Other Income

Other Income		
Association Products	16,133	10,820
Commission and other	13,661	8,560
	29,794	19,380

#### Note 4 - Property

Strata Premises - at cost	1,342,534	1,342,534
Less: Provision for Depreciation	203,016	176,166
	1,139,518	1,166,368

#### Valuations – Strata Property

An independent market appraisal was carried out on the original office premises (Lot 33) and the newly purchased office (Lots 29 & 34) at 2 Barrack Street, Sydney on 19 July 2017 by Will Mulvihill of Henderson & Horning Pty Ltd, Sydney with a market value in the vicinity of \$1,112,000 - \$1,251,000 for lot 33 and \$764,000 - \$853,000 for lots 29 & 34.

The Directors considered the amounts recorded in the financial accounts as adequate and as such have not booked an adjustment.

#### Note 5 - Office Furniture & Equipment

Office Furniture & equipment - at cost	64,280	64,280
Less: Provision for Depreciation	64,280	64,280
	-	-

Note 6 – Reconciliation of Operating Surplus to Net Cash Provided  
By Operating Activities

Operating Surplus	4,800	45,490
Employee Provisions	15,954	36,060
Depreciation	26,850	28,538
Change in Assets and Liabilities		
(Increase)/Decrease in Trade Debtors	(39,469)	(40,866)
Increase/(Decrease) in Creditors and Accrued Expenses	103,034	7,747
Increase/(Decrease) in Provision for Income Tax	(3,875)	(4,211)
Net Cash Inflow Provided by Operations	107,294	72,758

Note 7 – Directors' Remuneration

The names of the Directors who held office during the financial year were: Peter Cabot, Warren Clark, Cyril Close, David Corcoran, Chris Howie, Warren Johnston, Dale Keatley and Ross Plasto.

There were 8 Directors of the Australian Livestock & Property Agents Association Limited, none of whom has received or is entitled to receive any remuneration as a Director, except for payments made to Directors by way of reimbursement of out-of-pocket expenses incurred during the performance of their duties as Directors. No superannuation fund contributions have been made by or on behalf of any Director by the Australian Livestock & Property Agents Association Limited. The chairman received an allowance of nil for 2017 (2016 nil) to defray out-of-pocket expenses incurred in executing his duties. It should also be noted that the Association deals with Directors as members on terms and conditions no more favourable than those available to other members.

Note 8 – Environmental Regulation

The company's operations are not subject to any particular and significant environmental regulation under a Law of the Commonwealth or a State or Territory.

Note 9 – Events Subsequent to Reporting Date

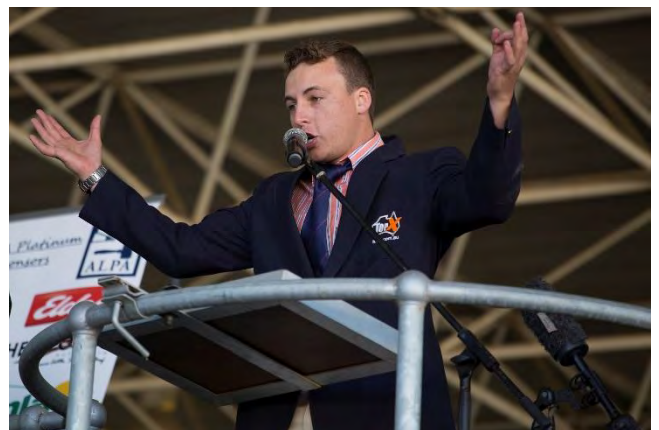
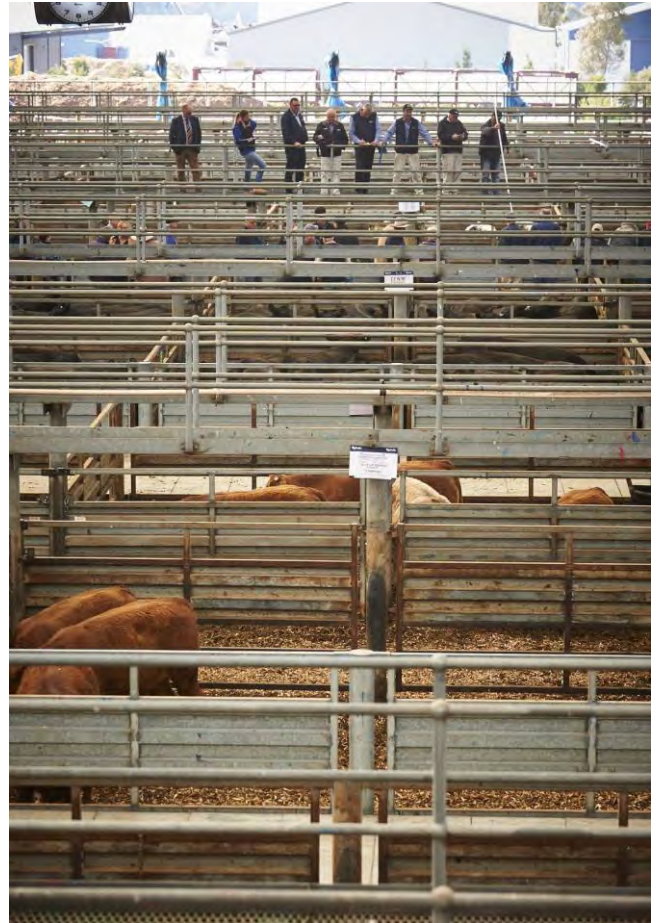
There are no subsequent events that materially affect the performance of the Company for the period under review.

# INCOME STATEMENT

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

INCOME	2017	2016
Subscriptions Received	479,336	486,822
Rent Recovered	43,387	48,631
Education Income	43,769	50,194
Office Communications	24,925	32,577
Administration Transit Insurance	228,123	217,696
Sponsorship	165,728	168,776
Interest Received	43,906	53,548
Government Grants	28,561	39,025
Young Auctioneers Competition	46,182	34,732
Other Income (Note 3)	29,794	19,380
<u>TOTAL INCOME</u>	<u>1,133,711</u>	<u>1,151,381</u>
EXPENDITURE		
Association Products	22,305	12,381
Annual Meeting & Dinner	26,055	17,529
Audit & Accountancy	9,610	8,920
Charges Govt. & Bank	3,213	2,285
Committee Expenses	45,822	71,317
Computer Expenses	29,520	26,599
Consultant Fee	6,298	0
Depreciation	26,850	28,538
Education Expenses	98,726	66,674
Office Communications Costs	6,582	5,083
Hire of Equipment	4,096	1,773
Holiday, Sick & LSL Provision	15,954	36,060
Insurances	8,662	6,226
Legal Fees	8,168	5,054
Office Expenses	35,070	19,580
Printing, Stationery & Postage	28,651	23,168
Property Expenses	43,579	42,211
Young Auctioneers Competition	136,648	134,568
Queensland Office Expense	19,986	20,920
Salaries & Wages	458,093	459,045
Superannuation	56,919	73,530
Telephone	6,969	6,477
Trade Subscriptions	5,769	5,120
Victorian Office Expense	8,039	7,876
SUB-TOTAL EXPENSES	<u>1,111,584</u>	<u>1,080,934</u>
Income Tax Provision	17,327	24,957
<u>TOTAL EXPENSES</u>	<u>1,128,911</u>	<u>1,105,891</u>
OPERATING SURPLUS	<u>4,800</u>	<u>45,490</u>









# ALPA

## 2016-2017



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# AUSTRALIAN LIVESTOCK & PROPERTY AGENTS ASSOCIATION LTD



ALPA President, David Corcoran; 2016 ALPA & Fairfax Media Agency Award winner, Alex Croker, H Francis & Co, Wagga Wagga; Fairfax Media Agricultural Channel Manager, Craig Chapman (L - R).



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Andy Madigan

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Northern Regional Manager

Andrea Lethbridge



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Southern Regional Manager

Liz Summerville